

**PAGES
MISSING**

THIS IS THE 1,277th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, MAY 31, 1912

No. 22

OCEAN BLUE

Cheap enough for the Million,
Good enough for the Millionaire.

FIRST of all, it's quite British—Comes from Hull, away over the "Ocean blue." Then it's the most economical. It readily adapts itself to any water—hard or soft—so long as the water is clean. Never spots, or flecks, and may be used with safety when washing the most delicate materials. To linens, laces, curtains, etc., it imparts a beautiful snowy whiteness, that suggests everything of spotless purity.

ALL STORES SHOULD SELL "OCEAN BLUE"

BECAUSE it is an article that satisfies, and satisfied customers are your best customers. It is made in bags packed in cartons and squares in packets. The retail price is 5 cents, on which you see a good profit.

**ASK YOUR JOBBER ABOUT
"OCEAN BLUE."**

ONTARIO AGENTS:
F. E. ROBSON & CO., 25 Front Street East, Toronto.

Hargreaves Bros & Co. Ltd
Hull England

PERRIN'S

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

Regular Lines put up in:

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



DAIRY

CREAM

SODAS

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

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

Facts Worth Considering

BORDEN'S EAGLE BRAND CONDENSED MILK



Especially prepared for
infant feeding.

Recommended by physicians
everywhere.

For general household use
best value obtainable.

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

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

Sales Offices and Agencies:—

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

Order by Name "PYRAMID" This the Original and Genuine

"Pyramid" must only be shown to be sold. Packed
in a neat and attractive display box.

"Pyramid" Registered.

Beware of imitations—Fly-catchers claimed to
resemble the genuine in appearance.

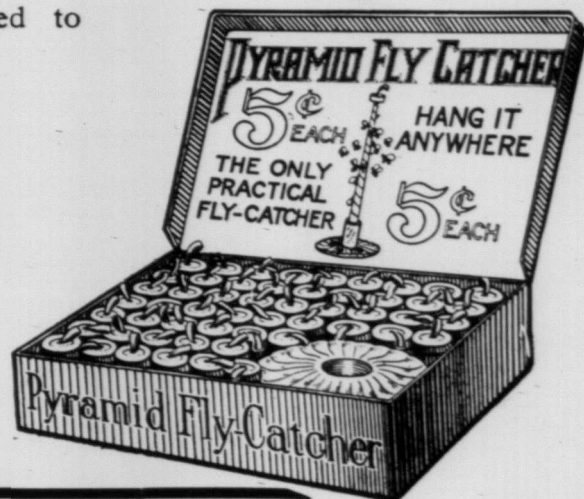
WM. H. DUNN

Sole Agent and Importer

Montreal Toronto Vancouver

MASON & HICKEY

Agents for: Manitoba Alberta Saskatchewan





Concentrated Fresh Cow's Milk

The care given in the preparation of
"Canada First" Evaporated Milk

and the absolute purity and efficient sterilization of each can, make it the line for you to stock and recommend. The safest milk to sell for infants and invalids. A steady business-bringer and profit-producer. Also

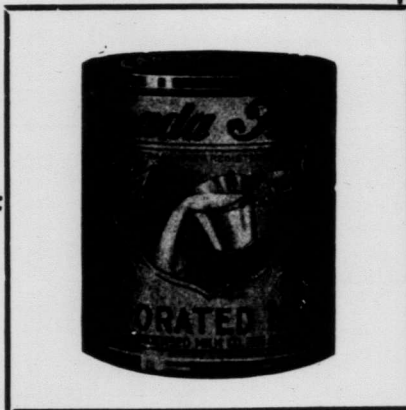
"Canada First" Sweetened Condensed Milk

Why pay higher prices for other brands of equal quality?

ORDER FROM YOUR JOBBER

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

AYLMER ONTARIO



Candied and Drained PEELS

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—
THE VERY BEST.

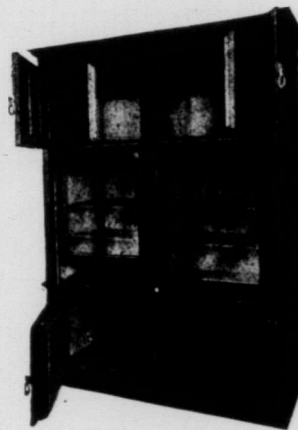
Samples and prices from

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

John Gray & Co., Ltd.

Glasgow

You Can Increase Business



Don't you believe your better customers would buy a great deal more of certain articles if you observed the highest points of refrigeration.

THE ARCTIC REFRIGERATOR

from outside appearance has "merit" stamped on it and as a means of refrigeration it is without a peer. It is a handsome piece of store furniture that you should have, not only for refrigerator qualities, but for its attractiveness in drawing sales.

Send for new catalog now

JOHN HILLOCK & CO., LTD.

Toronto, Ontario

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



"Simcoe" Brand Baked Beans

are the choice of carefully selected beans, prepared by the latest methods. They have that rich nutty flavor of the "Old New England" dish. Simcoe Baked Beans are packed plain, and in Tomato and Chili Sauces in different sized cans.

Simcoe Brand Baked Beans are an economical, healthful and wholesome food, very popular with all classes.

Recommend that 3's family size contain more (by actual weight) than flats, and a lower price.

Your select
trade wants
"Simcoe"
Brand

DOMINION CANNERS LIMITED
HAMILTON, CANADA

They put
money in the
pocket of
the dealers

ed

td.

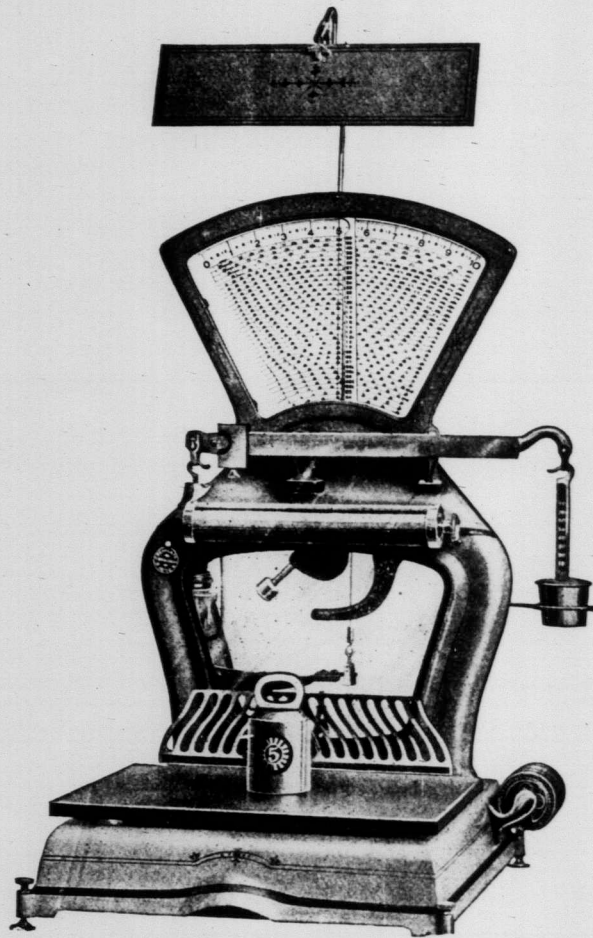
TOR

mped on
without
furniture
rigrator
ng sales.

D.

& Brown.

The Best Of All



No. 75

The Scale that Weighs and computes to 100 lbs.

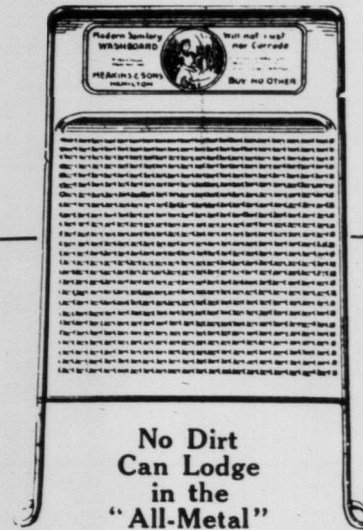
COMPUTING SCALES

Do you wish to know the reason why?
Ask a user or write us.

Users everywhere. Offices in leading cities throughout Canada.

Stimpson Computing Scale Company

Factory, DETROIT, Mich.



No Dirt
Can Lodge
in the
"All-Metal"

A Really Cheap Washboard

Is the only board that gives perfect satisfaction. A washboard that satisfies every housewife and saves its own cost by its perfect working qualities is the washboard for you to stock.

THE MEAKINS Sanitary Washboard

is made in one piece, of all metal and has no wooden parts or joints to corrode or rust. Therefore they are sanitary and merit the buying good-will of every housewife.

Send for Prices, etc.

MEAKINS & SONS
HAMILTON, ONTARIO



CLARK'S Baked Pork and Beans

The Greatest Picnic Meal on the Market.

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

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

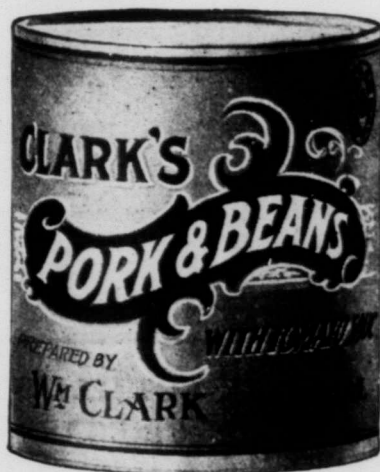
THEY ARE THE PEOPLES' PORK AND BEANS, and as a business man it's to your interests to cater to the public taste.

CLARK'S PORK AND BEANS

Plain Sauce
Pink Label
6 sizes

Tomato Sauce
Blue Label
6 sizes

Chili Sauce
Red and Gold Label
3 sizes



W. CLARK, MONTREAL

Manufacturer of High Grade Food Delicacies

Try This Plan When Preserving Starts

Just as soon as the strawberries come in dress up a strong "preserving" window display.

As the centre use one or two 100-lb. bags, several 20-lb. bags, and plenty of the new 5-lb. Cartons of

Redpath

Extra Granulated **SUGAR**

In the front of the window put a good showing of the choice berries. Then fill in with fruit jars, rubber rings, blocks of paraffin, add a few pairs of rubber gloves, even if you have to buy them specially, and complete the window with plenty of price tickets and a set of the new REDPATH Pennants on the glass.

You cannot too strongly recommend REDPATH Sugar for preserving, for its superior purity is essential in making the finest jellies, jams and preserves.

The Canada Sugar Refining Co.
MONTREAL LIMITED



A RECORD

has been created by

White-Cottells Malt Vinegar

The building up of a large Vinegar Business generally takes many decades. Our immense turnover has been reached in a very few years.

THE REASON

is that our Vinegar gives the utmost satisfaction both sides of the counter i.e., when it is a question of quality and prices we win fairly and squarely. Put us into competition, and see for yourself.

Write us to-day for samples and prices.

CANADIAN AGENTS:

W. L. Mackenzie & Co.,
306 Ross Ave, Winnipeg.

L. A. Gastonquay, 60
Bedford Row, Halifax,
N.S.

Schofield & Beer,
St. John, N.B.

CANADIAN AGENTS:

Standard Brokerage Co.,
1640 First Ave., West,
Vancouver, B.C.

W. L. Mackenzie & Co.
606a Centre St., Calgary.

**WHITE-COTTELL'S
MALT VINEGAR**

CAMBERWELL, LONDON, ENG.

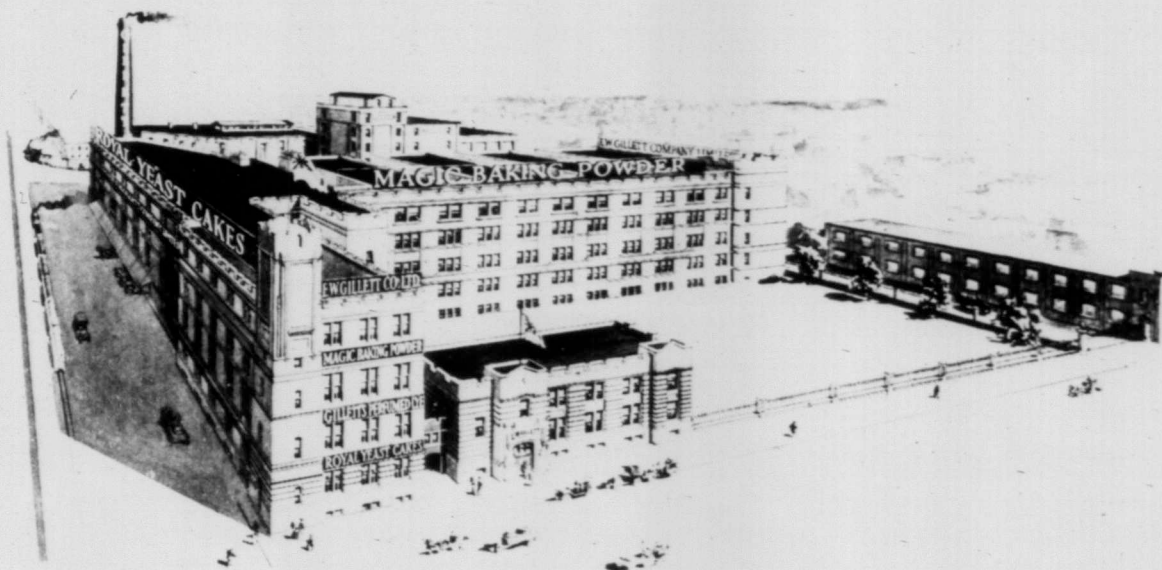
**WHITE-COTTELL'S
MALT VINEGAR**

THE CANADIAN GROCER



GILLETT BUILDING
KING, DUNCAN AND PEARL STS
TORONTO, ONT.

THE OLD PLANT



E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

THE NEW PLANT

The largest, cleanest and most up-to-date plant of the kind in the British Empire

GROCERS:—Note the size of our new plant. There will be no trouble in future to fill orders for Magic Baking Powder, etc. Besides making the various articles comprising our well-known line of goods we will make everything required in connection with our business; such as paper boxes, tin cans and other containers.

We have three railroad sidings, and therefore unlimited shipping facilities. All goods will be loaded direct into cars.

Push the sale of the goods that are known and wanted.

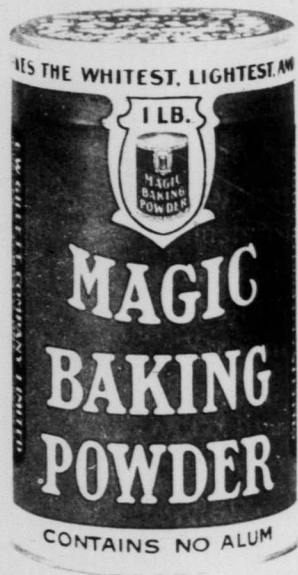
Now is the time to benefit by our big \$150,000 advertising campaign covering 1912.

AGENTS:

rokerage Co.,
Ave., West,
r, B.C.

kenzie & Co.
e St., Calgary.

TELL'S
EGAR



Quality Food Products
at Lowest Prices
Consistent with Quality

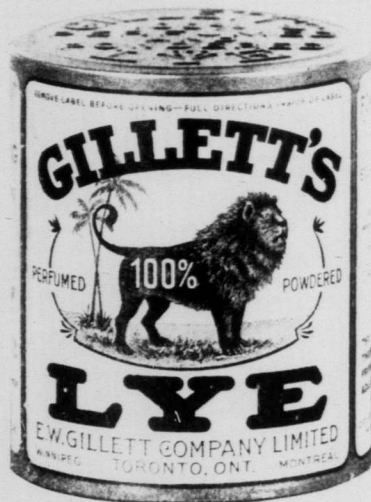


Not how cheap, but how good has always been the policy of this Company. The too frequent tendency to sacrifice quality, and to insidiously offer an article for what it is not, in the effort to overcome the increased cost of production, may to the unreflecting seem shrewd merchandising, but meets with no favor with a house whose constant aim it is to improve standards, to elevate qualities and to encourage superiority.

To live up to this creed, to be able to back the quality of Gillett's Goods with every dollar the concern possesses, it has for years labored untiringly, unceasingly and successfully to create standards and establish brands that stand for unexcelled uniformity, each the best of its class.

All dealers are authorized to guarantee Gillett's Goods as being the best and purest that it is possible to produce, and to be just as represented. Gillett's Goods are the most extensively advertised goods of their kind in Canada. Every dealer should take advantage of this fact, and share in the benefits of our 1912 Advertising Campaign.

THEY ARE BEST BY EVERY TEST.

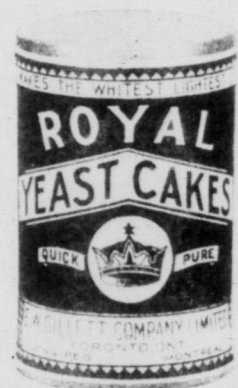


E. W. GILLETT CO. LTD.

TORONTO, ONT.

Winnipeg

Montreal



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

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S GOLDEN PUFF



PRICES AND SAMPLES ON APPLICATION

ILLUSTRATED ALBUM ON APPLICATION

"YOU HAVE YOURS WITH JAM AND I'LL HAVE
MINE WITH CHEESE"

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

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



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

The Old-Time Ever Popular Household Remedy for

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

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

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

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

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



SANITARY CANS

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers.'



FLAVORED WITH
RIPE FRUIT JUICES

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON

CAMBRIDGE

ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

A
House
old enough to
have a reputation,
young enough to
be abreast
of the
times

Packer's Celebrated Chocolates

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

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

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

2



2

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

THE F. F. DALLEY CO.
LIMITED

Hamilton, Canada

Buffalo, U.S.A.

2

2

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



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

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

Made all sizes, and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO

Montreal Representative

JAMES RUTLEDGE

Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

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

J. F. EBY,
President

HUGH BLAIN,
Vice-President

EBY-BLAIN, LIMITED

STANDARD BLENDS

We appeal to the wide awake Grocer of to-day **to look** into his Tea Trade: for he is the best judge, as to whether he is experimenting or not.

Are you satisfied with selling certain Packet Teas, which only show you a profit of 5c per lb., when you can make 8c per lb., and give your customers better value for their money.





We have an Expert who knows the real value of Indian Teas, as well as those of Ceylon. **Who knows how to combine** the choice growths of each **to perfection.**

Take for instance our 4 Star at 27c. per lb, it is a thick, rich, juicy blend with superb flavor and excellent second cup.

It is meat and drink compared with the wishy-washy teas that are being forced upon the public in many packets.

Do you suppose for one moment that we could make this offer if we were not positive as to the superior merit of the standard blends offered herein.

We will take back goods at our expense if not perfectly satisfactory.

			Cost Grocer	Retail
	2 STAR	Black, Green or Mixed	19c	25c
	3 STAR	" " "	22c	30c
	5 STAR	" " "	27c	40c
	4 STAR	English Breakfast	27c	40c

EBY-BLAIN, LIMITED

Importers and Manufacturers

TORONTO, ONTARIO, CANADA

WHITE SWAN YEAST CAKES

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

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals,
LIMITED**

Sole Distributors - TORONTO

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits are the people who buy Carr's Biscuits.



The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For prices, etc., write to-day.

**CARR & CO. CARLISLE
ENGLAND**

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

THE TEST OF SERVICE

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

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



COLES MFG. CO., Philadelphia, Pa.

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



**NELSON'S
Powdered
GELATINE**

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

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

TEES & PERSSE LIMITED

ESTABLISHED 1884

MANUFACTURERS!

For Western Representatives we have pleasure in recommending

TEES & PERSSE, LIMITED

who have assisted us for many years in distributing

Durham Starch

St. Lawrence Starch

Canada Starch

Ivory Gloss Starch

Akron Starch

Bee Hive Corn Syrup

Their warehouses at

FORT WILLIAM

WINNIPEG

REGINA

MOOSE JAW

SASKATCHEWAN

CALGARY

EDMONTON

were erected and are maintained to look after manufacturers interests as they should be. Their operations extend

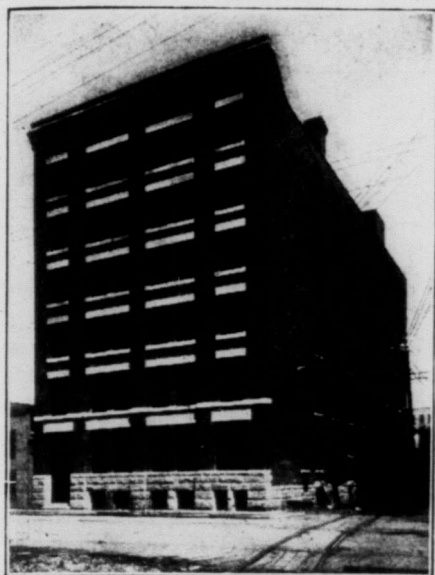
"From the Great Lakes to the Rockies"

and all jobbers are canvassed daily.

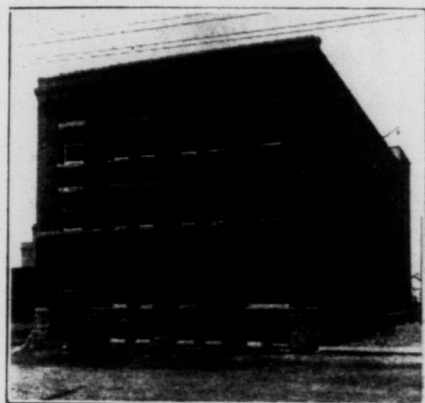
St. Lawrence Starch Co.,

Limited

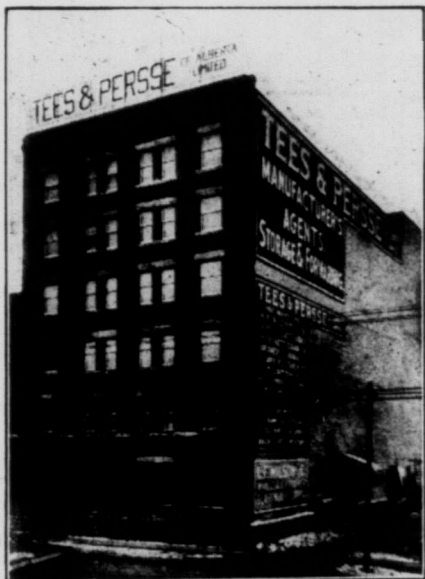
PORT CREDIT, ONTARIO



WINNIPEG WAREHOUSE



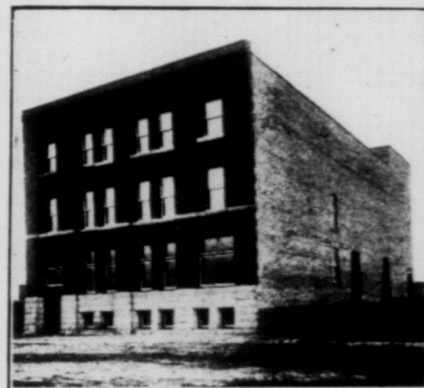
SASKATOON WAREHOUSE



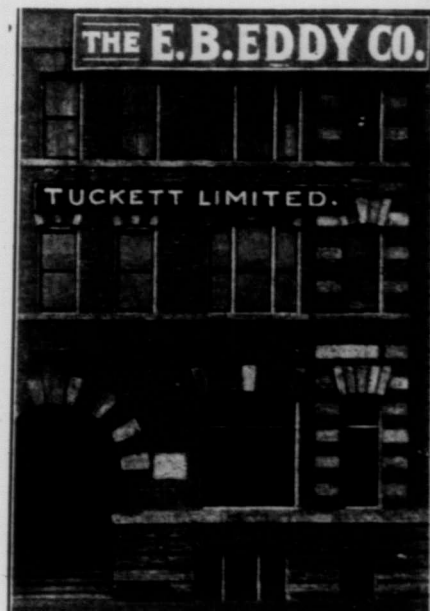
CALGARY WAREHOUSE



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

biscuits

no know biscuits

biscuits puts

LISLE LAND

Hamlin & burn & Co. idland.

ers Patent.

'S
d
E

LTD.,

Tartan
BRAND

THE SIGN OF PURITY
THE SIGN OF PURITY

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

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

Every package or tin fully guaranteed by

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

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

James Methven, Son & Co., Limited

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

Also at Liverpool and Glasgow

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

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

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

Every Live Grocer

SHOULD KNOW ABOUT

"Walker Bin" Fixtures

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

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

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

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

Walker Bin & Store Fixture Co.
LIMITED

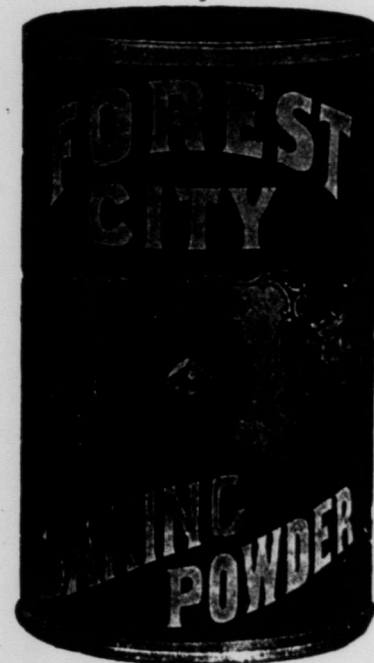
REPRESENTATIVES,—

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

Berlin, Ontario



Sells
on
its
Merits



25
Years
the
Standard

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

Gorman, Eckert & Co.
LIMITED

LONDON, Ont.

WINNIPEG, Man.

FRUIT CROPS

This is ideal weather for growing fruit crops, there will soon be a heavy demand for sugar. You can guarantee your customers success with their preserves by supplying only

St. Lawrence

Granulated

PRODUCED ONLY FROM CANE RAWLS.

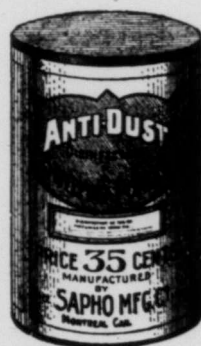
SYMINGTON'S COFFEE ESSENCE



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

Thos. Symington & Co., Edinburgh and London

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



SWEEPING IS A DAILY NECESSITY IN MOST HOMES

You need but to explain the advantage

of using Anti-Dust when sweeping to make it a large selling stock.

The selling points of Anti-Dust Sweeping Powder are: It positively prevents dust from rising and gives carpets and rugs their original color by removing all dirt. It brightens oil-cloths and floors, and is the only combined Germicide, Insectide, Disinfectant Sweeping Powder. When ordering, "Remember the Green and White Tin," the only genuine.

The Sapho Mfg. Co., Limited
MONTREAL



WHY YOUR CUSTOMERS WILL BUY

SOCLEAN

- Soclean is economical.
- Soclean lays dust.
- Soclean saves scrubbing and dusting.
- Soclean brightens and preserves carpets.
- Soclean is a disinfectant.
- Soclean leaves a fragrant odor.
- Soclean is a moth killer.

Seven good reasons why you should stock it—each one sufficient enough to command the respect of customers for Soclean and to ensure their repeat orders.

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

SOCLEAN LIMITED, Toronto, Ont.
The Originators of the Dustless Sweeping Compound of Canada.

JOBBERS

Before purchasing EARLY PICKED JAPAN TEAS see FURUYA & NISHIMURA'S samples through their agents.



Sardines are Healthful Food!

RECOMMEND "KING OSCAR" BRAND

In so doing you are sure that every atom of health-giving quality in which the sardine abounds will reach your customer in the best form.

Pure olive oil, with the greatest care in packing of the finest uniform size sardines, are features that make "King Oscar" Brand popular.

CANADIAN AGENTS

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

HAMILTON,

ONTARIO



Laurentia Milk Tastes Like Cream

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

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

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

LAURENTIA MILK CO., Limited

371 Queen Street West

TORONTO



Good Matches Always Sell!

There is always constant demand for matches. Your customers want matches that light every time without spluttering. They want the Dominion.

DOMINION MATCH CO., LIMITED
DESERONTO, ONTARIO

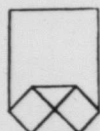
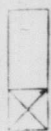
Or The Canada Brokerage Company, Limited, Toronto, Ont.;
The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt,
Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton,
St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.

PACKETING MACHINERY

Of Every Description

Bag-Making

(with folding in both these methods)



Labelling

Wrapping

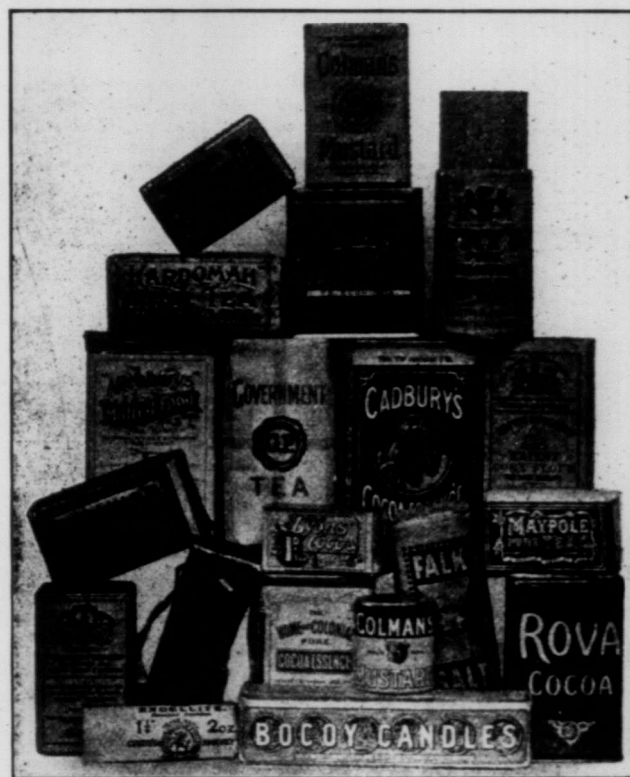
Etc., Etc.

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

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

LOVELL'S BAG & PACKET MACHINERY Ltd.

59/60 Gracechurch St., LONDON, ENG.



[M.E.]



- 5 Cases at \$4.15
with 20 bars Naptha free.
- 10 Cases at \$4.05
with 40 bars Naptha free.
- 25 Cases at \$4.05
with 150 bars Naptha free.

