

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, APRIL 12, 1912

No. 15



20 YEARS BEHIND



NOT GUNNS LIMITED—but the people of Canada are 20 years behind the countries of the world in adopting and giving preference to vegetable oils for salad and cooking purposes.

Of all vegetable oils

Cotton Seed Oil Stands Pre-eminent

for **NUTRITIVE VALUE,
DIGESTIBILITY,
SHORTENING VALUE,
HEALTHFULNESS.**

ripened under the cloudless skies of the Sunny South.
Absolutely free from animal matter.

Better than olive oil for SALAD DRESSING. Goes one-third farther than lard and about fifty per cent. farther than butter as a shortening.

Prepared by our exclusive processes in our plant, West Toronto, under Government inspection.

Put up for high-class family trade in handsomely lithographed 2-lb. tins, 25 to a case.

**BE UP-TO-DATE—STOCK AND PUSH SALE
OF GUNNS COOKING AND SALAD OIL.**

WRITE TO-DAY.

GUNNS LIMITED

Packers, Cotton Oil Refiners

WEST TORONTO, ONT.



Surprise Soap

gives

Valuable Cash Prizes

HOUSE CLEANING COMPETITION MARCH 15th TO MAY 15th, 1912

A window can be put in at any time between these two dates. Competition is for

A HOUSE-CLEANING WINDOW, consisting of any or all the articles used for Spring House-Cleaning, general washing or cleansing, with "Surprise" Soap, given a good display and prominent position.

1st PRIZE	-	\$50.00	6th PRIZE	-	\$10.00
2nd PRIZE	-	35.00	7th PRIZE	-	10.00
3rd PRIZE	-	20.00	8th PRIZE	-	10.00
4th PRIZE	-	15.00	9th PRIZE	-	10.00
5th PRIZE	-	10.00	10th PRIZE	-	10.00

In addition to these prizes every grocer sending in a photograph of a Window Display, and not being awarded one of the cash prizes, will receive a first-class pocket-knife, free, by mail.

Prizes will be awarded as soon after May 15th as the judges can make the awards.

Conditions of the Contest are:—

(1) The Window must be a general House Cleaning Window Display. As this is the season for advertising this line, a good display of anything that is needed for House Cleaning or doing Washing, either material or apparatus, may be included.

(2) **IT IS NECESSARY IN ORDER TO PARTICIPATE IN THE CONTEST THAT THE "SURPRISE" SOAP WINDOW DISPLAY MATERIAL BE USED; AND "SURPRISE" SOAP BE GIVEN A PROMINENT POSITION IN THE WINDOW. (SEE MAILING COUPON BELOW.)**

(3) We will furnish on application "Surprise" Soap Window Display material, with full instructions on how to display. It is simple and easy to put up.

(4) Method of Judging Contest.—By Photograph of Display. Every competitor is to have a Photograph taken of the Window Display; and on the back of the Photograph, or attached to the Photograph, a description of the Window should be given, telling how it is made up, the color scheme, and any other items that it is desired to mention to give full description of the Window Display, as well as your name and address.

A small Photograph will answer the purpose, taken either by yourself or friends. It must be plain and distinct.

(5) JUDGES.—The Judges of this Competition will be Mr. H. C. McDonald, Pres., and Mr. J. L. Maude, Secy., of The Canadian Window Trimmers' Association, who have full power to award Prizes according to Section No. 4, that is, Judging will be done from Photographs sent in and Prizes awarded accordingly.

(6) Photograph should be mailed to "Surprise," 69 Front Street E., Toronto, Ont.

Cut this out and mail to us.
 THE ST. CROIX SOAP MFG. CO.
 St. Stephen, N.B.
 Please send us "Surprise" Soap Window Display material for House-Cleaning Window, and full particulars of competition.

Width of
 Window
 Feet
 Inches

The St. Croix Soap Mfg. Co.
ST. STEPHEN, N.B.

Do not overlook placing "Surprise Borax Washing Powder" in your Window Display. It's great for House-Cleaning.

"Canned by Griffin & Skelley"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by the name "Griffin & Skelley," and you'll be absolutely safe.

Griffin & Skelley's Canned Fruits

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

Sterilized Prunes

Griffin & Skelley pack **only** Sterilized Prunes—Sterilized with hot steam—Not dipped—No abnormal shrinkage—No living animal matter—No bacteria or germs—when 'Sterilized' in this way.

**The Best Only
Always the Best**

ARTHUR P. TIPPET & CO., AGENTS

8 PLACE ROYALE, MONTREAL 84 VICTORIA ST., TORONTO



They Are Trade Getters

The Weston Fancy Biscuit line bring the trade to the merchant who makes prominent this popular line of choicest quality biscuits. The idea of packing fancy biscuits in glass front tins as shown in the illustration appeals to the purchaser every time as they see and know what they are getting. This feature also helps display the goods to the fullest advantage and every aggressive dealer sees to the fullest his opportunities with this packing.

Weston's Cocoanut Macaroons

Fancy Macaroon, King's Mixed and Lady Fingers—four varieties packed in these glass-front tins, also in plain tins and bulk, are baked with the usual Weston carefulness with the highest quality ingredients.

IT'S UP TO YOU.

Geo. Weston Limited, Toronto

THERE is no better Magnet to draw
and hold the best trade in your neigh-
borhood than

Chase & Sanborn's
—High Grade Coffees—

CHASE & SANBORN
THE IMPORTERS - - MONTREAL

BORDEN'S
EAGLE BRAND **EVAPORATED MILK**
CONDENSED MILK **PEERLESS BRAND**



By recommending these Brands
you will please your customers.

They are the best that
Science can produce.

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



All house cleaning work is, to say the least, tiring and tedious, and the housewife is constantly looking for labor reducers.

SOCLEAN

The Dustless Sweeping Compound

lessens the labor of sweeping by one-half, besides being a disinfectant and carpet saver.

SOCLEAN is very economical to use and may be stocked for all classes of trade, being put up in handy sized lithographed pails, convenient for household use, to sell at 25c, 50c and \$1.00.

Order from your jobber or direct.

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada

The Equal of Soap—With More Profit!



THE GIANT
5-CENT PACKAGE

Lawrason's Snowflake Ammonia takes the place of soap in scrubbing, washing, etc., and is much more desirable for certain uses of household spring cleaning, such as scouring sinks, bathtubs, or painted woodwork, or putting new lustre to glassware.

There is missionary work for you in educating your trade to the usefulness of ammonia. It is profitable business handling

LAWRASON'S SNOWFLAKE AMMONIA

The package is the largest on the market for the price, and the ammonia is as pure as the driven snow is white.

Push it now—the spring cleaning season makes the sales numerous. You can make an army of satisfied customers by selling Snowflake Ammonia.

S. F. LAWRASON & CO., LONDON, ONT.



SIMCOE BRAND BAKED BEANS

satisfy all classes of your trade for baked beans. Advertise that 3's Family size contain the most beans at the lowest price—a better quality at a low price. Combined with proper cooking, and right amount of flavoring ingredients the "SIMCOE BAKED BEANS" have become the popular table commodity with all classes. They are cheaper, more superior in quality and nutritive powers than "high priced" potatoes.

The opportunity for a grocer to suggest a good meal to his customers.

Dominion Cannery, Limited
HAMILTON CANADA

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.



TRADE MARK.
Small's
Maple



TRADE MARK.
Small's
Syrup

IS STANDARD FOR PAST 32 YEARS.
THROUGH ALL JOBBERS. Stock carried by Standard
Edmonton, Saskatoon, Regina and Winnipeg; MacLaren
Manchester, Eng..

ALL COUNTRIES, INCLUDING THE ORIENT.
Brokerage Co., Vancouver; Nicholson & Bain, Calgary,
Imperial Cheese Co., Toronto, and T. M. Duche & Sons,
and New York, N.Y.

COFFEE High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.

Brooms

Brooms

"BROOMS OF QUALITY"

are hard to get.

W. W. & CO. BRANDS are made up to the mark, always. Our customers know this and our Factory runs full time on "Quality" account.

TRY A SAMPLE SHIPMENT.

WALTER WOODS & CO.

HAMILTON

WINNIPEG

WARM DAYS WILL SOON BE HERE

Now is the time to lay in a stock of

CLUB LEMONADE

to quench those thirsty throats. The demand for this line is great and you can make it greater. This line is one that brings your customers back, not to complain, but to buy more. Act now and get the first trade; do not wait for someone else to take the lead.

SOLD THROUGHOUT CANADA
AND THE COLONIES

S. H. EWING & SONS
MONTREAL TORONTO

Rarer than Radium! Quality with Quantity.

"OCEAN" is an adjective of quality and quantity in laundry blues. 5 cents is little enough to pay for both, but sufficient. Three most highly concentrated, readily dissolved great big squares, or two surprisingly large bags, of "OCEAN" Blue, ready to put a perfect finishing touch of whiteness and brightness upon the clothes, in exchange for 5 cents! Can anybody wonder that it is always included with the soda, soap, and starch by the grocer keen on keeping custom.

OCEAN BLUE

Squares in 5 cent. packets.

Bags in 5 cent. cartons.

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

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

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

Quaker Soap

Is Soap everybody wants—
It's all soap

100 double wrapped bars to
box without any prizes or
premiums at the lowest
price good soap can be
sold for.

YOU HAD BETTER
WRITE NOW OR ASK
OUR TRAVELLERS.

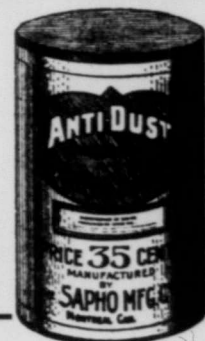
Mathewson's Sons

Wholesale Grocers
MONTREAL

ANTI-DUST!

ANTI-DUST!

ANTI-DUST!



Remember the name. The housewife will use this and no other, once you introduce it to her. It is **different**, more up-to-the-minute than any other make. Not an imitation but a discovery.

Deodorizes **Disinfects**

and "plays the dickens" with all germs and microbes. Try it in your own store and see how sweet a smell it will leave behind it.
Stock It. Sell It. Repeats Follow.

The Sapho Mfg. Co., Limited
MONTREAL

Link Arms With The Winner!

We are busily engaged manufacturing a line of soap that has outdistanced all competitors. It is a good, honest piece of bar soap that gives your customers 16 ounces to the pound and satisfaction enough to make them return and tell their friends also.

N. P. BAR is the name. Let us quote you prices.

David Morton & Sons, Limited
Victor Soap Works HAMILTON

YOU CANNOT AFFORD

to be without a supply of

Carter's Tested English Seeds

Your customers will ask for them. Why not stock them? They are a profitable line, and they will be placed in your store at no expense to you.

Not only high-grade garden seeds, but finest pedigree FARM SEEDS as well; and the quality, the name and the *price* sell them for you.

JAMES CARTER & CO., Seedsmen to His Majesty
Raynes Park, LONDON, ENGLAND

A postcard will bring you full information.

Address the Sole Distributors for Canada:

PATTERSON, WYLDE & CO.

P.O. Box 532, Toronto

HEAD OFFICE:
Chamber of Commerce Bldg., Boston, Mass.

Who
Would
Have
Believed



a few years ago, that it would ever be possible to KEEP MILK IN PERFECT CONDITION in every respect for an indefinite length of time without the assistance of chemical ingredients.

Laurentia Milk and Cream

realizes to the letter these conditions. HOMOGENIZATION, a purely mechanical operation, thoroughly mixes the milk and cream so that the cream can not rise to the surface. The milk is sterilized in air-tight bottles, rendering it free from bacteria and germ life.

SOLD BY ALL FIRST-CLASS GROCERS.

LAURENTIA MILK & CREAM CO.

Limited

371 Queen St. West,

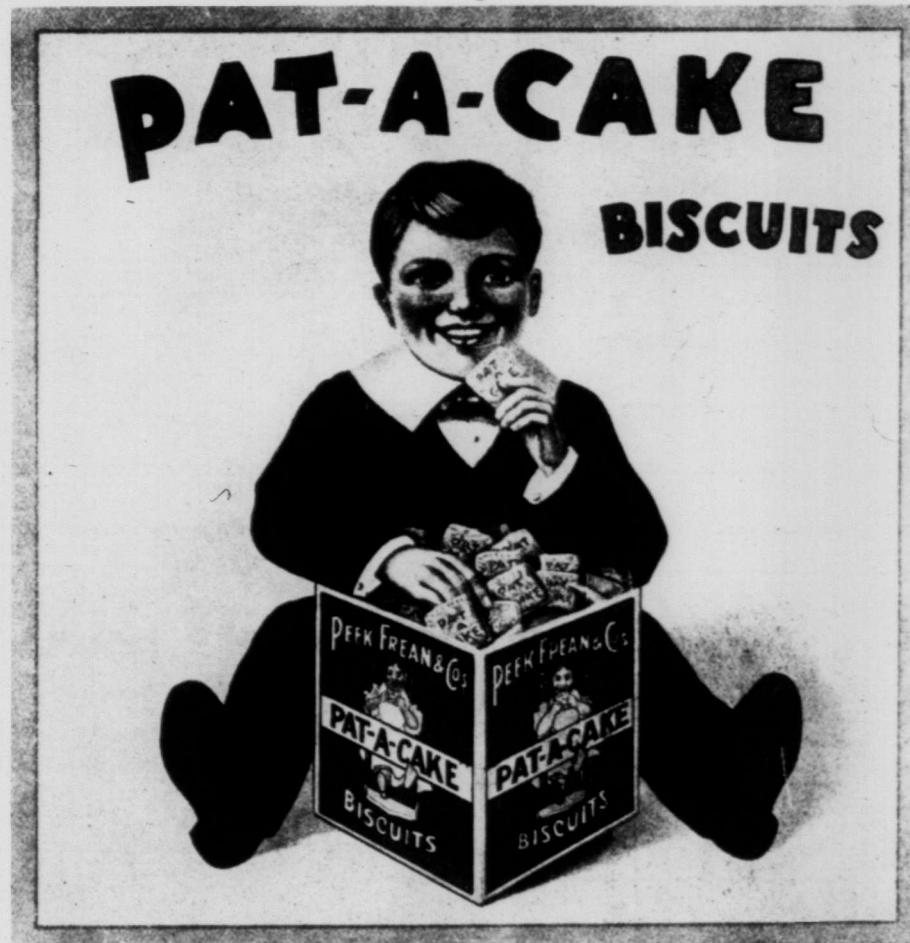
TORONTO

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

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S



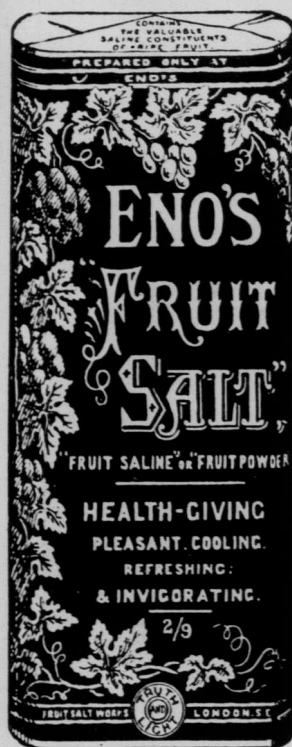
PRICES AND SAMPLE ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

OVER 425 MILLIONS SOLD IN ONE YEAR.
EVERY CANADIAN GROCER SHOULD STOCK THEM.

AGENTS: The W. H. Malkin Co., Limited, Vancouver.
Ruttan & Chipman, Fort Garry Court, Winnipeg.
The Harry Horne Co., 309-311 King Street West, Toronto.

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



Reduced facsimile of wrapper.

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

ENO'S 'FRUIT SALT'

The Old-Time Ever Popular Household Remedy for

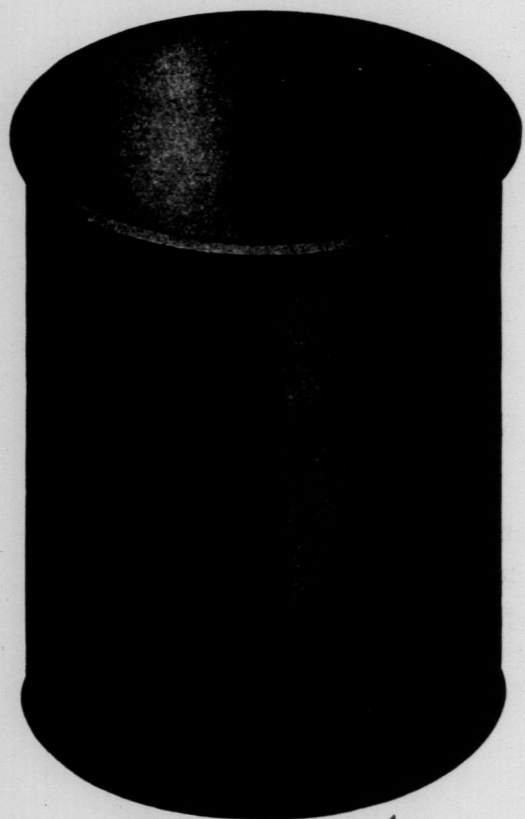
Bilio usness, Sick Headache, Constipation, Rheumatic or Gouty Poison, Feverish Cold with High Temperature and Quick Pulse, and Feverish Conditions generally. You cannot overstate its Great Value in keeping the Blood Pure and Free From Disease by Natural Means.

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

FOR

"Winter Pack"

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

PE

5
B
C

DAIRY

D. S. Perrin
LONDON

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

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



BJELLAND'S
SMOKED
HERRINGS
IN
BOUILLON

Are you handling the above splendid, new
line put up by Chr. Bjelland & Co., for 27 years
the largest canners in Norway?

These herrings are all selected, small,
summer-caught fish, and are canned under
the most perfect sanitary conditions a few hours
after being taken from the water.

Retail at 10 cents a tin and leave a most
satisfactory margin for the retailer. Ask your
wholesaler for this brand.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, Hamilton

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, Moosejaw, Saskatoon

WORTH
all You Pay
and Then Some.

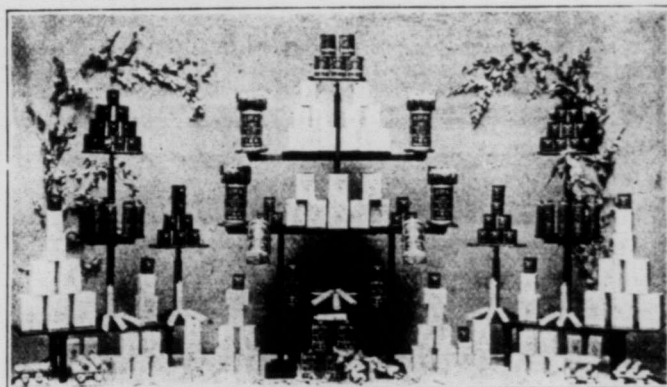


No Matter What You Pay
for My Set of

ONKEN INTERCHANGEABLE YOUNITS

as Fixtures for your Show Windows.

You Will Positively Get Your Money Back in 30 Days



CLEMENTS, LIMITED, General Merchants
Vegreville, Alberta, Canada, May 1, 1911.
The Oscar Onken Co., Cincinnati, Ohio.

Gentlemen,—
We have received your set of Onken Wood Window Fixture Younts. Our window trimmer is delighted with them. We find that he can make twice the window display changes with the same ease as heretofore.
The value of this is evident to any merchant, especially should he have a sunny window where displays require most frequent change.
We would not be without your fixtures after giving them a fair trial.
We have almost totally discarded our nickel work fixtures.
Yours truly, CLEMENTS, LIMITED

My Three Sets

- GROCERY SET NO. 14 has 125 YOUNITS.—
Good for two large grocery windows and, besides, inside store use on counters and cases. This set will display Groceries, Packages, Bottles, Fruits, Candies, Cigars and Fancy Goods. **\$36.00**
- GROCERY SET NO. 14½ has 65 YOUNITS.—
Good for one large grocery window and, besides, inside store use on counters and cases. **\$21.00**
- SET NO. 4 has 110 YOUNITS.—This set is made for the general store trade. This set can be used for displaying Groceries, Furnishings, Clothing, Shoes, Dry Goods and Hardware. A good all around set. **\$28.00**

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border. Shipments made at once. Every set guaranteed.

If I could meet personally every Grocer who is willing to spend from \$21.00 to \$36.00 on new show window fixtures, with a view of improving his windows, I am sure I could convince that Grocer in 20 minutes that all he needs is a set of my interchangeable Wood Window Fixture YOUNITS to accomplish the desired results.

Right in my salesroom I have at my fingers' ends hundreds and hundreds of letters from enterprising and successful merchants who have invested in my YOUNIT Window Fixtures, who say they are so very well satisfied with the way they simplify window trimming and with the wonderful improvement they add to the appearance of their windows that they would not part with them for from twice to ten times their cost (that is, provided they could not get another set).

These letters are open for inspection to the prospective purchaser, and for those at a distance I publish one herewith—after reading it, bear in mind, if you purchase a set of my interchangeable YOUNITS, you will write me a letter just as gratifying.
Each set is put up in a Hardwood Hinged-lid Storage Box (toiled finished). Fixtures are made of a fine quality of weathered oak, in a soft mellow waxed finish.
A book of designs showing many beautiful window trims covering all lines goes free with each set sold.

THE OSCAR ONKEN CO.

Established 32 Years

No. 788 Fourth Ave.,
Cincinnati,
Ohio,
U.S.A.

Order Through Your JOBBER or DIRECT

The Oscar Onken Co., 788 4th Ave., Cincinnati, O.
Send me your Window Fixture Booklet

Firm.....
City.....
Business.....

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

Do You Realize

what it means to handle biscuits in perfect condition? Why, it is the very crux of a successful biscuit trade?

Carr's Biscuits



are sent out in air-tight tins, are well packed and invariably reach the retailer in first-class condition, crisp and fresh. Prompt delivery is guaranteed.

Send your order to our nearest Agent

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.

High Price is not an Infallible Indication of Quality.

When you buy coal that gives you the maximum heat efficiency for \$8 a ton, you won't pay \$16 to another dealer simply because he needs the money.

You can get the maximum efficiency out of a COLES' coffee mill.

That's why a COLES is the final choice of the level headed buyer. He makes sure he is getting the utmost when he's buying.

We have been making all kinds of coffee mills for the last 25 years, and all at reasonable prices.

Write for our catalog now. It tells you just what you want to know.



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.

By Royal



Letters Patent.

NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

IT HAPPENS TOO OFTEN

YOUR CUSTOMER requires Molasses but has forgotten the Container.

YOUR DELIVERYMAN makes a special trip and secures it.

YOUR CLERK in filling the Container places ten per cent. of your profit on the ground floor plan.

YOUR WHOLESALE DEALER collects for say ninety gallons, but owing to these losses, you collect for about eighty gallons.

YOU PERSONALLY are undecided as to what profit, if any, was made on that last puncheon.

Who derives any benefit from this lack of Modern System? Think it over carefully, and then think of—

DOMOLCO

Ah! that's different

This high grade Molasses sold in the Sanitary Can means—

A POSITIVE PROFIT FOR YOU,
INCREASED EFFICIENCY OF YOUR STAFF,
A FULL MEASURE OF SATISFACTION FOR EACH CUSTOMER.

Write Your Trial Order To-day.

The Dominion Molasses Co., Limited
HALIFAX, NOVA SCOTIA

Tartan
BRAND
THE SIGN OF PURITY

We are winding up our bookings for
TARTAN Brand Canned Goods

for this fall shipment. If you have not handled TARTAN Brand you do not know the joys of having the best. Our quality is always the highest standard. See our travellers, write for particulars or phone

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

'PHONES 3595, 3596, 3597 3598, 748, 462

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

Berlin, Ontario



Consider Your Customers

Your customers are the ones to consider. They will pay a fair price for a good article, especially anything they eat or drink.

Your patrons know that

Club House Queen Olives

are good. They are all selected for size, shape and color and are carefully preserved to retain the luscious flavor of the natural fruit. Isn't it time you pushed the sale of Club House Queen Olives to better advantage than ever before.

Your customers will insist on this brand always when once tried.

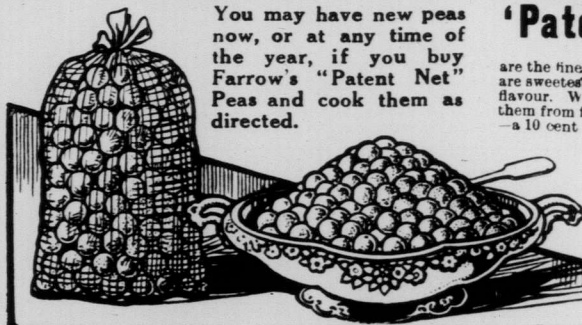
Gorman, Eckert & Co.

LIMITED

LONDON, Ont.

WINNIPEG, Man.

New PEAS (with MINT)
in Cooking Nets (Farrow's Patent)



You may have new peas now, or at any time of the year, if you buy Farrow's "Patent Net" Peas and cook them as directed.

FARROW'S
'Patent Net' PEAS

are the finest early green peas, gathered at the beginning of the season when peas are sweetest, most tender and delicious. Our process preserves ALL their natural flavour. When cooked they are so delicious and tender that you cannot detect them from fresh garden peas. They are very easily cooked and remarkably cheap—a 10 cent Net provides liberal portions for 8 people. Farrow's "Patent Net" Peas are English grown, absolutely pure, free from all preservatives and colouring matter.

The grandest 10 cent line the Old Country has ever sent us.

CANADIAN AGENTS:

W. G. Patrick & Co., 77 York Street, Toronto.
T. A. MacNab & Co., Cabot Bldgs., St. John's, Newfoundland.
W. A. Simonds, 89 Union Street, St. John, N.B.
Ruttan & Chapman, Fort Garry Court, Main St., Winnipeg.
Rose & Lafamme, 400 St. Paul St., Montreal.
C. E. Choate & Co., Pickford & Black's Wharf, Halifax

THE CANADIAN GROCER

PURE CANE SUGAR is what you get every time when you specify

St. Lawrence
Granulated

The best sugar that is produced to-day. Guarantees absolute satisfaction to your customers which means your success.

The St. Lawrence Sugar Refining Co., Limited, Montreal, Quebec

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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



Shoe 2 IN 1 Polish

POLISHES WET OR OILY SHOES.

CONTAINS NO TURPENTINE—WILL NOT SOIL CLOTHES

Well Advertised and Thoroughly Reliable.

F. F. DALLEY CO., LTD. HAMILTON, ONT. BUFFALO, ONT.

JAMES

SELLS EASILY

THE BEST

DOME

PAYS WELL

STOVE POLISH

BLACK

YOU CAN BUY

LEAD

W. G. A. LAMBE & CO., Canadian Agents, TORONTO

Japan Teas

FURUYA & NISHIMURA

MONTREAL CHICAGO NEW YORK JAPAN

EAT—

Purple and Gold Brand

RAISINS

California Raisin Day, April 30th.

PACKED BY

GIFFEN-HOBBS CO., - Fresno, California

We have a limited amount of

No. 3 TOMATOES GALLON APPLES No. 3 APPLES

All Packed in Sanitary Cans

CHURCH BROS. PICTON, ONT.



Old-Fashioned Sticky Paper

can't be compared with the modern fly exterminator, WONDER FLY KILLER, as a fly eradicator. Wonder Fly Killer will satisfy the most exacting trade. It is worth your while to push this neat little tray that is so destructive to flies.

Dominion Agent: **Joseph R. Wilson**, 204 Stair Building TORONTO

Distributors:—BRITISH COLUMBIA, ALBERTA, 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.

Pride of Canada

Maple Syrup

Maple Sugar



When innumerable official tests have failed to detect adulteration, don't you think you can stake your bottom dollar on this purest of pure Maple Syrup? Sure, then order your pure goods now.

Get your requirements on record at once.

Maple Tree Producers Assoc., Ltd.

Montreal

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP



has more real quality, more real soap superiority, than any other cake of soap ever sold, and it has the enormous selling power of our extensive advertising back of it.

Women everywhere know the slogan "HAVE YOU A LITTLE FAIRY IN YOUR HOME?" and grocers everywhere know that it means sales for them if they carry FAIRY in their stock.

FAIRY SOAP—the oval cake—almost sells itself; all you need to do is to mention it—our advertising does the rest.

"Have You a Little Fairy in Your Home?"

THE N. K. FAIRBANK COMPANY, MONTREAL

THE DEMAND FOR



SMOKED MEATS

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

LARD

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

The St. Thomas Packing Co., Ltd.

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

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books



BIG SPRING TRADE

Your receipts will doubtless be increased if you make room on your shelves for the dainty

"MEADOW-SWEET" CHEESE

package. Veritably the "King of all Package Cheese." A rapid and profitable seller.

10 CENTS RETAIL

OUR AGENTS

for Manitoba and Saskatchewan are LANG BROS.,
307-309 Elgin Avenue, Winnipeg.

A large fresh stock is always carried at this office for our customers' benefit.

The Meadow-Sweet Cheese Co.

21 Bonsecours Street, - MONTREAL

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.
270 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.

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 17 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.

— TORONTO —

STEPHENS' PEELS FOR QUALITY

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

MACLURE & LANGLEY, Limited

IMPORTERS AND
MANUFACTURERS'
REPRESENTATIVES
Toronto Montreal Ottawa Winnipeg

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.

73 Front St. East - TORONTO

MONTREAL

FOR SALE

Cheap for cash, Fruit Cleaning Plant
with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacramento Street, Montreal
TEL. MAIN 778 BOND 28

— LONDON —

THE MARSHALL BROKERAGE COMPANY

67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equip-
ped to act as agents for British, American
and Canadian grocery lines. WRITE US.

— 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 front-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.

**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 drives 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 perforation of
bags necessary. Handy. Saves
Time. Will last a lifetime.
For sale by jobbers every-
where. Ask your jobber
or write
The Brown Manufacturing Co.
CRESTON - IOWA, U.S.A.

TRY A
Condensed Ad.
IN
This Paper

20th Century Retailing DEMANDS
the Use of
**ALLISON'S COUPON
BOOKS**
You can't get away from credit
business without driving away trade.
And if you don't use Allison Coupon
Books you are bound to lose some
money on credit accounts. Allison
Coupon Books make credit business
"good as gold."
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.

If you are looking for trade with Irish merchants
there is one paper that can put you in touch with
buyers, and that is the
**Irish Grocer, Drug, Provision
and General Trades' Journal**
10 Garfield Chambers, Belfast, Ireland

McDOUGALL
Insist upon having them
D. McDOUGALL & CO. Ltd., Glasgow, Scotland
CLAY PIPES

**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

Supplied by Appointment to the
House of Lords
**O.K.
SAUCE**
Delicious Fruity Appetizing
Highest Award
(Gold Medal) Octo-
ber 1911 Festival
of Empire Exhi-
bition, LONDON.
Ask your Jobber or apply direct
Sales Agents for the Dominion
The Turnbull Company
Winnipeg, Manitoba

FOR
**"Green Mountains,"
"Delawares"**
or other varieties of
POTATOES
for SEED or
TABLE USE.
Bags or bulk in Cars.
Wire or Write
Clements Company,
LIMITED
ST. JOHN, - - N.B.

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

When writing to advertis-
ers, kindly mention this paper.



THE MCGREGOR PAPER BAG HOLDER.

The McGregor Patent Bag Holder

is the most convenient bag holder you can use. In no way does it lessen counter space, but always handy to use, and the different size bags are easily discernible.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

TEA LEAD

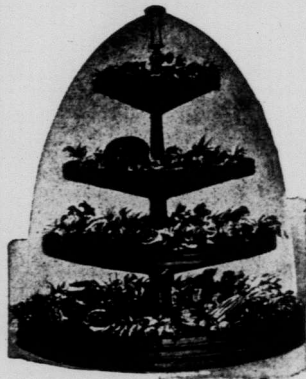
Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS, LIMITED

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

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.

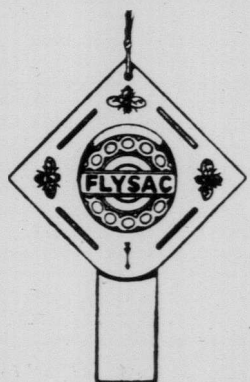
WILLIS MFG. CO.
GALESBURG, ILL.

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.

FLYSAC Flycatcher



GET IT NOW. It is the lowest priced catcher on the market, yet it is the best. NO EQUAL.

WRITE

Hodgson, Sumner Co., Limited
MONTREAL

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



WHITE MOSS

That's the name of McLean's Cocoa Nut. Absolute purity has made it popular with all classes. Do you stock it?

McLEAN is the name.

McLean

THE CANADIAN COCOANUT COMPANY, - MONTREAL

McLean

A Salt For All Purposes

ONTARIO PEOPLE'S SALT has made a permanent place for itself in every locality. The housewife wants this salt, no other is good enough. This is the salt you should sell. For prices, etc., address

The Ontario People's Salt & Soda Co., Limited
KINCARDINE, ONTARIO



Figure Out For Yourself



the loss that is occasioned by allowing the sun to beat upon fruit or other perishables which you display, and the low cost of an awning protection. You will realize the necessity of this addition which will add to the appearance of your store and retain the freshness of your stock—making it always saleable

Write us for quotations for this fast approaching season.

Raymond Bros., - London, Ont.

Get Ready for Spring

Just as sure as there is a sky above—will the housewives of your locality have reason to purchase a polish that will redeem tarnished brass or copper to its original new color.

VENAUTO METAL POLISH

is your best seasonable stock. There is sure to be a demand for a polish of this nature. Don't let the household trade find you unprepared.

STOCK UP NOW

BANNER MFG. CO., Box 35, Station C, Montreal

Our Quotations



LEMON CORDIAL

10 oz. bottle \$10.80 per gross. Qts. \$27.00

LEMON SQUASH

10 oz. bottle \$10.80 per gross. Qts. \$27.00

LIME JUICE CORDIAL

10 oz. bottle \$10.80 per gross. Qts. \$27.00

ORANGEADE

10 oz. bottle \$10.80 per gross. Qts. \$27.00

FREIGHT PREPAID ON
ORDERS \$25 AND OVER.

GREEN & CO. Manufacturers,
TORONTO

Are you on the lookout

for more profitable lines? Your observation tells you that the most successful men in the grocery business are those who are constantly looking for something more profitable than they are handling at present. Don't rest content with your present lines—get our prices on Fancy Biscuits, St. Lawrence Cream Sodas, Chocolates and Confectionery of all description. You will find our prices right and the quality of goods unbeatable.

**ABBOTT,
GRANT
& CO.,
Limited**

BROCKVILLE,
ONT.



ADVERTISED BY ITS ADMIRERS

You only need to display BRAND'S "A-1" SAUCE to find that it is already known to the most of your trade.

Every bottle of

BRAND'S "A-1" SAUCE

maintains the reputation of this delicious relish for fish, flesh or fowl as a tonic and digestive—a reputation founded by a generation's use on English tables, from those of Royalty down.

There is always a demand for Brand's A-1 Sauce. It has become a world-wide necessity.

Brand & Co., Limited

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

MAYFAIR, - LONDON, ENG.

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

If it's **BUSINESS** you want, Sir, **H.P. Sauce** will surely bring it along--

H.P. is no shelf-warmer, it's no sooner on than it's off again—
off again to good purpose, too, to your customers and to you.

Don't **TRY** to do without

H.P. SAUCE

W. G. Patrick & Co., Toronto, Montreal, Win-
nipeg, Man., and Vancouver, B.C.
R. B. Seaton & Co., Halifax, N.S.
Donnelly, Watson & Brown, Ltd., Calgary, Alta
The Midland Vinegar Co., Birmingham, Eng



Make Every Customer a "Come Back"

That's what you want—the steady, satisfied trade.
That's what you get, when you handle our products.

SWEETHEART BRAND BAKING POWDER

OUR SPECIALITY

COFFEES, JELLY POWDERS, MUSTARDS, EXTRACTS, ETC.

Quality Guaranteed Sales Assured

IXL SPICE & COFFEE MILLS, Limited

LONDON, ONTARIO



Trade Mark of Quality

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.



**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

WHEN you are selling house cleaning goods in the next few weeks, don't forget that one of the chief objections the average housewife has to house cleaning is the way it soils the hands.

TIGER HAND CLEANER

cleans the hands and makes them soft and white. Tiger has no sand or grit in it. Recommend it to your customer. You will make a friend and insure further custom. Be prepared to meet the big daily demand during the next few weeks and order to-day. It pays a good profit.

Tiger Mfg. Co., Ltd., Walkerville, Ont.



Pork and Beans
sell when they're



CLARK'S

- ☞ Your customers know when they buy Clark's Pork and Beans that they are getting a delightfully nourishing food, properly cooked and easy to digest.
- ☞ The Sauces, either Tomato, Chili or Plain, are inimitable natural flavors, only obtained through years of experience.

DON'T LET YOUR STOCK OF CLARK'S PORK AND BEANS RUN LOW. IT WON'T BENEFIT YOU, BESIDES YOU CAN ALWAYS GET WHAT YOU WANT IF YOU ASK FOR IT.

W. CLARK, Montreal

Manufacturer of High-Grade Food Delicacies



ARE YOU AWAKE

to the opportunities BANNER BRAND Jams and Jellies are offering you in keeping your patrons interested in your store as the place to get pure and high quality goods. L. & B. BANNER BRAND is the unequalled popular line that increases trade.

SEND FOR PRICES

Lindner & Benner, - Toronto

Western Agents—Laing Bros., Wholesale Grocers, Winnipeg



For Spring Housecleaning

MAKE A LEADER [ON

We
Have
A
Complete
Line
of
Brushes,
Woodenware, etc.
at
Attractive
Prices.

"ANCHOR" Brand AMMONIA POWDER

The finest quality that it is possible to produce.

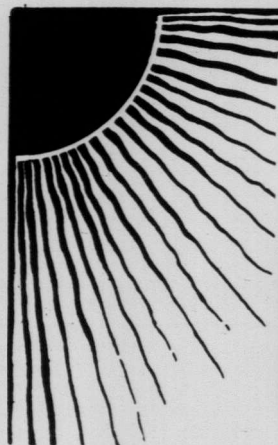
10c pkgs., cases 3 doz. - \$2.25 per case
5 case lots, prepaid - 2.00 " "

The "ANCHOR" coupons will make the sale easy.

A Special Line in BROOMS Bamboo Handle

4 strings—exceptionally fine quality—\$4.00 doz.

EBY-BLAIN, LIMITED Wholesale Grocers
TORONTO

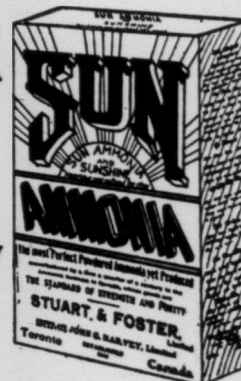


SUN AMMONIA

(HARVEY'S)

For 25 Years
the Standard of Strength and Purity

Secure it from your Wholesale Grocer.
STUART & FOSTER, Limited, TORONTO





THE IMPORTANCE OF FRESH TEA



The flavor of tea is contained in an essential oil. With age the oil decays. This affects the flavor and is quickly detected by the consumer. Tea keeps better when not exposed to the air, but it deteriorates, more or less, under any circumstances. **Fresh tea** is as necessary to a successful tea trade as **fresh butter** to a successful butter trade. No retailer should keep a pound of tea in his stock for more than **four months**, and he should be sure that wholesalers are not supplying him with old goods which they have had on hand **for years**.

In Ceylon, tea is picked every week in the year, and you always get it **fresh and fragrant** in "SALADA."

If any retailer—anywhere—at any time—has any "SALADA" in stock that is over six months old, let him ship it back to us—freight collect—and we will refund the full purchase price. We back up our belief in the paramount importance of **fresh tea** by this sweeping guarantee.



"SALADA"

TORONTO

MONTREAL



Does Your Mind Ever Feel Sluggish?

There are hundreds of patent medicines which claim to cure the sluggish mind.

It has been discovered by hundreds who are susceptible to this trouble, that the most successful and permanent cure is to join the sales force of MACLEAN'S MAGAZINE, and take subscriptions for this great monthly.

It gives relaxation from your regular routine of work. It is healthful, pleasant and educative. It develops you physically and mentally.

Hundreds of men and women are to-day earning \$10.00, \$12.00 and \$15.00 per week during their spare hours, by taking subscriptions for MACLEAN'S MAGAZINE, who a year ago, some only six months ago, were wasting their valuable spare hours doing nothing.