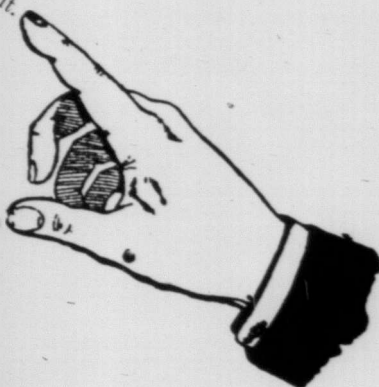
FREIGHT PREPAID
Net 30 days. 1% Cash.
Assorted or otherwise.



The best 5c. line with an extra good margin of profit.

Tell your customers that "Quick-Naptha" can be used for every purpose with cold, hot or boiling water as preferred.

A fifty-year old favorite—Quality counts



Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES

Escott & Harmer

Successors to W. H. ESCOTT CO.
WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

Offices at
WINNIPEG and REGINA

covering all
The Wholesale Centres in
Manitoba, Saskatchewan and Alberta
Write us re your consignments.

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

— WINNIPEG —

H. G. SPURGEON

Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.

220 Chambers of Commerce. P.O. Box 1812

WINNIPEG THE J. J. TOMLINSON CO.

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

FRANK H. WILEY

MANUFACTURERS' AGENT
and
IMPORTER

757 Henry Ave., WINNIPEG.

THE TURNBULL Company

DIRECT IMPORTERS OF
GROCER SPECIALTIES

Open for additional first class lines.

179 Bannatyne Ave. East, Winnipeg

WESTERN DISTRIBUTORS LIMITED

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

SASKATOON, - WESTERN CANADA

G. C. WARREN

Box 1036, Regina
IMPORTER, WHOLESALE
BROKER, and MANUFACTURERS'
AGENT

Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

DISTRIBUTORS, LIMITED

P. O. Drawer 99
EDMONTON, ALBERTA

Manufacturers' Agents, Commission Mer-
chants, Warehousemen.

Track connection with all Railroads.

RUTTAN & CHIPMAN

WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS

Fort Garry Court, Main Street,

WINNIPEG, - CANADA

THE WESTERN BROKERAGE & MANUFACTURERS' DISTRIBUTING CO.

Commission Brokers, Customs Brokers and
Manufacturers' Agents. Shipments stored
and distributed. Bonded warehouse in con-
nection. Your business solicited.

222 Ninth Avenue West - Calgary, Alberta

— TORONTO —

Our Specialties,

**WHITE BEANS
EVAPORATED APPLES
CURRANTS AND CANNED GOODS**

Soliciting inquiries.

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

77 York Street, **Toronto**

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale
Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

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

LIND BROKERAGE CO.

49 Wellington, St East - **TORONTO**

— MARITIME PROVINCES —

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery
Brokers

HALIFAX - NOVA SCOTIA
We are open for a few high class specialty
lines

H. R. SILVER, LTD.

MANUFACTURERS' AGENTS
AND GROCERY BROKERS

HALIFAX - NOVA SCOTIA

First-class frost-proof storage facilities.
Correspondence solicited on Domestic and
Foreign lines.

J. A. TILTON

WHOLESALE GROCERY BROKER

ST. JOHN, N.B.

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

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery
Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

— NEWFOUNDLAND —

T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful at-
tention to all business. Highest Canadian and foreign
references. Cable address: "Macnab" St. John's.
Codes: A, B, C, 5th edition, and private.

When writing advertisers kindly
mention having seen the advertise-
ment in this paper.

Manufacturers' Agents and Brokers' Directory

(Continued.)

LONDON, ENG.

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

**BRITISH COLUMBIA
McLEOD & CLARKSON**

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

O. E. Robinson & Co.

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

SUCHARD'S COCOA

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

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. **GEO. J. CLIFF, Manager**

No Odor



It dries them up **Common Sense**
KILLS (*Roaches and Bed-Bugs
Rats and Mice*)
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for
the reason that it gives general satisfaction and each
customer tells others about same. Write for prices.



The **BROWN** is the
only convenient
Bag Holder
Occupies no counter
space. The bags are
held in position by
gravity—no perfora-
tion of bags neces-
sary. Handy. Saves
Time. Will last a life-
time. For sale by
jobbers everywhere.
Ask your jobber or
write
The Brown Mfg. Co.
Creston, Iowa, U.S.A.

QUEBEC

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

OPPORTUNITY

Stores of all kinds, Refreshment, Variety and
Groceries, Lunch Rooms, Barber Shops, Cigar
Stands, Pool Halls, Rooming Houses, Etc., from
\$175.00 up. Any kind paying business. If you
wish to buy or sell, call or write. ■
DELA RONDE BUSINESS CHANCE BROKER
10-16 McGill College Ave., Montreal

**Make the Credit Customer Your
BEST Customer**

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

**ALLISON COUPON
BOOKS**

They make credit business
practically same as cash.

HERE'S HOW THEY WORK:—



When a man wants
credit, give him an
Allison Coupon
Book, and have
him sign form at
the front which be-
comes then his pro-
missory note to you
As he buys, you
tear out coupons,
and when his book
is exhausted you
can collect your
note or extend his
credit for another
book, as you deem
wise. No pass
books, no charging,
no time wasted, no
errors, no disputes

For Sale Everywhere by Jobbers.

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

CLAY PIPES

None equal. Insist upon McDougall's
There IS a difference.

D. McDOUGALL & CO., LTD., GLASGOW,
SCOTLAND

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

OTTAWA

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

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

**THE PEOPLE OF
JAMAICA**

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

KINGSTON

"GLEANER"

might bring inquiries. Better
write for rates to

I. C. STEWART, Halifax

Your card in our MANUFACTUR-
ERS' 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 for-
eign agencies in Canada have been
secured through the cards on these
pages.

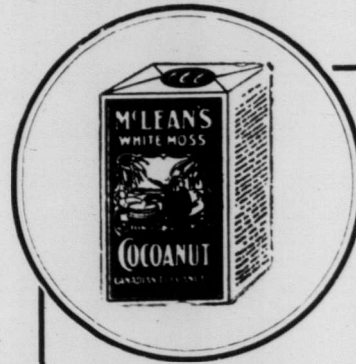


THE MCGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

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

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



OTHER BRANDS

We have a larger and thicker circle of friends around us than all other brands together. Don't guess why? Try the goods.

CANADIAN COCOANUT CO., Montreal

Tea Lead

(Best Incorrodible)

"Pride of the Island"

Manufactured by BRAND

ISLAND LEAD MILLS, LIMITED

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C Codes used 4th and 5th Editions LONDON, E., ENG.
Canadian Agents HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

SALT

A stock of good dependable salt holds the steady family trade and in so doing adds to the grocer's profits.

ONTARIO PEOPLE'S SALT is pure as salt can be and is exceedingly popular.

SEND FOR PRICES

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



THE WILLIS DISPLAY STAND



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

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

Write to-day for complete description.

WILLIS MFG. CO.
GALESBURG, ILL.

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

Wholesalers or Jobbers: write for agency proposition.

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

BUY

Star Brand

Cotton Clothes Lines

AND

Cotton Twine

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM



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 productive of the best kind of results.

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

TRY A CONDENSED AD IN
THIS PAPER

Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.
Price \$3.50, Postpaid.

MACLEAN PUBLISHING COMPANY

Technical Book Department

143-149 University St. - Toronto, Canada

May 20th, 1912

T. H. Estabrooks Co., Limited
St. John, N.B.

Dear Sirs:—

Please ship at once 80/1 lb. packages and 30 lbs. in ½-lb. packages of Red Rose Tea.

Please include some advertising matter.

Your 30c. tea certainly is "good tea." We find it has entirely displaced our regular 25c. bulk tea.

Yours truly,

The above letter shows the strong trend of the tea trade.

Head Office, St. John, N.B.

T. H. Estabrooks Co., Limited

Western Branches: Winnipeg, 156 Lombard St.

Calgary, 322-326 Ninth Ave. W.

7 Front St. E.

TORONTO, ONT.



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

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

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

**TAYLOR & PRINGLE CO.
LIMITED**

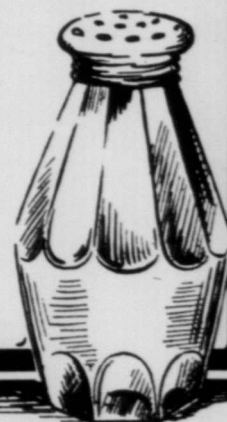
OWEN SOUND - ONTARIO

**CENTURY
SALT**



**You Will
Always Find**

the same uniformity of pure white crystals from the top to bottom of each bag or barrel of Century Salt. It is refined with the best care and makes it the salt for all household or dairy uses: The profits are good.



**THE DOMINION SALT CO. LIMITED
SARNIA ONTARIO**



LOOK!

**Bigger Sales
and
Better Goods**

This covers the following lines:—

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

Sold from Coast to Coast

Manufactured by

The John B. Paine Co., Ltd.
TORONTO

AGENTS:

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

**DOUBLE YOUR
SALES OF
MARMALADE**

Most of the marmalade that is sold is bought by those who come into the store and ask for it. A little creative salesmanship would easily double the sales of marmalade.

For instance you could double your sales of

**Shirriff's
Marmalade**

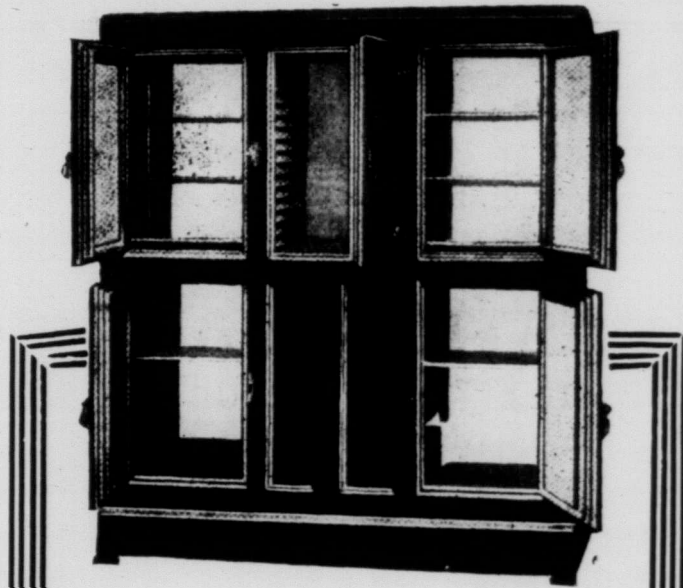
by instructing your salesman to tactfully suggest to customers that Shirriff's Scotch Marmalade is very appetizing, delicious and healthful. That it is made of selected Seville oranges and best granulated sugar. And has the keen, stimulating tang of the bitter Seville orange blended most deliciously with the sweet of the granulated sugar.

They could suggest that Shirriff's marmalade spread on toast or crisp soda crackers tastes very good at breakfast. And some people enjoy it spread on hot biscuits. Others with pancakes.

They could suggest, too, that marmalade steam puddings, marmalade pies and marmalade tarts are delightful.

Just try the above suggestions and see how quickly you will double your sales of Shirriff's Marmalade. It's to your profit to do so.

Imperial Extract Co.
Toronto



Don't Lose Profit In Spoilt Stock

With careful refrigeration the loss by spoils is almost eliminated. Poor refrigeration, such as dampness, corroded metal, etc., are of little or no benefit to the preservation of perishable grocery stock.

THE NORTH STAR REFRIGERATORS

are scientifically constructed to give you the full benefit of the ice, an absolutely dry air circulation—so dry that a match can be lighted on the interior walls at any time—thus preventing wood from rotting and disallowing all odors that would arise, without absolute dryness.

**WRITE NOW FOR PRICES AND CATALOGUE.
SEND FOR ILLUSTRATED BROCKET TO-DAY.**

**Estate JAMES DAVIDSON
OTTAWA, ONTARIO**

Cold Springs Lemonade Powder Makes Cool and Refreshing Drinks.

COLD SPRINGS

Stands in a class by itself, having a peculiar nip and piquancy.

The hot weather at hand will see it sell well.

Just display it. It will move.

Has a large sale throughout the colonies. Quality.

Write

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

CASTILE SOAP



"LA VIERGE"

The Virgin Brand EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA



The brand
with a
reputation
for
QUALITY—

**“ANCHOR” Brand
TABLE SALT**

The best value
The largest package

To retail at
10c.

Finest in grain—best in color
WILL NOT HARDEN

WRITE FOR OUR QUOTATIONS

WHITE BEANS—

Arriving about June 15th one car-load Hungarian Pea Beans. Quite equal to Canadian hand-picked at a lot less money.

CASTILE SOAP—

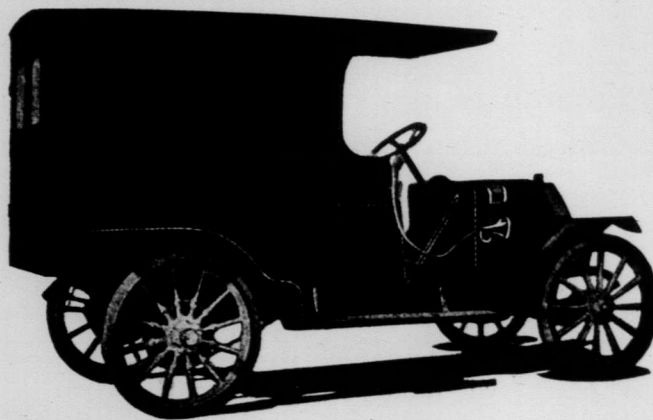
SHELL and la VIERGE brands. We have a complete stock—all styles.

PASCALLS—

King & Queen
BUTTER SCOTCH.

A rattling good seller in a 10c. line. You will make money on the above lines at our present quotations.

EBY-BLAIN, LIMITED Wholesale Grocers
TORONTO



**Auto Delivery Curtails
Delivery Expenses**

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

The Menard Commercial Car

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

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

Send for prices and full particulars.

Menard Commercial Motor Car Co'y

WINDSOR, ONT.

"SALADA"

and what it means to you

Consistent high quality is absolutely necessary to the permanent success of any article.

"SALADA" has won its way into the public confidence because the public has been convinced of its reliability in quality, purity and flavor.

This conviction has grown—grown in spite of opposition, competition and imitation—until now "SALADA" is the word that signifies the highest standard of excellence in Tea.

"SALADA" quality is specified by the Canadian Government when calling for tenders for tea.

You can recommend "SALADA" with confidence—it is unequalled for goodness, freshness and fine flavor.

Every pound you sell advertises you as a dealer in "Quality."

You are protected against peddlers and price-cutters who cannot buy "SALADA"—and the sale is guaranteed.

"SALADA" TEA COMPANY

TORONTO

MONTREAL

PUT AN END TO ACCOUNTING TROUBLES

The

Ullman Account Register

IS THE SAFEST, SIMPLEST, QUICKEST, SUREST TO CHARGE, AND MOST SATISFACTORY OF ANY SYSTEM ON THE MARKET. IT SATISFIES THE CUSTOMER AS WELL AS THE MERCHANT.

With this system your accounts are always made out in detail as well as in full to date, and your customer is sure to receive a bill of goods purchased. It shows both the merchant and customer the amount of account to date each time a purchase is made.



The customer knows every time he makes a purchase how much he owes, and he naturally tries to keep his account down. This insures quicker collections for the merchant. The only real step to stop the worry and work of incessant night bookwork is THE ULLMAN ACCOUNT REGISTER.



The Hamilton Incubator Co., Ltd.

HAMILTON

::

ONTARIO



For Years in the Lead —Still Leading

is the unparalleled record of these two brands of staple condiment.

COLMAN'S MUSTARD KEEN'S MUSTARD

Double Superfine Quality
In square tins.

Any dealer stocking these brands will be catering to the demands of the general public.

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA

403 St. Paul St., MONTREAL

Toronto Office, 30 Church St.



Every Woman in Canada Knows BENSON'S PREPARED CORN

The purest and finest corn starch obtainable

They know what delicious and satisfying deserts it makes.

They know what snap and piquancy it gives to sauces and gravies.

They know how indispensable it is in baking and pastry making.

Therefore let your women customers know that you have it

Display it on your counter and shelves.

Quick sales will follow.

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

ces
Th
thi
hav
rea
fo
the
rea
for
Bri
acc
per
7
bee
kne
rea
tha
buy
cep
ent
pen
cou
the

I
lish
may
por
whi
inte
to
also
H
22n

T
the
ted
T
amo
with
\$45
ter
A
depr
for
whic
divi
paid
to t
(C
was
for t
O
and
mem
Only

*Th
most
has
cery
quest
which

Co-operative Store Statement Analyzed

Business of Nearly \$275,000 a Year Apparently Being Handled with Liquid Capital of Only \$15,500—Further Information Required for Intelligent Review.

*By Henry Johnson, Jr.

Co-operative societies are a great success in Britain and in Europe generally. There are, of course, good reasons for this. Otherwise the movement would have petered out long ago. The prime reason on which the movement is founded is economy in the purchase of the necessaries of life. A secondary reason lies in the desire to make money for the members, or investors. The British and Continental societies have accomplished both purposes; hence are permanent and successful.

This movement has not generally been successful in Canada, so far as I know, nor in the United States. Many reasons are given. I incline to the idea that hitherto the need for co-operative buying and selling has not been perceptible; we, on the American continent, have not yet felt the pressure of penury such as exists in those older countries. It has been cheaper to hire the work done than to do it ourselves.

Better Luck at Glace Bay.

It seems, however, to be firmly established in Glace Bay, Nova Scotia, if I may judge from the healthy looking report to which I referred last week, and which is now before me, only partially intelligible to me. This business seems to be founded on solid principles. It also looks as if it were well conducted.

Here is the concise Report for the 22nd Quarter, ending January 17, 1912:

TO THE MEMBERS:

The Report and Balance Sheet for the 22nd Quarter is herewith submitted for your approval.

The total business for the quarter .. amounted to \$63,119.22, as compared with \$48,126.49 for past quarter and \$45,689.72 for the corresponding quarter of a year ago.

After providing for all charges and depreciations there remains available for dividends the sum of \$7,730.80, which will allow the Society to pay a dividend of 8% on \$96,610.34 members paid purchases, leaving a small balance to the credit of Profit and Loss.

(One branch has not paid. The loss was a trifle of \$260. Reasons are given for the hope of better things in future.)

Our New Bond Issue is now ready, and the Committee would urge every member to subscribe for a few of these. Only some \$6,500 are available and dis-

*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.

tributed among our present membership they would not average \$10 per member. The Committee again urges upon members the necessity of having more capital invested in their business. Our total Capital and Deposits are \$33,003.62. We have invested in Real Estate over \$11,000, in Fixed Stock and Equipment about \$5,000, standing on our Books in Members' Balances over \$12,000, a total of over \$28,000. This leaves about \$5,000 of our Capital and Deposits available for financing our Merchandise Account, or with our Reserve Fund of \$8,000, and \$2,500 from our Bond Issue, \$15,500. This amount is too small to handle successfully the amount of business we are required to do, and which is now averaging about \$20,000 per month. Every member is urged to help their Society out in this matter by increasing their Deposits with the Society.

(Then follows some administration news, recommendations, etc.)

Some Information Wanting.

I am, as I say, not familiar with the method of accounting. I shall have to ask a lot of questions. For instance, I cannot get any set of figures from the various reports to correspond with that item of \$96,610.34 of "members paid purchases." I can, however, see that \$7,730.80 will pay 8% on that sum and leave a little over. If this 8% is a six months' dividend, as I suppose it is, the members are getting dividends on their annual purchases of 16%.

This is an astonishing accomplishment when you think of a business of \$20,000 per month, which is growing so fast that it will reach more than \$275,000 for the year, being handled on \$15,500 liquid capital. The Society now has 510 full paid members, so that an investment in the new bonds of only \$13 average per paid-up member would absorb the entire \$6,500 still available. A little over \$25 per member, if only half of them participated, would absorb the remainder of the issue.

Is Bond Issue Necessary?

With the showing this management has made it seems astonishing that any appeal has to be issued at all for this support. Seems as if the bond issue should have been over subscribed five or six times. It must be obvious to the members that if such a showing can be made with \$15,500, more than double the record could reasonably be expected if the working capital were \$30,000.

Right here is the element of weakness. A body of members tend to have this character. They seem to be actuated by the idea that "what is everybody's business is nobody's business," hold back, sit tight, let the thing struggle along and someday go broke, maybe, for want of cordial support. When this happens, they blame the management, of course. It looks as if this particular management will pull through anyway. In that event, the credit will naturally go to the people who put in the money! Human nature is surely a funny thing.

The Operating Account.

Now, I must ask for explanation of some parts of the accounting, for it is Greek to me, but will surely prove interesting and instructive to all of us. Operating Account No. 1 is given as follows:—

To Invent. of Mdse. stock, July 5, beginning 21st Quarter	\$ 7,799.08	
To Mdse. supplied, 21st Quarter	6,583.17	
To Mdse. supplied, 21st Quarter	5,464.65	
By Sales, 21st Quarter		\$ 5,023.52
By Sales, 22nd Quarter		5,877.96
By Transfers, etc., 21st Quarter ...		1,029.11
By Transfers, etc., 22nd Quarter ...		286.33
By Mdse. necessary to balance		7,629.88
	\$19,846.80	\$19,846.80
Invent. Mdse. at stock taking Jan. 17 ...	\$10,629.95	
Less amt. necessary to balance	7,629.88	
By gross Profit for 6 months		3,000.07
To Genl. Expense, 21st Quarter ...	97.07	
To Genl. Expense, 22nd Quarter ...	14.46	
To Frgt. Charges, 21st Quarter ...	200.92	
To Frgt. Charges, 22nd Quarter ...	105.88	
To Wage Charges, 21st Quarter ...	385.89	
To Wage Charges, 22nd Quarter ...	371.07	
To Rent Charges, 21st Quarter ...	62.00	
To Rent Charges,		

(Continued on page 38.)

Fall Wall Paper Samples Now Going Out

General Dealers Who Handle This Line May Expect Travelers Along Any Time Now—Good Profits in Wall Papers, if Given Some Attention—Too Much Business Now Going Over Dealers' Heads to Mail Order Houses — Something About Designs.

Although spring with its accompanying demand for wallpaper has not yet been left far behind, this line is once more about to become of interest to the merchant. During June, wall paper houses will be sending out their salesmen with fall samples and it is time the grocer and general merchant commenced to give some thought to his plans for the fall campaign. It is well to remember that it is the carefully planned campaign with purchasing done well in advance, when there is a good assortment to choose from, that is productive of best results.

Be Ready for the Traveler.

The dealer should give some thought to plans before the traveler calls, so that he will be able to do his purchasing to the best advantage. Having made his selections at an early date he is able turn his thoughts to his selling campaign as he knows exactly what he is getting and that he is sure of getting what he wants.

Something might be said as to why wallpaper is an advantageous line to handle. Given the proper attention, it returns a good profit to the dealer. Besides this, it is found to possess a considerable factor as a "feeder," acting as a magnet that attracts other business to the store.

In some lines handled by the merchant the total demand remains stationary from year to year. However, this is not true in wallpaper for the total sales of this line are showing big increases. An enormous influx of population is taking place, resulting in thousands of more homes being opened throughout the Dominion, and this means a great deal to the wallpaper business. Besides this, the country is prosperous and when times are good it is natural for people to turn their thoughts to the improvement of the home, and wallpaper is one of the lines to benefit.

Although the demand for wallpaper has been and is steadily on the increase it is unfortunate but nevertheless true that the general merchants have not been receiving their full share of this increase. The mail order houses have been taking to themselves no little proportion of this business and it behooves the general merchant to do his best to make a bid for it. As long as people send to the catalogue houses for wall paper, they will continue to order other lines of goods as well.

As in most every other line, in paper there are low and high grade goods. It

is to the latter class that the merchant should direct greatest attention. Most dealers are beginning to realize that trading exclusively in cheap papers to the sacrifice of the good trade is not only short-sighted but small profited as well. The paper which one can recommend with confidence and which will give satisfaction to customers, should be pushed. It will cost customers a little more but the good salesman will find no trouble in convincing them it is worth it. People do not want paper that is cheap in appearance. The country is well to do and high grade goods are being demanded.

Some dealers handle a few of the lower priced papers as leaders. Their price

is no doubt an attraction to those who are in search of bargain goods; but it is not well to treat them as the basic foundation of the wall paper business.

In selection of quality and price, as well as to designs to a certain degree, the class of people dealt with should be taken into consideration. What might be a good line for one dealer to stock might be a poor one for another but regarding price, the quality of other goods purchased may be taken as a gauge by the general merchant. It should always be his endeavor to raise the standard of goods sold because it means greater satisfaction to customers.

Selecting New Designs.

In selection of patterns and designs, many dealers are backward about breaking away from set lines. It must be remembered that most housewives aim to have something distinctive and it should be with this in view that paper should be selected. Of course there are the styles to be followed as well by the man in charge of the purchasing.

Western Reader Takes Up Cost Problem

Sends Article Which Appeared in a Western Canadian Paper Showing Expenses Figured on Invoice Cost—Selling Price Basis Much Safer—Goods Sold at a Loss.

A reader in Western Canada sends The Grocer an article on figuring profits and cost of doing business, which, he maintains, contains some discrepancies. The article appeared in a Western paper, and dealt with the writer's reasons for claiming that the retail grocer was not getting a profit on many staple articles, and therefore was justified in asking a fair-sized profit on others.

Some Show Little Profit.

It is no doubt correct that on some lines such as sugar, bread, and sometimes butter and eggs, etc., the profit is little or nothing after cost of doing business to turn them over is concerned. But one must be careful to figure cost of doing business properly, and herein lies the error of the computations made by the writer of the article in question. He assumed that 18% could cover cost of doing business.

Here is the table he set down to show profits and losses on certain goods:—

	Cost.	Add 18 p.c.	Total	Sells.	Loss.	Gain.
Sugar	\$6.60	\$1.18	\$7.78	\$7.00	.78	...
Canned Foods	3.75	.67	4.42	4.70	...	.28
Canned Peas	2.60	.46	3.06	3.60	...	.54
Canned Corn	2.60	.46	3.06	3.60	...	.54
Bacon	.17	.03	.20	.25	...	.05
Corn Flakes	2.90	.52	3.42	3.60	...	.18
Soda Biscuits	.18½	.05	.23½	.25	...	.01½
Coffee	.30	.05	.35	.40	...	.05
Bread	.06¼	.01¼	.07¼	.07 1/7	3/28	...
Butter	.40	.07	.47	.45	.02	...
Rice	.04¼	.01	.05¼	.06¼	...	.0¼

It will at once be observed that the percentage of cost of doing business was figured on invoice cost, which, it is maintained by the best business men, is

wrong. In the calculations above, even on this basis, some errors have apparently crept in. Eighteen per cent. of 18½¢—the invoice cost mentioned on soda biscuits—is 3 1-3 cents rather than 5 cents, and on 6¼¢ (bread) it would be 1¼¢ instead of 1 cent.

A Transformation.

It has been the custom of many in the past, and not far back either, to calculate percentage of cost of doing business on the invoice cost. But since the pros and cons have been sifted, it has been clearly proven that this method is not safe. Reasons have been given in various articles recently in this paper, so that clearly the method of figuring in the above table is not conducive to safety in business.

Take the case of sugar. Invoice cost is \$6.60. It sells for \$7, and cost of doing business is 18 per cent. Figuring this percentage on the selling price we have a cost of \$1.26 for turning it over, or a total actual cost of \$7.86. This

makes a loss of 86 cents instead of 78. In the canned corn item the cost is \$2.60, and selling price \$3.60. Eighteen per cent. of the selling price is 64

cents, making the total cost \$3.24 instead of \$3.06, and a gain of only 36 cents instead of 54.

Worse Off Than At First.

If we continued further on down the line it would be observed that the gain column diminishes, while the loss column increases, and the dealer is there-

fore still worse off than the table would indicate.

Calculating profit percentages and cost of doing business on turnover is the only safe method, and it should be closely adhered to. One may know where he is at by doing it the other way, but never sure.

attention. The red labels on the gallon apples, which were prominently in evidence, gave a color effect that was quite effective in drawing onlookers.

Photographed at Night.

The window, which is a corner one, is susceptible to a good display, and the best was made of it by Mr. Crone. The photograph was secured at night by pulling the blinds down a short distance and turning on the lights, as this seems to be about the best method for preventing reflections.

The prize accompanying the best dressed window amounted to \$20, which was worth while going after.

A Good Advertisement.