Work never killed any man.

Taking subscriptions for MACLEAN'S MAGAZINE is pleasant, healthful work and pays you better than you think.

Join our organization now. Do not put off writing for full information to

The MACLEAN PUBLISHING COMPANY, Limited

143-149 UNIVERSITY AVENUE

::

::

TORONTO, ONT.

Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.



Sells Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

MAGOR, SON & COMPANY

403 St. Paul Street, MONTREAL.

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA.



You Can Help Sales When You Remind the Mothers That

hungry little boys and girls are always fond of of sweets; the only difficulty is to find wholesome sweets for them. Remind their mothers that

CROWN BRAND CORN SYRUP

is good for them—pure, wholesome and nourishing, and that no matter how other sweets or syrups disagree with them they can eat freely all the Crown Brand they want to.

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

A
Ha
vinee
Ontar
was
Good
sixty
West
bled
went
Tha
off to
strate
ering
have
for tl
Vis
from
Strat
Barri
comm
borne
there
in af
—tho
and
urged
cities
be re
prom
body.
W
take
num
move
stron
repr
ciati

An Ontario R.G.A. Has Been Organized

Formation Meeting Held in Hamilton on Good Friday—Legislature Will Be Asked for Charter—Officers Elected, With D. W. Clark as President—Date and Place of Annual Meeting Decided on—The Annual Fee.

Staff Correspondence.

Hamilton, Ont., Apr. 11.—The Province of Ontario can now boast of an Ontario Retail Grocers' Association. It was formed here on the afternoon of Good Friday, when between fifty and sixty retail grocers from Toronto and Western and Northern Ontario assembled in the Board of Trade rooms and went into the question of organization.

That the new Association has gotten off to a good beginning was well demonstrated by the enthusiasm of the gathering and the strong list of officers who have been elected to guide its destinies for the first twelve months of its career.

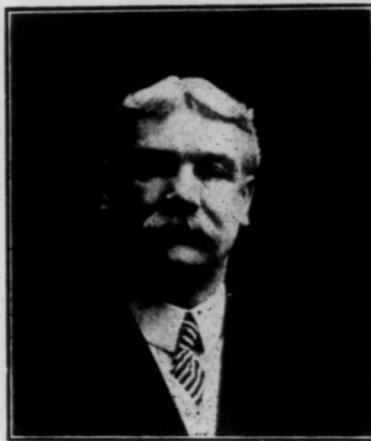
Visiting retailers were in attendance from Windsor, Woodstock, London, Stratford, Brantford, Paris, Toronto and Barrie, while the secretary reported communications from Belleville and Colborne, in Eastern Ontario. Already there are four local retail associations in affiliation with the new organization—those of London, Brantford, Hamilton and Toronto—but it will be strongly urged by these that other towns and cities in Ontario organize, and they will be requested to lend their assistance in promoting the aims of the Ontario body.

What Lead to Organization.

While the new association has been talked of by Ontario retailers for a number of years back, and while some moves were made to organize it, no strong concerted action was taken until representatives from the four city associations, already mentioned, met in To-



E. J. RYAN, LONDON,
First Vice-President.



D. W. CLARK, TORONTO,
The First President of the Ontario Retail Grocers' Association.

ronto after the retail grocers' banquet on February 28, and informally talked the matter over. It was decided then to send out circular letters to Ontario retailers to get their views.

After the Brantford R.G.A. banquet on March 27, members of the same four bodies, with others, met and determined on Good Friday as the date of the organization meeting, and Hamilton as the place. The result in brief has already been given.

The Meeting Begins.

D. W. Clark, of Toronto, who had been appointed chairman of the committee on organization, occupied the chair and opened the meeting, which was destined to evolve into an Ontario Retail Grocers' Association at 3.15. He expressed his appreciation of the large attendance, and trusted much good would come of the gathering. W. C. Miller, Toronto, who was secretary, pro tem, read the minutes of the first preliminary meeting in the Iroquois Hotel, Toronto, and the second meeting at the Bodega Hotel, Brantford. These minutes were adopted in the usual way.

J. A. McIntosh, of Hamilton, who has been a strong advocate for a long time of provincial organization, had the honor of moving that the meeting resolve itself into an association to be known as the Ontario Retail Grocers' Association. The resolution was carried unanimously.

Number in Executive.

A motion was made as to what offices would be formed. It included President, three vice-presidents, secretary, treasurer, and five of an executive committee. Before this was put to the meeting a

discussion, introduced by E. J. Ryan, of London, was held as to the best method of getting all sections of the province interested. This opened the way to retailers from Barrie, Paris, Stratford, Woodstock and Windsor expressing their views. The sum total of this evidenced the fact that these retailers wanted an Ontario association, and were willing to lend their assistance. Among those who spoke were Bruce Allison, of Windsor; J. D. Wisdom, Barrie; W. J. McCully, Stratford; Jno. Scott, Woodstock; Chas. McCausland, Paris; Jno. Forth, Hamilton; W. J. Mellen, Brantford; J. A. McIntosh, E. J. Ryan, and others.

The consensus of opinion was that nine instead of five should constitute the executive committee, and that if organization and election of officers were proceeded with those towns and cities not represented would join hands later.

Mr. Allison, of Windsor, stated that he knew of some Chatham grocers who were anxious to see the organization go through, while other speakers told of the sympathies of dealers they knew.

The First Officers.

The election of officers was then proceeded with, and resulted as follows:—

President—D. W. Clark, Toronto.

First Vice-President—E. J. Ryan, London.

Second Vice-President—Jas. Main, Hamilton.



JAS. MAIN, Hamilton,
Elected Second Vice-President.

Third Vice-president—W. J. Mellen, Brantford.

Secretary—W. C. Miller, Toronto.

Treasurer—Thos. Shaw, London.

Executive Committee — Jas. Burns, Brantford; Bruce Allison, Windsor; J. O. Wisdom, Barrie; W. J. McCully, Stratford; Jno. Scott, Woodstock; Chas. McCausland, Paris; W. L. Bailey, Colborne; J. A. McIntosh, Hamilton, and John Diprose, London.

Auditors—Jno. O. Carpenter, Hamilton, and Neil Carmichael, Toronto.

To Obtain a Charter.

On motion of J. A. McIntosh and W. C. Miller, the new organization decided to apply to the Ontario Legislature for a charter of incorporation as the Ontario Retail Grocers' Association.

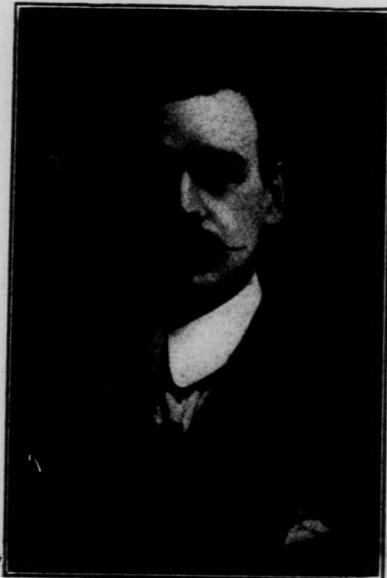
The date of the first annual meeting was next before the chair. A motion that it be held on the second Wednesday of April was made. An amendment that the annual meeting be held on Good Friday, made by Jas. Laurie, of Hamilton, and D. Bell, of Toronto, was carried. J. A. McIntosh, who made the original motion, claimed that since the grocers did not have many holidays during the year they should not meet on Good Friday. The majority, however, favored the holiday, as they concluded they could get away better.

Toronto was decided upon as the date of the annual meeting of 1913.

The drawing up of the constitution and by-laws was left in the hands of a committee composed of the officers elect. E. J. Ryan's motion that each association be allowed to send representatives up to five to the annual meeting was carried.

A Legislation Committee.

John Forth, of Hamilton, was appointed chairman of the Legislation Committee, with power to add four associates.



W. C. MILLER, TORONTO,
Elected Secretary of the New Ontario R.G.A.

This committee is considered one of the most important to be connected with the Association. Its duties will be to watch all legislation that tends to be unfair to the retail dealer, and to have amended such legislation now on the statutes that is considered unjust. One of the early reforms that will be attempted will be a change in the Scale Inspection Act, where retailers now have to pay for inspection whether scales are right or wrong.

The Annual Fee.

The operation of the financial end of the organization brought out considerable discussion and differences of opinion. This, of course, was quite natural, as this is the most important feature. It was considered that without finances no organization can have a lengthy life, and therefore much time was devoted to getting the views of the majority.

There were two chief propositions advanced—one that each of the four associations already in existence contribute \$25 this year, and each new association, when formed, \$10; and the other that each local association be assessed one dollar per member, as well as any individual, where there is no association. The latter carried, and the organization meeting was soon after brought to a close.

Among those from out of town were the following:—

BRANTFORD—W. J. Mellen, A. Coulbeck, J. Burns, F. Hartley, Geo. Bickle, R. Gowman, and J. E. Church.

STRATFORD—W. J. McCully.

LONDON—E. J. Ryan, Thos. Shaw, Jno. Diprose, G. B. Drake, and J. A. McFarlane.

TORONTO—Robt. Davies, D. W. Clark, W. C. Miller, and D. Bell.

WINDSOR—Bruce Allison.

WOODSTOCK—Jno. Scott.

PARIS—Chas. McCausland.

BARRIE—J. D. Wisdom, and S. G. Caldwell.

Note and Comment.

And now for a year of hard work. Parliamentary rules will be closely followed while D. W. Clark is in the chair.

In E. J. Ryan, Jas. Main, and W. J. Mellen, the president, has a strong coterie of assistants.

Before the gathering dispersed shortly after six o'clock, Secretary W. C. Miller had several dollars in membership fees forced upon him.

"Bay" Hill, secretary of the Hamilton R.G.A., was a busy man arranging for the entertainment of the visitors.

The retailers present were photographed on the steps of the Court House. These pictures will be highly prized—the gathering at the organization meeting of the Ontario R.G.A.

In "Billy" Miller the association has



THOS. SHAW, LONDON,
Who Will Look After the Treasury.

a live secretary, and in Thos. Shaw a safe man to carry the key of the treasury.

The visiting dealers were guests of the Hamilton Association at dinner in the Waldorf. Later they were entertained in the parlor of the hotel.

A section of the London delegation missed the early train for home. They philosophically resigned themselves to their fate and returned to enjoy the fun.

Grocers' Letter Box

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

Editor Canadian Grocer,—I would be grateful if you could through your columns give me any information as to the handling of Limburger cheese which in this atmosphere hardens and dries very rapidly. What is the best method of keeping it moist and is there any method of restoring moisture to limburger which has become hard?

READER.

Edmonton, Alta., Mar. 29, 1912.

Editorial Note.—Dealers in limburger cheese say that it is next to impossible to restore moisture to cheese that has become hard. It is suggested that wrapping it in a cloth wrung out of salt water might help somewhat to restore it.

This class of cheese, and indeed all varieties of cheese should be kept in a cool dry part of the cellar. Dealers sometimes store it close to the heating apparatus and of course it dries out and hardens quickly. It should also be kept wrapped in its original container until needed.

Of course when put on display it should be shown under a glass cover.

The Annual Meeting of the R.M.A.

Taxing Mail Order Houses a Question Discussed at Much Length—Wholesalers Selling Direct—Resolutions Respecting Legislation—Should Retail Merchants Come Under Employers' Liability Legislation?

(Staff correspondence.)

Toronto, April 11.—On Monday and Tuesday of this week the annual meeting of the Retail Merchants' Association of Ontario was held in the board room at the head office, 21 Richmond street. While the attendance was not as large as was desired, those present were enthusiastic in their deliberations. One of the main questions which arose for discussion was that of a proposal to tax mail order houses sending catalogues to consumers. It was felt by those present that such legislation was required to bring to a fairer basis the methods and operating expenses of mail order concerns as compared with those of retail dealers throughout the country.

Results From Associations.

At 3.30 p.m. on Monday the meeting was called to order, and in the absence of the president M. Moyer, of Toronto, was appointed chairman. In opening the meeting he regretted the comparative smallness of the attendance and expressed himself as at a loss to understand why the attendance was not larger. "For," said he, "if the merchants were acquainted with and fully realized the good that can be done by proper association work, they would not fail to attend these meetings and give to the association their best support. I am safe in saying that the Retail Merchants' Association's work has meant millions to the merchants of Canada. It appears, however, to be the labors of a few to keep the trade in good condition for the benefit of the many. The country is said to be in a prosperous condition, but the question is 'are the retail merchants securing their share of this prosperity?' A community can never prosper unless the retail trade in that community is first prosperous. Those engaged in the retail trade therefore need to be of the best."

Secretary's Report.

E. M. Trowern, Toronto, secretary of the association, then presented his annual report in part as follows:—

Gentlemen,—I am pleased to again meet you on this the thirteenth Annual Meeting of our Association. Each year seems to bring with it further responsibility, and it should impress upon us the wisdom and foresight of those who inaugurated the organization of the retail trade. It is not my intention in this report to dwell upon the many

things that have been accomplished during the past thirteen years, as they are, or should be, well known to the members by this time.

"During the past year a great deal of time has been taken up securing finances to assist us in defeating the co-operative society legislation which was introduced, and also to secure an amendment to the Criminal Law to enable us to meet and consult with wholesalers and manufacturers. It am pleased to report that we have not only met with much success in securing funds for this purpose but have been strongly commended by all commercial classes for our effort in taking the forefront position and pointing out to our legislators the need of a change in the law. It will be remembered that through our efforts the Combines and Investigation Act was placed upon the Statute Books and that was a great step towards what we have been endeavoring to secure for many years. Having secured this it is all important that the amendment should be secured so as to enable us to finish our work, and give us an opportunity to still further strengthen our section work.

"Our membership throughout the province has increased this year over last which should be gratifying, but I would strongly recommend that a change be made in the conduct of the branches. Our custom has been to send organizers into the various cities and towns and form branches. These branches would then be left to carry on their local work, and as in many cases local jealousies have crept in and prevented the holding of meetings, or those who have been elected to fill the offices have been too busy or too indifferent, and when the branch was inactive the members estimated that the whole Association of the province was doing likewise, and the Ontario and Dominion Boards have suffered for the sins of the local branches. I would recommend that an active organizer be appointed and one who is familiar with the retail trade and have him visit the merchants in every city and town and secure their membership fee, explaining to them that we want their direct financial and moral support, and if they contribute this it will enable the head office to pay its expenses and continue to do the work. And if they should choose to form a local branch among themselves that would be a mat-

ter for them to act upon locally, but the life or death of a local branch should not in any way interfere with the activity of the head office.

"Another matter that I think should receive our attention is the necessity of educating the merchants up to understand that no matter what other trade association they may belong to, if they want to defeat injurious legislation or secure legislation to improve the retail conditions they should support this Association irrespective of the claims of any other, and that by so doing they would not only be helping themselves, but also strengthen any other trade association they may belong to. In other words, this Association should be the main support of all other associations and no conflict should be considered or should exist between them. We have a distinct mission to fill and the retail merchants should be so seized with this fact that its support should be considered as part of the running expenses of every properly conducted retail business.

"With the plan and the necessity for such an organization as ours it is now self-evident that the merchants everywhere should awaken to their opportunities and each should take an active and important part in impressing it upon his neighbor.

"Before closing I would like to impress upon you that there is a great part for the retail man to take in the future development in Canada. He is gradually finding himself hedged in between organized labor on one side and the large capitalist on the other and the tendency of the Government to enter into competition or allow others who require special legislation to do so, and if he wants to fortify himself and be ready for the defence when the time comes he must strengthen himself by strengthening his organization now."

Appointing of Organizer.

N. Cameron, of Goderich, Ont., thought it important, as suggested in the secretary's report, that an organizer should be appointed to maintain the interest in the association. "The retailers of this province," he declared, "are gradually being hedged in and they must take some action before their bread and butter is altogether snatched from them. In our town of Goderich we feel as if we would like an organi-

zation if there was only someone to start it. There is where an organizer would come in."

"A great thing in every organization," said F. C. Higgins, of Toronto, "is a good organizer. The dealer is apt to get careless and indifferent unless he is kept awake and made to realize the situation. It is seemingly difficult to arouse this interest in the merchant. You may complain about your grievances but that will not do you much good. It is no good to complain that wholesalers are selling hotels, etc., unless merchants are able to bring pressure enough to remedy it. They should be organized so that they can select those dealers selling direct and refuse to buy from them."

The financial report of the association was presented by Provincial Treasurer M. Moyer, who stated that their liabilities had been reduced considerably during the year and to those who understood the work which had been done, the financial standing would be considered satisfactory.

Resolutions Dealt With.

Eleven resolutions to be discussed during the convention and dealt with were read by Secretary E. M. Trowern. It was decided to deal with them one at a time. The mail order question was the first to engage attention. Mr. Trowern in opening the discussion said: "The mail order question is a much more serious one than many dealers imagine and there are many vital reasons why it needs the consideration of the retail trade and right away too. There is at present an agitation for parcel post or lower rates on certain classes of mail. It is said that the postal service of our country is a paying proposition, but I think I am safe in saying that if examined into, it would be found that it is not. I have gone through the government records and find that a big percentage of the present expenses of the postal department are charged to the public works and that is how the postal receipts are said to be above the expenditures. Now they want to add still greater cost by giving lower rates to the benefit of the large mail order houses and the detriment of the country stores."

Work of the Newspapers.

"The newspapers," said F. C. Higgins, of Toronto, "are boosting the idea and catering to public sympathy by telling the people that with parcel post they will be enabled to get their butter and eggs shipped from country at low cost. These two articles would make little difference to the retailer, but these lower rates are apparently for the mail order houses. The only way to defeat this measure is to show that the post

office department cannot afford to lower the rate."

Taxing Mail Order Houses.

N. Cameron, of Goderich, father of the idea to tax mail order houses, said: "As a retailer I have been watching the mail order question closely. About two months ago I took a step in bringing it before the Goderich Board of Trade. It was adopted and sent to Boards of Trade in other towns and cities throughout the province and the answers from Ontario have been encouraging indeed. I have also had several letters from Saskatchewan and Alberta.

"This is a new country and the mail order houses are getting a hold on the people before the retailer can. This question is a deeper one than it looks on the surface. I am making no suggestion whatever to come between the consumer and the mail order houses but if I have to pay taxes in Goderich why should not other men who do business there be taxed, whether they do it direct by mail or aeroplane.

"If a man starts in business he must pay taxes to maintain schools, walks, etc., but the mail order house escapes. I contend that it is bad for the town, because the retail merchants are the backbone of every town. With the present order of legislation we have absolutely no power to get after the mail order house.

Law Against Transients.

"At present we have a tax against transient traders. What is the law for? It was passed to protect the municipality. It was felt that if they were allowed to come in they would destroy the trade of legitimate dealers and when you take the legitimate dealers away there is no town. If it is fair to tax the merchants who reside in the town and help to maintain it, surely those from the outside should be taxed even heavier.

Merchants In Legislature.

"The securing of this looks like an easy proposition. It should be easy. We have 14 merchants in the Ontario House and find that members of other professions recognize the fairness of the idea. I do not see that mail order houses will offer much objection. I interviewed the president of one of the biggest mail order houses, and asked him if he had any reason why he should not pay taxes where he got good business. He said he had not.

"This is something in which the wholesaler and manufacturer should be deeply interested. They have now two sources of output for their goods—the M. O. H. and regular retailers. Mail order business is now getting into fewer hands and they will soon be able to dictate to wholesaler and manufacturer. They will force them to sell at a

certain price. Manufacturers will have to reduce the wages of laborers to make at that price, so that the consumer is certainly going to be worse off.

I have a circular of a mail order house in Ontario, offering sugar at \$4.40 which costs \$5.35 in Montreal to-day; 25c. boxes of biscuits at 15c, a regular 10 cent shoe polish at 5c, and a 10 cent cleanser at 6 cents. What is their motive in doing this? This is their method of advertising. They intend to chase the retail merchant out of business, and then they will sell at the price they wish. It is surely time the retail merchant was doing something."

An Educational Campaign.

Further interesting discussion marked with vim and earnestness took place. M. Moyer advocated the education of the public as a remedy to the mail order evil. He would show the people that it was to their own interests to purchase their goods in their home town. If possible he would work this educational campaign through farmers and agricultural societies. "And above all," he said, "never should the retailer admit to his customers that the mail order houses can sell cheaper than he can, for they can't."