On such occasions as this it pays to produce something better than the average. At a carnival of this character, the

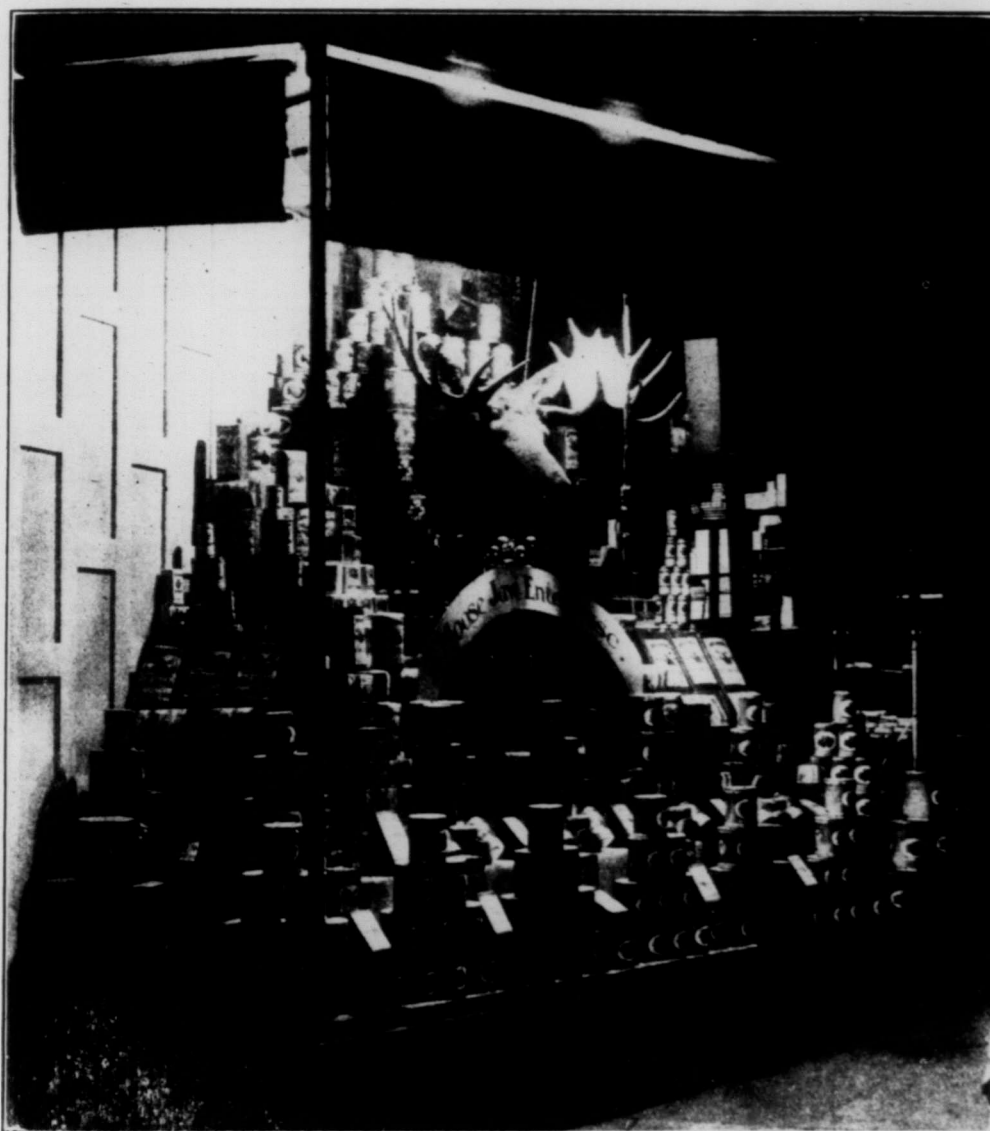
First Prize Moose Jaw Carnival Window

Dressed by Member of Staff of Kent & Brown For Spring Carnival Held There in April—Moose Head Makes Appropriate Setting—Attracted Large Crowds.

Moose Jaw, Sask., May 28.—In April a Spring Carnival was held in Moose Jaw, which developed considerable new business for those retailers who made it a point to go after it.

Was Attractively Arranged.

That it is deserving of more than passing recognition is easily observed from the accompanying cut. The big moose head projecting out among the



Kent & Brown's window, Moose Jaw, Sask., which captured first prize in Spring Carnival Competition.

Prizes were offered by the committee in charge for various competitions, among them window dressing. The prize for the best dressed window went to Harold Crone, of Kent & Brown's grocery staff.

articles on display is, to begin with, most appropriate for any such occasion where home spirit is emphasized. The canned goods, packages of tea, tins of coffee, spices, etc., were arranged artistically, and certainly attracted a lot of

streets of a town attract a lot of people who are out to see everything. They make mental notes of what strikes them most, and a good window undoubtedly carries with it considerable advertising value.

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.

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

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.
UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.
Western States Representative—A. H. Byrne, 140 South Dearborn St. Phone Rand 3234
E. J. Dodd

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960.

FRANCE—
Paris—John F. Jones & Co., 31 bis Faubourg Montmartre.

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

PUBLISHED EVERY FRIDAY.

TORONTO, MAY 31, 1912

CANADA'S RAPID PROGRESS.

Figures issued from Ottawa on Canada's trade for the past fiscal year demonstrate conclusively the sound commercial state of the country.

The total trade for the year amounted to \$862,699,732, an increase of no less than \$103,605,343, as compared with the preceding fiscal year. Imports totaled \$547,382,582, an increase of nearly \$86,000,000; exports totaled \$315,317,250, an increase of nearly \$18,000,000. The year's increase in trade, over fourteen per cent., is one of the largest, if not the largest, in the history of Canada. According to present indications the Dominion's trade for the current fiscal year will run very close to the billion-dollar mark.

Of the total imports for the past year \$335,204,452 were dutiable goods, while \$186,144,249 were free goods. The Customs revenue totaled \$87,548,452, an increase of \$14,250,908.

Exports of domestic products for the year totaled \$290,223,857, the principal items being: Agricultural products, \$107,143,375; animals and their produce, \$48,210,654; mines, \$41,324,516; forests, \$40,892,674; manufactures, \$35,836,284; fisheries, \$16,704,768.

The increase in agricultural exports was approximately \$24,500,000. In manufactures the increase was not quite half a million. Fisheries exports increased by a little over a million. On the other hand, there were decreases of a little over four millions in the exports of animals and their produce; nearly five millions in the exports of the forest, and a million and a half in mineral exports.

During the year Canada imported coin and bullion to the value of \$26,033,881, as compared with only \$10,206,210 for the preceding year.

No better indication of the prosperity of the country can be brought forward than what is represented in the above figures. With the rapid peopling of Western Canada and the development of our vast natural resources no other result could be expected.

DISPLAYING DECAYED FRUIT.

Carelessness in neglecting to get rid of decaying stock around the store has often been the means of turning away customers. How frequently does one see fruit and vegetables going bad in the window, doorway or on the counter, and no attention apparently being given them!

Recently a housewife was heard expressing her opinion on this very thing. She called at a certain store for fresh fruit and vegetables, but came away empty handed. Inside the door was a box of tomatoes, with two or three over-ripe and decaying fruit exposed to view on the top. Decomposed oranges on an open box nearby also greeted her eyes, while withered and partly decayed strawberries were being shown on the counter.

It is sometimes impossible to sell all perishable goods while they are fresh, but it is not an impossibility to remove decayed fruit and vegetables from the store. This should be attended to as occasion arises, for if not, there is every likelihood of a customer or two being lost.

There are many dealers who take every precaution to keep vegetables and fruit in fresh condition. Display fountains and tile windows are among the methods, and these, besides maintaining freshness for a long time, produce increases in business.

THE VALUE OF AN EMPLOYEE.

Editor Canadian Grocer.—Being a subscriber of your valuable trade paper, from which I have derived a great many benefits, I take the liberty of asking you a simple question, to you no doubt.

What salary should a man be worth who is manager of a grocery, the trade of which has increased from \$10,000 cash to \$20,000 cash in six years under his management?

SUBSCRIBER.

Here is a difficult question to answer. In fact, a definite answer is impossible because it would depend on many different circumstances not mentioned in the letter, and which would be difficult to get at.

There is no doubt that the manager who doubled the business in six years is a valuable man for that location. But there is no means of getting at the amount of business secured through increase of population in the district, bringing with it a demand which almost any dealer could supply.

Again there is the question of what percentage of the \$20,000 turnover is net profit. While in this case it is quite unlikely, yet a dealer who does not obtain profits equal to his competitors might easily secure a larger volume of trade, quality of goods, service and other things being equal. The real test of a merchant's ability is the size of the net profit after all expenses have been paid. For instance, the manager of a store who could secure a net profit for his employer of 6 per cent. on a \$20,000 turnover after all expenses, including his (the manager's) salary, had been deducted, would be worth more than the man who could get only 4 per cent. The difference to the owner would be \$400.

If, too, the manager made 6 per cent. on a \$10,000 turnover, he would be worth nothing extra to the employer providing he only made 3 per cent. on the \$20,000.

In the case in question, it is safe to assume that the earning power of the manager has increased, but to what extent, no one not fully acquainted with the ins and outs of the business, could even guess.

SELL COOKED AND SMOKED MEATS.

The season is here when cooked and smoked meats sell readily, and every opportunity should be seized to turn these stocks over. With the warmer weather, the housewife is anxious to do with as little fire and work as possible, and is susceptible to arguments that will tend to make her labor lighter.

Cooked meats should, therefore, be constantly kept before customers during the summer months. A special counter with a clean marble top on which meats can be given a prominent display, has helped to build up many a dealer's cooked and smoked meat business.

The gentle art of persuasiveness should also be brought into commission at all times when there are any prospects of making sales. Frequently the mere suggestion that many a woman is saving time and fuel by purchasing these goods, will bring the customer to the point of buying herself.

GOOD FRUIT CROP PROSPECTS.

The first fruit crop report issued from the Department of Agriculture, Ottawa, indicates a splendid fruit year. The yields will, of course, depend on the weather to come.

Prospects for a good apple crop are so far excellent. There has been little bud or twig killing reported, and a favorable showing of bloom is anticipated. In the counties of Hants, Kings, Annapolis and Digby in Nova Scotia, which bore so well last year, again give promise of a good yield. In Ontario similar conditions prevail.

Pears share in the good conditions shown in the apple crop. In the commercial orchards of the Niagara district, all conditions are favorable. The acreage though is decreasing year by year, so that the aggregate of the crop may not be as great as the present conditions of the individual trees would indicate.

The extremely low temperature of January and February seriously injured the peach bloom, and in certain orchards the trees have even been injured. This is particularly true in parts of Essex and Kent and on the higher ground in the Niagara district. It would seem that the blossoms are more seriously injured in the west part of the province than in the eastern. Niagara district fruit growers report that, though a large percentage of blossoms have been injured, there are still more than sufficient left for a medium crop, if no further casualties occur. In British Columbia the number of trees is too small to materially affect the crop, but the winter and spring conditions so far have been favorable, and the yield promises well.

The "stand" for small fruits in 1911 was poor, many plantations being so nearly a total failure that they were ploughed up and the ground devoted to other crops. Neither strawberries nor raspberries made a large or vigorous growth during the summer and fall, but such growth as there was, appeared to be well matured and healthy. Speaking generally, strawberries are now in good condition, except that they are not as robust in growth as usual. Owing to the good snow cover, the extreme cold of the winter did not materially affect them. The raspberry canes have been injured slightly, but not to the extent that was anticipated. The acreage in Eastern Canada is much less than usual. Blackberries have in some cases been injured, but not enough to seriously affect the crop. Currants and gooseberries have wintered well.

Plums, grapes and cherries have wintered well, and high hopes are held out for good crops. The all import-

ant feature is, however, the weather, and if it behaves properly, the fruit crops will not be disappointing.

WHEAT ROUTE TO THE OCEAN.

In spite of the fact that grain is supposed to follow the channel offering the lowest freight rates from the interior to the ocean, yet some 43 per cent. of the wheat brought down from the Canadian West last year took the higher of two routes.

The Department of Railways and Canals has just issued a report on Canadian canals, and the above fact is one of the features. There were 63,000,000 bushels of Canadian wheat transported through the Canadian canal at Sault Ste. Marie during the year. About 57 per cent. of this went via Montreal, which port is favored both as to freight rates and distance over the port of Buffalo, which received the other 43 per cent.

Other things being equal the natural supposition would be that the route allowing the cheaper freight rate would get practically the entire trade. But in this case, cheaper insurance combined with other considerations diverted almost half of the wheat through a United States port.

But why didn't it all go by way of Buffalo, if "cheaper insurance and other considerations" favored that port? The report does not answer this pertinent question.

EDITORIAL NOTES.

June 3 is the King's Birthday. What about a window for the occasion?

* * *

Egg raisers should be educated to the fact that most people prefer boiling their own eggs.

* * *

With the hot June sun again with us, an awning over the show window would soon pay for itself.

* * *

In June the wallpaper salesman takes up the trail again. He will have fall samples when he calls.

* * *

"Grocer held up" reads the heading in a newspaper. This is nothing new. He is being held up every day.

* * *

Pineapple season is now here in earnest. Fruit for preserving purposes should be prominently displayed.

* * *

The merchant who masters his expense account and profit figuring problems has overcome a multitude of difficulties.

* * *

The open season for June brides begins on Saturday. The setting up of a new household usually means extra business for the man who first goes after the new account.

* * *

Business is good. Canada's trade shows more than \$100,000,000 increase. A merchant whose trade is running behind should look around for the trouble and rectify it.

* * *

Pineapple preserving preparations in the home are productive of good profits to the dealer who uses his persuasive powers properly. Don't worry; the writer is still alive.

Lesson 16--Course in Card Writing

Deals With the Slant Lettering as Executed With the Square-Pointed Pen—A Speedily Made Letter, Used for Price Tickets and Show Cards and Readers.

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

AS with other slanting or italic letters, the slanting pen lettering is much more speedily made than the straight. This brings it in for a big share of use among cardwriters of to-day. For small, neat cards or price tickets this style of lettering is unequalled and is very effective and not altogether inornate when the eccentric lines are worked in nicely.

Eccentricities Not Necessary, But—

In glancing down the plate you will notice that a few of the letters are exaggerated to very good effect. Letters such as A, B, D, E, L, etc., may be made plain or as shown in the plate which, when nicely executed, add greatly to the relief of a card. Letters such as A, V and Y may also be given an eccentric or irregular touch without detracting from the legibility of the inscription. The right hand stroke of any one may be given a graceful, sweeping curve over the top of the rest of the word.

Similar to Brush Script.

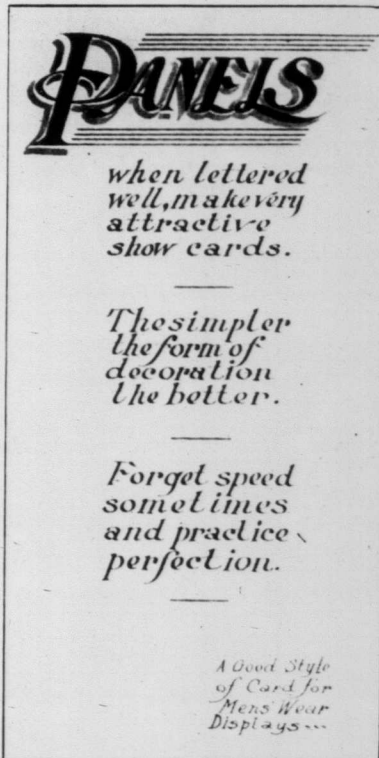
The style of the short pen work is not unlike brush script in general lines, but varies some in details and the letters must never be connected as the script is, but a nice, uniform letter kept at all times, with the letters always on the same slant. Some practice will be required to get the letters to slant the same. Letters such as A, W, X, Y and V, that already having slanting strokes are the most difficult to get right; however, if you follow the plate and practice them there should be no difficulty.

The Panel a Pen Card.

A favorite card with stores of the better class is the long panel, and being

long and narrow it is adapted to pen-lettering more than brush work. Pen lettering is neater than that made by a brush of a similar width.

The panel, when well lettered and an illuminated capital or a fancy corner piece used, makes an effective sign and



Panel card demonstrating the paragraph idea in show cards.

is much more refined in appearance than the larger card with heavy black face lettering. This card is particularly adapted for use in men's wear displays.

The panel as shown here shows the

adaptation of the first word heading, i. e., the first word forms the heading and reads right on without breaking. The paragraphed idea is also used in this card as it is recommended for use in all kinds of advertising. Each paragraph should contain a well defined thought, so that if only one is read it will convey a meaning and not depend on the others. People will read a series of short, crisp paragraphs and get the whole story in a nutshell, whereas, if the same matter were written in solid, the tendency is for them to overlook it. For instance, the statement, "the simpler the form of decoration the better." You at once get the meaning and it is simply this, the use of elaborately decorated cards is not convincing, for the mind is taken from the wording and centred on the decorative parts, which should be avoided.

Forget speed sometimes and practice perfection. The great tendency to-day is to try to get the speed before the real formation of the letters is mastered. This leads to the indifferent appearance of cards so often seen in our stores—it promotes carelessness.

The Landscape Card.

An effective style of window card is the landscape panel. This is cut in a length about 18 inches and not more than 8 or 9 inches wide. It must be lettered small and in the centre, leaving a good white margin around. This card shows a sample of refined price-quoting.

The heading and price stands out strong while the descriptive reader points out the style features. The landscape card must be placed on the floor of the window resting against a hidden

(Continued on page 39)

CLASSY SUITS

Every little detail stands out as a label of superior workmanship and value.

\$35.00 Special

Landscape card illustrating the combination of brush and slant pen lettering.

Plate No 16 - Slanting Pen Lettering
Capitals, Lower Case, Numerals



Aa *AA* *aa* *Bb* *BB*
Ibb *cc* *CC* *ccc* *Dd* *DD*
DD *d* *E* *EE* *L* *ll* *F* *ff*
ff *gg* *G* *GG* *gg* *H* *HH*
hh *I* *II* *J* *JJ* *Jj* *K* *KK* *kk*
k *L* *LL* *Ll* *M* *MM* *mm*
Nn *NN* *nn* *O* *OO* *oo* *P* *PP* *Pp*
pp *Q* *QQ* *qq* *R* *RR* *Rr*
S *SS* *ss* *T* *TT* *Tt* *U* *UU* *uu* *V* *VV*
Vv *W* *WW* *Ww* *X* *XX*
X *x* *Y* *YY* *Z* *ZZ* *z* *z*
1 *2* *3* *4* *5* *6* *7* *8* *9* *\$* *c* *o* *o*
The Short Cut To Success-Practice

This plate describes the the various strokes used in the formation of the popular slanting pen lettering.

Window Dressing for the June Bride

Striking Design Should at First be Thought Out — A Number Suggested — Housecleaning and Washing Lines, Such as Washboards, Clothespins, Cleansing Powders, etc., Could be Shown—Canned Goods and Dessert Window Also Applicable.

The display window can be made good use of during June. This is the month of many marriages and countless new homes will be established throughout the length and breadth of the land. The newly married people cannot live for long on the proverbial love supposed to take the place of food. At an early date they must call upon the grocer to provide the necessities of life, and it is the grocer who makes a bid for their patronage who is going to get the permanent trade.

Many Wants of June Brides.

It means much to secure the trade of the June brides. Just setting up in housekeeping they require an extensive list of groceries covering all lines. Besides if cultivated they become regular customers. Certainly it is worth while courting the favor of the June bride. This trade is worth going after and going after strongly.

One of the best methods to use in making a bid for this business is by attractive and appropriate window displays. A dealer may not be able to make a person canvass for this new business, nor yet be able to get them within the store, but he may attract the attention of a goodly number by a proper window display. Although arranged primarily with the idea of getting the trade of the June bride, such a window will be of interest to everyone, thus possessing a general advertising value. Not only will it get business from those just entering the realm of housekeeping, but those who took the same step in years gone by.

Good General Design Required.

One of the important features to such a window is the setting. It must be appropriate, but still anything over-sentimental or possessing a touch of the ridiculous, that the new bride might be liable to resent, should be guarded against. One suggestion, which is perhaps one of the best, is the use of a bridal arch of evergreens trimmed with roses at the rear of the window. From the centre of this might be hung a wedding bell. Such a setting could be easily arranged. If available, it would be a good idea to place life-sized dummy figures of a bride and groom under the arch, with the usual wedding regalia.

However, this is not essential. The goods to be shown could then be arranged in the foreground to the best advan-

tage. There should be a show card: "Suggestions for the June bride," or some similar inscription.

A Table Set for Two.

Another suggestion put forward by an experienced window trimmer is the use of a miniature table at one side of the window set for two. Then at the other a display of the goods suggested could be made. Another idea for a background is two large hearts cut out of cardboard and covered with red tissue paper. Some objection is offered to this idea on the score that it is too sentimental, and the bride and groom would not take kindly to it.

Housecleaning Suggestion.

Having decided on the setting, the trimmer must next determine on the goods to be shown. Starting in housekeeping a full set of housecleaning articles will be required. One display might contain such lines as soap, cleansers, ammonia powder, laundry tablets and soap powders, with which might be associated clothespins, clotheslines, brooms, scrub brushes and washboards.

Another assortment of goods might contain the several lines of canned goods in demand at this time, desserts, such as jams, marmalade, jelly powders and custards, while fancy biscuits could be worked in. These lines should appeal because they are easily prepared, although it would not be well to hint at this, as the bride might take it as a reflection on her capabilities as a cook.

Cooked Meats Handy.

Another line of goods that could be shown is hams, cooked meats, butter and eggs. They are all essentials. The same background could be used and a series of displays of different lines made. Jumbling should be avoided. Only associated lines should be shown in the one display.

However, one of the main points is that the grocer realize the possibilities at hand in this regard and to decide on a window or series of windows of "Hints to the June Bride."

Co-operative Store Statement Analyzed.

(Concluded from page 31.)

22nd Quarter ...	65.00
To Depreciation,	
Fixed Stock	45.02
To Bal. Net Pro-	

fit to P. & L.... 1,652.76

\$ 3,000.07 \$ 3,000.07

There is some slight error in the figures here given, probably a mistake in proof-reading; because the debit column above foots up \$19,846.90—10c more than the footing indicates.

Dividend is Large.

Sales are given as a total of \$10,901.48, and all expenses foot up to \$1,347.31. This shows practically 12 $\frac{3}{8}$ %. Wages foot up to \$756.96, just a trifle under 7%. These would be very moderate figures in my business or the general run of private business, but they would not admit of any such earnings as would pay 16% per annum on sales, nor 8%. Nor are these figures in keeping with the low rental of approximately 1 1-6% on sales.

Operating Account No. 2 shows up Expenses of 11 1-6% and Wages of a little less than 6 $\frac{3}{8}$ %, with a rental of 1%.

On the other hand, Operating Account No. 3, with very much larger business than either of the other two, show Expenses of approximately 14.44% while the Wages and Rent are only about the same as the other two.

Wants Statements Analyzed.

What we must find out about is that item of "Transfers, etc.," and "Transfers & Credits," which run into all the accounts. I hope that these people will analyze their accounts for me along the lines indicated, stating what the average percentage of expense—general—is, and also what their average wages expense is. This is one crucial question, because one ostensible advantage of co-operative trading is the reduction in the handling cost; and we want to know whether this reduction is actually accomplished.

Is the 8% dividend paid on what members buy only? How long a period is covered? From what amounts are those figures accumulated to make the aggregate of \$96,610.34?

I know we shall all be interested in pursuing this subject further, so I hope to hear from my friends again in the near future.

AN AD. SUGGESTION.

Our grocery store is a busy place because we sell only foods that are guaranteed pure, fresh, and of very highest quality.

7 \$ 3,000.07
ror in the
a mistake
debit co-
846.90—10c
ates.

al of \$10,-
t up to \$1,-
ally 12 $\frac{3}{8}$ %.
just a trifle
very mod-
or the gen-
s, but they
earnings as
on sales,
es in keep-
of approxi-

shows up
Pages of a
a rental of

erating Ac-
uch larger
other two,
ely 14.44%
are only
two.

lyzed.

out is that
nd "Trans-
into all the
people will
e along the
the aver-
general—is,
wages ex-
d question,
tage of co-
tion in the
to know
ctually ac-

on what
g a period
ounts are
make the

interested in
so I hope
ain in the

N.

y place be-
are guar-
ery highest

Current News of the Week

Quebec and Maritime Provinces.

Jos. Normand, a broom manufacturer of Quebec City, is dead.

Alf. Cloutier is opening a grocery store in Montreal.

Gagnon & Gagnon, grocers, have opened a grocery store at Viauville (Montreal).

The window dressing competition of the St. Croix Soap Co., St. Stephen, N. B., was closed last week and all photographs have been passed over to the judges. The awards will be made shortly.

Contrary to the expectation of a large number, the commission council in St. John, New Brunswick, have repealed the Early Closing By-law, and unless the united action of the merchants and clerks interested, with the public, can affect the ruling, there will be no compulsory closing of business houses this summer in that city. It has been thought by those concerned in the early closing movement that the council would coincide with their views, but there was some opposition to the scheme, and therefore there will be grounds for the promoters of the idea to do as they are planning now, namely to circulate a petition and have it widely signed and presented to the council to revoke their decision and reconsider the early closing question. Some of the more active workers in the matter, who are keenly disappointed at the action of the commission, are threatening to petition for the recall to be used.

Western Canada.

Ross & Brawnstein, general merchants, Lipton, Sask., have succeeded Ross & Cumonow.

Larson & Qualle, general merchants, Weldon, Sask., have taken over the business of Larson Bros.

H. G. Turpin and Walter Rounds, Nanton, Alta., have taken over the business of Dawson Bros., of that town. The firm name will be the Nanton Trading Co.

Mullen & Johnson have opened a grocery and dry goods store at Pennant, Sask., near Swift Current.

The Customs Department, Ottawa, is investigating alleged fraudulent undervaluations by custom officials in Western Canada of shipments of fruit from the United States for consumption in the prairie provinces.

Ontario.

M. Hinchey, a Cornwall, Ont., grocer, is succeeded by P. St. Thomas.

The Victoria grocery at 1218 Victoria Ave., Fort William, Ont., has been taken over by Wm. Johnson.

Andrew Munroe, Paisley, Ont., has sold his grocery and bakery business to Fred S. McLachlan.

Bursting of a tank at Gunns Ltd., West Toronto, caused the loss of 30,000 lbs. of refined oil. Loss is estimated at about \$2,500.

The Finnish Co-operative Merchants, Limited, Sault Ste. Marie, Ont., have received a provincial charter. The company is capitalized at \$40,000.

Owing to the death of Wm. Thomas, one of the partners of Thomas Bros., of Campbellford, Ont., the business after June 1 will be carried on by G. W. Thomas.

Out of 151 samples of ground ginger examined recently by the Inland Revenue Department, 84 per cent. were found to be genuine, 9 per cent. adulterated, and 7 per cent. doubtful. This is an improved showing to that of 1909, when only 65 per cent. of those examined were genuine, 21 per cent. being adulterated, and 14 per cent. doubtful.

The Prize List of the Canadian National Exhibition, Toronto, August 24th to September 9th, has been issued. It shows the usual liberal prizes in all departments of live stock, agriculture and home work, amounting to a total of \$55,000. A few of the innovations are provision for competition in breeding horses for strings of five horses; a number of sections added to provide for the newer breeds of poultry; \$100 in prizes for onions, tomatoes and celery in baskets. The last named is a Government suggestion meant to encourage export of these commodities.

A UNIQUE SPORTSMAN'S WINDOW.

Vanwart Bros., St. John, N.B., recently had a show window dressed so cleverly as to attract practically every passerby.

The window was meant to attract the early sportsman, the fisherman, and all the essentials in the line of groceries were displayed so as to be the centre of interest. Three little ornamental men,

a mechanic, a farmer, and a fisherman, were shown in the window. These were brought by J. W. Vanwart, the proprietor from Holland, last year, and he is using them to distinct advantage. The farmer with his spade and the mechanic with his pick are seen preparing to procure bait, while the fisherman is about to take a trout from a pool in which several others are swimming about.

A well arranged assortment of canned goods and package articles advertise the fact that Vanwart Bros. are in a position to supply the fisherman not only with every necessity, but with little dainties and luxuries which tend to make a spring fishing trip enjoyable.

LESSON XVI.—SHOW CARD WRITING.

(Concluded from page 36)

support, or held on a low easel stand to give the best effect.

Little or no decoration is necessary in a neat, well written show card. One thing that should be avoided is the combination of slanting heading, slanting reader and slanting price.

If the heading is lettered with a straight style, as the accompanying landscape card, the price, if any, should be the same, but the reader can stand to be written in the slant style.

Good Pen Practice.

A practice which is beneficial to the beginner is the series of scrolls as shown in the lower right hand corner of the plate (No. 16). Hold the pen firmly, but not cramped, and try a right to left motion, giving quick, sure strokes. Then try the reverse and you will find that it will instill confidence in yourself. Note the position of the pen in the hand as illustrated in the corner of the plate. Use Letterine slightly reduced with water if too thick to work freely.

For further information re pens, inks, etc., write the Editor, The Canadian Grocer, 110 University avenue, Toronto.

According to the Honolulu Bulletin, the pineapple pack of the Hawaiian Islands will amount to 1,500,000 cases annually by 1914. Thousands of acres of pineapple lands are to be opened up in the island of Main.

Sugar Declines Ten Cents Per Cwt.

Weak Market at Last Develops Into Decline — Stocks of Sugar in Retailers' Hands Small—Corn Syrups Down in Montreal — Raisins Easier in Montreal—Shading Peas in Toronto—Summer Goods Coming Into Demand.

QUEBEC MARKETS.

POINTERS:—

Raisins.—Easier.
Sugar—Down 10 cents.
Cream Tartar—Slightly easier.

Montreal, May 30.—The season has had a good opening and is expected to be a healthy one, at present there being an active demand for all classes of groceries. The demand is indeed encouraging, considering the high prices quoted for various lines.

The decision rendered about the valorization coffee scheme is awaited with interest, as it is generally believed that even if the decision is unfavorable for the interests, the Brazilian Government can easily secure the necessary money elsewhere. Indeed, it seems that it would not take much to write up the whole amount in France.

SUGAR.—There is no change in the refined market as yet, though everything points to a decline, even admitting that the late Cuban outbreak has somewhat stiffened the situation

Since above report was written, sugar declined 10 cents.

Granulated, bags	5 35
Granulated, 20-lb. bags	5 45
Granulated, 5-lb. cartons	5 65
Granulated, Imperial	5 20
Granulated, Beaver	5 20
Paris lump, boxes, 100 lbs.	6 10
Paris lump, boxes, 50 lbs.	6 20
Paris lump, boxes, 25 lbs.	6 40
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	6 00
Crystal diamonds, 100-lb. boxes	6 10
Crystal diamonds, 50-lb. boxes	6 20
Crystal diamonds, 25-lb. boxes	6 40
Crystal diamonds, 5-lb. cartons	6 90
Crystal Diamonds Dominoes, cartons	7 10
Extra ground, bbls.	5 75
Extra ground, 50-lb. boxes	5 95
Extra ground, 25-lb. boxes	6 15
Powdered, bbls.	5 55
Powdered, 50-lb. boxes	5 75
Powdered, 25-lb. boxes	5 95
Phoenix	5 35
Bright coffee	5 30
No. 3 yellow	5 20
No. 2 yellow	5 10
No. 1 yellow, bags	4 95
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUP AND MOLASSES.—Syrups continue strong and trade in every particular is satisfactory.

Molasses is also in good demand, being one of the few cheap foodstuffs remaining on the market. The weaker feeling which developed in the sugar market has had no effect whatsoever on the molasses situation, which, in fact, has gained strength. Barbados is reported to have disposed of the whole crop.

Fancy Barbados molasses, puncheons	0 36	0 38
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 31	0 33
Choice Barbados molasses, barrels	0 37	0 39
Choice Barbados molasses, half-barrels	0 39	0 41
New Orleans molasses, half-barrels	0 25	0 28
Antigua	0 40	
Porto Rico	0 40	
Corn syrups, bbls.	0 03½	
Corn syrups, half-barrels	0 03½	
Corn syrups, quarter-barrels	0 04	
Corn syrups, 3½-lb. pails	1 90	
Corn syrups, 25-lb. pails	1 35	

Cases, 2-lb. tins, 2 doz. per case	2 90
Cases, 5-lb. tins, 1 doz. per case	3 25
Cases, 10-lb. tins, ½ doz. per case	3 15
Cases, 20-lb. tins, ¼ doz. per case	3 10

DRIED FRUITS.—Trade is reported as fairly good, and a few declines are noticeable. Raisins have dropped one half cent, owing to surplus stocks held, the high prices asked by holders resulting in a smaller quantity being used.

The new currant crop is said to be now progressing favorably, but should rains prevail followed by warm weather, the crop may be damaged. Opinions as to estimate of new crop differ and it is too early to form any idea.

The new crop of Oregon prunes is reported as damaged fully 50 per cent., and holders of this grade have stiffened prices considerably, so that an advance is expected. Californias are also held firmly at quotations named, and as the weak holders are gradually disappearing on prunes, a higher range of prices is looked for.

Evaporated apricots	\$0 22	\$0 24
Evaporated apples	0 11	
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08½	0 09½
Currants, fine filiatras, per lb., cleaned	0 07	0 07½
Currants, 1-lb. pkgs., fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizkas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06½	
Dates, Hallowee, loose	0 06½	
Figs	0 11	
Figs, 3 crown	0 07½	0 19½
Figs, 4 crown	0 08	0 10½
Figs, 5 crown	0 08½	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Globe boxes, 16-oz. per box	0 10½	0 11½
Globe boxes, 10-ozs., per box	0 07	0 07½

Prunes—		
20-30	0 13	
30-40	0 12	
40-50	0 11	
50-60	0 10	
60-70	0 09½	
70-80	0 09	
80-90	0 08½	
90-100	0 08	
Bosnia prunes	0 08	0 09

Raisins—		
Choice seeded raisins	0 08½	
Choice fancy seeded, 1-lb. pkgs.	0 09	
Choice loose muscatels, 3-crown, per lb.	0 08	
Choice loose muscatels, 4-crown, per lb.	0 08½	
Seedless, new, in packages	0 07½	0 07½
Select raisins, 7-lb. box, per box	0 07½	0 08
Sultana raisins, loose, per lb.	0 12	0 13
Sultana raisins, 1-lb. cartons	0 15	0 19
Malaga table raisins, clusters, per box	2 50	5 75½
Malaga table raisins, clusters, per ¼ box	0 80	1 90
Valencia, fine, off stalk, per lb.	0 06½	0 07½
Valencia, select, per lb.	0 07½	0 07½
Valencia, 4-crown layers, per lb.	0 07½	0 08

Japan—
Choice 0 40 0 50
Choice 0 35 0 37
Fine 0 30 0 35
Medium 0 26 0 30
Good common 0 21 0 24
Common 0 19 0 21
Yamashino 0 75 1 00

Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 22	
Gunpowders	0 19	0 35

China Greens—		
Gunpowders	0 19	0 35

Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—As already stated roasters are pursuing a waiting attitude, and there is no inclination to take supplies in advance of requirements until the decision regarding the valorization scheme has been rendered and its effect upon the market noted, prices will remain unchanged.

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

SPICES.—Cloves are mentioned as strong. The last crop was admittedly a good one, but it came on a bare market, so that conditions point to higher values. Pepper, both grades, are also reported firm, but cream of tartar for some time on the strong side, is now becoming easier.

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

NUTS.—Walnuts and filberts remain unchanged. The S. S. Christopher has arrived in New York with a large cargo of Brazils. The crop of Brazils has been unusually large this year, and the last shipments will come along before the end of July. Spot coconuts are dull, but California almonds are held more freely.

In-shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 10½	0 12
Filberts, Barcelona, per lb.	0 10½	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenoble, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15

Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standard, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17

Peanuts—		
American—		
Japanese roasted	0 08½	0 09
Coon, roasted	0 09	0 10
Diamond G. roasted	0 11	0 12
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	0 12	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 15	0 17
Walnuts—		
Bordeaux halves, bright	0 25	0 28
Brokens	0 27	0 29

RICE AND TAPIOCA.—Conditions in the rice market continue exceeding strong with distributors showing more inclination to anticipate requirements as a result of small stocks, and the probability of a small and late new crop. Prices are well maintained at the advance and show an upward tendency.

Rangoons—		
Rice, grade B, bags, 250 lbs.	3 60	3 70
Rice, grade B, bags, 100 lbs.	3 60	3 70
Rice, grade B, bags, 50 lbs.	3 60	3 70
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 90	3 90
Rice, grade B, pockets, 25 lbs.	3 70	3 80
Rice, grade C.C., bags, 250 lbs.	3 50	3 60
Rice, grade C.C., bags, 100 lbs.	3 50	3 60
Rice, grade C.C., bags, 50 lbs.	3 50	3 60
Rice, grade C.C., pockets, 25 lbs.	3 60	3 70
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 70	3 80
Fancy Patna—		
Patna, polished	4 00	4 10
Pearl	4 40	4 50
Imperial Glace	4 70	4 80
Sparkle	4 90	5 00
Japans—		
Crystal	4 95	5 05
Snow	5 15	5 25
Ice Dips	5 40	5 50
Caroline Rice	7 00	7 10
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed, lb.	0 07	0 08

ONTARIO MARKETS.

POINTERS:—

Peas.—Some shading in prices.
Corn.—Quoted at 97 1/2c to \$1.00.
Pot Barley.—Now \$3.75 cwt.

Shelled Walnuts.—Quoted 28c to 30c.
Toronto, May 30.—Looking back over the month of May, jobbers appear well pleased with volume of business, and believe that when totals are compared with the same month of past years that showing will be very satisfactory. Farmers are generally busy on the land during this month, which may detract from trade, but a great deal of rain gave breathing spells that allowed occasional trips to town. Orders coming in this week have been mostly for small lots, as during last week of month retailers generally buy sparingly to keep the month's accounts as low as possible.

Refined sugar is now \$5.35, as compared with \$4.70 one year ago. There is an average amount of business under present conditions, and it is generally believed that stocks of sugar are on decidedly small scale, as there has been no heavy purchasing since early in year. With the preserving season not far distant, if there would come a turn that would start a buying movement, a big business would undoubtedly follow.

Dealers are feeling a change in the lines in demand, summer and picnic goods now moving to the fore. Retailers should not be slow to turn with the demand, and to lend their assistance in getting the trade in these lines started. Pickles, olives and sauces are moving well now, while canned goods and all those prepared lines which mean less work to the housewife during the warm weather or which are in request by campers and picnickers should soon begin to go out.

SUGAR.—The weakness apparent in the sugar market mentioned last week developed into a 10 cent decline on Wednesday afternoon. The present price is now \$5.35, as compared with \$4.70 at the corresponding period in 1911. (As the change was announced too late to have corrections made, the quotations below should be read 10 cents less in each case.)

Extra granulated, bags	5 65
Extra granulated, 20-lb. bags	5 55
Extra granulated, 5-lb. cartons	5 75
Imperial granulated	5 30
Beaver, granulated	5 30
Yellow, bags	5 55
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 85
Extra ground, 50-lb. boxes	5 65
Extra ground, 25-lb. boxes	5 25
Powdered, bbls.	5 65
Powdered, 25-lb. boxes	5 55
Powdered, 50-lb. boxes	5 37
Red Seal, 5-lb. box	7 50
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	6 20
Paris lumps, in 50-lb. boxes	6 30
Paris lumps, in 25-lb. boxes	6 60

SYRUP AND MOLASSES.—Demand for corn syrups continues on a good scale for season, prices showing no change. Corn has eased somewhat during the month, although showing a slight recovery during past week. Syrups are down 10 cents per case in Winnipeg, but whether this denotes any general tendency to easiness is a question, as prices are wont to vary a great deal in the Western provinces.

There is only the usual routine demand for molasses at unchanged prices.

Syrups—	
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, 1/2 doz. in case	2 80
20-lb. tins, 1/4 doz. in case	2 75
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 04
Pails, 3 1/2 lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gal. 12 to case	5 40
1/4 gal. 24 to case	5 48
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 50
1/2 gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, medium	0 30
New Orleans, barrels	0 25
Barbados, extra fancy	0 50
Porto Rico	0 45
Muscovado	0 30

DRIED FRUITS.—There is little or no change in spot dried fruits. Figs and dates are in rather small compass and steady; evaporated apples are quiet, with stocks in few hands, while apricots and raisins offer no particularly new features. There was an easiness in prunes for a time, but it appears that bottom has about been reached, although there is some shading reported on an odd size, in which stocks are a little on large side.

A dried fruit broker in touch with situation expressed the opinion this week that stocks held by wholesalers were now well within a safe margin, and that market would be fully ready for new goods. "There was a slight overplus of large-sized prunes at one time," he said, "but I think they are in safe compass now. It appears, however, that some houses are carrying larger stocks of Bosnia and Serbia prunes than they care to."

In futures, considerable damage to Oregon prunes is the chief feature. Prospects are for a good-sized crop of prunes in California, but trees being heavily loaded will prevent growth of large sizes, unless there is a June dropping.

Prunes—		
30 to 40, in 25-lb. boxes	0 12 1/2	0 13 1/2
40 to 50, in 25-lb. boxes	0 11 1/2	0 12 1/2
50 to 60, in 25-lb. boxes	0 11	0 11 1/2

60 to 70, in 25-lb. boxes	0 10 1/2	0 11
70 to 80, in 25-lb. boxes	0 10	0 10 1/2
80 to 90, in 25-lb. boxes	0 09	0 09 1/2
90 to 100, in 25-lb. boxes	0 09	
Same fruit in 50-lb. boxes, 1/4 cent less.		
Bosnia prunes	0 07 1/2	0 09
Apricots—		
Choice, 25-lb. boxes	0 21	
Slabs	0 18 1/2	
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12 1/2
Citron	0 15	0 17
Tapioca	0 04 1/2	0 04 1/2
Figs, 2 to 2 1/2 inches, per lb.	0 05	0 13
Bag figs	0 05	0 07
Evaporated peaches	0 15	0 17
Dried apples	0 09 1/2	0 10
Evaporated apples	0 10 1/2	0 11 1/2
Currants—		
Patras	0 06	0 08 1/2
Fine Filiatras	0 07 1/2	0 08
Vostizzas	0 19	0 12
Uncleaned, 1/4c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14 1/2	0 15 1/2
Valencias, selected	0 08	0 08 1/2
Seeded, 1 lb. packets, fancy	0 06 1/2	
Seeded, 16-oz. packets, choice	0 08 1/2	
Halloween Dates—		
Full boxes	0 06 1/2	
Package dates, per 1 lb.	0 07	
Faris, choicest, 12-lb. boxes	0 09 1/2	0 10 1/2
Faris, choicest, 60-lb. boxes	0 06 1/2	0 07

TEA.—There are no prominent changes in tea, either here or on primary markets. Steadiness appears to be the rule, and while attention is being directed to opening of new crop, purchasing by wholesalers and distributors is not large. The tea being produced at this season is not in great demand here.

COFFEE.—Coffee situation does not show any great change. Deliveries are still running ahead of estimates, so that it appears that the new crop shall be entered with a good deal more visible than was thought probable some weeks ago. Interest is directed to the United States Government's action in suing for an injunction against the valorization committee's agents to move or dispose of 950,000 bags of coffee in store, and for a declaration that the valorization plan be declared illegal, being in restraint of trade, and asking for a receiver to sell the stored coffee. The outcome is being awaited by the coffee world.

SPICES.—As pointed out last week, general steadiness prevails in spices. Peppers and cloves are strong on primary markets. Celery seed is well maintained at the unusual high figure to which it has been boosted in past two months. Wholesalers say they are hardly able to buy it at all. Cream tartar, after a high range, has a somewhat easier tendency. Demand for spices is quite normal for season.

Rio, roasted	0 23	0 24
Green, Rio	0 19	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 24	0 25
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 36
Mexican	0 27	0 28
Guatemala	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

Demand for spices is quite normal for season.

	5 and 10 lb.	1/4 lb.	1/2 lb.
	Tins.	pkgs.	tins doz.
Allspice	15-19	65-70	70-80
Cassia	20-22	85-115	85-125
Cayenne Pepper	23-33	80-105	90-115
Cloves	23-29	75-95	85-110
Cream tartar	25-26	90-00	
Curry powder	25-00		
Ginger	12-24	65-85	75-95
Mace	50-75		0-2 75
Nutmegs	30-60	90-00	1 60-2 50
Peppers, black	19-27	67-75	80-90
Peppers, white	28-30	90-105	1 05-1 15
Pastry spice	20-27	65-85	75-110
Pickling spice	14-18	75-00	75-00

Turmeric	16-18	
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.		
Mustard seed, per lb. in bulk	0 12	
Celery seed, per lb. in bulk	0 35	0 37
Shredded cocconut, in pails	0 16 1/2	0 17 1/2

RICE AND TAPIOCA. — Rangoon rice is steady at last week's advance of 15 cents per cwt. Sellers are said to be firm in their ideas regarding June and July shipment, reflecting a steady tone to market. Indeed values in general on rice are well maintained.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 60
Rice, standard B., f.o.b. Toronto	3 68
Per lb.	
Rangoon	0 03 1/4
Fancy rangoon	0 05
Patna	0 05 1/2
Japan	0 06
Java	0 06
Carolina	0 08
Sago, medium brown	0 06 1/2
Tapioca—	
Bullet, double goat	0 08
Medium pearl	0 06 1/2
Flake	0 08
Seed	0 06 1/2

NUTS.—Shelled walnuts in small lots are quoted down to 28 cents. Some jobbers are asking 30 cents. "We are quoting 28 for walnuts and 25 in case lots," said one firm. Their price on shelled almonds is 35c in small lots, and 33c in cases. There is a normal trade in shelled nuts, as well as in Brazils and peanuts.

Almonds, Formigetta	0 15	0 15 1/2
Almonds, Tarragona	0 16 1/2	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Pilberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08 1/2	
Peanuts, green, jumbo	0 10	

BEANS.—Stocks are small and prices steady to firm. From \$2.75 upward is being asked for primes. One year ago the quotation was \$2.10, while at this time two years ago \$2.30 was being asked. The high prices shown caused a large planting of beans this year.

Prime beans, per bushel	2 75	2 85
Hand picked beans, per bushel	2 85	2 95
California Lima beans, lb.	0 08	

POT BARLEY.—This line still continues firm, with \$3.75 per cwt. being asked, with 4c per pound for small lots. It has certainly been moving upward during past year. In August last pot barley was worth \$2.50. Pearl barley is generally \$1.00 per cwt. above pot.

CANNED GOODS.

TORONTO.—Just how the situation in canned goods stands at present, it is somewhat difficult to size up. At this season of the year, one firm may be short on a line, and another fairly well supplied, and thus a difference in their ideas of values.

As far as fruits are concerned there appears to be a general steady tone, with supplies of strawberries, raspberries and blueberries on the small side. Apples have been getting more attention of late.

In vegetables there appears to be some easiness in peas. This may not be general, but there are some firms shading

prices. "The high price has cut down the sale of peas this year," said one jobber, "and some houses are carrying rather more than they care to, seeing that it will not be a great while until packing of new goods will commence."

"The percentage of delivery was small last year," said another, "but you must remember that the total pack of peas was larger than the previous year."

Quotations by different firms range from \$1.25 upward. Soaked peas bring \$1.

Tomatoes hold fairly steady, although here and there word comes in from retailers of prices being shaded to make sales.

Corn is quoted at 97 1/2 to \$1 dozen. Some houses report a good demand at present for corn. Others say that considering the low price compared with other lines, demand has not been as great as they expected.

FRUITS.		Group A.
3's-Apples, preserved	1 82 1/2	
3's-Apples, standard	1 10	
Gal.-Apples, standard	3 06	
2's-Blueberries (huckleberries), standard	1 60	
Gal.-Blueberries (huckleberries), standard	6 00	
2's-Gooseberries, preserved	8 02 1/2	
Gal.-Gooseberries, solid pack	8 22 1/2	
2's-Grapes, white, Niagara, preserved	1 57 1/2	
Gal.-Grapes, white, Niagara, standard	3 57 1/2	
2's-Peaches, white, heavy syrup	1 92 1/2	
3's-Peaches, white, heavy syrup	2 92 1/2	
1 1/2's-Peaches, yellow, flats, heavy syrup	1 57 1/2	
2's-Peaches, yellow, flats, heavy syrup	1 92 1/2	
3's-Peaches, yellow, flats, heavy syrup	2 02 1/2	
3's-Peaches, whole, yellow, heavy syrup	2 12 1/2	
3's-Peaches, pie, not peeled	1 62 1/2	
Gal.-Peaches, pie, not peeled	4 42 1/2	
Gal.-Peaches, pie, peeled	5 57 1/2	
2's-Pears, heavy syrup	1 82 1/2	
3's-Pears, heavy syrup	2 42 1/2	
2's-Pears, light syrup, globe	1 37 1/2	
3's-Pears, light syrup, globe	1 77 1/2	
3's-Pears, pie, not peeled	1 42 1/2	
3's-Pears, pie, peeled	1 57 1/2	
Gal.-Pears, pie, peeled	4 57 1/2	
Gal.-Pears, pie, not peeled	4 12 1/2	
2's-Plums, light syrup	0 92 1/2	
3's-Plums, light syrup	1 32 1/2	
2's-Plums, heavy syrup	1 47 1/2	
3's-Plums, heavy syrup	1 47 1/2	
Gal.-Plums, standard	3 57 1/2	
2's-Plums, egg, heavy syrup	1 47 1/2	
2 1/2's-Plums, egg, heavy syrup	1 72 1/2	
3's-Plums, egg, heavy syrup	2 22 1/2	
2's-Plums, Green Gage, light syrup	1 02 1/2	
3's-Plums, Green Gage, heavy syrup	1 32 1/2	
3's-Plums, Green Gage, standard	1 92 1/2	
Gal.-Plums, Green Gage, standard	4 72 1/2	
2's-Cherries, black, pitted, heavy syrup	1 97 1/2	
2's-Cherries, black, not pitted, hv. sy.	1 57 1/2	
2's-Cherries, red, pitted, heavy syrup	1 97 1/2	
Gal.-Cherries, red, pitted, heavy syrup	1 57 1/2	
2's-Cherries, white, pitted, heavy syrup	2 67 1/2	
2's-Cherries, white, not pitted, heavy syrup	1 67 1/2	
2's-Currants, black, heavy syrup	8 22 1/2	
2's-Currants, black, preserved	8 22 1/2	
Gal.-Currants, black, standard	8 32 1/2	
Gal.-Currants, black, solid pack	8 32 1/2	
2's-Currants, red, heavy syrup	2 32 1/2	
2's-Currants, red, preserved	2 32 1/2	
Gal.-Currants, red, standard	5 32 1/2	
Gal.-Currants, red, solid pack	8 32 1/2	
2's-Gooseberries, heavy syrup	2 30	
Gal.-Gooseberries, standard	7 35	
2's-Lawtonberries (blackberries), hv. sy.	1 82 1/2	
Gal.-Lawtonberries, preserved	7 07 1/2	
2's-Pineapple, sliced, heavy syrup	2 27 1/2	
2's-Pineapple, grated, heavy syrup	2 27 1/2	
2's-Pineapple, whole, heavy syrup	2 27 1/2	
3's-Pineapple, whole, heavy syrup	2 37 1/2	
2's-Raspberries, black, heavy syrup	2 40	
2's-Raspberries, black, preserved	2 40	
Gal.-Raspberries, black, standard	7 30	
Gal.-Raspberries, black, solid pack	9 55	
2's-Raspberries, red, heavy syrup	2 40	
2's-Raspberries, red, preserved	2 40	
Gal.-Raspberries, red, standard	7 30	
Gal.-Raspberries, red, solid pack	9 55	
2's-Rhubarb, preserved	1 57 1/2	
3's-Rhubarb, preserved	2 32 1/2	
Gal.-Rhubarb, standard	3 57 1/2	
2's-Strawberries, heavy syrup	2 40	
2's-Strawberries, preserved	2 40	
Gal.-Strawberries, standard	7 30	
Gal.-Strawberries, solid pack	9 55	
Group B is 2 1/2c lower than above.		

VEGETABLES.		Group A.
2's-Beans, red kidney	1 17 1/2	
2's-Beets, blood red, Simcoe	1 02 1/2	
2's-Beets, whole, blood red Rosebud	1 35	
3's-Beets, sliced, blood red Simcoe	1 37 1/2	
3's-Beets, whole, blood red Simcoe	1 42 1/2	
3's-Beets, whole, blood red Rosebud	1 57 1/2	
3's-Cabbage	1 02 1/2	
2's-Carrots	1 02 1/2	
3's-Carrots	1 32 1/2	
2's-Cauliflower	1 70	

3's-Cauliflower	2 12 1/2
2's-Corn	1 00
Gal.-Corn on cob	4 82 1/2
3's-Corn on cob, golden dwarf	1 82 1/2
2's-Parasnips	1 17 1/2
3's-Parasnips	1 32 1/2
3's-Pumpkins	1 02 1/2
Gal.-Pumpkins	3 15
3's-Squash	1 17 1/2
Gal.-Squash	3 37 1/2
2's-Succotash	1 17 1/2
3's-Tomatoes	1 55
Gal.-Tomatoes	4 82 1/2
3's-Turnips	1 17 1/2
2's-Asparagus Tips	2 57 1/2
3's-Beans, golden wax	1 42 1/2
2's-Beans, golden wax, midget, Auto brand	1 30
2's-Beans, golden wax	1 35
3's-Beans, golden wax	1 42 1/2
Gal.-Beans, golden wax	4 27 1/2
2's-Beans, refugee or valentine (green)	1 20
3's-Beans, refugee (green)	1 42 1/2
2's-Beans, refugee, midget, Auto brand	1 32 1/2
2's-Peas, extra fine sifted, size 1	1 40
2's-Peas, sweet wrinkle, size 2	1 40
2's-Peas, early June, size 3	1 35
2's-Peas, standard, size 4	1 25
2's-Spinach, table	1 62 1/2
3's-Spinach, table	2 27 1/2
Gal.-Spinach, table	6 02 1/2

Group B is 2 1/2c lower than above.
Clover Leaf and Horseshoe brands salmon—
1-lb. talls, dozen 2 65
1/2-lb. flats, dozen 1 60
1-lb. flats, dozen 2 65
Other salmon prices are—
Humpbacks, dozen 1 35
Pinks 1 35
Cohoos, per dozen 2 00
Red Spring, per dozen 2 25
Northern River Sockeye 2 50
Lobsters, halves, per dozen 3 00
Lobsters, quarters, per dozen 1 75

CANNED POULTRY AND SOUP.	
Chicken	4 50
Turkey	4 50
Ducks	4 50
Soup, 2's	2 40
Soup, 1's	1 90

MANITOBA MARKETS.

POINTERS.
Corn Syrup.—Lower in price.
Sugar.—Weak.
Coffee.—Strong.
Beans.—Firm.

Winnipeg, May 30.—Wholesalers continue to report satisfactory business and a good seasonable demand for all lines. There is much local interest in coffee situation and a general feeling that there is a trust or combination that is holding up prices altogether above what visible supply warrants.

Weather has now turned warm with a more settled appearance and rapid growth is everywhere in evidence. Present indications are for an excellent crop and capital and immigration are pouring into the country.

On the whole business outlook is first rate, statements made by leading bankers and wholesalers indicate that there has been satisfactory improvement in collections since the first of month and outlook in that direction is encouraging.

SUGAR.—Sugar is weak following situation in east and price changes in a lower direction are expected here.

Montreal and B.C. granulated, in bbls.	5 90
Montreal and B.C., in sacks	5 85
Montreal yellow, in bbls.	5 50
Montreal yellow, in sacks	5 45
Iceing sugar, in bbls.	5 35
Iceing sugar, in boxes (25 lbs.)	6 60
Powdered sugar, in bbls.	6 10
Powdered sugar, in boxes	6 10
Powdered sugar, in small quantities	5 90
Lump, hard, in bbls.	6 80
Lump, hard, in half-bbls.	6 85
Lump, hard, in 100-lb. cases	6 80

SYRUP AND MOLASSES. — Corn syrups are weaker and prices have declined 10 cents per case and 15 cents per barrel.

Syrups.	
24 2-lb. tins, per case	2 48
12 5-lb. tins, per case	2 88

THE CANADIAN GROCER

2 12 1/2
1 05
4 82 1/2
1 82 1/2
1 17 1/2
1 32 1/2
1 02 1/2
3 15
1 17 1/2
3 37 1/2
1 17 1/2
1 56
4 82 1/2
1 17 1/2
2 57 1/2
1 42 1/2
1 25
1 42 1/2
4 27 1/2
1 25
1 42 1/2
1 32 1/2
1 80
1 49
1 35
1 25
1 30
1 62 1/2
2 27 1/2
6 02 1/2
almon—
2 65
1 60
2 65
1 35
1 35
2 10
2 25
2 35
2 50
3 00
1 75
SOUP.
4 50
4 50
4 50
2 40
1 90
ITS.
e.
alers con-
business and
r all lines.
st in coffee
g that there
at is hold-
above what
arm with a
and rapid
ence. Pres-
cellent crop
are pouring
ook is first
iding bank-
that there
vement in
month and
encouraging.
following
anges in a
here.
5 90
5 85
5 50
5 46
5 35
6 60
6 10
6 10
5 90
6 80
6 85
6 80
S. — Corn
have de-
5 cents per
2 48
2 88

6 10-lb. tins, per case	2 76
3 20-lb. tins, per case	2 77
Half-barrels, per cwt.	4 20
Barbados molasses, in half bbls., per gal	0 45
New Orleans molasses, half bbls., per gal	0 31
Maple syrup—	
Imperial quarts, 2 doz. case	6 20
1/2 gals., 1 doz. case	5 85
Gals., 1/2 doz. case	5 40

DRIED FRUITS.—Prices in dried fruits are now steady and no immediate changes are looked for. California fruit crop promises well and late season here has insured a plentiful supply of wild fruits in the prairie provinces. These conditions will have an ultimate effect towards lower prices.

New Prunes—	Per lb.
90-100s, 25s, s.p.	0 07 1/2
90-100s, 10s, s.p.	0 05 1/2
80-90s, 25s, s.p.	0 08
80-90s, 10s, s.p.	0 08 1/2
70-80s, 25s, s.p.	0 08 1/2
70-80s, 10s, s.p.	0 08 1/2
60-70s, 25s, s.p.	0 09
50-60s, 25s, s.p.	0 09 1/2
40-50s, 25s, s.p.	0 10
Cooking Figs—	
Choice boxes	0 05 1/2
Half boxes	0 05 1/2
Half bags	0 04 1/2
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 05
Fine, selected, 28s, s.p., per box	2 25
4-crown layers, 28s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 65
Ne plus ultra, 28s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 07 1/2
Washes, per lb.	0 08
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

COFFEE.—Prices continue high but have not advanced here as elsewhere, probably owing to heavy stocks on hand. Coffee situation, however, has many elements tending to uncertainty and sensational changes may occur at any time.

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

BEANS.—The market continues firm and an advance is looked for. High price of potatoes is greatly stimulating demand for beans.

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

NUTS.—With the opening of ball games and excursions of all kinds, a much livelier demand for nuts is in evidence. Outlook is now most favorable.

Nuts—	Per lb.
Almonds	0 17
Almonds, shelled, in 28-lb. boxes	0 34
Almonds, shelled, less than 28-lb.	0 35
Cocoanuts, per doz.	0 90
Cocoanuts, sack	6 00
Peanuts, roasted, choice	0 09 1/2
Peanuts, roasted, extra fancy	0 11
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20 1/2 cts.	0 70
Pecans, medium	0 18
Pecans, large	0 20 1/2
Brazils	0 14
Nutmegs	0 20
Filberts	0 11 1/2
Walnuts, Marbots	0 13 1/2
Walnuts, Grenoble	0 18
Walnuts, shelled, cases 35 lbs.	0 27 1/2
Walnuts, shelled, in less quantities	0 28 1/2

NOVA SCOTIA.

HALIFAX, May 29.—Wholesale dealers report business in good volume, and collections fully up to average. New made butter is now coming in more plentifully and some good dairy butter in small tubs is being offered at 26 cents. Creamery is also slightly easier, but the drop is not so great as in case of dairy. Eggs continue to come along in good supply and demand is fair. They are wholesaling at 21 cents.

Lard is a fraction higher at 16 for tubs and 16 1/2 cents for pails.

An advance of one cent per pound in cream of tartar crystals is also noted. Canned goods are in fairly good demand, particularly beans, peas, and tomatoes. Stocks of the latter are now low.

There has been no further change in price of flour and meal during the past week but dealers are anticipating an advance.

NEW BRUNSWICK MARKETS.

St. John, May 29.—It has been an exceptionally quiet week on local market. There has been little change of consequence, and figures quoted on practically all staple products remain about same. The feeling with many local grocers is that there will be no further change in flour, at least for the near future. Since the advance of Ontario patents on the 10th instant, feeling has been easier and because increase has not been followed by a rise in Manitoba, it is thought that the latter will not go up for a while at any rate.

Molasses still remain steady at recent advance and as crop is lighter than expected, according to reports, higher prices are looked for.

First shipments of new Bermuda onions are now arriving, and bring from 3 to 4 cents, while some Egyptian stocks are still on the market at 3 1/2 cents. Owing to reduced consumption, pork is a little easier, but lard and other pork products remain unchanged.