"If people can buy cheaper from the mail order houses," said F. C. Higgins, "let them, but if they are not getting better value, quality and service considered, they should not. People like to think they are getting a bargain and the big stores make them believe they are."

Advocated Tax of 1 per Cent.

N. Cameron's addition to the mail order resolution proposing to tax these houses was next discussed. It was explained that it was suggested that the tax be placed at 1 per cent. to begin with and that later it could be regulated as seen fit. The method of collecting it was to have the mail order houses make a sworn declaration as to the amount of their sales, the same as hotels have to do in regard to their bar receipts. It was finally decided to leave the matter over to the next day for further discussion.

THE TUESDAY SESSION.

The resolution respecting mail order house taxation was discussed further on Tuesday and the question gone thoroughly into with Mr. Cameron. His resolution was amended making the percentage five per cent. instead of one and with some other changes will be redrafted by the secretary who will submit it to the merchants of Ontario for their opinions. If approved of by them legis-

(Continued on page 39.)

Suggestions for Selling Maple Syrup

Window Trim of a Stratford Dealer Which Brought Good Business—Forest Scene Represented With Maple Tree, Leaves, Hanging Kettle, etc.—The Time to Sell Syrup and Sugar.

The sap has been running for some time now and this is truly maple syrup time. Wise dealers are taking advantage of the possibilities presented and are making hay while the sun shines by pushing the sale of this line and the one associated with it, namely, maple sugar.

Not only are dealers heralding forth the virtues of the delectable liquid from counter and advertisement but many are bringing it into prominence by window display. With this line some very original and attractive as well as suggestive window trims that cannot fail to bring

they attempt to have something original along this line and find that it is good business.

This year's display with its realistic touch was one that attracted a great deal of attention in Stratford and the trimmer of it, B. T. Williamson, reports that it brought a good deal of business and well warranted the time spent in arranging it.

It of course attracted a large number of the younger generation and so great was their interest that many would come

with a show card, "Just a suggestion—pancakes and maple syrup."

The floor was covered with sawdust and besides two piles of maple sugar cakes were scattered about on it. In the centre was a high bottle filled with maple syrup that customers might see the color of it. Maple leaves strung across the top of the window added to its appearance. A show card tacked on the tree read "Sap is running," while a larger one read, "We don't make it but we know who does and can recommend it."

The Clerk's Originality.

A great scope is given to the trimmer's originality in making a display of these lines. The idea is to make the window as realistic and suggestive as possible. Herewith is another sugges-



Maple Syrup and Sugar Window Suggestion. Now is the Time When Something Original Will Sell Considerable of These Articles.

business may be arranged. Window displays of this line may be made particularly interesting from the fact that actual maple syrup making may be depicted, or at least represented in the window. Such a realistic touch is of much more value in creating demand for this line than a common arrangement of the goods would be.

Stratford Dealers' Method.

The Barnsdale Trading Co., of Stratford, Ont., is one firm that has taken advantage of the possibilities in this regard to push the sale of maple syrup and sugar. In fact nearly every year

in and get the clerks to tell them how maple syrup was made.

How Window Was Made.

A small tree, with a sap pail hanging from it, formed one of the important factors of the display. Then there was a long pole held up at one end by crotched sticks. From the elevated end of this hung the sap kettle by a chain, the representation of a fire being placed underneath. A pyramid of maple syrup in cans was built up at the back corners. In the centre of the background was a pyramid of packages of buckwheat flour

from which the trimmer may glean some ideas. As shown here, some high class stores in order to turn out an attractive display go to the extent of having a painted background showing a forest scene, with wildcats, owls and other birds. The trimmer may use a real tree and probably have stuffed owls and birds to improve the idea.

The sap kettle and representation of a fire is a needed addition to the trim, while the maple syrup and sugar may then be arranged to the best advantage. It would also be well to have suggestive show cards.

THE CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Province 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 2282 Cortlandt

Western States Representative—A. H. Byrne. 607 Marquette

Building, Chicago.

Telephone Randolph 3224

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12060.

E. J. Dodd

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.

ADVANCE IN ROLLED OATS.

Following firmness which was noted in our market reports in last issue, rolled oats advanced 15 cents per sack, or 30 cents per barrel, during the week. At the advance, values are 50 cents per bag above those ruling one year ago.

The reason that present prices are so much above those of last April is explainable by small supplies of raw material, the result of last year's small crops. Canadian production was not so unfavorable as that of United States, but high values across the border naturally firm-ed prices here.

Substantial gains were made in rolled oats during last fall. Then, under a price-cutting war, prices went down 30 cents per sack during December. A reaction of 20 cents per sack occurred during first two months of the year. For some time back now raw material has been moving upward, and the higher prices on the finished product is the result.

Values are steady at present level under a continued firm raw material market. Demand continues good for oats. United States buyers are in the market here, and are willing to pay fifteen cents duty per bushel in addition to market price, so scarce is the commodity on other side of the line.

TAX ON MAIL ORDER HOUSES.

At the annual meeting of the Retail Merchants' Association of Canada, report of which appears elsewhere in this issue, was a lengthy discussion on the mail order question.

N. C. Cameron, of Goderich, Ont., has been making an extensive study of this problem, and he claims to have a solution in a tax or license on houses which sell by catalogue outside of their own communities. He says the law could be enforced in the same manner as the liquor license law, where the Government collects a percentage of the bar receipts. Each hotel proprietor must give a sworn statement of his bar receipts. Mail order houses would, under Mr. Cameron's plan, be obliged to make sworn declarations to the Government of the amount of business done in each municipality. The tax would be a certain percentage of that amount, and would go to the coffers of the various municipalities.

That there will be much opposition to such a measure is beyond a doubt, and it is a question which should be

given much thought before a definite proposition is presented to the Legislature.

A number of other important discussions took place, chiefly on Legislative matters, and these discussions certainly demanded a larger attendance. If, as one of the members expressed himself, merchants could have known what was on the bill-of-fare, more would have been present.

WHERE CUSTOMERS ARE LOST.

"I haven't been back to that grocer since."

Does the dealer realize what it means when one woman makes such a statement to several others? Not much chance of having the confidence of anybody in that gathering, is there?

The trouble was all over some withered lettuce. The housewife had ordered it the night before. She would take it with her, as she wanted to place it in water so that it would be fresh for next day. Company was expected. There was a luncheon on.

The grocer asked to have the privilege of keeping the lettuce over night. He would see that it was placed in water and kept fresh.

Next morning it came with the remainder of the order. But it was withered. That accounted for the loss of the customer. The dealer had lost her confidence, and once that occurs, sooner or later the orders drop off. And it is just such simple matters as this that frequently cause the trouble.

Now that grape fruit is wearing off the market, grocers should be careful not to sell "punk" fruit. It is liable to cause the loss of a customer. In fact, a case is known to the writer where such has happened. A little attention to small matters will often save a good many dollars.

A SIXTY PER CENT. ADVANCE.

A manufacturer who has made a study of the subject, declares that the building done in Canada last year was 60 per cent. in advance of that ever done before. Indications, he declares, are that another increase will be noted this year, though following a banner season it is doubtful if any such honor mark as 60 per cent. will be achieved.

Building like this means a great deal to a country—especially when operations are rendered necessary by a natural growth, as has been the case here. Such extensive operations means a large and growing trade for the retailers.

It means that the country is prosperous.

SPRING NUMBER NEXT WEEK.

The next issue of The Grocer will be our big annual Spring Number. As usual it will be dressed in special attire, and the thousands of dealers who are acquainted with our past big numbers will appreciate what that means. The others will know next week.

In this Spring Number, the editors have endeavored to place before our readers a magazine that will be kept for reference. The central feature is "Creative Salesmanship," and the majority of our articles deal with ways and means the merchant has at his command to increase his business. Actual interviews with some of Canada's progressive dealers are given, showing how these men have made two blades of grass grow where there was only one before. The creating of new busi-

ness is the main theme, and those who are anxious to expand will do well to study our annual number thoroughly. It will be profusely illustrated as well.

Apart from the reading matter, there will be a wealth of informative material in the advertising section. This section will be read because of attractiveness of the advertisements and because of the fact that they supply information about the goods the dealer handles—and the more one knows about the goods in stock the more efficient salesman he becomes.

Watch for the big Spring Number next week.

THE ONTARIO R. G. A.

Those who have been following our news columns of the past month will not be surprised to learn of the formation in Hamilton last Friday of the Ontario Retail Grocers' Association. Full particulars of the meeting appear on another page of this issue, and should be read by all those interested in association work.

The meeting was largely attended, and particularly so inasmuch as many had not received notice in time to make preparations to go to Hamilton. In enthusiasm it was a decided success. The majority had something to say as to the methods of organization and when such interest is taken, it can safely be said that men who will work are behind the proposition.

The Grocer strongly believes in the principle of unity and association of merchants. No two dealers can get together and converse on a trade subject without learning something. The more frequently they talk with one another, the broader will be their conception and knowledge of trade matters. Unity is practically the only way in which legislative reforms can be carried out, and it certainly behooves all grocers and other merchants to assist in association work when there are so many legislative matters to look after.

It is the desire of all in the trade that the new organization just launched, as well as all other similar Canadian organizations, should prosper; but to do this men in the trade must sacrifice a little time, a little energy, and last, but of most importance, a little money. These will all be returned ten-fold when the association is on a sound working basis.

TRADE WITH WEST INDIES.

The Minister of Trade and Commerce has announced a trade agreement between Canada and the British West Indies. The terms have not yet been made public, and will not until ratified by all the Governments and Legislatures concerned. The only general statement made is that the agreement is of comprehensive scope in regard to the freer exchange of nearly all the items of exchange between Canada and the West Indies. It is expected that it will come into effect on January 1, 1913.

Provision is made for including the Bahamas, Bermuda, Jamaica and British Honduras in the reciprocal trade arrangement at any time they so desire.

It includes exchanges of products on a wide and generous scale, and is based on a preference to the products of each country in the markets of the other.

The questions of improved cable and steamship communications between Canada and the West Indies were considered, and the views of the conference were embodied in resolutions unanimously passed. The objective of these resolutions is to effect an up-to-date and adequate cable and steamship connection, based upon the cooperation of the West Indies colonies, the Dominion of Canada, and the Government of Great Britain.

Jamaica, one of the chief of the British West Indies, was not represented at the conferences held. It is claimed that the chief reason of this is Jamaican politics and policy are largely affected by the wide and contiguous market of the United States. It looks also as if Jamaica has been influenced by the threat of certain public men of the United States that in the event of the Island granting a preference to Canadian products to the detriment of the United States, reprisals would be forthcoming from the big neighbor.

An interesting feature in connection with the signing of the new agreement is that during the past week a prominent New York lawyer, representing the United States milling interests, has been in Ottawa endeavoring to block the portion of the agreement giving a preference to Canadian flour and its products in the West Indian markets. The United States millers fear that their present virtual monopoly of the West Indian trade will be seriously damaged by the new treaty, and hence endeavored to interfere in the consummation of the family agreement between Canada and the West Indies. The arguments presented by the lawyer, however, were not sympathetically heard, and he left somewhat crestfallen.

HIGHER PRICES FOR CORN SYRUP.

Corn syrup prices have been advanced 15 cents per case during the week. This applies to both the light and dark-colored syrup.

Two weeks ago, in our market reports, we pointed out that starch had been advanced, and as same conditions affected syrup, it was regarded as holding a strong position. Market for raw material continued strong, and the advance followed. Even at higher price, situation is quite strong, as the advances made by corn during past month have been substantial indeed.

Since early last fall there has been a record demand for corn syrups, and manufacturers were often considerably behind in orders during the winter. The continued cold weather was favorable indeed to a large consumption of this line.

Even if we are now on the brink of spring, retailers should not neglect this line. Warmer weather may not work for quite so large a demand, but those dealers who maintain stocks and push this line will find that a good trade may be done during spring and summer. The day when corn syrups are neglected as soon as the snow begins to disappear is past and gone. Syrup is now an all-the-year-round seller. The wise grocer regards it as such.

EDITORIAL NOTES.

The procession still goes on. Rolled oats and corn syrups are up this week.

• • •

Next week's issue will be the big Spring Number. You can bank on something good.

• • •

Butter still sticks to the high spots. The old, well-known sentence in the public school grammar: "I sometimes butter my bread on both sides," is now obsolete. Dr. Sneath will have to expurge it.

• • •

What effect will the trade agreement between Canada and the British West Indies have on sugar? is a question many are wondering. It is understood that the latter countries want Canada to purchase all their sugar from them.

Corn Syrups High---Sugar is Weak

Corn Syrups Advanced in Sympathy With Higher Raw Material—Demand Still Continues Good—Raw Sugar Holds Weak Position—Easier Tendency in Prunes Continues at Several Centres—Opening of Navigation Will Bring Greater Activity in Groceries.

QUEBEC MARKETS.

POINTERS—

Syrup—Advanced.
Sugar—A little weaker.

Montreal, March 11.—There is little change to report in trade for the week. Business for spring is setting in early and dealers are confident of a good season. The floods caused by rising waters blocked trains on some lines causing considerable delay in shipments.

Syrup is again offering the feature to the market; prices advancing this week.

SUGAR.—Sugar situation is inclined to be weak. Values for week have not changed; but New York markets are declining so as to take advantage of the Cuban raws. Canadian markets may do likewise. Demand is reported fair.

Granulated, bags	5 35
Granulated, 25-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 Diamond 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.—Market as regards syrup is strong. Demand is heavy and prices have advanced, in sympathy with the high price of raw materials, 15 cents per case on tins and $\frac{1}{2}$ cent on half and quarter barrels and $\frac{1}{4}$ cent on barrels.

Molasses has offered no feature. Trade is seasonably quiet, buying being of hand to mouth order.

Fancy Barbados molasses, puncheons	\$0 38	\$0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 34	0 36
Choice Barbados molasses, barrels	0 37	0 39
Choice Barbados molasses, half-barrels	0 39	0 41
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
Corn syrups, half-barrels	0 04	0 04
Corn syrups, quarter-barrels	0 04	0 04
Corn syrups, 38 $\frac{1}{2}$ -lb. pails	1 90	1 90
Corn syrups, 25-lb. pails	1 35	1 35
Cases, 2-lb. tins, 2 doz. per case	2 90	2 90
Cases, 5-lb. tins, 1 doz. per case	3 25	3 25
Cases, 10-lb. tins, $\frac{1}{2}$ doz. per case	3 15	3 15
Cases, 20-lb. tins, $\frac{1}{4}$ doz. per case	3 10	3 10

DRIED FRUITS.—Conditions in market are usually quiet at this time of year. Trade is moving a good deal of stock into consumption but retailers are simply using up what they have on hand. The tone of the market is easy

on some lines with no quotable price changes to record.

Evaporated apricots	\$0 22	\$0 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08 $\frac{1}{2}$	0 08 $\frac{1}{2}$
Currants, fine filiatras, per lb., cleaned	0 07 $\frac{1}{2}$	0 08
Currants, 1-lb. packages, fine filiatras, cleaned	0 08	0 09 $\frac{1}{2}$
Currants, Patras, per lb.	0 08	0 09 $\frac{1}{2}$
Currants, Vostizas, per lb.	0 09 $\frac{1}{2}$	0 10
Dates, 1-lb. packages	0 08 $\frac{1}{2}$	0 08 $\frac{1}{2}$
Dates, Hallowee, loose	0 11	0 11
Figs, 3 crown	0 07 $\frac{1}{2}$	0 10 $\frac{1}{2}$
Figs, 4 crown	0 08	0 10 $\frac{1}{2}$
Figs, 5 crown	0 08 $\frac{1}{2}$	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 35-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10 $\frac{1}{2}$	0 11 $\frac{1}{2}$
Glove boxes, 19-oz., per box	0 07	0 07 $\frac{1}{2}$
Prunes—		
29-30	0 13	0 13
30-40	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
40-50	0 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$
50-60	0 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$
60-70	0 11 $\frac{1}{2}$	0 11 $\frac{1}{2}$
70-80	0 10	0 10 $\frac{1}{2}$
80-90	0 09	0 9 $\frac{1}{2}$
90-100	0 07	0 07
100-120	0 08	0 08
Bosnia prunes	0 08	0 09

Raisins—		
Choice seeded raisins	0 09	0 09
Choice fancy seeded, 1-lb. pkgs.	0 09 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08	0 08
Seedless, new in packages	0 08	0 10
Select raisins, 7-lb. box, per box	0 08	0 10
Sultana raisins, loose, per lb.	0 12	0 14
Sultana raisins, 1-lb. cartons	0 18	0 19
Malaga table raisins, clusters, per box	2 50	5 75 $\frac{1}{2}$
Malaga table raisins, clusters, per $\frac{1}{4}$ box	0 80	1 90
Valencia, fine off stalk, per lb.	0 08	0 08 $\frac{1}{2}$
Valencia, select, per lb.	0 08 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Valencia, 4-crown layers, per lb.	0 09	0 10

TEAS.—Tea market is steady with a fair amount of business being done. Stocks are about at last year's level and will most likely retain present values.

Japan—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 15	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 25
Hyson	0 24	0 25
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Coffee remains unchanged. All grades of Rio and Santos are firm but prices for week are unmoved. Demand is favorable under existing conditions.

Mocha	0 25	0 28
Rio	0 21 $\frac{1}{2}$	0 23 $\frac{1}{2}$
Mexican	0 25	0 28
Santos	0 22	0 24
Maracabio	0 23	0 25 $\frac{1}{2}$

SPICES.—Spices are beginning to show signs of activity. The spring trade has livened market; orders are heavy; but as yet prices rule unchanged.

Allspice	0 13	0 15
Cinnamon, whole	0 14	0 15
Cinnamon, ground	0 15	0 16
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 25	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 30
Mace	0 25	0 35
Nutmegs	0 25	0 35

Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—Market for nuts is quiet. Values on all varieties remain the same. Peanut market is beginning to show signs of activity.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	0 10 $\frac{1}{2}$	0 12
Filberts, Barcelona, per lb.	0 10 $\frac{1}{2}$	0 12
Tarragona Almonds, per lb.	0 12	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14 $\frac{1}{2}$	0 15 $\frac{1}{2}$
Walnuts, Cornes, per lb.	0 11	0 13
Hungarian	0 13 $\frac{1}{2}$	0 15

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

Peanuts—		
American—		
Japanese roasted	0 08 $\frac{1}{2}$	0 08 $\frac{1}{2}$
Coon, roasted	0 08 $\frac{1}{2}$	0 08
Diamond G. roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	0 12	0 13
Virginia, No. 1	0 12	0 13
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 15	0 17
Walnuts—		
Bordeaux halves, bright	0 28	0 30
Broken	0 28	0 30

RICE AND TAPIOCA.—Movement of rice is still routine. Business for the week has been quiet, no special features being offered.

Tapioca shows no change in either price or demand.

Rangoons—		
Rice, grade B, bags, 250 lbs.	3 45	3 55
Rice, grade B, bags, 100 lbs.	3 45	3 55
Rice, grade B, bags, 50 lbs.	3 45	3 55
Rice, grade B, pockets, 25 lbs.	3 55	3 65
Rice, grade B, $\frac{1}{2}$ pockets, 12 $\frac{1}{2}$ lbs.	3 55	3 65
Rice, grade C.C., bags, 250 lbs.	3 35	3 45
Rice, grade C.C., bags, 100 lbs.	3 35	3 45
Rice, grade C.C., bags, 50 lbs.	3 35	3 45
Rice, grade C.C., pockets, 25 lbs.	3 45	3 55
Rice, grade C.C., $\frac{1}{2}$ pockets, 12 $\frac{1}{2}$ lbs.	3 45	3 55
Fancy Patna—		
Patna, polished	4 00	4 10
Pearl	4 40	4 50
Imperial Glace	4 70	4 80
Sparkle	4 90	5 00
Japan—		
Crystal	4 95	5 05
Snow	5 15	5 25
Ice Dips	5 40	5 50
Carolina 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—
Corn Syrups—15c. per case higher.
Sugar—Weak.
Prunes—Still easy.
Canned Pineapple—Rather scarce.