In the country market there has been a drop in the price of potatoes which are much easier, while eggs, butter and cheese are all cheaper. Eggs sold retail this week for 18 cents, while butter brought from 22 to 24 and cheese 14 and 15.

Bacon	5 00	\$0 15
Beans, hand picked, bushel	3 00	3 10
Beans, yellow eye, bushel	2 90	3 00
Butter, dairy, per lb.	0 22	0 24
Butter, creamery, per lb.	0 21	0 22
Buckwheat, W., grey bag	2 85	3 00
Cheese, new, lb.	0 14 1/2	0 15
Currants, 1's, lb.	0 08	0 08 1/2
Canned Goods—		
Beans, baked	\$ 1 15	\$1 25
Beans, string	1 20	1 20
Corn, doz.	1 00	1 05
Peas, No. 4	1 20	1 20
Peas, No. 3	1 25	1 25
Peas, No. 2	1 30	1 30
Peas, No. 1	1 80	1 80
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 05	2 10
Strawberries	1 85	1 90
Tomatoes	1 75	1 80
Clams	4 00	4 25
Cornmeal, gran.	5 25	5 25
Cornmeal, bags	1 90	1 90
Cornmeal, bbls.	3 95	3 95
Eggs, hennery	0 22	0 22
Eggs, case	0 20	0 22
Finan Haddies	4 40	4 50
Fish, cod, dry	5 00	5 10
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 20
Lard, compound, lb.	0 12 1/2	0 12 1/2
Lard, pure, lb.	0 14 1/2	0 15 1/2
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 34	0 35
Oatmeal, rolled	6 00	6 00
Oatmeal, std.	6 00	6 00
Pork, domestic mess	24 50	24 75
Pork, American clear	23 75	23 75
Potatoes, barrel	2 25	2 50
Raisins, California, seeded	0 09	0 09 1/2
Rice, per lb.	0 04	0 04 1/2
Salmon, case—		
Re? Spring	\$ 1 75	\$ 1 75
Cocoas	4 50	4 50
Sugar—		
Standard granulated	5 50	5 60
Austrian granulated	5 40	5 50

Bright yellow	5 30	5 40
No. 1 yellow	5 00	5 10
Paris lumps	6 55	6 80

SUGGESTIONS FOR THE AD. MAN.

At this period of the year, when the appetite craves for something sharp, why not try a good smoked herring. We have some nice ones.

These soups are handy. Every house-keeper should keep a few on hand. A complete assortment.

Now, if you want something very satisfying, try canned pineapple—sliced, whole or grated.

Friday is the day when fish is king. Be fair with your purse and give your digestive machinery a square deal by getting the best. Every fish can look the pure food inspector straight in the eye.

Table talk—we would like to sell you more groceries than we do—we don't know why we don't because we always handle the best and never sacrifice quality for price—if you have never bought any groceries from us you are missing something.

You will be treated as courteously in buying 5 cents' worth as if you gave us a \$50 order.

NO VINEGAR STANDARDS.

There appears to be no well defined standards for vinegar in Canada. Collections and testings have been made by the Inland Revenue Department with the object of ascertaining whether or not certain proposed definitions of and standards for vinegar could be enforced to the advantage of the consumer.

Vinegar is at present defined in the fifth schedule of the Adulteration Act as follows: "A more or less colored liquid consisting essentially of impure, dilute acetic acid, obtained by oxidation of wine, beer, cider or other alcoholic liquid."

"In the absence of standards," says the report, "I am unable to designate any of 151 samples taken as adulterated, except in so far as they fail to meet the requirements of 5th schedule to the Adulteration Act. Even here it is open to question whether a fermented vinegar to which acetic acid has been added, would be held adulterated by the courts."

The difference between a cluttered up window display of mixed goods and a clean cut one-idea-showing is just the difference between a billboard covered with a varied assortment of small posters and one having one big, plain, well lettered advertisement.

Many a good man has reached the top by reason of being encouraged rather than because of exceptional merit or spend ever drawn into your stare to ability.



Pineapple Preserving Season is Here

Pines are Cheaper, Flavor is Good and They Should be Pushed for Preserving Purposes—Strawberries Selling Well—Tomatoes A Little Scarce at Present—Florida Potatoes Firmer—Cherries From California—Watermelons from Florida.

Pineapples are now being pushed for preserving purposes, and a large quantity are being disposed of. Prices are lower and have now reached quite a reasonable level, and wholesalers feel that now is the time for retailers to go after the pine business strong. "We feel that now is the best time for pineapples, as the fruit is in its prime, full of flavor and in good keeping condition," reads the weekly circular of one firm. Late arrivals are somewhat better in quality. Supplies are coming from Porto Rico and Cuba but mostly the latter. Florida will later have some to offer.

Strawberries are proving good sellers at present coming from points closer at hand, being of somewhat better quality and on account of shorter transportation arriving in better condition. Prices however, remain fairly steady. Last year, the first Canadian berries were sent forth from Niagara district on June 1, but this year they will be considerably later in making their debut.

Just one year ago lemons were decidedly on the jump, because of the warm May and the big demand for this line that resulted. Lemons at the present are steady and with weather likely to become warmer, they will probably hold that position. Prospects for new crop lemons do not look particularly bright, and a fairly high summer market is expected, although much depends on what the weather man hands out.

Tomatoes are a little scarce at present, rains in Florida having interfered with shipments. There is considerable business in Florida potatoes but situation is stronger, prices at primary points having expanded about \$1 per barrel. Texas is sending some stock to Canadian markets now. They are a shade lower than Florida.

Victoria Day was responsible for more life to fruits and fancy vegetables last week. The end of this week should also see a greater demand on account of the holiday spirit due to the King's Birthday on June 3.

Watermelons from Florida and cherries from California are fancy lines now being offered.

MONTREAL.

GREEN FRUITS.—Business so far is pretty brisk, there being a good call for bananas in spite of high prices. Strawberries are selling freely and the quality has been somewhat better of late. Oranges are beginning to stiffen.

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

VEGETABLES.—Carrots as stated last week, have made a jump owing to shortage in supplies coming to hand and it is likely, in fact certain, that a higher level will be reached unless some large quantities come forward. Cucumbers are a little dearer owing to the small quantities brought in by local dealers.

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

TORONTO.

GREEN FRUITS.—The holiday last week brightened up fruit trade considerably while end of this week should see greater impetus in anticipation of demand around the King's Birthday.

A new line offered this week on local market is California cherries at \$2.50 to \$3 per box. The first watermelons of the

season from Florida are expected along this week and will probably sell around 60 cents each.

Pineapples are easier in price and having now reached quite a reasonable level and showing good quality are being pushed by dealers for preserving purposes. They are quoted around \$2.90 per crate for all sizes with 5 crate lots offered at \$2.80 and 10 crate lots at \$2.75.

Strawberries are arriving in car lots from points closer at hand, meaning shorter transportation and better berries. The first Canadian berries from Niagara district arrived in Toronto on June 1 last year but there are no signs of any as yet this year.

Apples are fast becoming an unknown quantity. In fact they already are with most firms. There are some fancy apples from across the line quoted at \$4.50 per box. Rhubarb is lower. Lines are quoted at \$1.50 per hundred.

Bananas	1 50	2 00
Red bananas	3 75	4 00
Cherries, California, box	2 50	3 00
Lemons, Messina, new crop	2 75	3 25
Oranges—		
California navels	2 75	3 50
Tangerines, half box	1 50	2 00
Grapefruit—		
Cuban, case	6 00	6 50
Apples, fancy imported, box		4 50
Pineapples, case of 24		2 90
Pineapples, case of 30		2 90
Pineapples, case of 36		2 90
Strawberries, quart	0 15	0 17
Rhubarb, per dozen	0 00	0 40

VEGETABLES.—There is considerable business in vegetables just now, new goods meeting with a good demand. There is a moderate movement of Florida potatoes but they are higher at primary points. There will be some Texas stock in this week at a shade lower figure than Florida. Tomatoes hold steady. One firm is quoting hothouse tomatoes in 15 lb. baskets at 21 cents per pound. Florida are worth \$3.75 to \$4.50 per 6 bsk. crate.

There is lots of Canadian asparagus coming along, selling at \$1.50 to \$2 per basket. Both Egyptian and Bermuda onions are slightly easier. There is a fairly good demand for such lines as new cabbage, beans, beets, carrots, lettuce, onions and radishes.

Old potatoes show no great change. There are considerable Prince Edward Island stock selling at a figure 25 cents per bag below New Brunswick.

Asparagus, Canadian, basket	1 50	2 00
Beets, new, hamper		2 50
Carrots, new, hamper	3 00	3 50
Cabbage, new, per crate	2 75	3 00
Turnips, bag	0 65	0 70
Cucumbers, Florida, hamper	1 75	2 00
Head lettuce, hamper		2 25

New radish, per dozen	0 40	0 50
New radish, hamper	1 25	
New lettuce, per dozen	0 50	
Mushrooms, 1-lb. boxes	0 85	
Onions—		
Green onions, dozen	0 25	
Green onions, hamper	1 50	
Egyptian onions, 110 lb. bags	2 75	3 00
Bermuda onions, 50 lb. crate	2 00	2 50
Parsnips, per bag	1 75	
Potatoes, N. B.	2 00	2 10
Potatoes, Ontario, bag	1 90	1 95
Potatoes, Irish	1 80	
Potatoes, new, Bermuda, bushel	3 00	
Potatoes, new, Bermuda, bbl.	9 00	
Potatoes, new, Florida, bbl.	7 50	
Green peas, 1 bush, boxes	3 50	
Tomatoes, Florida, crate	3 75	4 50
Spinach, hamper	0 90	1 00
Green beans, hamper	2 25	2 50
Wax beans, hamper	3 50	4 00
Green peppers, case	4 50	
Green peppers, basket	0 65	
Egg plant, case	5 50	
Egg plant, each	0 20	

WINNIPEG.

FRUITS.—There is a first rate demand for fresh fruits and prospects are now excellent with advent of warmer weather and organization of summer resorts, picnics, etc.

Fruits—		
Bananas, bunch	2 50	3 50
California lemons, crate	5 50	
Cauliflower	3 50	
Cucumbers, doz.	1 00	
California celery	8 50	
Cherries, case	3 00	3 50

Vegetables Sell in Spite of High Prices

If Proper Displays Are Made Sales Will Increase—An Opportunity Lost to Show a Monster Cucumber as Central Feature—A Window Suggested—Now the Time to Sell Vegetables.

Montreal, May 30.—(Special.)—Although different varieties of vegetables and fruits are now quoted at higher prices than formerly, the most wide-awake dealers in Montreal have evidently made up their minds not to let sales drop away. Still it is quite evident that some are not great believers in display, as windows recently dressed are on the whole second rate, and do not present as great a show of ingenuity as we have noticed at an earlier date.

A Necessity, Not a Luxury.

Vegetables, even though prices reach a record level, will scarcely ever be regarded as a luxury, and dealers should bear this in mind, and make every effort to send a fair share of their stock into every home on their list. It would be a good idea, indeed, to make a particular study of the varieties and be in a position to talk up the medicinal value, for if there is any sales talk which will have a good effect on the mind of the housewife, it is that which contains good hard facts about the health giving and nourishing properties of different food-stuffs.

Neat Window Displays Win Out.

When great care is exercised, there is no display which has such an appealing force or which invites trade more than an elaborate show of carefully selected vegetables.

A local dealer was recently fortunate enough to secure a cucumber slightly over two feet long, which had been grown by a private individual — the length is in all probability a record one.

Florida tomatoes, crate	5 50	
Grape fruit	8 00	
Strawberries, case	4 50	5 25
Washington apples, box	3 00	3 50
Australian onions, per cwt.	5 00	
Peppers, basket	1 25	
Potatoes, per bushel	0 99	
Carload lots, F.O.B.	0 75	
Egyptian onions, sack	4 00	
Pineapples, case	4 50	5 00
Florida tomatoes	5 50	5 50
Almeira grapes	8 00	
Limes, box	2 25	
Messina lemons	4 50	
Oranges, navel	3 25	4 50

FRUIT MARKET NOTES.

Apples are well to an end on Canadian markets.

General trend of oranges is a little firmer last week.

New York had a few lots of new crop huckleberries from Florida last week.

Florida is sending forth some pine-apples.

Canadian asparagus is plentiful and cheaper.

Rains in Florida have interfered with shipments.

Fruits should be pushed strongly

But he was not awake to opportunities, and kept it in a back part of the store, showing it only to a few of his personal friends.

A Good Chance Lost.

Why he did not make this the central attraction of a vegetable window is hard to say. Consider the number of people who would have stopped to study this cucumber "monster," and consider what sales could have been produced, not only of cucumbers, but of other lines, such as rhubarb, etc., if, as aforesaid, he had used his brain a little and announced to his customers and strangers that he had "Something Good in Vegetables!"

A Window Suggestion.

When any particular line of goods is dear and demand is likely to fall off, then is the best possible, in fact, the necessary time to put forth a special effort to retain what might be lost. Dealers will be interested in the following dressing suggestion, which if followed out, ought to have satisfactory results.

In each of back corners of window place a pile of potatoes high enough to attract attention, with show card explaining price and quality also prominent. In the two front corners arrange a square shape of lettuce bordered by radishes and scallions, and place in the centre of each square a juicy looking bunch of asparagus. The four corners thus filled, rows of rhubarb can be arranged diagonally to the centre, which if built up as follows will be the means

of adding to the attractiveness of the corners and produce a general good effect. A circle of small cabbage, all, of course, good stock, will leave enough space to allow of a fair supply of turnips inside, on top of which, namely in spaces between each, can be fixed parsnips and carrots, which in their turn will taper considerably. As it would be next to impossible to build any further than having tomatoes placed in the respective spaces between the carrots or parsnips, as case may be, the top and final touch may be added by suspending two small baskets from the ceiling or top of the window with sides cut out, containing celery, tomatoes and other small varieties.

This idea may seem somewhat difficult of execution, but if followed out carefully in small window space, will prove thoroughly attractive and a business producer.

A HOUSECLEANING WINDOW.

Spring house cleaning offers excellent advantages for window trims which will bring good business to the retailer. Here is a suggestion for a display of the several lines of house cleaning supplies.

The floor of the window is covered with some dark color cheese-cloth. In the centre at the front, place a quantity of washing soda and on this display soap and scrub brushes. At each side of this display stove polish and metal polish and back of these ammonia, lye, etc., and back of these washing powders, dustpans and brushes. In the centre at the rear, place a pyramid of buckets and at each side a display of brooms. Across the window at the rear stretch a clothesline and in the centre place a strip of linen fastened on with clothes pins. On this linen appropriate reading matter may be lettered in black.

Such a display combining as it does the several lines of housecleaning essentials should be productive of good results.

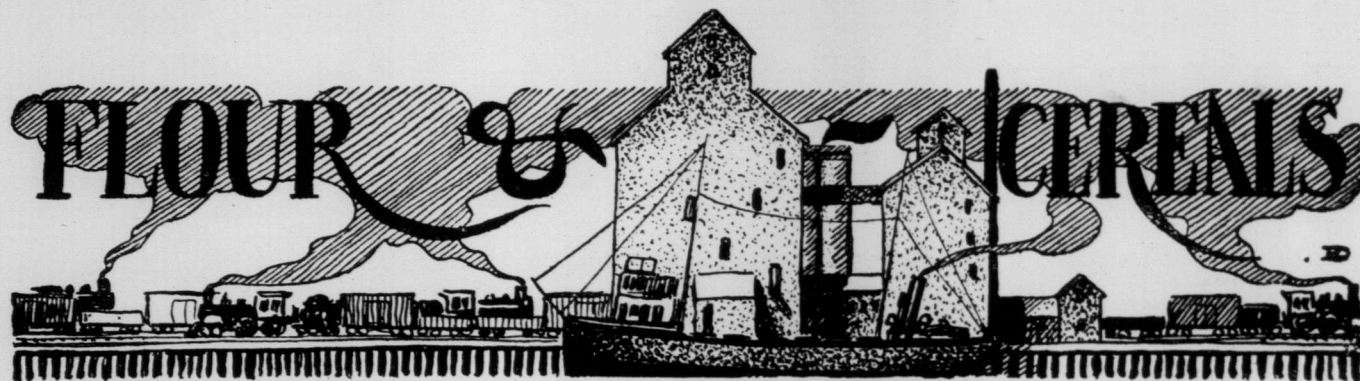
FARRINGTON PHILOSOPHY.

Persistence is of more value in advertising than brilliance, but that is no reason for being dull. Dully written advertising is no more readable than any other dull writing.

The customers who are not repelled by a dirty looking store are not customers whose trade is the most valuable. The clean store attracts the clean customers.

When were people with money to spend ever drawn into your store to spend it by seeing the clerks standing in the window or out upon the steps?

The man who gets along best with his employes is the man who does not forget that they have as many rights as he himself has.



Rolled Oat Market Not Quite So Firm

Winnipeg Oat Market Easier—Oatmeal for Export Reduced—Demand for Cereals Rather Inclined to Dullness—Bran Lower at Several Centres—Winter Wheat Crop Reports Discouraging—Texas Harvests the First Wheat of Season.

While rolled oats are unchanged, the market is not quite so steady as has been the case for some time. There does not appear to be a great accumulation of manufactured goods, but raw material is slightly easier. On April 10, when last advance in rolled oats occurred, May oats on Winnipeg market were quoted at 50 $\frac{5}{8}$. To-day they are worth around 45 $\frac{1}{2}$. Last week oatmeal for export declined 9 cents per sack, due to some extent to quiet demand. Cereals in general are rather dull at present, but such a condition is not unusual at this season. With warmer weather close at hand, demand will not be quite so heavy, while retailers always like to keep stocks within a safe margin during summer months.

One change of the week is an easier feeling in bran with prices down about \$1 per ton at several centres. Shorts maintain a fairly steady position. With pastures assuming a better appearance, demand for feed will hardly be so brisk.

Flour shows little or no change, although steadiness is maintained. In view of serious impairment to winter wheat crops both in Canada and United States, winter wheat flour holds a steady position.

From now on the markets can be expected to be somewhat unsettled and uncertain, depending on the condition of crops from week to week. This is far more the case this year, as in other years a good winter wheat crop has been pretty much assured at this date, while this year it is considerably short and spring wheat an uncertainty. Conditions for spring wheat in United States have been good, but little can be said of the Canadian West as yet. The first new wheat for 1912 was harvested in Texas this week.

MONTREAL.

FLOUR.—It is reported that wheat throughout Ontario is gradually growing scarcer, and as a result a firm feeling prevails here. A large part of the crop is also reported as having been winter killed, owing to severe cold weather, and as some of the smaller mills have closed down, the offerings have materially been curtailed. The general feeling, therefore, is that prices will rule higher.

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

CEREALS.—A weaker feeling has prevailed during the past week and we would not be surprised to see a slight decrease in prices before long. This weakness must not be attributed to any increase in supplies on spot, but is rather a result of the weakness prevailing in the Winnipeg option market.

Fine oatmeal, single bag lots	2 90
Standard oatmeal, single bag lots	2 90
Granulated oatmeal, single bag lots	2 90
Bolled Cornmeal, 100 bags	2 25
Rolled oats, jute bags, 90-lb., single bag lots	2 65
do., cotton bags, 90-lb., single bag lots	2 70
Rolled oats, barrels	5 55
Rolled wheat, bbl.	2 25

TORONTO.

FLOUR.—There is no particular change in Manitoba flour to report. There is apparently a fair trade for season.

There is a steady feeling in Ontario flour in sympathy with similar tendency in wheat. Reports from different sections of Canada on winter wheat are rather discouraging. According to Census and Statistics office, area sown to winter wheat last fall was 1,097,900 acres. To the end of April it is estimated that about 31.50 per cent. of this area was winter killed, the proportion being 28.72 in Ontario, and 38.50 in Alberta. This represents a total deduction from the area sown of about

345,000 acres, 229,000 acres in Ontario and 116,000 in Alberta.

Manitoba Wheat.	
1st patent, in car lots	5 70
2nd patents, in car lots	5 30
Strong bakers, in car lots	5 10
Feed flour, in car lots	3 00
Winter Wheat.	
Straight roller, domestic consumption	4 80
Patents, fancy, domestic consumption	4 90
Patents, 90 p.c. domestic consumption	4 60
Blended, domestic consumption	5 00

CEREALS.—Rolled oats remain unchanged but there is a slightly easier turn to the market in sympathy with raw material. Cornmeal is quoted at \$2.35 to \$2.40 per cwt. Some firms are quoting \$3 per barrel for rolled wheat in small lots. New business in cereals is rather quiet at present time.

Rolled oats, small lots, 90 lb. sacks	2 65
Rolled oats, 25 bags to car lots	2 55
Standard and granulated oatmeal, 98-lb. sk.	2 80
Rolled wheat, small lots, 100-lb. bbls.	2 90
Rolled wheat, 5 barrel to car lots	2 80
Cornmeal, 100 lb. bags	2 35
Rolled oats in cotton sacks, 5 cents more.	2 40

MILL FEEDS.—Demand for bran shows a falling off and prices are easier and \$1 per ton lower, being quoted at \$24 per ton in car lots. Shorts show no change.

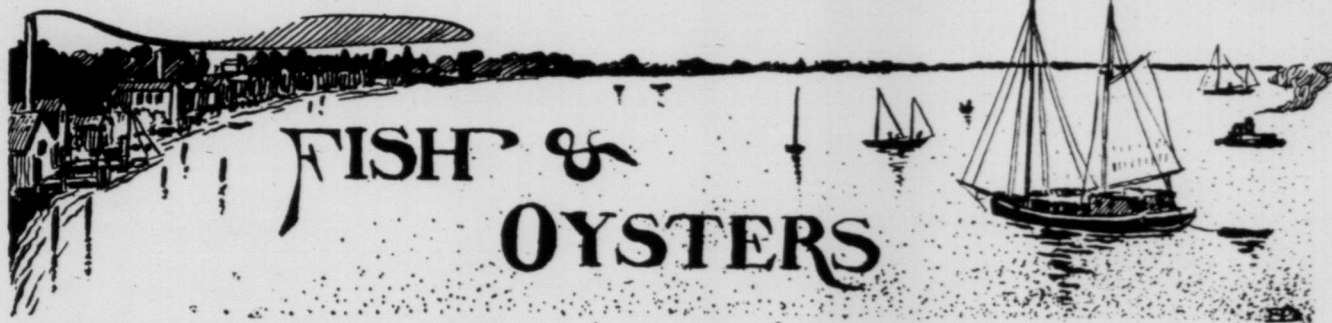
WINNIPEG.

FLOUR AND CEREALS.—Prices are firm and rolled oats are slated to go up although there are no changes to report for the present.

Flour—	
1st patents, cwt.	3 05
2nd patents, cwt.	2 75
Strong bakers', cwt.	2 40
Rolled Oats—	
20 lb. sack	0 65
40 lb. sack	1 25
80 lb. sack	2 25
Granulated oatmeal, per cwt.	2 75
Corn Meal—	
98 lb. sacks	2 25
49 lb. sacks	1 15

Considerable attention has been aroused in United States by the effort which is being made by a couple of St. Louis promoters to form a mammoth amalgamation of several of the chain store systems of the United States. These would together represent some 3,000 stores. It is not considered feasible because of widely differing views of doing business held by different systems.

The man who is afraid to advertise his goods as the best is either too modest or else he has the wrong kind of goods.



Fresh and Smoked Fish are Selling Well

Supplies on a Liberal Scale—Major Portion of Business in Fresh Varieties—Smoked Doing Well for Season—Trout and Whitefish Good Sellers—Halibut, Cod and Haddock in Plentiful Supply.

The fresh fish season can now be said to be in full swing. At least supplies are on a more liberal scale, fishing on the lakes having reached quite substantial proportions, while receipts from coast points are normal in volume. The big business in fish is now being done in fresh varieties although smoked are doing remarkably well for the season.

Trout and whitefish are good sellers, although the latter line was in short supply at several points last week. Halibut, cod and haddock are plentiful, while mackerel will shortly be having its appearance on the market.

QUEBEC.

MONTREAL.—Haddock and cod are all plentiful and coming in freely. Buck and roe shad are quoted at reasonable figures. Perch are becoming more plentiful and prices are somewhat lower than at former periods.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Fancy shad bucks, each	0 30	
Fancy shad roe, each	0 50	
Large shad herring, each	0 02	
Market cod, cases, 250 lbs., per lb.	8 94	
Less than case	8 94 1/2	
Smelts, fancy	0 10	0 10 1/2
Halibut, per lb.	0 10	0 10
Herring, frozen, per 100 fish	1 90	2 00
Mulletts	0 04 1/2	0 05
Pike, dressed and headless, lb.	0 08	
Steak, cod	0 06	
Mackerel	8 10	
Dressed perch	0 09	
R.C. red salmon	0 10	0 11
Gaspé salmon, per lb., new	0 10	0 10
Qualla salmon	0 07 1/2	0 08
No. 1 smelts, per lb.	0 08	0 12
Lake trout, per lb.	0 09	0 10
Whitefish, large, per lb.	0 09	0 10
Whitefish, small, lb.	0 06	
Barbotte (dressed) bullheads, per lb.	0 09	

PREPARED FISH.

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

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, full	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half barrel	6 00
Scotch herring, keg	6 50
Scotch herring, half bbl.	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12 1/2
Salt eels, per lb.	0 06
Labrador salmon, bbls.	18 00

SMOKED.	
Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07 1/2
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	1 18
Kippers (small) per box of 50 fish	1 10
Smoked salmon, per lb.	0 25
SHELL FISH.	
Solid meats—Standards, gal., \$1.75; selects, gal.	2 00
Bolled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Supplies of fresh fish are arriving on a quite liberal scale, shipments being heavier than earlier in season. There is a good supply of pike, trout and herring arriving and they are in good demand. Whitefish is also a favorite but has been rather scarce of late. Lake Erie herring are lower, now being down to 6 cents per pound, while halibut is also easier under increased shipments. Roe shad are quoted at 60 cents each. Periwinkles are \$1 a peck.

FROZEN FISH.

Gold eyes	0 05
FRESH CAUGHT FISH.	
White fish, per lb.	0 10
Lake trout, per lb.	0 12
Steak, cod	0 08
Haddock	0 07
Halibut	0 10
Flounders	0 07
Lake Ontario herrings, basket	1 00
Lake Erie herrings, per lb.	0 06
Pike	0 08
Perch	0 07
Suckers	0 05

SMOKED.

Bloaters, per box	1 00	1 15
Finnan Haddie, per lb.	0 08	0 09
Fillets of haddie	0 15	0 15
Ciscoes, basket	0 95	1 00
Ciscoes, per lb.	0 09	0 10
Scotch kippers, per box	1 65	

PICKLED.

Pickled trout, per half bbl.	7 25	7 75
Shrimps, 1-gallon cans	1 25	1 25
PREPARED.		
Shredded cod, 2 doz. pkgs. to box	2 00	
Acadia cod, 2-lb. boxes, 12 to crate	2 80	
Cod in loose strips, 25-lb. to box, lb.	2 80	
Pure cod tablets, 20 1-lb. tablets	2 50	

NOVA SCOTIA.

HALIFAX.—Local fish dealers report market well supplied with fish of all seasonable kinds. Halibut, cod and haddock are plentiful, and the fish are of splendid quality. Prices of mixed fresh fish are easier, some of the fishermen along south-western shore disposing of their catches for \$1.50 to \$1.75 per hundred pounds. Mackerel have struck in along the coast, and some small

catches are being made. No fresh mackerel have as yet reached local market, but they are expected along next week. Two of the local fish firms have fitted out their own vessels for the mackerel fishery this season, the experiment is a costly one but if they get the fish they will make the enterprise pay.

So far very little news has been received from Lunenburg Banking fleet, but that at hand is encouraging. Bait is now in better supply, and this will tend to increase catch. The shore fishery so far is behind that of last season.

Lobsters are plentiful, and despite the high prices demand is good.

MANITOBA.

FISH.—There is a seasonable demand for fish but no new features to report. Prices for pickerel and whitefish are for frozen fish.

Lake Winnipeg whitefish, lb.	0 08 1/2
Fresh pickerel	0 07 1/2
Steak cod	8 05
Haddock	8 05
Market cod	8 05
Finnan haddie	8 06
Sea herring, doz.	0 10
Fresh goldeyes	0 04
Kippers, box	3 00
R.C. frozen salmon	8 10
Lake trout	1 50
Bloaters, per box	0 11
Mackerel	0 12
Smelts	0 15
Extra smelts	0 15
Smoked goldeyes, doz.	0 50
Norwegian herrings, per case	5 75
Labrador, per half barrel	4 60
Holland, kegs	0 11
Fresh salmon	0 18
Fresh trout	0 12
Frozen salmon	0 10

The Board of the United States General Appraisers say "chow-chow" is not a fruit, and that it is dutiable at 40 per cent. ad valorem as a pickle. The Surveyor at Port of Memphis had assessed chow-chow at 35 per cent. under "preserved fruit."

The United States is by far the largest consumer of Japan tea. Advance sheets for 1911 show shipments to U.S. to be 39,218,720 pounds. Canada took 2,829,837 pounds.

Tasmania is the leading jam producing state of Australia. Price of jam in Australia has recently been slightly raised on account of increased wages, it is said. Strawberry is about the only kind imported.

Where and How the Anchovy is Caught

Interesting Facts About This Silvery Little Fish — Fishermen Thrive When Anchovy Shoals Appear—As Much As \$400 Worth Are Often Caught in One Day.

By W. J. L. Kiehl.

It is generally supposed that the anchovy is caught exclusively in the Mediterranean sea, so it comes as a surprise to most people to hear that it is so largely caught off the coast of Holland. Dutch fishermen have been familiar for ages with the fact that the anchovy comes up in great shoals at certain times of the year and enters the Zuyder Zee to spawn.

Disappear at Times.

There have, however, been considerable lapses of time when no anchovies at all appeared, and when it was feared that the Dutch fisher folk had lost their means of earning a livelihood, then, suddenly, without any apparent reason, the shoals of fish again became regular visitors. These last few years the anchovy has been particularly plentiful. Many a Zuyder Zee fisherman has made his living for the whole year during the anchovy season, which lasts from six to eight weeks, and as much as 1,000 florins' (\$400) worth have been known to be taken in a single day.

Some twenty-five years ago these fisheries were confined to the area south and east of Medemblik; now they extend all over the Zuyder Zee and along the Wadden islands—those, flat, sandy islands that stretch in an almost continuous line along Holland's coast. Sometimes the shoals of fish come as far south in the Zuyder Zee as the isle of Urk and Monniken dam and Marken.

Method of Fishing.

Formerly the method of capturing a shoal of anchovy consisted in stretching an enormous net with small meshes between two boats. This net touched the sea bottom. Then the boats hoisted sail and the more wind there was the better pleased were the fishermen. They sailed on for a while and then when the net was lifted it contained thousands of silvery fishes. Later on they preferred to fish with stationary nets, because more fish could be caught in that way. Each fisherman places his own nets in a certain part of the sea, and after a while comes to see whether they have been filled with fish. Certainly more fish are caught in this way, but there is also the risk of a heavy loss in nets, which are often damaged because of the busy traffic in the Zuyder Zee. So many boats are sailing about there that it is impossible for them always to avoid the nets, which are everywhere. Such anchovy nets cost as much as

1,000 florins (\$400) with all their fittings.

Means Other Business.

The anchovy brings plenty of work for many another category of persons than the regular fishermen. For the fish have to be cleaned, salted and packed into casks. The cleaning is done almost exclusively by women and children, the salting occupies the "salter" and the making of the many casks employs a little army of coopers. Then the packing is also done by experienced hands in such a way that the anchovy can be kept for many years without spoiling.

The herring fishers also often obtain millions of anchovy near the coast of Holland. For as soon as they perceive a shoal coming their way they will fix anchovy netting into their herring nets and so often secure almost miraculous hauls.

The anchovy is a small fish, the full grown specimen being only fifteen centimeters (5.9 inches) long. The back of this fish is bluish and the under parts are white, glistening like silver in the sunshine.

LETTERS TO THE EDITOR.

Editor, Canadian Grocer:—Your Special Number of The Grocer is certainly a great number, and must have cost you considerable, considering the price of the yearly subscription. We have found a great many useful hints in The Grocer, and are only sorry we did not take it long ago.

Referring to shipments of freight to us, when anything is slow we are expected to make claim on the railway company, but when we ship anything to commission houses, if anything is slow in arriving or broken, they simply take it out of us. Do you think this is a fair rule? We have one case now of a bag of wool lost in transit, that we shipped to a firm, and up to the present no returns have been received. This shipment was made in December of last year.

Your articles on cost and selling price, etc., are very interesting. Also the window dressing articles. In fact, it is all good food easily digested if taken right.

GORRIE & CO.,

Haliburton, Ont.

STRONG FOR EARLY CLOSING.

St. John, N.B., May 30.—(Special).—Several grocers were members of a delegation from the early closing association who called upon the City Commissioners last week and interviewed them as regards their disposition towards matter of compelling under penalty of a fine all stores in the city, with one or two excepted, to close at 7 o'clock daily, excepting Saturday. The members of the association are actively engaged in interesting all concerned in promoting the early closing regulations and the outcome of the matter is awaited anxiously by the dealers and clerks particularly.

M. E. Brass, grocer, of Germain St. was one of the speakers before the commission, and he argued strongly in favor of having the doors of all business establishments closed at the hour mentioned, allowing fish departments to be kept open on Thursday evenings to a later hour. W. E. Rowley, W. S. Knowles, L. T. Nase, and W. D. Baskin were others who spoke concerning early closing. Their arguments were promised sincere consideration by the commissioners.

MAKE WHOLESALERS RESPONSIBLE.

Texas Retail Merchants' Association in convention passed a resolution condemning promiscuous extension of credit by wholesalers to inexperienced and irresponsible persons who want to enter the grocery business. This habit of wholesale grocers has been condemned as one reason why so many retailers fail, the incompetents falling down in a few months or year, and dragging others with them.

RICE ADVERTISING.

This is what one grocer in advertising a fancy quality of rice said in attempting to bring this article into favor:—

Food scientists of all nations recognize rice as one of the most valuable foods of the world.

Excellent food for all climates—hot or cold.

Rich in nutritive qualities, and easily digested—and when of good quality and properly prepared, one of the most palatable foods.

There are said to be about 1,400 varieties of rice throughout the world—and "— quality rice" represents the very choicest selection of all.

The grains are whole, extra large, natural and white—cooks beautifully, and has the richest flavor.

After one trial you'll always want this quality.

CLOSING.

(Special).—
ers of a dele-
sing associa-
ity Commis-
viewed them
tion towards
penalty of a
with one or
at 7 o'clock
. The mem-
actively en-
concerned in
g regulations
ter is await-
and clerks

ermain St.,
ore the com-
ngly in favor
business es-
hour men-
ments to be
enings to a
rley, W. S.
W. D. Baskin
cerning early
were promis-
the commis-

CLERKS

Association
olution con-
tion of credit
need and ir-
tant to enter
is habit of
condemned
any retailers
ing down in
nd dragging

ING.

n advertising
l in attempt-
to favor:—
ations recog-
most valuable

ates—hot or

s, and easily
l quality and
the most pa-

about 1,400
the world—
presents the
all.

extra large
beautifully.

always want



Produce & Provisions



More Life to Smoked and Cooked Meats

These Lines Sell Better During Summer Months—Increased Demand Already Noticed—Butter is Steady But Looks Like Further Easiness Ahead—Eggs Slightly Easier — Old Cheese Strong and New Cheese Steady.

There is more activity to smoked and cooked meats of late. These are lines which always sell more freely during summer months and there is already quite a noticeable increase in the demand for them. As the weather becomes warmer, cooked meats always come into lime-light, because housewife is always on the lookout for goods which will allow summer meals to be prepared with the least trouble. -Again the season of holiday outings is close at hand and cooked meats is a favorite line for these occasions. Dealers who wish to work up a substantial trade for summer months should begin now to give attention to this department.

Butter shows little change at principal centres or country points, although there seems to be a general feeling that values will show some further recessions. It must be remembered that new make is coming on bare market and with situation in East relieved by shipments to West, decks have been kept fairly free from accumulations. However, the West will shortly be able to look after her own wants to a large extent at least, and with good pastures and a good flow of milk, there is a feeling that easiness is ahead if no new features crop up.

There is an easier feeling in eggs at many centres and lower prices are being paid in the country. Receipts have been on the increase, although a continued good demand has worked for a steady feeling. Weather has kept fairly cool and shipments have come in in good shape, although some loss through shrinkage will shortly be found. A report from Newfoundland says the market is glutted with eggs and prices are down to 20 cents and likely to go lower. Storage is caring for certain quantities in some parts of Canada, but wholesalers feel that prices are rather high for putting away.

The universal small stocks of old cheese makes nothing but firm prices possible. New make is also holding quite steady, receipts continuing small

as compared with last year. The smaller receipts are said to be due to a decrease in the herds. Then again hay and feed have been high but improved pastures should help the situation.

MONTREAL.

PROVISIONS.—There is a steady feeling in pork products in general and prices in all lines have been well maintained. Hams and bacon have been in good demand while cooked meats will now be coming in for greater attention. Barelled pork is firm but the demand is limited.

Although cattle in general are easier, prices on hogs have been sustained under a good demand from packers.

General feeling in pork products is firmer, and hams are higher by 1/2 to 1 cent per pound. Long clear is also advanced about 1 cent per pound, and cooked ham is firmer.

Long clear bacon, heavy, lb.	0 13 1/2
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14 1/4
Large sizes, 20 to 28 lbs., per lb.	0 15
Medium sizes, 15 to 19 lbs., per lb.	0 17 1/2
Extra small sizes, 10 to 14 lbs., per lb.	0 17 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 20
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 19
Spiced roll bacon, boneless, short, per lb.	0 15
Boiled ham, small, skinned, boneless	0 28
Hogs, live, per cwt.	9 25 9 30
Hogs, dress, per cwt.	13 00 13 25
Pure Lard—	
Boxes, 50 lbs., per lb.	0 14 1/4
Cases, tins, each 10 lbs., per lb.	0 14 1/4
Cases, tins, each 5 lbs., per lb.	0 14 1/4
Cases, tins, each 3 lbs., per lb.	0 14 1/4
Pails, wood, 20 lbs. net, per lb.	0 14 1/4
Pails, tin, 20 lbs. gross, per lb.	0 14 1/4
Tubs, 50 lbs. net, per lb.	0 14 1/4
Tierces, 375 lbs., per lb.	0 14
One pound bricks	0 13 1/4
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 10 1/4
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10 1/4
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10 1/4
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10 1/4
Pails, wood, 20 lbs. net, per lb.	0 10 1/4
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 10 1/4
Tierces, 375 lbs., per lb.	0 10 1/4
One pound bricks	0 11

Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	26 00
Bean pork	17 50
Canada short cut back pork, bbl., 45-55 pieces	25 50
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Plate beef, 100 lb. bbls.	8 75
Plate beef, 300 lb. bbls.	17 00
Plate beef, 500 lb. bbls.	25 00
Dry Salt Meats—	
Green bacon, flanks, lb.	9 11

BUTTER.—There is not much change in butter since a week ago, prices hold-

ing fairly steady under smaller receipts than a year ago and an enquiry from the northwest that has kept decks clear. That there is not much change in situation is shown by fact that butter sold at Cowansville on Saturday at 26 1/2 to 26 3/4 cents, practically the price that ruled the previous Saturday. There are many who look for an easier turn ahead.

Creamery blocks	0 28	0 28 1/2
Dairy tubs, lb.	0 21	0 21 1/2
Fresh, dairy rolls	0 22	0 23

EGGS.—There is an easier feeling in egg market this week. Receipts have been on a good scale but a good demand has helped to keep market steadier than it otherwise would be, but lower prices are looked for in near future.

Weather during May has been much cooler than last year and receipts have been in good shape.

New laids	0 25	0 26
Selects	0 24	0 25

CHEESE.—Old cheese is firm and new cheese holds a steady position, due to small receipts as compared with those of last year. Reports from England note a firm market with stocks light. However increased production in Canada can be expected shortly.

Quebec, large	0 14 1/4	0 15
Western, large	0 14 1/4	0 15
Western, twins	0 14 1/4	0 15
Western, small, 20 lbs.	0 14 1/4	0 15
Old cheese, large	0 17	0 17 1/4

HONEY.—Stocks are light and market continues steady. Business is rather quiet.

White clover, strained	0 12
White clover, in comb	0 14
Buckwheat, in comb	0 12
Buckwheat, strained	0 08 1/4

TORONTO.

PROVISIONS.—While some firms show no change in lard prices, others note firmer ideas. "We are asking 14 cents in tierces," said one firm. High prices may be affecting consumption to some extent, but butter is still rather high, and consequently the economic housewife substitutes lard for cooking whenever possible.

Live hogs are unchanged but steady. There is general steadiness in provisions, with roll bacon and long clear firmer and slightly higher. Short cut pork is quoted at \$24 to \$25.

Smoked Meats—	
Light hams, per lb.	0 17 1/4 0 18
Medium hams, per lb.	0 17 0 17 1/4
Large hams, per lb.	0 16 0 16 1/4
Backs, plain, per lb.	0 19 0 20
Backs, pea meal	0 20 0 21
Breakfast bacon, per lb.	0 18 0 19
Roll bacon, per lb.	0 13 1/4 0 13 1/2

Shoulders	0 11½	0 12
Pickled Meats—1c less than smoked.		
Long clear bacon, per lb.	0 13¾	0 14
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	24 00	25 00
Cooked hams	0 25	0 26
Lard, tierces, per lb.	0 13¾	0 13¾
Lard, tubs, per lb.	0 13¾	0 14
Lard, pails, per lb.	0 14	0 14¾
Lard, compounds, per lb.	0 09¾	0 10
Live hogs, at country points	8 50	8 60
Live hogs, local	8 80	8 90
Dressed hogs	12 00	12 50

BUTTER.—Butter, as indicated by local quotations, is steady and unchanged, although majority of dealers are looking for lower prices. In fact, lower prices were looked for before this, but a demand which sprang up from Western Canadian points relieved the market of any surplus, and steadied the situation. Considerable butter was sent west from Toronto, even to British Columbia points, but this demand has dropped off somewhat of late. In fact, it is expected that West will shortly have sufficient to supply its own wants, and with this demand removed and production increasing, further concessions seem probable.

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

EGGS.—There is a somewhat easier feeling to eggs this week. At least dealers are paying lower prices in the country.

"We have been foolish and paying too high prices," was one dealer's comment when asked the reason for easiness.

"Eggs are beginning to show signs of shrinkage, too, and we must have prices so we can make an allowance for this."

A good many eggs were stored at a rather fancy figure, and there is said to be some nervousness on the part of certain holders.

"We are paying 20 cents to dealers in country this week," said one wholesaler. "I expect they will be down to 18c in two weeks."

Ideas therefore appear bearish.

New laid eggs	0 23
---------------------	------

CHEESE.—Old cheese is decidedly scarce, and ideas of dealers who hold stock are higher. Around 18 cents per pound for large is being asked. New cheese shows little or no change, but lower prices are probable during June.

Old Cheese—		
Large	0 17¾	0 18
Twin	0 18	0 18½
Stiltons	0 19	0 19½

New Cheese—		
Large	0 14¾	0 15
Twin	0 14¾	0 15¾

HONEY.—There is no change in price or general situation to report. Trade is quiet.

Honey—strained—		
White clover, 10-lb. tins, per lb.	0 12¾	
White clover, 5-lb. pails, per lb.	0 13	
Dark clover, 5-lb. pails, per lb.	0 08	
Amber honey, 60-lb. tins, per lb.	0 08	
Buckwheat, 60-lb. tins, per lb.	0 07	

WINNIPEG.

PROVISIONS.—Prices for cured meats and lard are firm, but no further advances are reported. It is expected the limit has been reached for a time. Butter is weaker and though no declines are yet reported they may be expected soon.

Lard—	
Tierces	0 13¾
50 lb. tubs	7 00

20 lb. tubs	2 85
10 lb. cases	8 70
5 lb. cases	8 80
3 lb. cases	8 85
Cured Meats—	
Hams	0 17¾
Bacon	0 18¾
Smoked shoulders	0 13¾
Long clear	0 13¾
Butter—	
Creamery butter	0 34
Dairy prints	0 27
Eggs—	
Strictly fresh	0 21
Cheese—	
Ontario, large, new	0 11
Twins, new	0 14

Was Discovered Marketing Boiled Eggs

Case Where Original Seller Was Found Out—Neighbor Purchases the Eggs Shortly After Former Had Sold Them to General Merchant—The Shrinkage in Hot Weather.

A horse dealer dropped into a drug store in Eastern Ontario not long ago and purchased 50 cents worth of a certain drug. A few hours later he confided with the clerk that out of that 50 cents' investment he had made \$40.

But here was his method. He wanted to sell a horse that was suffering with the heaves. He evidently had some knowledge of horse troubles. The drug purchased had the effect of allaying the disease for a few hours, allowing the dealer to sell his horse for some \$75, while it really wasn't worth \$35.

Questionable methods of this character are used in the egg business. A general country merchant writes regarding a boiled egg deal which, from the light of past experiences, is of no infrequent occurrence.

Were Valuable for Setting.

He purchased some eggs from a country customer who kept well-bred hens. The eggs sold for setting purposes at \$1.50. But to the merchant who resold them again, they brought only the regular market price of ordinary eggs—21 cents, or 22 if trade were given. As a usual occurrence one could count on the eggs being sent away to the big city commission houses. In this instance, however, the calculations of the original seller went wrong. Shortly after they were in the store a neighboring customer came for eggs for baking purposes. The merchant handed out some of those he had recently received. He knew where they came from and was satisfied they were fresh.

Dipped Too Long.

It wasn't long after when the same customer arrived on the scene with trouble brewing in her eye. She had opened two of the eggs and both had been partly boiled, so she brought back the entire dozen. When confronted with having boiled the eggs before selling them, the woman admitted having done so, and frankly stated her reason. It

was because they could not be used for hatching if perchance they might be selected for that purpose. Competition would injure her trade. The question had arisen just before she left for the store, and her husband, she stated, had suggested that she dip them. They were left too long in the boiling water, and this was the cause of all the trouble.

Keeps Up the Price.

This is one of the causes that helps to make dear eggs. Wholesale commission dealers have to cull the boiled and rotten eggs, and with the shrinkage great in hot weather, there are fewer to go to the city consumer. Country merchants should watch their egg receipts very closely and see that they are getting what they pay for. Whenever possible gentle hints should be handed out that in hot weather eggs should be gathered twice a day; that eggs from stolen nests should not be marketed, and that it is generally in one's own interests to sell only honest goods.

WOULD HAVE TO BE GIFT.

A Kingston, Ont., reader writes:—Editor, Canadian Grocer:—Granting percentage on selling price is the correct way to figure. My goods cost me \$200, and I want to sell them at 100 per cent. profit, leaving cost of selling out of the question.

Please ask your young lady at Simcoe to tell me at what price I must sell my goods.

"INQUIRER."

R. H. Davis, Strathroy, Ont., has succeeded J. E. Pedlow in the grocery business.

The total shipment of oranges from California to May 15 last year was 29,124 cars. To May 13 this year it amounted to 23,062 cars.

Some retailers loan instruments for removing eyes from pineapples to customers who purchase supplies from them.

QUALITY, RESULTS AND PRICE.

THE most essential principles in lard making, are not overlooked in **EASIFIRST SHORTENING.**

Figure the saving as compared with pure lard and remember our guarantee goes with every package.

GUNNS LIMITED

Pork and Beef Packers, Cotton Oil Refiners,

WEST TORONTO



**CANADIAN, U.S. AND FOREIGN
MANUFACTURERS** get in touch with

The Largest and Most Progressive
WHOLESALE
COMMISSION HOUSE in CANADA

Nicholson & Bain, Wholesale Commission Merchants and Brokers

Head Office, WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY

P.S.—DO IT NOW.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

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

MAGIC BAKING POWDER.

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

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

MAGIC SODA.

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

GILLETT'S CREAM TARTAR.

Size	Per doz.
1/4-lb. paper pkgs., 4 doz. in case	\$1 00
1/4-lb. paper pkgs., 4 doz. in case	2 00

Per case

4 doz. 1/4-lb. paper pkgs. }	\$8 00
2 doz. 1/2-lb. paper pkgs. }	

Per doz.

1/2-lb. cans with screw covers, 4 doz. in case	\$2 20
1-lb. cans with screw covers, 3 doz. in case	4 10

Per lb.

5-lb. sq. canisters, 1/2 doz. in case	33
10-lb. wooden boxes	30 1/2
25-lb. wooden pails	30 1/2
100-lb. kegs.	28 1/2
360-lb. barrels	28

GILLETT'S PERFUMED LYE.

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

YEAST.

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

BAKING POWDER.
W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..	\$2 00
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
" 1/4-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 1/4-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, 1-lb., 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-lb.	7 25
No. 17, 5-lb.	14 00

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.
 For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemils & 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 & CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
 The King's Food, 2 doz. in case, per case, \$4.80.
 White Swan Barley Crisps, per doz., \$1.
 White Swan Self-rising Buckwheat Flour, per dozen, \$1.
 White Swan Self-rising Pancake Flour, per doz., \$1.
 White Swan Wheat Kernels, per doz., \$1.50.

White Swan Flaked Rice, \$1.
 White Swan Flaked Peas, per doz., \$1.
DOMINION CANNERS.
 Aylmer Jams.

Per doz.

Strawberry	1 95
Raspberry	1 95
Black currant	1 95
Red currant	1 75
Peach	1 80
Pear	1 70

Jellies.

Red currant	2 00
Black currant	2 15
Crabapple	1 45
Raspberry and red currant ..	1 95
Raspberry and gooseberry ..	1 80
Plum Jam	1 55
Green Gage plum, stoneless ..	1 75
Gooseberry	1 75
Plum	1 70
Grape	1 85

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	1 95
Ginger	2 25

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry	0 10 1/4
Black currant	0 10 1/4
Raspberry	0 10 1/4

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.

Unsweeened Chocolate—

Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size 2 doz. in box, doz	1 80
Perfection chocolate, 10c size 2 and 4 doz. in box, per doz.	0 60

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, cocoonut, 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

Chocolate wafers, No. 2, 5-lb. boxes
 0 20 |

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 30 |

Coffee drops, 5-lb. boxes ..
 0 30 |

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

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

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

Nut milk chocolate, 1/2's, 6-lb. boxes, lb.
 0 50 |

EPPS'S.

Agents—Willson & Warden, 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.

JOHN P. MOTT & Co.'S.

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

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

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

Nut milk bars, 2 dozen in box
 0 80 |

" breakfast cocoa, 1/4's and 1/2's
 0 35 |

" No. 1 chocolate
 0 80 |

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

" Vanilla sticks, per grs 1 00
 " Diamond chocolate, 1/2's ..

" 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.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, 1/4, and 1/2-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, 1/4 and 1/2-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinqueme sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoon (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, 1/4-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.
 The above quotations are f.o.b. Montreal.

COCOANUT.
CANADIAN COCOANUT CO.
 Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
 1-lb. pkgs. White Moss



Pickles, Baked Beans, Olive Oil, Tomato Soup, Tomato Ketchup, Preserved Fruits, Sauces, Peanut Butter, etc., are all in excellent demand now for the Summer trade, because these lines are used more extensively in warm weather than in other seasons of the year. Look over your stock and see that you are prepared for the extra business. The name Heinz in connection with these goods is first in the people's minds, and the merchant who carries a complete stock of them is the one who gets the business for these as well as other lines, for it is a well known fact that a good selling article attracts other business to the store.

H. P. ECKARDT & CO.

WHOLESALE DISTRIBUTORS

Cor. Front and Scott Sts. - TORONTO

LES

ers, No. 2, 0 25
 ers, No. 1, 0 30
 ers, No. 2, 0 25
 r, 5-lb. bxs. 0 30
 wafers, 5-lb. 0 30
 lb. boxes .. 0 30
 b. boxes .. 0 30
 5c bundles, per box.. 1 35
 5c cakes, per box.. 1 35
 ate, 1/2's, 6- 0 30
 ate, 1/4's, 6- 0 30
 ate, 5c bars 0 60
 ox 0 60

PS'S.
 on & Warden,
 es & Nadeau,
 Gorham & Co.,
 Buchanan & Gor-

lb. tins, 14-
 lb. 0 35
 les 0 37

OTT & Co.'S.
 k, St. John, N.B.;
 Montreal, P.Q.;
 Ottawa, Ont.;
 & Co., Winnipeg,
 Perse, Calgary,
 & Yockney, Ed-
 Doherty & Co.,
 Victoria.

er cooking) 0 60
 cocoa, 2 doz. 0 85
 doz. 0 85
 2 dozen in 0 80
 cocoa, 1/4's 0 25
 plate 0 20
 plate, 1/4's.. 0 20
 ks, per grs 1 00
 ocolate, 1/4's 0 24
 e chocolate 20 30
 plate coat- 0 20

ER & CO., LTD.
 1 chocolate, 1/4
 , 33c lb.; Break-
 1/2, 1 and 5-lb.
 German's sweet
 and 1/4-lb. cakes,
 c lb.; Caracas
 1/4 and 1/2-lb.
 s, 32c lb.; Auto
 1-6 lb. cakes, 6-
 lb.; cinquieme
 1-5 lb. cakes, 6-
 ; Falcon cocon
), 1-lb. tins, 34c
 oa, 1/4-lb. pkgs.
 b.; Caracas tab-
 40 cartons to-
 ox.
 tations are f.o.b.

LNUT.
 COANUT CO.
 c, 20c, and 40c
 ed in 15-lb. and
 Per lb.
 Moss 0 24

THE CANADIAN GROCER

1/2-lb. pkgs. White Moss ..	0 21
1/2-lb. pkgs. White Moss ..	0 28
1 and 1/2-lb. pkgs., assort- ed	0 26 1/4
1/4 and 1/2-lb. pkgs., asstd.	0 27 1/4
1/2-lb. pkgs., asstd., in 5-lb. boxes	0 28
1/4-lb. pkgs., asstd., in 5-lb. boxes	0 29
1/4-lb. pkgs., asstd., 5, 10, 15- lb. cases	0 30
Bulk— In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.	
Pails Tins Bbls.	
White Moss, fine strip	0 19 \$ 21 0 17
Best shredded	0 18 0 16
Ribbon	0 19 0 17
Macaroon	0 17 0 15
Desiccated	0 16 0 14
CONDENSED MILK.	
BORDEN'S CONDENSED MILK Wm. H. Dunn, Agent, Montreal and Toronto. Per Case	
Eagle Brand, each 4 doz.	\$6 00
Gold Seal Brand, each 4 doz	5 25
Challenge Brand, each 4 doz	4 50
Peerless Brand, "Hotel," each 2 doz.	4 00
Peerless Brand, "Tall," each 4 doz.	4 50
Peerless Brand, "Family," each 4 doz.	3 75
Peerless Brand, "Small," each 4 doz.	2 00
CANADA FIRST BRAND.	
The Aylmer Condensed Milk Co. Per Case.	
Canada First Baby Eva- porated Milk	2 00
Canada First Family Eva- porated Milk	3 75
Canada First Medium Eva- porated Milk	4 50
Canada First Hotel Eva- porated Milk	4 00
Canada First Sweetened Condensed Milk	5 25
Canada First Rosebud Con- densed Milk	5 15
Canada First Beaver Con- densed Milk	4 50
REINDEER LIMITED. (Sweetened.)	
Reindeer Brand (4 doz. in case)	5 50
Mayflower Brand (4 doz. in case)	5 25
Clover Brand (4 doz. in case)	4 50
(Unsweetened.)	
Reindeer Jersey Brand, Family (4 doz. in case).	3 75
Reindeer Jersey Brand, Medium (4 doz. in case)	4 50
Reindeer Jersey Brand, Hotel (2 doz. in case)..	4 00
Reindeer Jersey Brand, Gallon (1/2 doz. in case)	4 60
COFFEE.	
(Combined with Milk and Sugar)	
Reindeer Brand (2 doz. in case)	5 00
Regal Brand (2 doz. in case)	4 50
Reindeer Brand, in glass jars (2 doz. in case)....	6 20
COCOA	
(Combined with Milk and Sugar)	
Reindeer Brand (2 doz. in case)	4 80
ST. CHARLES CONDENSING CO.	
Prices—	
St. Charles Evaporated Milk (baby size)	2 00
St. Charles Evaporated Milk (family size)	3 75

St. Charles Evaporated Milk (hotel size)	4 00
Silver Cow Milk	5 40
Purity Milk	5 25
Good Luck Milk	4 50
COFFEES.	
EBY-BLAIN, LIMITED.	
Standard Coffees	
Roasted whole or ground, pack- ed in damp-proof bags.	
King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha..	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26 1/4
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19
Package Coffee.	
Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, 1/2-lb. tins, do.	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, 1/2-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
WHITE SWAN SPICES AND CEREALS, LTD.	
WHITE SWAN BLEND.	
1-lb. decorated tins, lb. . . .	0 32
Mo-Ja, 1/2-lb. tins, lb. . . .	0 30
Mo-Ja, 1-lb. tins, lb. . . .	0 28
Mo-Ja, 2-lb. tins, lb. . . .	0 28
Cafe des Epicures, 1lb. fancy glass jars, per doz., \$3.60.	
Cafe l'Aromatique, 1lb. amber glass jars, per doz., \$4.00.	
Presentation (with tumblers) \$3 per doz.	
MINTO BROS.	
MELAGAMA BLEND.	
Ground or bean— W.S.P. R.P.	
1 and 1/2	0 25 0 30
1 and 1/2	0 32 0 40
1 and 1/2	0 37 0 50
Packed in 30's and 50-lb. case.	
Terms—Net 30 days prepaid.	
CEREALS.	
Grape Nuts—No. 22, \$3; No. 23. \$4.50.	
Post Toasties—No. T3, \$2.85.	
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70	
CONFECTIONS.	
PEANUT BUTTER.	
Ontario Prices	
MacLaren's Imperial— Per doz.	
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15
CHEESE.	
MACLAREN'S IMPERIAL	
Ontario Prices per doz.	
Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 80
Large (each 1/2 doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90

Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40
FLAVORING EXTRACTS.	
SHIRRIFF'S.	
1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2 1/2 oz. (all flavors) doz. ...	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	10 00
32 oz. (all flavors) doz. ...	18 00
Discount on application.	
CRESCENT MFG. CO.	
Mapleine— Per doz.	
2 oz. bottle (retail at 50c)	4 50
4 oz. bottles (retail at 90c)	6 50
8 oz. bottles (retail at \$1.50)	12 50
16 oz. bottles (retail at \$3)	24 00
Gal. bottles (retail at \$20)	15 00
GELATINE.	
Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30
CLARK'S PORK AND BEANS IN TOMATO SAUCE.	
Per doz.	
No. 1, 4 doz. in case	0 50
No. 2, 2 doz. in case	0 90
No. 3, flats, 2 doz. in case	1 00
No. 3, talls, 2 doz. in case	1 25
No. 6, 1 doz. in case	4 00
No. 12, 1/2 doz. in case.....	6 50
LAPORTE, MARTIN & CO., MONTREAL AGENCIES.	
These prices are F.O.B. Mont- real. Imported Peas "Soleil"	
Per case	
Sur Extra Fins, 1/2 flacons, 40 bou.	11 00
Sur Extra Fins, tins, 1/2 kilo, 100 tins	15 50
Extra Fins, tins, 1/2 kilo, 100 tins	15 00
Tres Fins, 1/2 kilo, 100 tins	14 00
Fins, tins, 1/2 kilo, 100 tins	12 50
Mi-Fins, tins, 1/2 kilo, 100 tins	11 00
Moyens No. 1, tins, 1/2 kilo, 100 tins	10 60
Moyens No. 2, tins, 1/2 kilo, 100 tins	9 50
Moyens No. 3	8 75
Asparagus, Haricots, etc.	
MINERVA PURE OLIVE OIL.	
Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 1/2-pints	4 25
Tins—	
5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
1/2-gal. 20s	26 00
1/4-gal. 40s	13 50
1/8-gal. 80s sq.	17 00
1/8-gal. 48s rd	15 50
BASSIN DE VICHY WATERS.	
La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50
CASTILE SOAP.	
"Le Soleil," 72 p.c. olive oil.	
Case, 12 lbs. 2 1/2-lb. bars, lb	0 08 1/4
Case 25 lbs., 11-lb. bars, lb	0 07 1/4
Case 50 lbs. 1/2-lb. bars case	3 50
Case 200 lbs. 3/4-oz., case	3 75