Toronto, April 11.—One of the changes of week is upward move in corn syrups of 15 cents per case in sympathy with the much stronger market for raw material which has been making substantial gains of late. Sugar holds a weak position while prunes also continue easy with different firms quoting various prices on certain sizes.

Trade is still on quiet side. Easter demand for certain lines worked for a slight improvement last week. Some

jobbers express opinion that city trade is somewhat better but bad roads in country districts are no doubt having an adverse effect on trade. The frequent dips in temperature are not conducive to housecleaning, so that demand for housecleaning lines is not as good as it would be under more favorable conditions. Warmer weather and opening of navigation should work for greater activity.

Great deal of complaint is heard at present time regarding delayed transportation of goods at this point, trouble being found with both incoming and outgoing shipments. Last week's Teamsters' Strike was a short-lived affair, but still it added somewhat to congested condition as did also the Easter holidays. Facilities for handling goods with rapidity at this point are apparently far from adequate. For past two years there was always congestion during spring and fall rush but it is now getting to be a chronic condition.

SUGAR.—Sugar is weak in sympathy with same conditions existing in market for raws. Sugar situation in United States is unsettled, causing a weakness that is reflected on this side of line. There are three big factors depressing market at present time. There is the financial depression by reason of English coal strike, talk of tariff revision on sugar in United States, which has weakened ideas of holders of Porto Rico raws, while third is favorable outturn of Cuban crop, which points to full 1,800,000 tons estimated if suitable weather for grinding continues.

Meanwhile refined trade continues of a hand to mouth order.

Extra granulated, bags	5 45
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 05
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 85
Extra ground, 50-lb. boxes	6 05
Extra ground, 25-lb. boxes	6 25
Powdered, bbls.	6 65
Powdered, 25-lb. boxes	6 05
Powdered, 50-lb. boxes	5 85
Red Seal, 5-lb. box	0 37
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. — Corn syrups have been advanced this week. It will be remembered that two weeks ago we pointed out that starch had been advanced and as the same conditions affected syrups, they were regarded as holding a strong position. The corn market has been making big jumps upward and this week quotations on both dark and light colored syrup were raised 15 cents per case. The advance on barrels is ½ cent per pound, and ¼ cent on quarters and halves. Trade in corn syrups still continues quite good and under the big advances in corn, syrups are still regarded as holding quite a strong position.

Maple syrup is moving well, a substantial trade being done in new make at many points.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 30
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
¾ gals. 12 to case	5 40
½ gals. 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
¾ gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 80
Molasses, per gallon—	
New Orleans, medium	0 30
New Orleans, fancy	0 35
Barbados, extra fancy	0 45
Porto Rico	0 45
Muscovado	0 30

DRIED FRUITS.—Easier feeling by reason of good sized stocks being carried and lack of brisk demand still continues in prunes and some further declines are recorded by a number of firms. Apparently some jobbers find themselves carrying larger stocks of this line than they care to for the season and thus values in buyer's favor. It is, however, difficult to get an exact line on prune values as different firms find themselves differently situated on certain sizes. "I don't see any reason for any big break in prunes," said one buyer. "The season of big demand is just opening up and it must be remembered there are several months' demand yet to supply."

Other lines of dried fruits hold steady position. Dates are in rather small supply while figs are not over plentiful. Currants on primary market are firmer. Local jobbers are carrying fairly good stocks.

"Currants should be going out well now," said one dealer. "You know that during past couple of years they have come into great favor as material for pie." Currants are not only comparatively reasonable but make excellent pie and no doubt many retailers could sell a good deal more by bringing this fact before customers. This is the time of year when housewife is rather in a quandary as to material for pie, and all suitable lines should be pushed.

Coast dried fruit market continues weaker and lower, both prunes and raisins included.

30 to 40, in 25-lb. boxes	0 14	0 15
40 to 50, in 25-lb. boxes	0 12	0 13
50 to 60, in 25-lb. boxes	0 11½	0 12
60 to 70, in 25-lb. boxes	0 10½	0 11
70 to 80, in 25-lb. boxes	0 10	0 10½
80 to 90, in 25-lb. boxes	0 09	0 09½
90 to 100, in 25-lb. boxes	0 08½	0 09
Same fruit in 50-lb. boxes, ¼ cent less.		
Boemia prunes	0 08½	0 09
Apricots—		
Choice, 25-lb. boxes	0 22	0 23
Slabs	0 20	0 20
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12½
Citron	0 18	0 17
Figs, 2 to 2½ inches, per lb.	0 04	0 04½
Tapioca	0 04½	0 07
Rag figs	0 09	0 13
Evaporated peaches	0 15	0 17
Dried apples	0 09½	0 10
Evaporated apples	0 10½	0 11½
Currants—		
Pine Filletas	0 07½	0 08
Patras	0 08	0 08½
Vestinas	0 10	0 12
Uncleaned, ¼ cent less.		

Raisins—		
Sultana	0 11	0 12
Sultana, fancy	0 14	0 14½
Sultana, extra fancy	0 16	0 17
Valencias, selected	0 08	0 08½
Seeded, 1 lb. packets, fancy	0 09	0 09
Seeded, 15-oz. packets, choice	0 08½	0 09
New Dates—		
Halloweens—		
Full boxes	0 06	0 07
Package dates, per 1 lb.	0 07	0 07
Faris, choicest, 15-lb. boxes	0 08½	0 09
Faris, choicest, 50-lb. boxes	0 08½	0 09

TEA.—Large supplies of inferior stinky teas both from India and Ceylon during last two months have caused lower quotations for common tea; only, however for undesirable teas. Demand for all grades has never been stronger and with really good quality, buying has been keen. Russians have been strong buyers and appear to have no limits at all for teas they want. Leaf teas therefore, with flavor have all been disposed of at firm prices.

COFFEE.—Strong market still continues in coffee, but no changes have been recorded in local quotations. Prices are already high and dealers under such conditions do not expand values unless absolutely necessary. Considering high prices, trade on whole is reported fair.

Rio, roasted	0 23	0 24
Green, Rio	0 19	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 24	0 25
Bogotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 27	0 28
Mexican	0 35	0 38
Guatemala	0 35	0 38
Jamaica	0 34	0 35
Chicory	0 13	0 13

SPICES.—Prices on spices show little or no change and general market conditions remain about same as those outlined in past issues. Trade is routine and likely to continue so until spring advances further and navigation opens.

	Tins.	¼-lb. pkgs.	¼-lb. tins doz.
Allspice	15-18	80-0 70	70-0 80
Cassia	20-30	85-1 15	85-1 25
Cayenne pepper	25-28	90-1 05	90-1 15
Cloves	25-28	75-0 85	85-1 10
Green tartar	27-00	90-0 00	
Curry powder	25-00		
Ginger	22-27	65-0 85	75-0 95
Mace	50-85		0-3 75
Nutmegs	30-45	90-0 00	1 60-3 00
Peppers, black	18-22	67-0 75	80-0 80
Peppers, white	28-30	90-1 05	1 05-1 18
Pastry spice	25-27	65-0 85	75-1 10
Pickling spice	16-20	75-0 00	75-0 00
Turmeric	16-00		

Range for pure spices according to grade. Pails or boxes 1 cent per lb. below tins. Barrels 3 cents below tins.

Mustard seed, per lb. in bulk	0 12
Celery seed, per lb. in bulk	0 20
Shredded coconut, in pails	0 15½

NUTS.—New Brazil nuts are being pushed by some retailers to advantage. Fact that they are new helps in their sale. On whole trade in nuts is not brisk, although shelled varieties are moving well.

Tendercy in most lines is to steadiness except Brazils which are quoted lower for May delivery.

Almonds, Formigetta	0 15	0 15½
Almonds, Tarragona	0 14½	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 12	0 13
Walnuts, Bordeaux	0 12	0 14
Walnuts, Marbots	0 12	0 14
Walnuts, shelled, new	0 30	
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 15	0 15
Peanuts, roasted	0 18	0 13
Peanuts, green, extras	0 15	0 18
Peanuts, green, jumbo	0 18	0 18

RICE AND TAPIOCA.—Spring is good season for sale of rice and tapioca and consumption of these lines should be on a good scale. There are no special market features to report.

THE CANADIAN GROCER

Standard B. from mills, 500 lbs., or over, f.o.b. Montreal	3 45
Rice, standard B., f.o.b. Toronto	3 50
Per lb.	
Rangoon	0 03% 0 04
Fancy rangoon	0 05
Patna	0 05% 0 06
Japan	0 05 0 07
Java	0 06 0 07
Carolina	0 08 0 10
Sago, medium brown	0 06% 0 07
Tapioca—	
Bullet, double goat	0 08
Medium pearl	0 06% 0 07
Flake	0 08
Seed	0 06% 0 07

BEANS.—Values unchanged but quite strong with good demand still in evidence.

Prime beans, per bushel	2 50
Hand picked beans, per bushel	2 60
California Lima beans, lb.	0 08

CANNED GOODS.

TORONTO.—Demand for canned goods might be described as fairly good for season. Many lines are moving quite slowly. Others are fairly brisk. In fruits, strawberries, raspberries and blueberries are the lines in scant supply, some firms reporting complete clean-up.

In vegetables, tomatoes, even in face of present high prices seem to be line that is moving most briskly. Peas are quiet and have been, the high price curbing the demand.

"There are many firms carrying larger stock of peas," said one firm, "than I believe they can reasonably get rid of. I wouldn't be surprised at a weakening before season ends."

"Yes, there was a small delivery of peas last year," said another, "but you must remember that in view of previous year's experience, most jobbers bolstered up orders considerably last year and while the delivery was small, the pack was much larger than the year before. Added to this high prices have curtailed demand."

On account of high prices on peas this year, a number of firms have introduced soaked peas.

Stocks of pineapples are rather scarce at present but winter pack of Hawaiian pines will arrive in couple of weeks. One firm quotes Hawaiian Os. at \$2.45, and Singapore 1½s. at \$1.65 to \$1.75.

MANITOBA MARKETS.

POINTERS—

California Fruits—Weaker.
Corn Syrup—Up 20c case.

Winnipeg, April 11.—One of the features of the market this week is a weaker feeling in California dried fruits and an easing off in some varieties at any time would not be a great surprise.

As regards the general outlook, March collections have been none too good, but business is active and outlook considered excellent. Farmers are busy on the land, the recent snow storm having caused but little delay in operations.

New business openings in new towns are numerous and are likely to be an important feature of the season.

In Winnipeg there are no unemployed and the season promises to be the most important yet in both civic and private enterprise. Should labor disputes not intervene everything points to a year of great development and prosperity.

SUGAR.—Last week's decline of 10 cents per cwt. brought refined prices in sacks down to \$6 per cwt. Outlook of market as yet somewhat uncertain.

Montreal and B. C. granulated, in bbls.	6 65
Montreal and B. C. in sacks	5 30
Montreal, yellow, in bbls.	5 40
Montreal, yellow, in sacks	5 60
Icing sugar, in bbls.	6 25
Icing sugar, in boxes (25 lbs.)	6 40
Powdered sugar, in bbls.	6 20
Powdered sugar, in boxes	6 20
Powdered sugar, in small quantities	6 00
Lump, hard, in bbls.	6 90 6 95
Lump, hard, in half-bbls.	7 00 7 05
Lump, hard, in 100-lb. cases	6 90

SYRUPS.—A fairly good trade continues in syrups. Strouger feeling in corn syrups has resulted in an advance of 20 cents per case. It will be remembered that starch was advanced in price two weeks ago and as syrup is governed by the same conditions, the advance was not unexpected.

Syrups—	
24 2-lb. tins, per case	0 73
12 5-lb. tins, per case	0 95
6 10-lb. tins, per case	0 81
3 20-lb. tins, per case	0 89
Half barrels, per cwt.	4 05
Barbadoes molasses, in half bbls, per gal	0 45
New Orleans molasses, half bbls, per gal	0 30 0 31

Dried Fruits.—Prices are unchanged but an immediate reduction of 1 cent all round is expected. Reports of low stocks were seemingly without foundation in many cases.

New Prunes—	
90-100s, 25s, s.p.	0 18% 4
90-100s, 10s, s.p.	0 10% 4
80-90s, 25s, s.p.	0 10% 4
80-90s, 10s, s.p.	0 11% 4
70-80s, 25s, s.p.	0 11
70-80s, 10s, s.p.	0 11% 4
60-70s, 25s, s.p.	0 11% 4
50-60s, 25s, s.p.	0 11% 4
40-50s, 25s, s.p.	0 13
Cooking Figs—	
Choice boxes	0 05% 4
Half boxes	0 05% 4
Half bags	0 04% 4
Valencia Raisins—	
Fine, f.o.s., 25s, s.p., per box	2 30
Fine selected, 25s, s.p., per box	2 35
4-crown layers, 25s, s.p., per box	2 05
4-crown layers, 14s, s.p., per box	1 30
4-crown layers, 7s, s.p., per box	0 70
No plus ultra, 25s, s.p., per box	2 40
Currants—	
Dry, clean, per lb.	0 07% 4
Washes, per lb.	0 09% 4
1-lb. package	0 08% 4
2-lb. package	0 17% 4

NUTS.—Trade in nuts is only normal. Shelled varieties move fairly well. Shelled walnuts in small quantities are worth 28½ cents and 27½ in 55-lb. cases.

Nuts—	
Per lb.	
Filberts	0 11% 4
Walnuts, Marbots	0 13% 4
Walnuts, Grenoble	0 16
Walnuts, shelled, cases 55 lbs.	0 27% 4
Walnuts, shelled, in less quantities	0 28% 4
Almonds	0 17
Almonds, shelled, in 28-lb. boxes	0 33
Almonds, shelled, less than 28-lb.	0 34
Peanuts, roasted, choice	0 09% 4
Peanuts, roasted, extra fancy	0 11
Peanuts, shelled, not roasted	0 09
Peanuts, salted, per ctn. of 20x5c pkts.	0 70
Pecans, medium	0 17
Pecans, large	0 20% 4
Nutmegs	0 20

COFFEE.—Coffee is still high. Green Rio is quoted ½ cent higher.

Roasted Rio, per lb.	0 22
Green Rio, 5s, lb.	0 17% 4
Green Rio, 7s, per lb.	0 18% 4

BEANS.—No further changes reported, prices firm and demand good.

Beans, 3-lb. picker, per bushel	2 65
Hand picked, per bushel	2 75
Peas, split, 100 lbs.	4 00

NEW BRUNSWICK.

St. John, April 10.—While business during past week has been promising and well within the standard for Easter, the markets have seen few changes. Sugar last week declined ten cents in all grades, due to uneasiness and nervous condition of southern markets and conflicting reports, while beans are remarkably high, both yellow eye and white. Both compound and pure lards are higher and show tendency to advance still more and same may be said of barrelled pork, domestic and United States.

Country market was liberally stocked for Easter with eggs, ham, bacon and other articles, and the meat supply, beef and veal in particular, was exceptionally good. As was expected, eggs, being plentiful, sold cheaply but the demand was very brisk.

Bacon	\$ 50	\$ 15
Beans, hand picked, bus.	2 60	2 70
Beans, yellow eye, bus.	2 65	2 75
Butter, dairy, per lb.	0 26	0 30
Butter, creamery, per lb.	0 30	0 34
Buckwheat, W., grey bag	2 85	3 00
Cheese, new, lb.	0 17	0 17% 4
Currants, 1's, lb.	0 08	0 08% 4
Canned Goods—		
Beans, baked	\$ 1 15	\$ 1 25
Beans, string	1 02% 4	1 05
Corn, doz.	1 90	1 05
Peas, No. 4	1 20	1 25
Peas, No. 3	1 25	1 30
Peas, No. 2	1 30	1 35
Peas, No. 1	1 80	1 85
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 10	5 15
Cornmeal, bags	1 75	1 80
Cornmeal, bbls.	3 45	3 50
Eggs, henery	0 22	0 24
Eggs, case	0 22	0 23
Finnan Haddies	4 40	4 50
Fish, cod, dry	6 25	6 50
Flour, Manitoba	6 55	6 80
Flour, Ontario	5 60	5 70
Lard, compound, lb.	0 10% 4	0 11
Lard, pure, lb.	0 13% 4	0 13% 4
Lemons, Messina, per box	3 50	4 00
Molasses, Barbadoes, fancy	0 34	0 35
Oatmeal, rolled	5 70	5 75
Oatmeal, std.	6 30	6 35
Pork, domestic mess	21 00	22 00
Pork, American clear	21 50	23 50
Potatoes, barrel	2 25	2 50
Raisins, California, seeded	0 09% 4	0 10
Rice, per lb.	0 03% 4	0 04
Salmon, Case—		
Red Spring	\$ 7 75	\$ 8 00
Cohoos	7 25	7 80
Sugar—		
Standard granulated	5 60	5 70
Austrian granulated	5 50	5 60
Bright yellow	5 40	5 50
No. 1 yellow	5 10	5 20
Paris lumps	6 65	6 90

NOVA SCOTIA MARKETS.

Halifax, April 11.—Wholesale and retail grocers report business good during Easter week. With exception of sugar prices most lines have tendency to go higher. At the present time there is practically a butter famine in Halifax. Quantity of local made butter coming to market is limited. Some dealers here have imported butter from Quebec during week and others are using New Zealand. The situation here is unprecedented.

There was some evidence of a "corner" in eggs during week but it was only partially successful. Stocks were held back and wholesale price was moved up to 25 cents per dozen, an advance of three cents. Country vendors then

came in and began to retail eggs at 25 cents, and wholesale price eased off to 22 cents.

Extra standard granulated sugar is now quoted at \$5.50, United Empire \$5.40, and Bright Yellow \$5.30.

Beans are also advancing. Prime are now quoted \$2.50 and yellow eye at \$2.80.

ANNUAL MEETING OF THE R. M. A.
(Continued from page 32.)

lation will be asked to have it become law.

Transient Traders' Law.

The following resolution was another considered:—

“That it is the opinion of this meeting that a full enquiry should be made into the many conditions that exist in the various parts of this province regarding peddlers and transient traders, and that an Act should be prepared suitable to the various conditions and every effort should be put forth to have it made law at the next session of the Ontario Government.”

It was carried with the following amendment: “And we recommend that all parties who solicit or take orders for any articles of merchandise direct to the consumer be included in the peddlers' act and they be treated the same as peddlers.”

A suggestion to add a clause that wholesalers who sell to consumers in local places should also be licensed was made and this will be gone into by the executive.

The question of wholesalers selling direct to consumers was considered at some length. “When I know of any selling direct,” remarked one member, “I simply cut him off.”

J. W. Burgess of Bala, Muskoka District, was one of those who had many complaints to offer in this respect.

Employer's Liability.

The next resolution was as follows:—

“That whereas there is now before the Ontario Legislature a proposal to bring in a measure to be known as The Employers' Liability Act, and from such information as can be gathered it appears to be the intention of such act to make employers financially responsible for accidents that occur to their employes; if this should be the intention of this proposed Act we recommend that retail merchants should be exempt from its provisions.”

This was explained by E. C. Matthews and E. M. Trowern, the latter pointing out that down in Quebec, the retailers had to fight hard to get retail dealers

exempt from liability in case of accident to their employes. The bill principally referred to manufacturers. When the new bill is drafted by the Legislature it will be watched closely by the association and if this exemption is not made it will be fought as strongly as possible.

Rights of the Trade.

A resolution respecting the rights of the trade was:—

“That in view of the fact that a further amendment is necessary to the Criminal Code in order to enable the retail trade to consult with and make fair arrangements with the wholesale trade and with manufacturers we therefore again urge upon the Dominion Board the necessity of securing the necessary amendment from the Dominion Government.”

Mr. Trowern stated that at the present time no body of retailers can get together and agree among themselves to decline to deal with a certain wholesaler who may, for instance, be selling direct to the consumer.

“But this association under our charter can acquaint its members of the fact that some wholesaler is selling direct and can advise all the members not to purchase from that wholesaler. Our charter gives us this power but the power is confined only to this association. My object in getting the amendment referred to in the resolution is to be able to confer with wholesalers to get them, for instance, to agree not to sell direct and if one does sell direct, to be able to take the matter up with the wholesale trade and say to the wholesaler who breaks his agreement, ‘We'll cut you off.’”

The resolution was adopted and will be forwarded to the Dominion Board.