"La Lune," 65 p.c. olive oil.	
Case 25 lbs. 11-lb. bars, lb.	0 07
Case 12 lbs. 2 1/2-lb. bars, lb	0 08
Case 50 lbs. 1/2-lb. bars, case	3 25
Case 100 lbs. 3/4-oz. bars, case	1 80
Case 200 lbs. 3/4-oz. bars, case	3 40
ALIMENTARY PASTES.	
BLANC & FILS.	
Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07 1/2
Box, 25 lbs., loose	0 07
DUFFY & CO. BRAND.	
Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q	5 00
Champagne de Pomme, 24 p	5 50
Matta Golden Russett— Sparkling Cider, 12 qts. ...	5 00
Sparkling Cider, 24 pts. ...	5 50
Apple Vinegar, 12 qts.	2 50
CANNED HADDIES "THIS- TLE" BRAND.	
A. P. TIPPET & CO., Agents.	
Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40
INFANTS' FOOD.	
Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Rob- inson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
LARD.	
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.	
Tierces	11 1/2
Tubs	11 1/4
Pails	12
Tins, 20 lbs.	11 1/2
Cases, 3 lbs.	12 1/2
Cases, 5 lbs.	12 3/4
Cases, 10 lbs.	12 1/4
F.O.B. Montreal.	
GUNN'S "EASIFIRST" SHORT- ENING.	
Tierces	0 10 1/4
Tubs	0 10 3/4
20-lb. pails	0 11
20-lb. tins	0 10 1/4
10-lb. tins	0 11 1/4
5-lb. tins	0 11 1/2
3-lb. tins	0 11 1/4
1-lb. cartons	0 12
MARMALADE.	
SHIRRIFF BRAND.	
"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 80
4-lb. tins, doz.	4 45
7-lb. tins, doz.	7 35
"Shredded"—	
1-lb. glass, doz.	1 00
2-lb. glass, doz.	3 10
7-lb. tins, doz.	8 25
MUSTARD.	
COLMAN'S OR KEEN'S.	
Per doz. tins	
D. S. F., 1/4-lb.	1 40
D. S. F., 1/2-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., 1/4-lb.	0 85
F. D., 1/2-lb.	1 45
Per jar	
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25
MACLAREN'S IMPERIAL PRE- PARED MUSTARD.	
Ontario Prices.	
Small, case 4 doz., per doz	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases, 1 doz., doz.	1 35

c. olive oil.
 bars, lb. 0 07
 bars, lb 0 08
 bars, case 3 26
 os. bars,
 1 80
 os. bars,
 3 40
 PASTES.
 FILS.
 ccell, Animals,
 c.
 0 07½
 0 07
 BRAND.
 ts. 4 75
 s. 5 16
 plits 4 75
 ts. 4 60
 ts. 4 75
 mme, 12 q 5 90
 mme, 24 p 5 80
 ssett—
 2 qts. .. 5 00
 4 pts. .. 5 60
 qts. 2 50
 BIES "THIS-
 LAND.
 CO., Agents.
 ch, flats,
 5 40
 h, ovals,
 5 40
 FOOD.
 barley, ½-lb.
 ns, \$2.25; Rob-
 ts, ½-lb. tins,
 \$2.25.
 CO. BOAR'S
 COMPOUND.
 11½
 11½
 12
 11½
 12½
 12½
 12½
 ntreal.
 ST" SHORT-
 G.
 0 10½
 0 10½
 0 11
 0 10½
 0 11½
 0 11½
 0 11½
 0 12
 ADE.
 BRAND.
 1 85
 2 80
 4 65
 7 35
 1 80
 3 10
 3 25
 RD.
 KEEN'S.
 Per doz. tins
 1 40
 2 50
 5 00
 0 85
 1 45
 Per jar
 0 75
 0 25
 ERIAL PRE-
 TARD.
 ices.
 per doz 0 45
 s., doz. 0 00
 s., doz.. 1 85



Why Don't You do Like Him?

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

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

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

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

KINGERY MFG. CO.
 Cincinnati, Ohio



"As nearly perfect as you could make them"—This is what one of the largest dealers said a few days ago with reference to the polished handles on our

Klondike and Jubilee Brooms

The finest corn, high-class workmanship and a perfect handle will produce a Broom easy to sell and on which a good profit can be made.

Now is the time to order a supply.

Stevens-Hepner Co., limited
 PORT ELGIN ONTARIO

COOKED HAMS

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

F. W. FEARMAN CO., Limited
 HAMILTON

The quality of WETHEY'S Condensed Mince Meat

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

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
 ST. CATHARINES

"THE MINCE MEAT PEOPLE"

THE CANADIAN GROCER

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

4-lb. box "Special" per box 0 22
8-lb. box "Special," box.. 0 44
5-lb. box "Standard" box 0 27½
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbls.
per lb. 0 05
25-lb. cases, 1-lb. pkgs.
(Vermicelli) per lb. 0 06
Globe Brand.
5-lb. box "Standard" box 0 30
10-lb. box "Standard," box 0 60
25-lb. cases (loose) per lb. 0 06
25-lb. cases, 1-lb. pkgs., lb. 0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2
doz. 1 80
Lemon (straight) contains
2 dozen 1 80
Orange (straight) contains
2 dozen 1 80
Raspberry (straight) con-
tains 2 doz. 1 80
Strawberry (straight) con-
tains 2 doz. 1 80
Chocolate (straight) con-
tains 2 doz. 1 80
Cherry (straight) contains
2 doz. 1 80
Peach (straight) contains
2 doz. 1 80
Weight 8 lbs. to case. Freight
rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2
dozen 2 50
Chocolate (straight) con-
tains 2 doz. 2 50
Vanilla (straight) contains
2 dozen 2 50
Strawberry (straight) con-
tains 2 doz. 2 50
Lemon (straight) contains
2 dozen 2 50
Unflavored (straight) con-
tains 2 doz. 2 50
Weight 11 lbs. to case. Freight
rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

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

**SOAP AND WASHING POW-
DERS.**

A. P. TIPPET & CO., AGENTS
Crisle soap, per gross .. \$16 20
Florida soap, per gross .. 12 00
Straw hat polish, per gross 18 20

SNAP HAND CLEANER.

3 dozen to box \$3 00
6 dozen to box 7 20
30 days.

RICHARDS PURE SOAP.

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

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

FELS NAPHTHA.

Prices—Ontario and Quebec:
Less than 5 cases \$5 00
Five cases or more 4 95

**SAPHO MFG. CO., LTD., MONT-
REAL "SAPHO" INSECTICIDE.**

1-16 gall., doz. \$ 2 00
¼ gall., doz. 6 00
½ gall., doz. 10 00

1 gall., doz. 19 20
1-16 gall. gross lot 20 00
**"ANTI-DUST" SWEEPING
POWDER.**

Size No. 1, 3 doz. crates, per
doz \$1 50
No. 2, 1 and 2 doz. crates,
per doz. \$3 00
Liquid Bluing, 90c per doz.
Liquid Ammonia, 90c per doz.
Both put up in corrugated paper
shipping boxes.

STARCH.

EDWARDSBURG STARCH CO.

Boxes Cents
Contain per lb.
Laundry Starches—
40 lbs., Canada Laundry. .05½
40 lbs., Canada white gloss,
1 lb. pkgs.06½
48 lbs., No. 1 white or blue,
4 lb. cartons07
48 lbs., No. 1, white or blue,
3 lb. cartons,07
100 lbs., kegs, No. 1, white
200 lbs., bbls., No. 1, white
30 lbs., Edwardsburg silver
gloss, 1 lb. chromo pack-
ages07½
48 lbs., silver gloss, in 6-lb.
tin canisters08
36 lbs. silver gloss, 6-lb.
draw lid boxes08
100 lbs. kegs, silver gloss,
large crystals07
28 lbs. Benson's satin, 1-lb.
cartons, chromo label .. .07½
40 lbs. Benson's Enamel
(cold water) per case .. 3 00
20 lbs. Benson's enamel
(cold water) per case .. 1 50
Celluloid—boxes containing
45 cartons, per case 3 60

Culinary Starch

40 lbs. W. T. Benson &
Co.'s celebrated prepared
corn07½
40 lbs. Canada pure corn
starch05½
(20-lb. boxes ¼c. higher.)

BRANTFORD STARCH WORKS

Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs.05½
Acme Gloss Starch—
1-lb. cartons, boxes of 40
lbs.06½
First Quality White Laundry—
3 lb. canisters, cases of
48 lbs.07½
Barrels, 200 lbs.08½
Kegs, 100 lbs.06½
Lily White Gloss—
1 lb. fancy cartons, cases
30 lbs.07½
6 lb. toy trunks, lock
and key, 8 in case.... .08½
6 lb. toy drums, with
drumsticks, 8 in case.. .08
Kegs, extra large cry-
stals, 100 lbs.07½
Canadian Electric Starch—
Boxes containing 40 fancy
pkgs., per case 3 00

Celluloid Starch—
Boxes containing 45 car-
tons, per case 3 75

Culinary Starches—
Challenge Prepared Corn—
1 lb. packets, boxes of 40
lbs.06
Brantford Prepared Corn—
1 lb. packets, boxes of
40 lbs07½

"Crystal Maize" Corn Starch—
1 lb. packets, boxes of 40
lbs.07½
(20 lb. boxes ¼c. higher than
40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1-lb., per
case \$4; Ocean Baking Powder,
3-oz. tins, 4 doz. per case, \$1.00;
4-oz. tins, 4 doz. per case, \$3.00;
8-oz. tins, 5 doz. per case, \$6.50;
16-oz. tins, 3 doz., per case, \$6.75;
5-lb. tins, 10 tins a case, \$7.50;
1-lb. bulk, per 25, 50 and 250 lbs.,
at 15c per lb. Ocean blanc mange,
48 8-oz., \$4; Ocean borax, 48 8-
oz., \$1.00; Ocean cough syrup,
36 6-oz. \$6.00; 36 8-oz. \$7.20;
Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulli-
gatawny, Chicken, Ox Tail, Pea,
Scotch Broth, Julienne, Mock
Turtle, Vermicelli Tomato, Con-
somme, Tomato.
No. 1's, 95c per dozen.
Individuals, 45c per dozen.
Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties,
doz. 0 90
Clear soups in stone jars, 5
varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 pack-
ages, per box, \$3.00.
Case of ½-lb., containing 120
packages, per box, \$3.00.
Case of 1-lb. and ½-lb., contain-
ing 30 1-lb. and 60 ½-lb. pack-
ages, per box, \$3. Case of 5c
packages, containing 96 pack-
ages, per box, \$3.00.

SYRUP.

EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP
2 lb. tins, 2 doz. in case.. 2 55
5 lb. tins, 1 doz. in case .. 2 90
10 lb. tins, ½ doz. in case 2 80
20 lb. tins, ¼ doz. in case 2 75
Barrels, 700 lbs. 3½
Half Barrels, 350 3¾
Quarter Barrels, 175 4
Pails, 38½ \$1 90
" 25 lbs. each 1 25

LILY WHITE CORN SYRUP.

2 lb. tins, 2 doz. in case.. 2 90
5 lb. tins, 1 doz. in case.. 3 25
10 lb. tins, ½ doz. in case 3 15
20 lb. tins, ¼ doz. in case 3 10
(5, 10 and 20 lb. tins have wire
handles.)

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)
2's—2 doz. to case, per doz. 83
3's—2 doz. to case 1 45
Winnipeg.
2's—Tins, 2 doz. cases, per
doz. 1 20
3's—Tins, 2 doz. cases, per
doz. 1 75
5's—Tins, 1 doz. cases, per
doz. 3 20
10's—Tins, ½ doz. cases,
per doz. 5 30
20's—Tins, ¼ doz. cases,
per doz. 19 40
Pails—1's each 0 65
Pails—2's each 1 12
Pails—5's, each 2 55

DOMOLCO BRAND

Maritime Provinces and Ontario:
2's 2 doz. case, per doz ... \$1 25

3's 2 doz. case, per doz. ... 1 86
5's 1 doz. case, per doz. ... 3 75
10's ½ doz. case, per case.. 3 40
20's ¼ doz. case, per case.. 3 05
Western Prices—Sudbury to
Victoria.

2's 2 doz. case, per doz. ... 1 60
3's 2 doz. case, per doz. ... 2 35
5's 1 doz. case, per doz. ... 4 00
10's ½ doz. case, per case 4 15
20's ¼ doz. case, per case 3 80

SAUCES.

**PATERSON'S WORCESTER
SAUCE.**

½-pint bottles, 3 and 6 doz.
cases, doz \$0 90
Pint bottles, 3 doz. cases,
doz. 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen \$1 90

H. P. Pickles—
Cases of 2 doz. pints ... \$3 35
Cases of 3 doz ½-pints 2 25

**HOLBROOK'S IMPORTED
PUNCH SAUCE.**

Per doz.
Large, packed in 3-doz.
case \$2 25
Medium, packed in 3-doz.
case 1 40

**HOLBROOK'S IMP. WORCES-
TERSHIRE SAUCE**

Per doz.
Rep. ½ pints, packed in 6-
doz. case \$2 25
Imp. ½-pints, packed in 4-
doz. case 3 15
Rep. qts. packed in 2-doz.
case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.
6a size, gross \$2 40
2a size, gross 2 50
NUGGET POLISHES.

Dozen.

Polish, Black and Tan ... 0 85
Metal Outfits, Black and
Tan 3 65
Card Outfits, Black and
Tan 3 25
Creams and White Cleaner 1 10

TOBACCO.

**IMPERIAL TOBACCO COM-
PANY OF CANADA.**

Chewing—Black Watch, 6s .. 44
Black Watch, 12s 45
Bobs, 6s and 12s 46
Bully, 6s 44
Currency, 6½s and 12s ... 46
Stag, 5 1-3 to lb. 38
Old Fox, 12s 44
Pay Roll Bars, 7½s 56
Pay Roll, 7s 56
War Horse, 6s 42
Plug Smoking—Shamrock, 6s,
plug or bar 54
Rosebud Bars, 6s 54
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 50
Cut Smoking—Great West
Pouches, 8s 50
Regal Cube Cut, 9s 70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

Wholesale R't'l.
Brown Label, 1's and ½'s .25 .30
Green Label, 1's and ½'s .27 .35
Blue Label, 1's, ½'s, ¼'s
and ⅛'s30 .40
Red Label, 1's and ½'s. .36 .50
Gold Label, ½'s44 .60
Red-Gold Label, ½'s55 .80
LUDELLA CEYLON TEA.
Orange Label, ¼'s34 .30

The "Eclipse" Line of Refrigerators

MADE FOR

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

Now Manufactured in Winnipeg

BY

Ryan Brothers

HAVE YOU SEEN THE "ECLIPSE" REFRIGERATOR COUNTERS?

OFFICES AND WAREHOUSE
JAMES STREET EAST, WINNIPEG

FACTORY
ALEXANDER AND BRIGHTON

Retail Grocers

**Modern Store Fixtures Multiply
Your Sales and Beautify
Your Store**

**Buy a SAFE Cheese Cutter, Beautify Your Store
and Increase Your Sales. Make Every Cheese
Sale a Profitable One Instead of a Loss.**

What is gained and saved by its use will soon pay for it. It's the only way to absolutely eliminate expensive mistakes in selling cheese.

The SAFE is also a great time saver which means much to you.

Don't overlook these points. Place your order now with your wholesale grocer and accept no other.

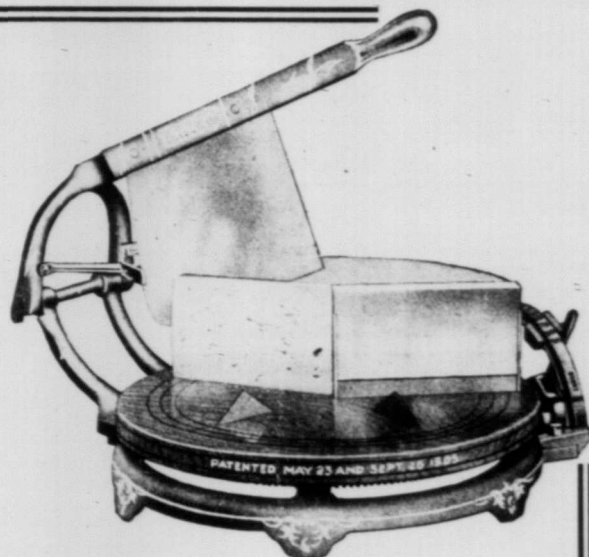
You always know the exact profit you will make on a cheese when you set this cutter. Our computing device is the most simple, mistakes with it are impossible. The SAFE is the only cutter that continues to cut accurately.

If your jobber hasn't got it, write us for prices.

COMPUTING CHEESE CUTTER COMPANY

621-625 Main Street

ANDERSON, IND., U.S.A.



doz. ... 1 06
 r doz... 3 75
 r case... 3 40
 r case... 3 05
 Sudbury to
 a.
 r doz.. 1 60
 r doz... 2 35
 r doz .. 4 00
 per case 4 15
 per case 3 60
 S.
 WORCESTER
 L.
 d 6 doz.
 \$0 00
 cases,
 1 75
 Per doz.
 \$1 00
 ints ... \$3 35
 1/2-pluts 2 25
 MPORTED
 UCE.
 Per doz.
 3-doz.
 \$2 25
 3-doz.
 1 40
 P. WORCES-
 SAUCE
 Per doz.
 ed in 6-
 \$2 25
 ed in 4-
 3 15
 2-doz.
 6 50
 LISH.
 ACK LEAD.
 \$2 40
 2 50
 ISHES.
 Dozen.
 Tan ... 0 85
 ck and
 3 65
 ck and
 3 25
 Cleaner 1 10
 O.
 ACCO COM-
 ANADA.
 tch, 6s ... 44
 45
 46
 44
 d 12s ... 46
 38
 44
 1/2s 56
 56
 42
 mrock, 6s,
 54
 54
 44
 50
 50
 eat West
 50
 70
 TEA CO.
 mipeg.
 Wholesale R't'l.
 d 1/2's .25 .30
 d 1/2's .27 .35
 s, 1/4's
30 .40
 1/2's .36 .50
44 .00
 's55 .80
 LON TEA.
24 .30

Brown Label, 1/2's & 1's .23 .40
 Brown Label, 1/4's30 .40
 Green Label, 1/2's & 1's. .35 .50
 Red Label, 1/2's40 .60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

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

Wholesale R't'l

Brown Label, 1-lb. or 1/2 .25 .30
 Red Label, 1-lb. or 1/2.. .27 .35
 Green Label, 1's, 1/2 or 1/4 .30 .40
 Blue Label, 1's, 1/2 or 1/4 .35 .50
 Yellow Label, 1's, 1/2 or 1/4 .40 .60
 Purple Label, 1/4 only .. .55 .80
 Gold Label, 1/4 only70 1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and 1/2-lb. lead
 packages—black or mixed.

Orange Label, 1's23 .30

Black Label, 1-lb., retail at
 25c20
 Black Label, 1/2-lb. retail at
 25c21
 Blue Label, retail at 30c24
 Green Label, retail at 40c30
 Red Label, retail at 50c35
 Brown Label, retail at 60c.. .42
 Gold Label, retail at 80c55

JAMS AND JELLIES.

T. UPTON & Co.

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

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

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

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

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

JELLY POWDERS.

WHITE SWAN SPICE AND
 CEREALS, LTD.

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

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

Discounts on application.

YEAST.

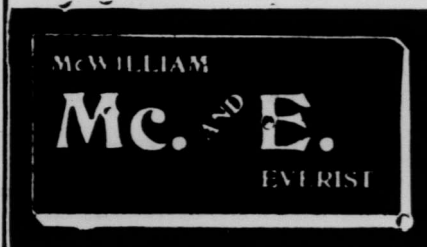
White Swan Yeast Cakes,
 per case, 3 doz. 5c pack-
 ages 1 15

PINEAPPLES

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

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

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



25-27 CHURCH TORONTO
 are Largest Receivers

BANANAS
 Tomatoes
 Celery

AND

all early vegetables

We invite
 enquiry

Prompt attention and first-class
 service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

For
 Summer Weather
 When it Comes
 Specify

"St. Nicholas"

The Lemon with
 The "Juice."

J. J. McCabe

Agent

Toronto

TANGLEFOOT



THE ORIGINAL FLY PAPER

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



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
 Manufacturers of

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

Wellington Mills, London, England

58

FREQUENCY OF SAILINGS

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

For further particulars
 apply to

PICKFORD & BLACK, Ltd.
 Agents

HALIFAX, N.S.

Fresh Strawberries

Arriving in car lots daily
from North Carolina. Let
us have your daily orders.

ALSO

**Bananas, Pineapple,
Cucumbers, Cabbage
Tomatoes**

WHITE & CO., LTD.

Fancy Fruit Dealers
TORONTO

BANANAS

Our trade in Bananas is getting larger every week. Its the same old reason. "If you have the good stuff you can sell it." We get the best bananas procurable and our long experience in ripening enables us to put out our fruit in the very choicest condition. Our satisfied customers are our best advertisement. Ask them about Walker's Bananas and then place a standing order with us.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

PICKLES

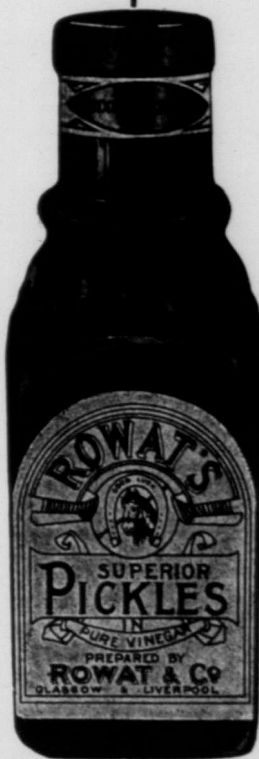
There is a certain element of risk in buying bottled pickles. The moral is:—"Buy by the name."

All brands of pickles look very much alike to the ordinary grocer. Safeguard your stock by getting Rowat's Pickles. The name is widely and favorably known among the particular housewives of your trade.

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.



**GOODS HALF SOLD
ARE A GOOD BUY**

There is no dead stock in Bovril. It is half sold before the customer comes into your store.

All over the country on bill-boards, in newspapers and magazines

BOVRIL

is advertised in a way that leaves little selling effort for the grocer.

Send for show cards, etc., and get your share of the profit.

BOVRIL LIMITED, Montreal, Que.

GIVE YOUR ORDERS FOR

St. Lawrence Flour

The new flour made by the best experts in the most modern and best equipped mills of America.

FOUR BRANDS OF EQUAL PURITY

**"Regal," "National," "Laurentia"
"Daily Bread"**

WE GUARANTEE DELIVERIES.

THE

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

TEL. BELL: MAIN 7239

1110 Notre Dame St. West
MONTREAL

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

Ideal Summer Beverages



A few leading lines that you require for your summer trade.

**Lemon Cordial,
Lemon Squash,
Lime Juice Cordial,
and Orangeade,**

10 oz. size, \$10.80 per gross,
quarts, \$27.00 per gross.

If your local wholesaler cannot supply you, order direct.

GREEN & CO. Manufacturers
TORONTO

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.

BUGGY EGG CRATES

THE BEST YET
SO HANDY

ABSOLUTELY ACCURATE

NO MISCOUNTS
NO BROKEN EGGS
NO LOSS

FOR PARTICULARS WRITE

WALTER WOODS & COMPANY
HAMILTON WINNIPEG



Quality In Fish Foods Is Important

If there is one article in a grocery store more than another that will lose trade for you it is inferior grade fish foods. Likewise does it work the reverse way—through superior quality you can depend on it, that fish

BRUNSWICK BRAND

will please the taste and give all-round satisfaction through its sheer good quality. It does not pay to experiment, Mr. Grocer, buy Brunswick—the quality brand and have the assurance of superior quality. Here's a line you can handle with credit to your store and big profit for yourself,



Connors Bros., Limited Black's Harbor, N.B.

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



PROGRESS!

Somewhere there are people still writing with a goose quill. Somewhere there are grocers who waste many hours trying to keep up with their retail book keeping. Progress is stagnant to this class of people. Progress has led prosperity into the store which uses

THE McCASKEY ACCOUNT REGISTER

For the simple reason that it keeps up with the trade and at each sale with one writing. You are abreast of your books and can tell exactly the standing of each account. This ever-lasting overtime is done away with and you are free to attend the more important end—that of buying and selling.

ASK FOR OUR CATALOGUE.

DOMINION REGISTER CO., Limited

90-98 Ontario St., Toronto, Can.

519-521 Corn and Produce Exchange, Manchester, Eng.

THE LARGEST MANUFACTURERS OF CARBON COATED SALES BOOKS IN THE WORLD.

NATION'S CUSTARD

POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:

C. Gyde, St. Xavier St., Montreal
 F. Coward, Toronto
 (For Ontario)
 The W. H. Escott Co.,
 Winnipeg, Man.
 McKelvie, Cardell, Ltd.,
 Calgary, Alta.
 Distributors, Ltd.
 Edmonton, Alta.
 Ayre & Sons, Ltd.,
 St. John's Newfoundland
 J. M. Crosswell & Co.
 Kingston, Jamaica

Samples free by post.



Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Cocoanut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.

The demand is great—the profit is good—Order NOW.

W. P. Downey
 MONTREAL, QUE.

Premiums

couldn't make a poor soap good, nor make Fels-Naptha any better, so we never used them. Fels-Naptha soap stands on its merit as a soap and the only premium that goes with it is "satisfaction." Keep it well stocked.



Value for Value

when your customer buys a package of

Mooney's Perfection Cream Sodas

you have given him or her a fair, honest return for the money invested. These biscuits spell quality of the highest standard. They increase trade and give assurance of satisfaction all around.

The Mooney Biscuit and Candy Co., Limited

Factories at
 Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA,
 SYDNEY, C.B., HALIFAX, N.S.,
 FORT WILLIAM, CALGARY,
 VANCOUVER, B.C., ST. JOHN, NFLD.

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL
 BREAKFAST AND
 SUPPER BEVERAGE
 FOR ALL
 WEATHERS.

EPPS'S

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

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

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

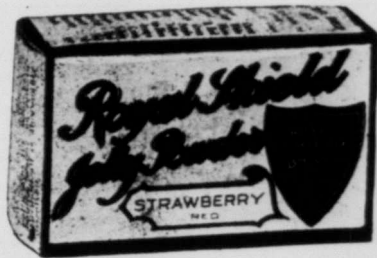
Special Agents: WILLSON & WARDEN, Toronto. Manitoba: BUCHANAN & GORDON, Winnipeg
 FORBES & NADEAU, Montreal J. W. GORHAM & CO. Halifax, N.S. C. A. MUNRO, St. John, N.B.

When writing advertisers kindly mention this paper.



Perfection and Popularity

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



Royal Shield Jelly Powders

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

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

Campbell Bros. & Wilson

Limited

WINNIPEG

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

WE ARE TELLING YOUR CUSTOMERS
 JUST WHY HEINZ BAKED BEANS
 ARE DIFFERENT FROM OTHERS
 —WHY THEY ARE BETTER
 FLAVORED AND HAVE
 MORE FOOD
 VALUE.

Read our advertisements in all the leading women's magazines of the country and see if you don't think you can turn this publicity to your own profit by keeping a stock of HEINZ BAKED BEANS constantly on hand to meet the increased demand.

H. J. HEINZ COMPANY



The Faultless ST. CHARLES BRAND EVAPORATED MILK

Every test of climate and temperature is alike in result when our St. Charles Brand Evaporated Milk is concerned. It is the best for every use.

A sure favorite with your trade.

ST. CHARLES CONDENSING CO.

INGERSOLL, ONTARIO, CANADA



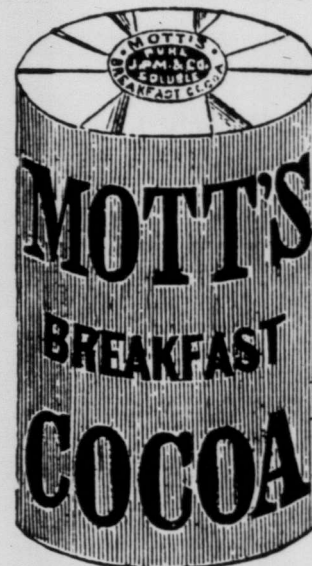
YOU make fully 25% when you handle Reindeer and Jersey Brands Milk, Coffee and Cocoa. (Stock the full line.) The Reindeer head on any label gives your customer confidence that you sell the best goods in that line (at least) that money can buy. So its your fault if you are not increasing your sales and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

REINDEER LIMITED

TRURO, Nova Scotia.

CHILDREN

grow sturdy and strong on

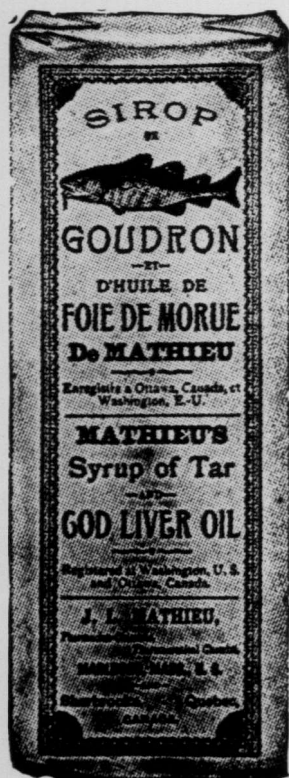


A
B
S
O
L
U
T
E
L
Y

P
U
R
E

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

CURE COUGHS FOR KINDNESS



and add to your daily sales by suggesting that

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

is a splendid household remedy and is displacing ordinary cough cures—the reason being that it not only stops the cough, but it also removes the cause and builds up the tissues.