Other resolutions adopted were the following:—

“That inasmuch as mail order and catalogue houses depend entirely upon securing their trade through the publication of catalogues, we deem it to be in the best interests of the public and those merchants who desire to do an honest business to have a law passed making it a criminal offence to falsely advertise any article.”

“That we recommend that the Dominion Board of our Association consider the advisability of pointing out to the Government that in the event of a Tariff Commission being appointed that one of the members of said commission should have a full knowledge of the retail trade.”

Educational Campaign.

“That inasmuch as retail merchants have a knowledge of merchandise that is unknown to the

general public, and as the public are misinformed as to the real nature and value of the majority of goods offered for sale through catalogues by mail order houses, it is the opinion of this meeting that the Executive should use all the means in their power to educate the public up to the knowledge that they can be better served and their community greatly improved by spending their money in their own home town.”

Opposition to Bulk Sales Act.

N. Cameron opposed the Bulk Sales Act now before the Legislature on the grounds that a merchant shouldn't have to get the consent of 51 per cent. of his creditors if he desired to sell out. “The moment a prospective buyer sees such a statement it would probably end the negotiations, even if the seller were an honest man.”

E. C. Matthews pointed out that while the bill would prevent in many cases honest men from selling, the dishonest man could sell privately in pieces and defeat the purpose of the legislation.

It was decided to oppose the principle of the bill.

The New Officers.

The new officers were elected as follows:—

President—A. Weseloah, Berlin.

1st Vice-Pres.—E. C. Matthews, Toronto.

2nd Vice-Pres.—N. C. Cameron, Goderich.

Secretary—E. M. Trowern, re-elected.

Treasurer—M. Moyer, re-elected.

John McClellan, of Bowmanville, was elected a representative to the National Exhibition Association. The five officers above elected will represent the association on the Dominion Board.

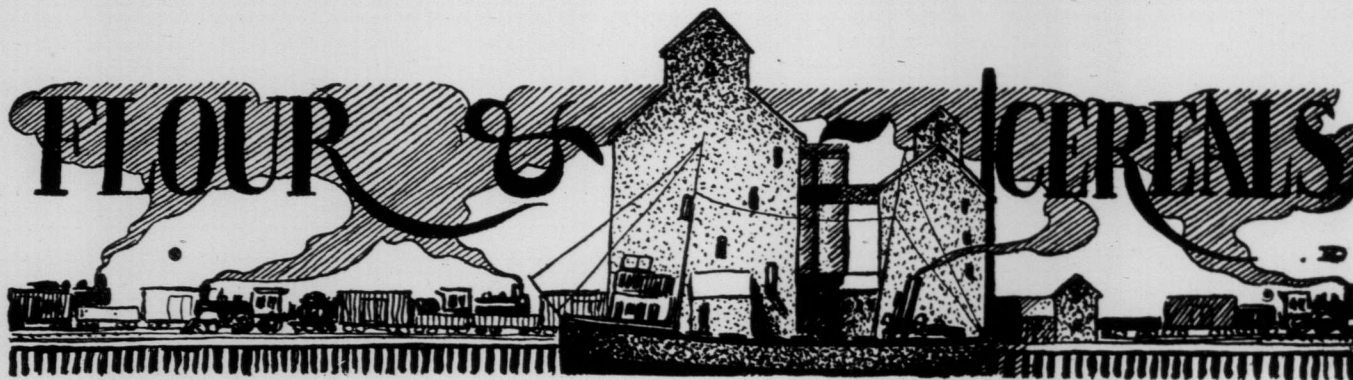
Place and date of next annual meeting will be left to the executive.

FOOD LEGISLATION.

A meeting of the baking powder manufacturers of the Canadian Manufacturer's Association was held in Toronto on Thursday last to discuss the new standards for baking powder proposed by the Dominion analyst, A. McGill. A number of them will go to Ottawa on Friday of this week to see Mr. McGill regarding the proposed standard.

Island Fisheries, Limited, has been incorporated at \$20,000. The head office is at St. John, N.B.

The firm of W. H. Escott Co., wholesale brokers and manufacturers' agents, was changed on April 1st to Escott & Harmer. Mr. Harmer will take charge of the office department.



Rolled Oats 15c. Per Sack Higher

In Sympathy With Upward Trend of Raw Material—Cornmeal is also Firmer and Higher at Some Centers—Spring Lull has Had Little Effect on Cereals—Retailers Who are Pushing Flour Getting Good Results.

An advance of 15 cents per bag or 30 cents per barrel was made in rolled oats during the week. This is in keeping with the predictions in these columns during the last two weeks, marked firmness having been noted.

For some time now raw material has been climbing to a higher level and naturally the finished product followed in the same direction. Previous to advance many mills booked considerable business ahead, so that trade is fairly well supplied at the lower level of prices.

Cornmeal continues firm in sympathy with trend of raw material both here and across the line and some further advances are noted at some centres in this commodity. One manufacturer of cornmeal in packages has advanced the price 10 cents per case of two dozen 10-cent packages.

It is usual for some slight slackening off to occur in demand for cereals when warmer weather puts in an appearance, but millers report that spring lull has as yet had little effect. It depends to a considerable extent on the retail grocer. If he continues to display and push cereals he will find that consumption will be much better than if he suggested it as an unseasonable line by failing to keep it before customers.

Flour trade is reported as fair but by no means overly brisk. This is another line that should not be neglected at this season. Those grocers who are putting some effort behind flour are finding good results. With wheat showing a stronger front, flour is regarded at moment as holding a quite firm position.

Freight congestion which has been holding back both raw material and finished product from reaching their destination does not appear to be quite so serious as was the case some time ago.

MONTREAL.

FLOUR.—Flour is firm with business reported up to the mark. Stocks still hold good with prices, however, tending to advance.

Winter wheat, fancy patents, in bags	5 20
Straight rollers, in bags	4 80
Manitoba 1st Spring wheat patents, bags	5 70
Manitoba straight patents, in bags	5 20
Manitoba strong bakers, in bags	5 00
Manitoba second, in bags	4 00

CEREALS.—Rolled oats were advanced 15 cents per sack or 30 cents per barrel during the week following trend of market for raw material.

Millers find difficulty in getting raw material, while dealers are blocked by poor shipments. The demand is still pressing and partly cause the advancing prices.

Fine oatmeal, single bag lots	2 90
Standard oatmeal, single bag lots	2 90
Granulated oatmeal, single bag lots	2 90
Roll'd Cornmeal, 100 bags	2 15
Rolled oats, rye 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 15

TORONTO.

FLOUR.—A moderate demand, marked by no special activity but considered fair for the season is generally reported. Those retailers who are pushing the sale of flour are finding an appreciably demand.

Manitoba 1st patents in car lots are bringing \$5.60 and there appears to be no special tendency to market, although steady.

Ontario millers using water power are having some difficulty by reason of floods and spring freshets. Offerings of Ontario flour are rather on the scanty side with prices steady.

Manitoba Wheat.	
1st patent, in car lots	5 60
2nd patents, in car lots	5 20
Strong bakers, in car lots	5 00
Feed flour, in car lots	3 00 3 20

Winter Wheat.	
Straight roller	4 00
Blended	4 00 5 00

CEREALS.—The emphasis given to strength and firmness in rolled oats

last week was well warranted as is shown by the advance of 15 cents per bag in price during the week. Raw material has for some time now been moving gradually upward, making a rise in finished product necessary. There was a good percentage of business booked by most firms at the lower figure previous to the advance. Consumptive demand on this line should still be on a good scale.

Cornmeal is firm at present price in sympathy with raw material, some firms having firmer ideas than reflected in quotations. Ten cent packages have been advanced 5 cents per dozen by one firm.

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.	1 90
Rolled wheat, 5 barrel to car lots	2 90
Cornmeal, 100 lb. bags	2 10 2 25
Rolled oats in cotton sacks, 5 cents more.	

MILL FEED.—Still a good demand for bran and shorts which are quoted in car lots at \$25.00 and \$27.00 per ton, respectively. Offerings of shorts are a little more plentiful than bran.

WINNIPEG.

FLOUR.—Flour prices remain unchanged but as wheat prices are quite bullish there is a quite steady tendency to market. Trade is regarded as fair for season.

1st patents, cwt	2 95 3 00
2nd patents, cwt	2 65 2 75
Strong bakers', cwt	2 35

CEREALS.—Following strong tendency in oats, rolled oats advanced during week, prices on 80-pound bags being moved up 10 cents. Seasonable trade is reported in cereals.

Rolled Oats—	
80 lb. sack	2 35
40 lb. sack	1 21
20 lb. sack	0 68



Tomatoes and Celery Selling Well

Shipments From Florida Showed Marked Increase—First Shipment of Egyptian Onions Arrives—Good Demand for Them—Easter Helped Sale of Fruits but Warmer Weather Needed Before Activity Will Set In.

Tomatoes and celery are at present big sellers, a good trade having been done in them around Easter. Both these lines are coming from Florida and quantity arriving on Canadian markets has shown a marked increase of late. The quality of tomatoes arriving is good but prices are holding at a firm level. Celery has shown little change in the past week or so. Western Canada is taking some California stock but Eastern provinces are using Florida nearly exclusively as the price is more reasonable.

Onion situation has been somewhat relieved by the first shipment of Egyptian onions which are a good crop this year and will be fairly reasonable in price. However, with Spanish closing up and home grown in small compass, the demand is brisk and primary prices are holding quite high at present.

The constant downward dips in temperature is anything but good for the fruit trade. Last week there was a better demand for several lines by reason of the Easter demand but continued warm and bright weather is needed. With more favorable climatic conditions greater activity would shortly develop.

Pineapples are selling for table use only. Price being a little high for a big demand. A normal movement of oranges is in evidence. With warmer weather, banana trade would be better as also would demand for lemons. Market for lemons is quite steady as it will be end of May before new crop Verdelli are ready and before that time a warm spell of weather might bring stocks into small compass.

MONTREAL.

GREEN FRUITS.—Green fruits for week have offered a strong market. Eastern trade greatly increased the demand,

making room for the new arrivals. Prices remain firm with supplies in all lines reaching the favorable mark.

Apples—		
Spies	4 50	4 00
Baldwins	3 75	4 75
McIntosh Reds	4 00	4 00
Greenings	3 50	4 50
Bananas, crated	1 75	2 00
Cocanuts, bags	4 00	4 50
Cape Cod cranberries, in bbls.	14 00	15 00
Cranberries, N.S., bbls.	10 00	11 00
Box cranberries	3 50	3 50
Grape fruit, Florida, case	7 00	7 00
Jamaica, case per keg	5 00	5 50
Grapes, Malaga	6 00	6 50
Lemons	3 00	3 00
Oranges—		
Florida	3 00	3 00
Navels	3 00	3 00
Valencia	3 75	4 00
Jamaica, box	1 75	2 00
Mexican	1 75	2 00
Pineapples—		
Florida, cases of 24	5 75	6 25
Strawberries, per quart	0 45	0 50
Tangerines, per strap	7 00	7 25

VEGETABLES. — Vegetable situation is active just now. Prices on Florida celery and spinage as predicted last week have offered a decrease. Sweet potatoes have advanced again owing to local shortage, but are expected to fall shortly.

Radishes and leeks are unusually high with advancing tendencies. Demand is brisk in all lines.

Beans, green, hamper	6 00	7 50
Brussels sprouts, per qt.	0 30	0 30
Carrots, bag	1 00	1 25
Cabbage, dozen	1 00	1 00
Florida celery	5 00	5 25
Caniflower, dozen	3 00	3 00
Garlic, 2 bunches	0 45	0 45
Green peppers, bus, basket	2 50	3 00
Lettuce, Boston, per box of 2 doz.	2 00	2 25
Leeks, dozen	1 50	1 75
Onions—		
Spanish, crate	4 00	4 00
Half crate	2 25	2 25
Canadian reds, 100 lbs., per lb.	0 90	0 90
American radishes, dozen	0 90	1 00
Sweet potatoes, per basket	2 50	2 75
Montreal potatoes, bag	2 00	2 00
New potatoes, per bbl.	8 50	8 50
Spinage, per bbl.	3 00	3 50
Parsnips	1 50	2 00
Tomatoes—(Florida)—		
Fancy	4 25	4 25
Fancy	4 75	4 75
Tresex	4 25	4 25
Turnips, per bag	1 00	1 00

TORONTO.

GREEN FRUITS. — Easter trade brought a considerably improved demand for certain lines of fruits. Cold weather still continues to hamper trade at intervals.

Oranges are moving fairly well, California stock being about only variety on market just now. Cuban and Florida grapefruit is offered. Pineapple prices are not yet reasonable enough to induce heavy sales.

Apples as has been noted before are doing better. Spies are in scant supply, barrels ranging \$5 to \$5.50 for No. 1 barrels, and boxes bringing \$2. Some fancy Western Oregon apples are quoted at \$3.50 per box.

Bananas	1 25	1 75
Lemons, Messina, new crop	3 75	3 25
Oranges—		
California navels	2 75	3 50
Grapefruit—		
Florida, case	6 00	6 00
Cuban, case	5 50	6 00
Cranberries, bbl.	13 00	13 00
Cranberries, per box	4 50	4 50
Apples, bbl.	3 50	4 50
Apples, boxes	1 50	2 00
Northern Spies, No. 1	5 00	5 50
Pineapples, case of 34	5 00	5 50
Pineapples, cases of 30	4 50	5 00
Florida Strawberries, box	0 60	0 60

VEGETABLES. — Egyptian onions have arrived on market and are quoted at \$4.25 for 112-pound sacks. They are meeting with a good demand. Beets, carrots and parsnips are practically unobtainable and turnips will soon be in the same boat, some dealers quoting as high as 80 cents per barrel for them. Florida celery is moving out freely at present reasonable prices.

Asparagus is lower this week while new cabbage is down to \$5 per crate.

It was pointed out in these columns during past few weeks that potato market could be expected to firm up again. This has been the case and some dealers are asking as high as \$2 per bag for New Brunswick stock. Further shipments of Irish potatoes are said to be on the way and will probably have effect of keeping prices from climbing higher.

Trade in new potatoes is on a small scale yet. They come from Bermuda and are quoted at \$3 per bushel.

Asparagus, large	0 50
Asparagus, small, doz.	1 50
Cabbage, new, per crate	5 00
Canadian beet, per bag	1 00
Carrots, bag	1 75
Caniflower, Cal., case	3 00
Celery, Cal., per case, 6 to 10 doz.	7 50
Celery, Fla., per case, 5 to 8 doz.	3 75
Turnips, bag	0 80
Boston cucumbers, dozen	2 25
Boston head lettuce, dozen	1 25
New radish, per dozen	0 60

New lettuce, per dozen	0 56
Mushrooms, 1-lb. boxes	0 75
Onions—	
Green onions, dozen	0 25
Spanish, half cases	4 00
Canadian, 75-lb. bags	3 00
Egyptian onions, 110 lb. bags	4 25
Parsnips, per bag	1 75
Potatoes, N. B.	1 95
Potatoes, Ontario, bag	1 85
Potatoes, Irish	1 75
Potatoes, new, Bermuda, bushel	3 00
Potatoes, new, Bermuda, bbl.	9 00
Sweet potatoes, hamper	2 25
Tomatoes, Florida, crate	4 00

FRESH FRUITS.—Oranges are cheaper, other fruits unchanged.

Fresh Fruit—	
Oranges, navels	1 75
Bananas, per bunch	2 75
California lemons, per crate	4 75
Cranberries, per bbl.	7 50
Grape fruit	7 50
Washington apples, box	3 00
Apples, per bbl.	4 50
Grapes	8 00
California celery	8 50
Cauliflower	4 00
Florida tomatoes, crate	10 00
California rhubarb, basket	2 00
Cucumbers, per doz.	1 75

Fruits and Vegetables That Will Sell Now

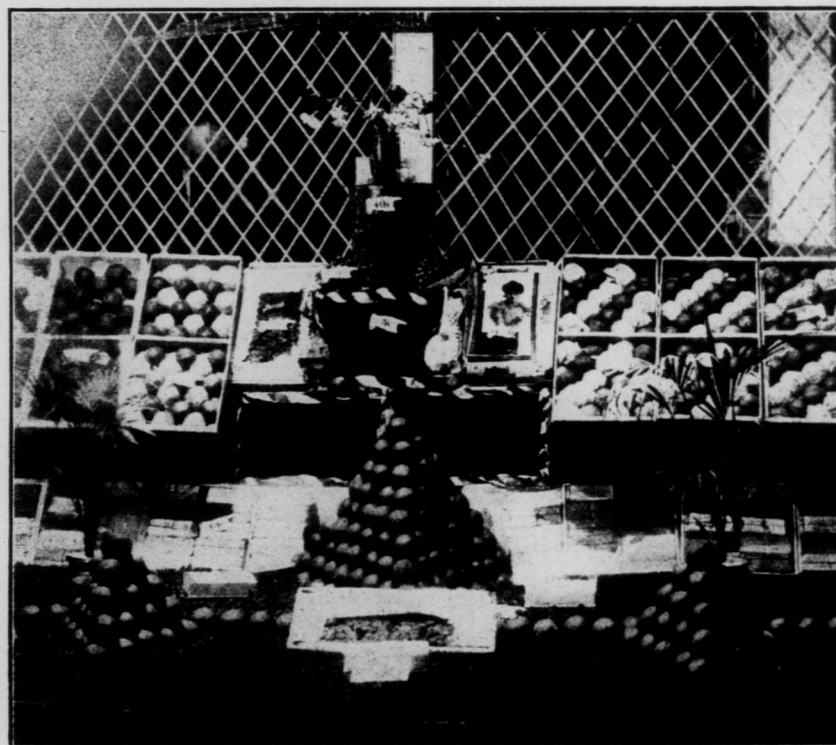
Pines for Table Use a Popular Fruit—Grapefruits, Strawberries, Oranges and Bananas Among the Other Important Fruits—In Vegetables Dealers Should Push Lettuce, Cucumbers, Cabbage, etc.—A Window Display.

The fruit and vegetable department of the store may be made an extensive and profitable one at this time of year if the proper care and attention is devoted to it by the grocer.

The pineapple season is now opening up affording the dealer further opportunities for extending his total sales of fruit. Just at the present time the pines will be selling for table use only, but by keeping them well displayed and speaking about them to customers, an appreciable trade may be done. The

enable will be the time to commence the campaign to sell pines for preserving purposes.

This is the season of the year when the palate craves for something out of the usual and delicacies meet with a good sale. Strawberries are moving along freely from Florida now and although the price still remains quite high, yet when seen, they are so tempting that many a customer will find her purse large enough to purchase at least a box or two.



A Neatly Arranged Fruit Display Which Could be Duplicated with Profit.

grocer and his clerks should bear in mind that home preserves are in small supply at this season and the housewife is wondering, what she can have for dessert. Here is where the salesman comes in with a suggestion of pineapple. Later on when prices become more reas-

Vegetables That Can be Sold.

Florida tomatoes and celery are also lines that are selling well at the present time. Tomatoes are of excellent quality and fairly reasonable in price, while celery has now reached a level that should work for big sales. Care should

be taken with this line to keep it from taking on a withered appearance, as it is the fresh and appetizing appearance that sells it.

The dealer has certainly a goodly array of lines available with which to tempt the purchaser at the present time. In fruits besides pineapples and strawberries, there are oranges and grapefruit, while bananas, now that the temperature is more favorable, will be selling better.

In vegetables there is an extensive list including head lettuce, cucumbers, new cabbage, asparagus, green onions, cauliflower, mushrooms, sweet potatoes and new potatoes.

Use the Window.

Window display is an excellent method of creating demand for these goods. Especially is this true just now as with warmer weather, more people are on the street and a display is more likely to secure their attention.

In arranging a display, one of the chief things to be observed is cleanliness. Displays should be well balanced and symmetrical as far as possible. By keeping an eye to the color scheme in placing the different lines in the window, some very attractive and appetizing display may be made.