It's horse sense that a bottle in the home, ready for an emergency, may save a serious illness.

This suggestion may mean several extra sales.

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

For Feverish Colds, don't forget to recommend

Mathieu's Nervine Powders

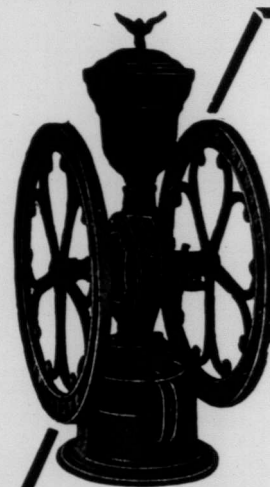
the great Headache and Neuralgia Remedy.

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

Chaput, Fils & Cie., Montreal, Que.
Foley Bros. & Larson, Winnipeg, Man.

BUILT ON MERIT

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



ELGIN National Coffee Mill

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

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue :

WINNIPEG—G. F. & J. Galt (and branches) The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co. Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—German, Eckert & Co.
ST. JOHN, N.B.—G. E. Harbour 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.

GROCERY

WE SELL
PURITY
SALT

Advertise The Fact

that you sell "PURITY" SALT. It is a sure sign that you are pleasing your customers. Your customers can buy staples in any store, but they will go a long way to get a high-grade table salt. The people will have "Purity" Salt, therefore we say, stock this quality article and make known the fact you have it for sale and watch how rapidly it sells.

THE
WESTERN SALT CO., Limited
Mooretown, - Ontario



THE
PICK
OF
PICKLES

IS
STERLING
BRAND
PICKLES

The choice of customers falls on Sterling Brand and the trade wisely follows in this choice. What pleases the consumer will please the dealer. What the consumer asks for, it pays the dealer to keep. These well-known Canadian-made pickles may be had from your jobber or direct from the manufacturers.

THE T. A. LYTLE CO.
Limited
Sterling Road, - Toronto



Three Lines You Should Know and Introduce to Your Customers

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

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

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

J. MALCOM & SON
ST. GEORGE, ONTARIO.

King Brand Jams

LET us hear from you. We can supply you with the best of Jams, all varieties, at unusually attractive figures. Our goods have been declared by many large wholesalers as excellent. You want these.

ASK FOR SAMPLES

Labrecque & Pellerin
MONTREAL

Agents—

W. H. Escott & Co., Winnipeg
MacGregor Specialty Co., Toronto
J. Hunter White, St. John, N.B.

Quality at the Lower Price

The Reputation of Your Store

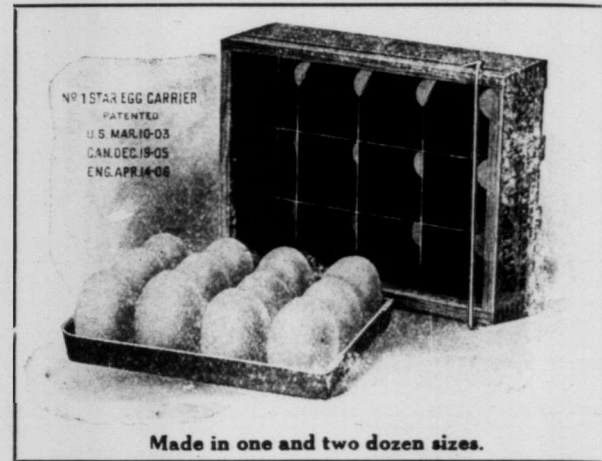
Depends on the accuracy, speed and carefulness of your delivery system.

STAR EGG CARRIERS AND TRAYS FOR SAFE EGG DELIVERY

This perfect egg delivery system stops all breakage and miscounts. Saves time and money.

Ordinary egg delivery is the cause of much delay and trouble, STAR EGG CARRIERS and TRAYS please both the customers and the delivery men because they are always rapid and accurate.

Write for our two interesting books "Safe Egg Delivery" and "Advertising Suggestions." They show how to make a fine reputation better.



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

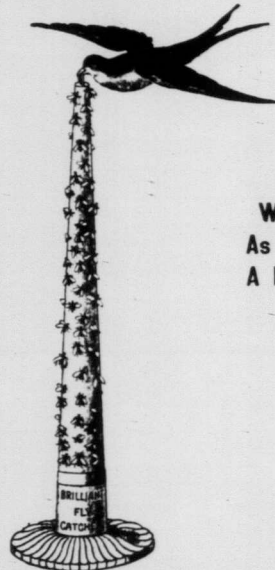
STAR EGG CARRIER & TRAY MFG. CO.
1550 JAY STREET, ROCHESTER, N.Y.

You Can't Get Any Cheaper. You Can't Get Any Better.
So, Why Pay Any Higher?

\$1.75 per box of 100

Profitable enough, too, eh?

The Most
Reliable Glued
Catcher On The
Market.



Will Unroll
As a Ribbon
A Full Yard.

For Jobbers' Prices Write

GRANGER FRERES LIMITÉE, - MONTREAL

Selling Agents for Western Provinces:
J. J. Tomlinson & Co., - Winnipeg

COOK'S FRIEND

"The Baking Powder With a Pedigree," made from pure grape cream of tartar and containing no alum or other deleterious ingredients, has been conforming to Pure Food Laws before their existence. It costs no more than unknown brands and is equal to imported powders at double the price. Sell **Cook's Friend** and reap the benefits of our advertising.

Purer than the Law Demands
Contains No Alum

W. D. McLAREN, Limited, Montreal





ANOTHER REASON

why you should use

CONTINENTAL GROCERY BAGS

Besides being **GERM PROOF** and having the **MOST PERFECT BOTTOMS** of any bags manufactured, our bags are counted by the newest special mechanism, insuring absolutely **FULL COUNT** and **MAXIMUM NUMBER OF PERFECT BAGS** in each package.

If your Wholesaler does not handle **CONTINENTAL BAGS**, accept no other, but send orders to the Distributors.

ONTARIO: Victoria Paper and Twine Co., Ltd., Toronto; Davidson & Hay, Limited, Toronto; Walter Woods & Co. Hamilton; The Young Co., Limited, North Bay and Sudbury.

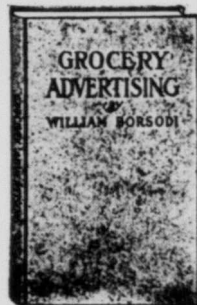
MANITOBA, ALBERTA and SASKATCHEWAN: Walter Woods & Company, Winnipeg.

QUEBEC and MARITIME PROVINCES: The Continental Bag and Paper Company, Limited, 427 St. James St., Montreal.

The Continental Bag & Paper Co., Limited
SOLE MANUFACTURERS
OTTAWA, CANADA

Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.

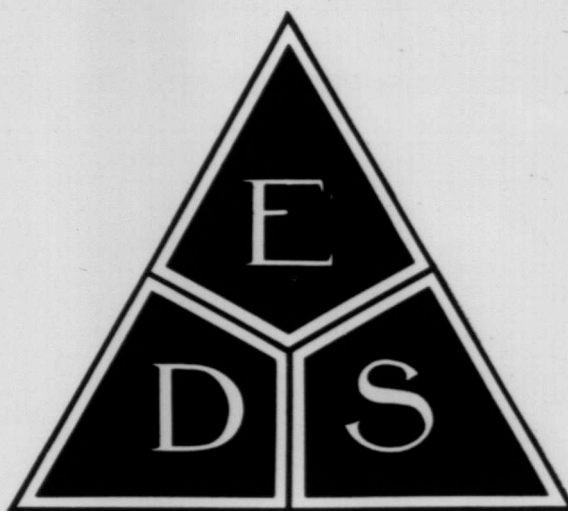


The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID \$2.00

TECHNICAL BOOK DEPARTMENT
MacLean Pub. Co., 143-149 University Ave., Toronto



Get a Big Slice of Business

You can do it just now by pushing the sales of Jams and Jellies when the ordinary fruit supply is scarce. The best selling goods are

E.D.S. BRAND

This is a trade mark of absolute purity—not a mere say-so, but a positive guarantee. We use only high-grade fruits, pure cane sugar and pack under the most sanitary conditions.

Made only by

E. D. SMITH, Winona, Ont.

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



CLASSIFIED ADVERTISING

AGENCY WANTED

AGENCY WANTED IN TORONTO FOR canning company or other substantial line, domestic or foreign, by competent man with established connection calling on wholesale trade. Box 423, Canadian Grocer.

BUSINESS CHANCES

FOR SALE—A THRIVING GROCERY BUSINESS in the best town in Eastern Ontario—Smith's Falls. Apply Box 430, Canadian Grocer. (4)

FOR SALE—RETAIL GROCERY AND Crockery Business in Manitoba City; also doing small Jobbing Trade in Confectionery and Tobacconists' Goods. Annual turnover about \$125,000.00, which should easily be increased at least 50 per cent. Established twenty-five years, and have proprietary brands and valuable connections, which makes business best of its kind in Northwest. Store completely fitted with solid oak counters and cases and most up-to-date fixtures generally. Aside from book accounts, which represent only one month's business, other business assets amount to about \$25,000.00. Cash preferred, but would consider 50 to 60 per cent. cash with reasonable arrangement for balance; or would sell as retail concern, taking out surplus tobaccos, etc., which would make it easier to handle; no exchange considered. Reason for selling, owner wishes to retire. This is a rare opportunity. Apply Box 425, Canadian Grocer.

SITUATION VACANT

WANTED—FIRST-CLASS GROCER — MAN capable of buying for two fair-sized retail stores; to look after costing and pricing, and oversee underhelp. First-class opening for the right man. Apply, stating salary, experience and reference, to Box 429, Canadian Grocer.

WANTED—A TRAVELLER TO REPRESENT a leading Grocery House in one of the most promising territories in British Columbia, salary \$150.00 with prospects of advancement. No one but a really first-class, up-to-date man need apply. Reply Box 428, Canadian Grocer.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c., 50c., 75c., \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set, 15 cents postpaid, or two sets for 25 cents while they last. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

PRINTING

CHEAPEST PRINTING ON EARTH.—BOOK-lets, Catalogues, Price Lists, Handbills, and any other fine printing for the grocery trade at fiercely competitive prices. Russell Smart, 40a Chancery Lane, London, England.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

MISCELLANEOUS

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chattersou Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

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

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

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

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

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

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

YOU DON'T BUY A NATIONAL CASH register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., 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 rebuilt at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St., W., Toronto, Canada



All Canadian wholesale Grocers sell

WILSON'S FLY PADS

And they will be advertised during the coming summer in almost every Canadian newspaper.

ARCHDALE WILSON
HAMILTON ONT.

MACARONI

Olives—Green and Black

Cheese—

Gorgonzola Roman
Parmesan Swiss

Tomatoes—Italian Peeled

Tomato Extract

Spanish Peppers

Green Peppers

Onions

Garlic

Haricots Vert

etc., etc., etc.

WRITE

H. E. VIPOND & CO.

MONTREAL

REPRESENTATION WANTED

ODOR STARCH

The New Starch The Best Starch by Far

Ask your customers if they would care to try a starch which is guaranteed to add a delicate violet perfume to all linen, etc.

When they say "yes"—they undoubtedly will—send us a trial order.

Odor Starch Offers You

splendid opportunities for powerful window displays.

A Large Explanatory Show Card

and a few dozen packages neatly arranged will certainly attract trade.

OTHER SPECIALTIES:—
EASY WASH
PERFUME GLOSS
PARISIAN PERFUME BLUE
ODOR GLOSS

WRITE

V. J. Caron & Co., Ltd.

15 St. Claude St., Montreal

TOBACCO DON'TS

Don't say "I haven't it" when a customer asks for tobacco, say "I'll get it."

Don't think you can't sell tobacco, because **you can**. You have the best of chances.

Don't wait for the man to ask you for it. Point it out to him. In short, tell the women to tell their husbands you are carrying tobacco.

Don't make any mistake about the names of the leaders. They are

Master Mason - - Smoking

King George's Navy - Chewing

Maple Sugar - - - Chewing

The Rock City Tobacco Co.

Quebec Winnipeg



wholesale

**ON'S
PADS**

be adver-
ie coming
most every
spaper.

**WILSON
ONT.**

RONI

reen and
Black

Roman
Swiss
Italian
Peeled

peppers
n Peppers

ricots Vert
etc.

E
D & CO.

AL
WANTED

Tuckett's

Orinoco

Tobacco

**NO BETTER
JUST
A LITTLE MILDER
THAN**



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.



**Stuhr's
 DELICACIES.**

**Genuine Caviare,
 Anchovies in Brine,
 IN TINS AND GLASSES.**

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

**One Sale Means
 More Sales**

You should be able to supply

MAPLEINE

when demanded by your customers.

Advertised in the leading magazines.

Order from your jobber, or

Frederick E. Robson Co.,
 26 Front St. E., Toronto.

The Crescent Mfg. Co.
 SEATTLE. - WN.

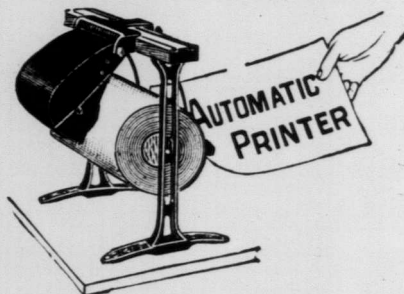


When writing advertisers kindly mention this paper.

**Here's a Bargain
 In Every Sense**

This neat little machine, selling at a ridiculously low figure, will be the means of saving you a good sum annually.

Reduces Advertising Bills.



because you send your messages about cheap sales, etc., to every home on your wrapping paper and bags.

SEND US A LINE.

Utilities Limited
 Bank of Ottawa Bldg.
 MONTREAL



**A SUGGESTION OF
 VALUE**

TO THE

Progressive Grocer

MAKE JUNE A MONTH OF
 SPECIAL INTEREST TO

MRS. NEWLYWED

The ERMALINE SYSTEM

of cooking with PAPER BAGS is the logical solution of the kitchen problem

Write for samples and our special
 JUNE SHOWCARDS

Edward Lloyd, Limited
 MONTREAL

"ASK YOUR WHOLESALER"

**PUT
WONDER
FLY KILLER
TO THE TEST**

Flies always accumulate rapidly around the grocery store and this very fact offers the grocer to prove the effectiveness of the modern fly exterminator — Wonder Fly Killer. Afterwards you can and will recommend it to all your customers.

If your jobber cannot supply you write direct.

Dominion Agent: **Joseph R. Wilson**, 204 Stair Building
TORONTO
Distributors:—ALBERTA, Nicholson & Bain; MANITOBA and SASK., W. H. Escott, 137 Bannatyne Ave., E. Winnipeg, Man.; ONTARIO, Jas. Turner & Co., Hamilton; QUEBEC, A. Francis Turcott, Room 16, Morin Block, Quebec, Que.; EASTERN PROVINCES, H. B. McLaughlin, Truro, N.S.

**BETTER
BUY BEANS**

Quaker Quality

Best Baked

Mathewson's Sons

MONTREAL

**Tea Hints
For Retailers**

By JOHN H. BLAKE

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

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

(275 pages)

(24 full-page illustrations)

Sent to any address on receipt of \$2.00.

MacLean Publishing Company

(Technical Book Department)

148-149 University Ave.,

TORONTO



We can add little to all that has been said about the absolute purity and superiority of

**"Cow" Brand
Baking Soda**

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and as such should always be found on your shelves.

Church & Dwight, Limited

MANUFACTURERS

MONTREAL



**THE FLAVOR
SELLS L. & B.
BANNER BRAND
JAMS AND JELLIES**

The delicious flavor pleases the customer and brings the business. Not only can you recommend Banner Jams on the score of flavor, but for their purity as well. Pure fruit and sugar make Banner the purest of food products. You should carry Banner Brand Jams and Jellies. They merit the assistance of your selling powers.

LINDNER & BENNER, Toronto

Phone Park 2985 291 Arthur Street

WESTERN AGENTS:

Laing Bros., Wholesale Grocers, Winnipeg, Man.

**Boost Summer Drinks
Now. Make This a
Bumper Season**

You have everything in your favor for big trade. Hot weather assured and favorable prices from us to make things better.

WATERS FROM THE VICHY BASIN

Spring "La Capitale,"	50 quarts,	\$5.00
"Neptune,"	50 "	6.00
"St. Nicholas,"	50 "	7.00
"Sanitas," spkg.,	50 "	8.00
	100 pints,	9.00

LEMONADES

"LA SAVOUREUSE"

\$5.00 cases	of 50 pints,	Claret	Bottles
7.50 "	" 50 quarts,	"	"
5.50 "	" 50 pints,	Champagne	"
8.00 "	" 50 quarts,	"	"
9.50 "	" 120 splits,	"	"

"ST. NICHOLAS"

\$5.50 cases	of 50 pints,	Champagne	Bottles
7.50 "	" 50 quarts	"	"
7.50 "	" 100 splits	"	"
10.00 "	" 100 pints	"	"

On all orders received for 5 cases, assorted or not, we will allow 25c. per case.

Something Else for Summer Trade

Best Quality Lowest Prices

TRAYDERS

Imported Ginger Ale
Cork and Crown

DUFFY

Apple and Grape Juice
Apple Cider Champagne

MILLER

Lager "High Life" Lager

In barrels of 120 pints
In cases of 24 pints

LAPORTE, MARTIN ET CIE., LTEE.,

568 ST. PAUL STREET, MONTREAL

TELEPHONE MAIN 3766

THE CANADIAN GROCER
INDEX TO ADVERTISERS

A	F	M	St. Lawrence Sugar Refining Co. 19
Allison Coupon Co. 21	Fels & Co. 62	MacLaren Imperial Cheese Co. 22	Salada Tea 29
Aylmer Condensed Milk Co. 4	Fearman, F. W., Co. 55	MacNab, T. A., & Co. 22	Sanitary Can Co. 12
B	Felix, Eydoux 27	McCabe, J. J. 58	Sapho Mfg. Co. 19
Balfour-Smye & Co. 18	Furuya & Nishimura 20	McLaren, W. D. 66	Silver, H. B. 22
Benedict, F. L. 23	G	McDougall, D., & Co. 23	Smith, E. D. 57
Buckle, J. W., & Greening 20	Gaboury, L. Emile 23	McLeod & Clarkson 23	So-clear Mfg. Co. 19
Borden Condensed Milk Co. 3	Gillard, W. H., & Co. 60	McWilliam & Everist 58	Spurgeon, H. G. 22
Bovril, Ltd. 59	Gillett, E. W., Co., Ltd. 10	Maconochie Bros. Inside front cover	Starr Egg Carrier 66
Brown Mfg. Co. 23	Gorham, J. W., & Co. 20	Maisonneuve, Town of Inside back cover	Stevens, Hepner 55
C	Gray, John 4	Magor, Son & Co. 30	Stewart, I. C. 23
Campbell Bros. & Wilson 63	Granger Freres 66	Major, L. H., & J. Soubliere 23	Stimpson Coup. Scale Co. 6
Canadian Coconut Co. 24	Green & Co. 60	Malcolm, Jno. & Son 65	Stuhr, C. F. 79
Canada Sugar Refg. Co. 8	Gunns, Ltd. 51	Mathewson's Sons 71	Symington, Thos. 19
Carr & Co. 16	H	Mathieu, J. L., Co. 64	T
Caron, V. J. 69	Hamilton Incubator Co. 29	Mearlowsweet Cheese Co. 25	Taylor & Pringle, Ltd. 25
Chivers & Sons 13	Hamilton Cotton Co. 24	Menard Motor Car Co. 23	Telfer Bros. Outside back cover
Church & Dwight 71	Hargreaves Bros. Outside front cover	Methven, James 18	Tees & Perse 17
Clark, W. 7	Heinz, H. J. 63	Millman, W. H., & Son 22	Thum Co., O. & W. 58
Clawson & Co. 22	Hillock, J. 4	Mooney Biscuit & Candy Co. 62	Tilton, J. A. 22
Coles Mfg. Co. 16	I	Morton & Sons, David 73	Tippet, Arthur P., & Co. 1
Common Sense Mfg. Co. 23	Imperial Extract Co. 26	Mott, John P., & Co. 64	Tomlinson Co., The J. J. 22
Connors Bros. 61	Irish Grocer 23	N	Toronto Salt Works 23
Computing Cheese Cutter Co. 27	Island Lead Mills Co. 24	Nation, E. J. 62	Tuckett, Geo. E., & Son Co. 69
Continental Bag & Paper Co. 57	I. X. L. Spice Co. 26	Nelson, Dale & Co. 16	U
Crescent Mfg. Co. 70	K	Nicholson & Bain 51	Utilities, Limited 70
D	Kessel Co., F. 23	O	V
Davidson, Jas. 27	Kilgour Bros. 24	Ontario Peoples Salt & Soda Co. 24	Vipond, H. E. 68
Dalby, F. F. Co. 14	Kingery Mfg. Co. 55	P	W
Dela Rond Business Chance Broker 23	Kops Breweries 8	Packer, H. J. 14	Walker Bin & Store Fixture Co. 18
Distributors, Ltd. 22	L	Paine, J. B. 26	Walker, Hugh & Son 59
Dominion Cannery, Ltd. 5	Labrecque & Pellerin 65	Patrick, W. G., & Co. 22	Warren, G. C. 22
Dominion Match Co. 20	Lambe, W. G. A. 22	Peck, Freaon Co. 11	Watson & Truesdale 22
Dominion Register 61	Laporte, Martin & Cie 72	Perrin, D. S. 2	Wellington Mills 58
Dominion Salt Co. 25	Lawrason, S. F., & Co. 74	Pickford & Black 58	Western Salt Co. 65
Downey, W. P. 62	Law, Young & Co. 28	R	Western Distributors, Ltd. 22
Dunn, W. H. 3	Lemon Bros. 58	Reindeer, Ltd. 64	Wethey, J. H. 56
E	Lind Brokerage Co. 22	Richards Pure Soap Co. 21	Western Brokerage Mfg. Dis. 22
Eby-Blain, Limited 15	Lindner & Benner 72	Robinson & Co., O. E. 23	White & Co. 59
Ekarit, H. P. 53	Lovell's Bag & Pocket Machinery Co. 21	Rock City Tobacco Co. 69	White Swan Spice & Cereals, Ltd. 14
Edwardsburg Starch 30	Lloyd, Ltd., Edward 70	Rowat & Co. 59	White, Cottell, Ltd. 8
Eno, Ltd., J. C. 12	Lytle Co., T. A. 65	Ruttan & Chipman 22	Wiley, F. H. 22
Eppe, Jas. 62	M	Ryan Bros. 57	Willis Mfg. Co. 24
Escott & Harmer 22	MacLaren Imperial Cheese Co. 22	S	Wilson, Archdale 68
Estabrooks Co., Ltd., T. H. 25	MacNab, T. A., & Co. 22	St. Charles Condensing Co. 63	Wilson, Jos. R. 71
Eureka Refrigerator Co. 14	McCabe, J. J. 58	St. Lawrence Flour Mills 66	Woods & Co., Walter 60
Ewing & Sons, S. H. 27	McLaren, W. D. 66		Woodruff & Edwards 64

WON NATIONAL FAME

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

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

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

Send for prices, etc.

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

Imitation Is The Sincerest Flattery



THE GIANT
5-CENT PACKAGE

The popularity of a package can often be judged by the number of imitators it has. Beware of these masquerading brands which are following in the wake of the leader of all 5c. Ammonia Powder.

LAWRASON'S SNOWFLAKE AMMONIA

It has been commended by all classes of people as the only pure and satisfaction-giving ammonia powder on the market. Our selling policy has been appreciated by the grocers from coast to coast.

Again we reiterate the whole-souled popularity of Lawrason's Snowflake Ammonia.

Get the Genuine—Lawrason's

S. F. LAWRASON & CO., LONDON, ONT.

A Proposition That Is Worth While

One that will fill your spare time with congenial work---bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

143-149 University Avenue,

:-:

TORONTO, CANADA

"Make it in Maisonneuve"

Why the "food stuff" manufacturer should locate in

Maisonneuve

The manufacturer of "FOODSTUFFS," will do well to locate in Maisonneuve, because of:—

1. The accessibility of Maisonneuve, lying directly alongside of Montreal with its stores of supplies, etc.

2. The shipping facilities of Maisonneuve the C.P.R., the C.N.R. and the G.T.R. with the Terminal Electric Railway linking them all together and furnishing sidings for practically all sites, besides which is the St. Lawrence River, with great docks for Ocean liners and up the Lake boats.

3. Maisonneuve gives the bona fide manufacturer important concessions and ten years exemption from taxes.

4. The splendid selection of sites, alongside the Terminal Ry., and elsewhere, well situated and low priced.

5. The obtaining of all the improvements, gas, electricity, water, sewers, etc.

6. Low power rates, the result of competing electric companies.

7. The finest labor market in the Dominion of Canada, both male and female, skilled and unskilled.

8. Freedom of labor troubles, practically all workmen own their own homes.

9. 600,000 consumers right alongside of Maisonneuve.

10. Because in Maisonneuve he will possess many advantages over the manufacturer elsewhere, from every standpoint.

Maisonneuve has a population of 30,000 people, churches of all denominations, schools, both Protestant and Catholic, theatres, shops, department stores, parks, beautiful shaded streets, mammoth industries, including **The United Shoe Co., The Montreal Steel Works and the Vickers Maxim Co.**

Get in touch with this enterprising town. We can make it worth your while to locate here in Maisonneuve, the Pittsburg of Canada.

For factory sites, write

M. G. Ecrement

Secy.-Treas. Maisonneuve,

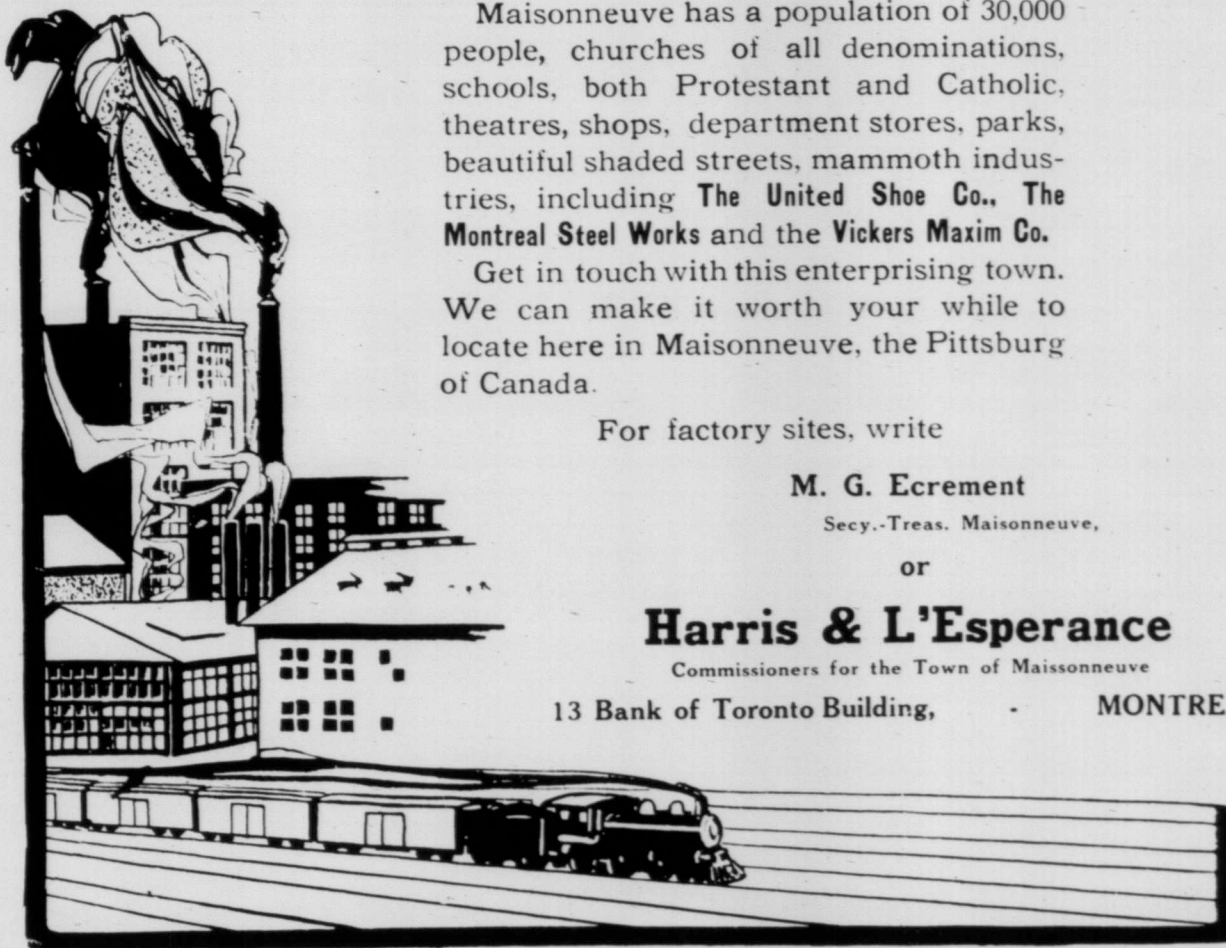
or

Harris & L'Esperance

Commissioners for the Town of Maisonneuve

13 Bank of Toronto Building,

MONTREAL





L. C. Harkness (DH)
34 Royal Bank Bldg

(M) G

TELFER'S
PEERLESS SODA CRACKERS
CREAM SODAS

always reach the dealer fresh, crisp and creamy—good packing keeps them in this condition until sold. Extensive advertising together with their merits of quality makes quick sales and creates patronage.

TELFER BROS., LIMITED
COLLINGWOOD - - ONTARIO

BRANCHES

TORONTO WINNIPEG HAMILTON FORT WILLIAM