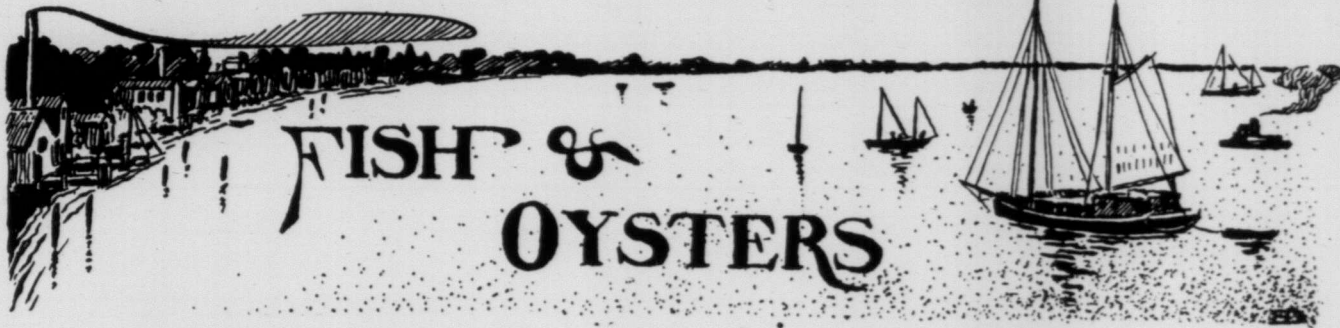
MADE SURE OF HIS GUESS.

It was quite a fad a few years ago for grocers to fill quart jars with beans, setting the jar in a window, and offering two dollars or some other prize to the person who guessed nearest the number of beans the jar contained. There were no ends of guesses, the figures being all the way from almost nothing to hundreds of thousands.

There was one man who quietly bought some beans at one of these stores, filled a jar of the same kind with them at home, poured them out and counted them. Coming back to the store, he entered his count among the guesses and got the two dollars. He was a retired man of means with nothing else to do and getting the two dollars was like finding it. He had made his money by using his head—by figuring, by the right kind of system, if you please.

A peculiarity of the grocery business is that many men have not the enterprise or analytical faculty of counting the beans and thus know what they can do and can't do in the way of profit-making. Every motion they make represents at least one bean, and some things count a good many beans. It is a fact that most men who succeed devote no little time to figuring and calculating.

While system, like everything else, can be overdone, the average grocer does not do as much figuring or calculating as modern conditions seem to make necessary.



Fish Still a Staple Article of Food

Even Though Lent is Over Fish Department Should Not Now be Neglected—Can be Made a Profitable Line—Arrival of Lake Fish Delayed by Heavy Ice on Lakes—Good Friday a Bumper Day in Fish.

Lent is over for another year and judging from reports it has been a satisfactory season this year for both wholesaler and retailer. It has been marked by extremely favorable selling weather and this assists a great deal. The last week of season was also a satisfactory one, Good Friday being a bumper day.

It is quite true that Lent, with its accompanying demand for fish is over but that is absolutely no reason why the fish department or counter of the store should now be forgotten or neglected. There are those dealers ready to consider that with Lent past the fish business is a dead issue. This is not so, for fish is still a staple article of food for the householder and the grocer who maintains his stocks in proper condition will find it still a profitable line.

The end of Lent found stocks on most markets cleaned up to a good safe level. Here and there on some markets an odd line will be found in more plentiful supply than dealers would wish, but these are few.

As the season advances trade will turn more to fresh caught varieties of fish. Already some sea fish are coming along, fresh halibut selling well. On account of the tardiness of the ice in disappearing from the lakes, lake fish will be later than usual this year in putting in an appearance.

QUEBEC.

MONTREAL.—Now that Lenten trade has come to a close, fish again resumes quiet attitude. The decreased demand has allowed some prices to drop and for the week pike, fancy fillets and skippers declined. Halibut is scarce, but supplies at present are sufficient to fill the demand. Business for the present is brisk.

FRESH AND FROZEN.	
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04½
Smelts, fancy	0 10
Haddock	0 04½
Halibut, per lb.	0 14

Herring, frozen, per 100 fish	1 90	2 00
Mullets	0 04½	0 05
Pike, dressed and headless, lb.	0 06	0 06½
Pike, dressed and headless, lb.	0 06½	0 06½
Steak, cod	0 10	0 10
Mackerel	0 05½	0 05½
Dressed perch	0 10	0 10
B. C. red salmon	0 10	0 11
Gaspe salmon, per lb.	0 10	0 11
Qualls salmon	0 07½	0 08
No. 1 smelts per lb.	0 09	0 09
Lake trout, per lb.	0 10	0 10
Whitefish, large, per lb.	0 08	0 08
Whitefish, small, lb.	0 06	0 06½

PREPARED FISH.

Boneless cod, in blocks or packages, lb.	2, 10, 11, 13
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 25
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt sals, per lb.	0 08
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half barrel	6 00
Scotch herring	6 50
Scotch herring, keg	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 15½

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07
Fillets, fancy, 15-lb. boxes, per lb.	0 10
Herring, new, smoked, per box	1 10
Kippers (small) per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Oysters, choice, bulk, imp. gallon	1 40
Oysters, bulk, selects	1 60
Oysters, fancy cape, large bbl.	9 00
Solid meats—Standards, gal. \$1.75; selects, gal.	\$2.00
Boiled lobsters, per lb.	0 30

ONTARIO.

TORONTO.—Lent is over but the fish business is by no means dead issue. It has now returned to a regular and even level with an appreciable trade for the season being transacted. Weather has been very kind at intervals, which has helped considerably.

The end of Lent found stocks in general well cleaned up. Several lines of frozen fish have been cleared off the list completely. Fresh caught halibut from the Pacific Coast is offered at 12 cents per pound and fresh flounders at 7½ cents.

Trade as the season advances will turn more to fresh varieties, but thickness of ice on the lakes will make the

arrival of lake fish much later than is usual.

FROZEN FISH.

Gold eyes	0 05	0 05
Pike	0 09	0 11
Whitefish	0 09	0 11
Red salmon, headless and dressed	0 11	0 12
Bluefish	0 11	0 12

FRESH CAUGHT FISH.

Steak, cod	0 08	0 09
Haddock	0 07	0 09
Halibut	0 12	0 12
Flounders	0 07½	0 07½

SMOKED.

Kippers, per box	1 15
Bloaters, per box	1 00
Finnan Haddie, per lb.	0 08
Digby herring, per bundle	0 85
Fillets of haddie	0 13
Ciscoes, basket	0 30
Ciscoes, per lb.	0 09
Scotch kippers, per box	1 65

PICKLED.

Oysters, selects, per gallon	1 70	1 75
Oysters, standards, per gallon	1 55	1 55
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 85
Acadia cod, 2-lb. boxes, 12 to crate	2 30
Cod in loose strips, 25-lb. to box, lb.	0 06½
Pure cod tablets, 20 1-lb. tablets	2 30

MANITOBA.

WINNIPEG.—Last week of Lent saw a good finish to rush period. Good Friday was a stellar day for fish departments of most stores. Trade has returned to a more routine character now. Prices rule steady.

Oysters, per gallon	2 75
Lake Winnipeg white fish, lb.	0 09
Fresh pickered	0 08
Steak cod	0 07
Haddock	0 05
Market cod	0 05
Finnan haddie	0 08
Sea herring, per doz.	0 10
Jackfish	0 04
Fresh goldeyes	0 04
Kippers, per box	2 00
B. C. Frozen salmon	0 10
Lake trout	0 07
Halibut	0 07½
Bloaters, per box	1 50
Mackerel	0 11
Smelts	0 12
Extra smelts	0 15
Stoles	0 07
Smoked goldeyes, per doz.	0 50

NOVA SCOTIA.

HALIFAX.—Last week was a banner one in fish. All dealers report having sales of all kinds. There was only a fair supply of fresh fish landed during week and there was keen competition for it. Large haddock are scarce here, but at some of the shore ports receipts have been fully up to the average. Demand for fish from points inland was heavier than at same time other years.

Sales of smoked haddies and fillets have been enormous. The smoke houses have been working overtime to keep up with demand. Salt herring have been selling freely.

REPLY FROM MR. RYAN.

Question of Methods of Carrying on Association Work Again to the Fore.

Editor Canadian Grocer.—In your issue of the 5th inst. in reply to my previous letter, Mr. Moyer would have me understand that he was 18 years in the retail grocery business in the City of Toronto and was successful. I fail to see why the above qualifications entitle Mr. Moyer to be a judge of what the retail grocers of this province desire.

As far as him being successful, I am sure we are all glad of that, but there are hundreds of retired retail grocers in this province who have been successful, but that does not entitle them to be critics for the retail grocers of to-day. Therefore, I repeat that Mr. Moyer does not know the conditions of the retail grocery business of to-day one-half as well as the men in the business, notwithstanding the knowledge he has obtained through his discussion of conditions with thousands of grocers all over the Dominion. As I stated in my last letter, it is only the man in the business that comes face to face with conditions every day.

Union of Manufacturers.

Mr. Moyer's second question is what has the manufacturer of biscuits in common with the manufacturer of furniture? A great deal. Does he think we cannot see any further than our noses? Why, any sensible man knows that the manufacturers are organized principally to fight for freight rates and better shipping facilities and all other legislation that should come before the railway commission affecting their rights. For instance, the increase in express charges which they fought so successfully in conjunction with the Boards of Trade. But if the manufacturer of biscuits wants to increase or decrease the prices of biscuits, who does he call in to discuss the question? Why of course, the other biscuit manufacturers, so that is why the retail grocer calls in his brother grocer to discuss conditions instead of discussing it with other merchants.

Mr. Moyer seems to be laboring under the delusion that the Ontario Retail Grocers' Association is fighting against the Retail Merchants' Association. Nothing of the kind. We say to the retail grocers, "the proper body for you to belong to, where you can do the most good for yourself and your brother grocers, is the Ontario Retail Grocers' Association." To the other merchants we say "go ahead and organize, if you want to. We wish your Godspeed; we will give you all the assistance we can."

Representing the Grocers.

He gets sarcastic in his letter over

the questions of the Retail Merchants' Association having the authority to appear before the Guild. The role does not become him. Just imagine such an answer—"Up-to-date grocers gave me the authority!" What is the meaning of up-to-date grocers? Does it mean, as most people think, the grocer with the most modern fixtures, or the grocer with an automobile delivery, or on the other hand does he mean the most successful grocer or the grocer with a college education who is a good public speaker? However, it does mean this much, according to Mr. Moyer's letter, that the vast majority of retail grocers of this province are not up-to-date grocers. Only the small number that are marching under the generalship of Mr. Moyer are up-to-date. Who are they?—we never hear of them. Name them.

The Legal Right.

Mr. Moyer refers me to your issue of March 29th, on page 48, as his answer to asking the Guild to discontinue selling to consumers. Read his answer, "Make the wholesale houses live up to it through the legal right we have."

Imagine the retail grocers going to law to make the wholesales discontinue selling to consumers. The answer is absurd; we would have just as much chance of gaining our point legally as a camel would have to pass through the eye of a needle. Mr. Moyer's very answer shows how helpless they are in the hands of the Guild. We have the remedy in our own hands if we had all the retail grocers in one organization. Nobody recognizes this more than the Guild. They are well aware of the small number of grocers belonging to the Retail Merchants' Association.

One of the members in his address at the meeting of the Dominion Grocers' Guild, an account of which is published in your issue of Feb. 16th, 1912, says: "The wholesaler should sell only to the retailer (mark the word only) and the retailer should buy from the wholesaler and sell to the consumer (mark the word consumer), and the manufacturer should sell only to the wholesale distributor." To this we say Amen, because we know it is only a prayer which will be answered when the Guild enacts a law in the constitution making the offender liable to a fine for each offence—and they know it could be collected—no member of the Guild would do anything that would endanger his membership or make him liable to expulsion.

If that body would give the retail grocers an answer like the above instead of, "That in view of the differences in conditions existing at different centres, it would be well to leave this matter in

the hands of each individual association, as every town has certain conditions peculiar to itself.' Compare the above answer of the Guild with what the member in his address said and you will say with the poet, "consistency thou art a jewel."

If the manufacturer sells the retailer then he is ostracised. But if the wholesaler sells the consumer, that is different; he has excuses by the dozen which do not clear him.

The London Trade.

Mr. Moyer knows only too well that the retail grocers of London do not consider for one moment the men we are doing business with are our enemies. He has attended our banquets and saw something he never saw in any other city or town in Canada. Every wholesale house in the city has a member of the firm at our annual banquet and there are the most friendly relations existing between the two branches of the trade. Furthermore, when we ask the wholesale men to come to our meetings to discuss matters of trade, they willingly come, sometimes at great inconvenience to themselves. It is not the wholesalers that we have to deal with, it is the body to which they belong.

All Branches Must Work.

We must fight for our rights as hard as the wholesaler is fighting for his, for we recognize he has his troubles. He is up against it with the jobbing house that is on the wholesaler's list, which the large majority of our associations think is unfair and should not be so. Then he has the manufacturer selling package tea to retail fruit stores direct. If the wholesaler and the retailer would all come together in every city like we do occasionally in London it would be better for the trade. Mr. Moyer's letter from first to last is a plea for the other retail merchants outside of the grocery business. We appreciate his kind heartedness, but why should we listen to his appeal? We have our own battles to fight. I admit there are times we could fight together to have certain legislation passed, such as the act re garnishment, and when that time comes we will join hands with them in a common cause.

In conclusion, Mr. Editor, let me answer Mr. Moyer's appeal for watchful officers who should be supported and not hindered. I believe he is sincere and I am sure if he would break away from his associates in office and go back into the business he made such a success of for 18 years that the Ontario Retail Grocers' Association would open their arms and welcome him.

E. J. RYAN,
Retail Grocer.

London, April 8, 1912.



L

For p
feeling
pork pr
values h
on some
started v
hogs. Un
ers, valu
rapidity,
the bett
the passi
pand in s
been affe

Lard i
has been
For som
out, this
vailing f
freely.
ed up, a
raw mat
pected.

That
dealers
ago, is
To the
prices b
it must
ever, it
make h
slowly.
is scarce
ing som
the appe
a great
butter a
easier f
make sh
tial inc
hold bet
to purch
for this
lots.

Dema
ed up f
on the v
to go a
th; goo
days of
availab



Produce & Provisions



Lard and Provisions Continue Firm

In Sympathy With Stronger Feeling in Raw Material—Higher Prices Quoted on Pork Products at Some Centres—No Quotable Change in Butter Yet, But Easiness Ahead—Enough Eggs to Supply Easter Demand—Dealers Say Prices Should Go Lower.

For past couple of weeks a firmer feeling has prevailed in all lines of pork products, and at several centres values have been increased considerably on some lines. Of course the trouble started with the raw material, the live hogs. Under stinted supplies of the porkers, values moved upward with marked rapidity, and in consequence of this and the better demand for provisions with the passing of Lent, prices began to expand in sympathy, and several lines have been affected.

Lard is one of the commodities which has been enhanced in value the most. For some time now, as we have pointed out, this line under the high price prevailing for butter, has been moving out freely. Stocks were kept closely cleaned up, and with the higher prices for raw material, higher lard was to be expected.

That easier feeling in butter which dealers noted as approaching some time ago, is taking its time about arriving. To the consumer waiting for lower prices before using butter on his bread, it must seem a lengthy period. However, it is on the way. Supplies of new make have been increasing but very slowly. It must be considered that feed is scarce and high, and is probably having some effect. Warmer weather and the appearance of some grass would help a great deal. Receipts of American butter at some centres has created an easier feeling, and as the Canadian new make should shortly show more substantial increase, the near future should hold better prices for the man who has to purchase butter. Meanwhile, demand for this commodity is mostly for small lots.

Demand and supply of eggs measured up fairly evenly for the Easter trade on the whole. Most centres had enough to go around. Some had a quantity to the good. Demand during the last few days of last week was heavy, but all available supplies were sent to market

for the occasion. In this line there is also lower prices ahead, but dealers are uncertain just when that easiness will become noticeable. At this time of year and with Lent and Easter past, dealers feel that prices should be lower. At this time other years dealers are commencing to put supplies away in storage, but present prices forbid that this year.

Roads in many sections of the country are in a bad condition, interfering with shipments of butter and eggs to market.

MONTREAL.

PROVISIONS.—A fairly active trade continues to be done in hams, bacon and lard, there being a steady demand from local and country buyers for supplies. Market is moderately brisk, with no noted change in prices. The call for pork is good at repeated quotations.

Long clear bacon, heavy, lb.	0 10 1/2
Long clear bacon, light, lb.	0 11 1/2
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 11
Large sizes, 18 to 25 lbs., per lb.	0 12
Medium sizes, 12 to 18 lbs., per lb.	0 14 1/2
Extra small sizes, 10 to 12 lbs., per lb.	0 14 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 14
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 15 1/2
Breakfast bacon, English, boneless, per lb.	0 14 1/2
Windsor bacon, skinned, backs, per lb.	0 16
Spiced roll bacon, boneless, short, per lb.	0 11 1/2
Boiled ham, small skinned boneless	0 24
Hogs, live, per cwt.	7 65
Hogs, dressed, per cwt.	12 25 1/2
Pure Lard—	
Boxes, 50 lbs., per lb.	0 13 1/2
Cases, tins, each 10 lbs., per lb.	0 13 1/2
Cases, tins, each 5 lbs., per lb.	0 13 1/2
Cases, tins, each 3 lbs., per lb.	0 13
Pails, wood, 20 lbs. net, per lb.	0 13 1/2
Pails, tin, 20 lbs. gross, per lb.	0 13 1/2
Tubs, 50 lbs. net, per lb.	0 12 1/2
Tierces, 375 lbs., per lb.	0 13 1/2
One pound bricks	0 13 1/2
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 08 1/2
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 09 1/2
Cases, 5-lb. tins, 50 lbs. to case, per lb.	0 09 1/2
Cases, 3-lb. tins, 50 lbs. to case, per lb.	0 09 1/2
Pails, wood, 20 lbs. net, per lb.	0 09 1/2
Pails, tin, 20 lbs. gross, per lb.	0 09 1/2
Tubs, 50 lbs. net, per lb.	0 09
Tierces, 375 lbs., per lb.	0 08 1/2
One pound bricks	0 10
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	22 00
Lean Pork	18 00
Canada short cut back pork, bbl. 45-55 pieces	22 00
Heavy short cut clear pork, bbl.	22 00
Clear fat backs	23 00
Heavy flank pork, bbl.	22 00
Plate beef, 100 lb. bbls.	8 00
Plate beef, 200 lb. bbls.	15 00
Plate beef, 300 lb. bbls.	22 00
Live Meat—	
Green bacon, Sanks, lb.	0 11

BUTTER.—Same high market is reported for butter. Prices remain unmoved, but are only likely to maintain same attitude for a short time, when new butter will relieve the situation.

The call for butter is heavy, notwithstanding high quotations.

Creamery	0 38	0 38 1/2
Dairy, tubs, lb.	0 30	0 32
Fresh, dairy rolls	0 34	

EGGS.—There is nothing new to relate in eggs at present. Cold weather has curtailed supplies coming in, causing prices to remain steady. Consumptive demand has greatly increased with the drop in prices.

New laids	0 27	0 29
-----------------	------	------

CHEESE.—Cheese market is firm, with no change in prices. Stocks are light, but in good demand. It looks as if market would remain firm for some time, without any further change in price.

Quebec, large	0 17	0 17 1/2
Western, large	0 17	0 17 1/2
Western, twins	0 17	0 17 1/2
Western, small, 20 lbs.	0 17	0 17 1/2
Old cheese, large	0 18	0 18 1/2

POULTRY.—Poultry is practically in same shape as it was last week, the same slow market prevailing, with prices as previously noted. Situation will not vary much until the beginning of May. Then a little more active market can be looked forward to.

Fowl	0 13	0 14
Chickens	0 15	0 16
Geese	0 14	0 15
Turkeys	0 23	0 25
Ducks	0 18	0 20

HONEY.—With a steady market and a good reasonable demand, honey for the week remains unchanged. Prices stand in last week's position, and no tendencies towards new developments are perceptible.

White clover, strained	0 25
White clover, in comb	0 15
Buckwheat, in comb	0 15
Buckwheat, strained	0 08 1/2

TORONTO.

PROVISIONS.—Values in hogs and pork products have continued firm and slightly higher during the past week.

THE CANADIAN GROCER

Hogs have moved up another 20 cents per cwt., and supplies are coming along slowly.

Breakfast bacon, long clear, and lard are the lines which have advanced this week. Especially is this so of lard, which, it has been pointed out for some time, was in good demand, and was kept closely cleaned up. An additional 1/2 cent has been added to prices this week.

Smoked Meats—		
Light hams, per lb.	0 16	0 16½
Medium hams, per lb.	0 16	0 16
Large hams, per lb.	0 15	0 15½
Backs, plain, per lb.	0 19	0 20
Backs, pea meal 0 20	0 21	
Breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 11½	0 12
Shoulders 0 10½	0 11	
Pickled Meats—1c less than smoked.		
Long clear bacon, per lb.	0 12½	0 12¾
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	22 00	23 50
Cooked hams 0 23	0 25	
Lard, tierces, per lb.	0 13	0 13½
Lard, tubs, per lb.	0 13½	0 13¾
Lard, pails, per lb.	0 13½	0 13¾
Lard, compounds, per lb.	0 09	0 09½
Live hogs, at country points.	7 70	
Live hogs, local 8 00		
Dressed hogs 10 75		

BUTTER.—We often have to look for expected things a long time before we get them. Such has been the case in butter, for while dealers have discerned easiness in the distance for some time it has not yet arrived. While quotations remain unaltered, the situation remains much the same as outlined during the past two weeks. Old goods are cleaned up and new make slowly showing an increase. When increase becomes large enough, prices will break. Production should shortly show a more substantial increase. Bad roads have probably held up receipts somewhat.

	Per lb.
Fresh creamery print	0 36 0 38
Creamery solids	0 33 0 35
Farmers' separator butter	0 33 0 34
Dairy prints, choice	0 30 0 31
No. 1 tubs or boxes	0 28 0 30
No. 2 tubs or boxes	0 25 0 27

EGGS.—Easter found enough eggs to supply the demand on the local market and a few to spare, and as a consequence prices eased slightly during the latter part of week, but this was not marked. Demand as usual was on a large scale, but in anticipation of Easter demand all available supplies were rushed to market.

It seems fairly certain that prices will ease some more. At this time of year dealers usually begin to put away some supplies in storage, but the price is certainly too fancy for that just now, and they feel they should be lower. Receipts are undoubtedly held up to some extent by the state of the country roads.

New laid eggs 0 23 0 24

CHEESE.—There is nothing new to report in cheese. Supplies are small and values remain firm and are likely to continue so. Demand is mostly of a hand to mouth order.

Cheese—		
Large	0 16½	0 17
Twin	0 17	0 17½
Stiltons	0 18	0 18½

HONEY.—There is not a great deal doing in honey, but values hold steady.

Honey—strained—		
White clover, 60-lb. tins, per lb.	0 12	
White clover, 10-lb. tins, per lb.	0 12½	
White clover, 5-lb. pails, per lb.	0 13	

Dark clover, 5-lb. pails, per lb.	0 12
Amber honey, 60-lb. tins, per lb.	0 08
Buckwheat, 60-lb. tins, per lb.	0 07
Comb white clover	2 25 3 00

POULTRY.—Trade in poultry is at a low ebb. Receipts are on a small scale and quotations nominal.

Poultry—alive—		
Fowl	0 08	0 10
Chickens	0 10	0 12
Ducks	0 14	0 15
Geese	0 13	
Turkeys	0 13	
Dressed, 2 cents per lb. more.		

WINNIPEG.

LARD AND CURED MEATS.—Lard prices have generally advanced since

last issue. Pork is going up and hog products are likely to go up in sympathy.

Lard—		
Tierces	0 12	
50 lb. tubs	6 15	
20 lb. pails	2 56	
10 lb. cases	7 65	
5 lb. cases	7 70	
3 lb. cases	7 80	
Cured Meats—		
Hams	0 14%	0 16%
Bacon	0 17%	
Tomato sausage	0 16	0 10
Beef sausage	0 09	
Pork sausage	0 10	
Smoked shoulders	0 12	
Long clear	0 13	
Bologna	0 08	
Mess pork, bbl.	24 00	
Pigs' feet, kits	1 10	

Making Money From Cooked Meat Dept.

Stratford Firm Features Fact That Meats They Sell are Boneless—Meat Slicer Helps Considerably as it Can Be Operated by Girls—Display Refrigerator Part of Equipment—How Selling Price is Reduced.

"You can't eat bones—our meats are all boneless," reads the sign in the provision department of a Stratford, Ont. store. The idea wished to be conveyed is that only boneless meats are handled in the store, a big trade being done in cooked hams, breakfast bacon and smoked roll. Many other lines including bologna and headcheese are also handled. The provision department in this store is operated to make money for the firm. It is quite a well known fact that the profit derived from this line in many stores is very small for the reason that considerable is lost in slicing, drying out and left over unsalable ends. In fact many grocers do not know whether they are making or losing money on their meats.

Arriving at Selling Price.

"Cost with this store," says the manager, "does not mean the price on the invoice but the price of the goods laid down at the store. In arriving at the price at which a line should sell we allow 1 lb. per ham for shrinkage and waste as we have found from experience that that is about the right amount. It is necessary, too, to make this allowance if the store wishes to make any profit."

Ends of hams and bacon are all cleared out at this store. They are sliced up, put on a plate and a "10c per lb." card placed on them, which price seems sufficiently low to find purchasers.

Meat Slicer Saves Money.

One of the time and money savers in this department in the opinion of the manager is the meat slicer. It was installed about a year ago and has given good service. Slicing without waste is one of its strong points. There is yet another. The meat is sliced properly,

and this is appreciated by customers.

"We employ several young women," says the manager. "Now girls prove poor slicers with the ordinary knife but with this meat slicer they can do it just as well as a man. People you know want their goods right."

The meat slicer is also put to another use in this store. They have quite an extensive catering department and the machine is used for slicing bread and does it to perfection.

Have Display Refrigerator.

Flanking the provision department is a large display refrigerator where butter, cheese and other lines are kept at a proper temperature and are still where customers may see them and be thus reminded of these lines.

VEGETABLE TIME.

By A. H. H.

This is the time of the year when the vegetable department can be made to look attractive and of such a nature as to create business.

In the first place keep it clean and fresh looking. If a grocer is showing dried vegetables have them clean and free from dust and dirt. Study how to place them so that they may show up to the best advantage. There is a great knack in doing this properly.

Fresh vegetables can be made quite appetizing. Keep the display fresh looking. Crowd it if you want to. You can't overdo a fresh vegetable show. Line your display baskets with white paper. Mix your colors so as to make the whole attractive. Does it look appetizing to you? Then it should surely be to the onlooker who is hungry for the goods.



"Sure, BOUTILIER'S FILLETS

Always Give Me A Good Profit"

BOUTILIER'S FILLETS are noted from coast to coast for their great quality. They are fleshy and tasty, and can be sold readily to the best of housewives.

Let Us Supply You Always

You can count on first-class service always, all the time, and more—the highest quality in goods.

OCEAN BRAND - HADDIES, KIPPERS, BLOATERS
 CANADA BRAND - PURE BONELESS CODFISH
 MARINER BRAND - SKINLESS FISH

Prices on application

The Halifax Cold Storage Co., 47 William Street,
Selling Branch, MONTREAL

YOUR AIM SHOULD BE

to have efficient representation to introduce your products in the rapidly growing extensive Western market. The people in this centre of activity are liberal buyers and prompt payers, and our connection with this trade enables the Manufacturer to open up new and larger accounts. Our large Warehouses in the five great distributing centres and our daily calls on all Jobbing Houses in Manitoba, Saskatchewan and Alberta insure you best results.

WILL BE PLEASED TO HANDLE YOUR ACCOUNT

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

Head Office - - - WINNIPEG, Man.

WINNIPEG

REGINA

SASKATOON

EDMONTON

CALGARY

QUOTATIONS FOR PROPRIETARY ARTICLES

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

Goods made by

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

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

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

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

MAGIC SODA.

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

GILLETT'S CREAM TARTAR.

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

GILLETT'S PERFUMED LYE.

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

YEAST.

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

BAKING POWDER.

W. H. GILLARD & CO.

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

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER

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

IN TIN BOXES—

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

FOREST CITY BAKING POWDER.

Dos.	
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. Beauchemil & Fils, Montreal. \$2, \$3, \$5, \$10, \$15 and \$20. All same price, one size or assorted.

UN-NUMBERED.

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

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

CEREALS.

WHITE SWAN SPICES & 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.	
Strawberry ..	0 59 0 82
Black currant ..	0 59 0 82
Raspberry ..	0 59 0 82

14's and 30's per lb.

Strawberry ..	0 10½
Black currant ..	0 10½
Raspberry ..	0 10½

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

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

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

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

Sweet Chocolate—

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

Icings for Cake—

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

Chocolate wafers, No. 1.

5-lb. boxes ..	0 30
----------------	------

Chocolate wafers, No. 2.

5-lb. boxes ..	0 25
----------------	------

Nonpareil wafers, No. 1.

5-lb. boxes ..	0 36
----------------	------

Nonpareil wafers, No. 2.

5-lb. boxes ..	0 25
----------------	------

Chocolate ginger, 5-lb. boxes ..

5-lb. boxes ..	0 36
----------------	------

Milk chocolate wafers, 5-lb. boxes ..

5-lb. boxes ..	0 36
----------------	------

Coffee drops, 5-lb. boxes ..

5-lb. boxes ..	0 36
----------------	------

Lunch bars, 5-lb. boxes ..

5-lb. boxes ..	0 36
----------------	------

Milk chocolate, 5c bundles,

3 doz. in box, per box ..	1 35
---------------------------	------

Milk chocolate, 5c cakes,

3 doz. in box, per box ..	1 35
---------------------------	------

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

6-lb. boxes, lb.	0 36
-----------------------	------

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

6-lb. boxes, lb.	0 36
-----------------------	------

Nut milk chocolate, 5c bars

24 bars, per box ..	0 90
---------------------	------

EPPS'S.

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

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities .. 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; Wallace Anderson, Toronto, Ont.; 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, 3 doz.

10c size, per doz.	0 85
-------------------------	------

Nut milk bars, 2 dozen in box ..

box ..	0 80
--------	------

" breakfast cocoa, ¼'s

and ½'s ..	0 36
------------	------

" No. 1 chocolate ..

..	0 30
----	------

" Navy chocolate, ¼'s ..

..	0 26
----	------

" Vanilla sticks, per gr. 1 00

..	1 00
----	------

" Diamond chocolate, ¼'s ..

..	0 24
----	------

" Plain choice chocolate

Iguors ..	20 30
-----------	-------

" Sweet chocolate coat-

ings ..	0 20
---------	------

WALTER BAKER & CO., LTD.

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

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

COCOANUT.

CANADIAN COCOANUT CO.,
Packages—5c, 10c, 20c and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
1-lb pkgs, White Moss 0 36

LARD LOGIC

—Gunns Quality holds trade and brings new business—



Standards of Excellence

Maple Leaf Brand
Pure Lard

Our Quality Brand
Kettle Rendered
Pure Leaf

Easifirst
Shortening

All sizes in wood and tinware.

One pound net cartons, a particularly attractive and desirable package from the retailer's standpoint.

GUNNS LIMITED

Pork and Beef Packers

WEST TORONTO



GET THIS

We cannot force you to ship goods to Western Canada; but, providing your good judgment brings you here,

YOU WANT

1. Safe financial backing—WE HAVE IT.
2. Energetic, intelligent salesmen—WE HAVE THEM.
3. A firm well and favorably known—WE ARE IN STRONG.
4. Someone growing with the country who has worked up splendid connection with the dealers—THAT'S US.

Think it over—Then, dictate a letter to us.

Richards & Brown

Wholesale Grocers and Commission Merchants

WINNIPEG,

CANADA

THE CANADIAN GROCER

1/2-lb pkgs, White Moss .. 0 27
 1/4-lb pkgs, White Moss ... 0 28
 1 and 1/2-lb. pkgs., assorted 0 26 1/2
 1/4 and 1/2-lb. pkgs, asstd... 0 27 1/2
 1/2-lb. pkgs, asstd., in 5-lb.
 boxes 0 28
 1/4-lb. pkgs., asstd., in 5-lb.
 boxes 0 29
 1/2-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 Plus 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 dz. 5 25
 Challenge Brand, each 4 dz. 4 50
 Peerless Brand, "Hotel,"
 each 2 doz. 4 00
 Peerless Brand, "Tall," each
 4 doz. 4 50
 Peerless Brand, "Family,"
 each 4 doz. 3 75
 Peerless Brand, "Small,"
 each 4 doz. 2 00
CANADA FIRST BRAND.
 The Aylmer Condensed Milk Co.
 Per case.
 Canada First Baby Eva-
 porated Milk 2 00
 Canada First Family Eva-
 porated Milk 3 75
 Canada First Medium Eva-
 porated Milk 4 50
 Canada First Hotel Eva-
 porated Milk 4 00
 Canada First Sweetened
 Condensed Milk 5 25
 Canada First Rosebud Con-
 densed Milk 5 15
 Canada First Beaver Con-
 densed Milk 4 50
REINDEER LIMITED.
 (Sweetened.)
 Reindeer Brand (4 doz. in
 case) 5 50
 Mayflower Brand (4 doz.
 in case) 5 25
 Clover Brand (4 doz. in
 case) 4 50
 (Unsweetened.)
 Reindeer Jersey Brand,
 Family (4 doz. in case). 3 75
 Reindeer Jersey Brand,
 Medium (4 doz. in case) 4 50
 Reindeer Jersey Brand,
 Hotel (2 doz. in case)... 4 00
 Reindeer Jersey Brand,
 Gallon (1/2 doz. in case) 4 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
Prices—
CO.
 St. Charles Evaporated
 Milk (baby size) 2 00
 St. Charles Evaporated
 Milk (family size) 3 75
 St. Charles Evaporated
 Milk (hotel size) 4 00

Silver Cow Milk 5 40
 Purity Milk 5 25
 Good Luck Milk 4 50
COFFEES.
EBY-BLAIN, LIMITED.
 Standard Coffees
 Roasted whole or ground, pack-
 ed in damp-proof bags.
 King Edward 0 34
 Club House 0 33
 Nectar 0 32
 Royal Java and Mocha.. 0 32
 Empress 0 30
 Duchess 0 29
 Ambrosia 0 28
 Plantation 0 26 1/2
 Fancy Bourbon 0 26
 Crushed Java and Mocha
 Package Coffee.
 Gold Medal, 2-lb. tins,
 whole or ground 0 31
 Gold Medal, 1-lb. tins, do.
 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 28
 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 & CER-
EALS, LTD.
WHITE SWAN BLEND.
 1-lb. decorated tins, lb. 0 32
 Mo-Ja, 1/2-lb. tins, lb. 0 30
 Mo-Ja, 1-lb. tins, lb. 0 28
 Mo-Ja, 2-lb. tins, lb. 0 28
 Cafe des Epicures, 1-lb. fancy
 glass jars, per doz., \$3.60.
 Cafe l'Aromatique, 1-lb. amber
 glass jars, per doz., \$4.00.
 Presentation (with tumblers) \$3
 per doz.
MINTO BROS.
MELAGAMA BLEND.
 Ground or bean— W.S.P. R.P.
 1 and 1/2 0 25 0 30
 1 and 1/2 0 32 0 40
 1 and 1/2 0 37 0 50
 Packed in 30's and 50-lb. case.
 Terms—Net 30 days prepaid.
BRANSON'S SHEKEEF COF-
FEE.
AGENT: F. COWARD.
 402 Spadina Avenue, Toronto.
 Small size..... \$1.45 per doz., net
 Large size..... \$2.85 per doz., net
 In 3 dozen free cases. Freight
 paid on 1/2 gross order.
CONFECTIONS.
PEANUT BUTTER.
Ontario Prices.
 MacLaren's Imperial— Per doz.
 Small, 2 doz. 0 95
 Medium, 2 doz. 1 80
 Large, 1 doz. 2 75
 Tumblers, 2 doz. 1 35
 Pails, 24 lbs., per lb. 0 15
CHEESE.
MACLAREN'S IMPERIAL
Ontario Prices
 per doz.
 Individual (each 2 doz.) .. 1 00
 Small (each 2 doz.) 2 40
 Medium (each 1 doz.) 4 50
 Large (each 1/2 doz.) 8 25
 MacLaren's Roquefort—
 Small (each 2 doz.) 1 40
 Large (each 1 doz.) 2 40
 MacLaren's Canada Cream—
 Small (each 1 doz.) 0 90
 Case 25 lbs., 11-lb bars, lb 0 07 1/2

Medium (each 2 doz.) ... 1 30
 Large (each 1 doz.) 2 30
CREAM.
FUSSELL & CO. LTD., LON-
DON, ENG.
 "Golden Butterfly" Brand Cream,
 8 doz. 10c size, cases, \$7.00.
 "Golden Butterfly" Brand Cream,
 8 doz., 15c size, cases, \$11.50.
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.
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. bottles (retail at 50c) 4 50
 4 oz. bottles (retail at 90c) 6 80
 8 oz. bottles (retail at \$1.50) 12 50
 16 oz. bottles (retail at \$3) 24 00
 Gal. bottles (retail at \$20) 15 00
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. Mon-
 treal. Imported Peas "Soleil"
 Per case
 Sur Extra Fins, 1/2 facons.
 40 bou. 11 00
 Sur Extra Fins, tins, 1/2
 kilo, 100 tins ... 15 50
 Extra Fins, tins, 1/2 kilo,
 100 tins 15 00
 Tres Fins, 1/2 kilo, 100 tns 14 00
 Fins, tins, 1/2 kilo, 100 tins 12 50
 Mi-Fins, tins, 1/2 kilo, 100
 tins 11 00
 Moyens No. 1, tins, 1/2 kilo,
 100 tins 10 00
 Moyens No. 2, tins, 1/2 kilo,
 100 tins 9 50
 Moyens No. 3 8 75
 Asparagus, Haricots, etc.
MINERVA PURE OLIVE OIL,
Case—
 12 litres 6 50
 12 quarts 5 75
 24 pints 6 25
 24 1/2-pints 4 25
Tins—
 5 gals, 2s 23 00
 2 gals, 6s 29 00
 1 gal., 10s 25 00
 1/2-gal., 20s 26 00
 1/4-gals., 20s 13 50
 1/2-gal., 48s sq. 17 00
 1/2-gal., 48s rd. 15 50
BASSIN DE VICHY WATERS.
 La Capitale, 50 qts. 5 00
 La Neptune, 50 qts. 6 00
 St. Nicholas, 50 qts. 7 00
 La Sanitas Sparkling, 50
 quarts 8 00
 La Sanitas Sparkling, 100
 pints 9 00
 La Sanitas Sparkling, 100
 splits 4 00
 Lemonade Savoureuse, 50's 7 50
CASTILE SOAP.
 "Le Soleil," 72 p.c. olive oil.

Case, 12 lbs, 2 1/2-lb. bars, lb. 0 08 1/2
 Case 50 lbs, 1/4-lb bars case 3 50
 Case 200 lbs. 3 1/2-oz., case 3 75
 "La Lune," 65 p.c. olive oil.
 Case 25 lbs, 11-lb bars, lb. 0 07
 Case 12 lbs. 2 1/2 lb. bars, lb. 0 08
 Case 50 lbs, 1/4-lb. bars, case 3 25
 Case 100 lbs. 3 1/2-oz. bars,
 case 1 80
 Case 200 lbs., 3 1/2-oz. bars,
 case 3 40
ALIMENTARY PASTES.
BLANC & FILS.
 Macaroni, Vermicelli, Animals,
 Small Pastes, etc.
 Box, 25 lbs., 1 lb. 0 97 1/2
 Box, 25 lbs., loose 0 97
DUFFY & CO. BRAND.
 Grape Juice, 12 qts. 4 75
 Grape Juice, 24 pts. 5 15
 Grape Juice, 36 splits ... 4 75
 Apple Juice, 12 qts 4 50
 Apple Juice, 24 qts. 4 75
 Champagne de Pomme, 12 q. 5 00
 Champagne de Pomme, 24 p. 5 50
 Matts Golden Russett—
 Sparkling Cider, 12 qts.... 5 00
 Sparkling Cider, 24 pts. ... 5 50
 Apple Vinegar, 12 qts. 2 50
CEREALS.
 Grape Nuts—No. 22, \$3; No. 23.
 \$4.50.
 Post Toasties—No. T3, \$3.85.
 Postum Cereal—No. 0, \$3.85; No.
 1, \$2.70.
 Force, 30's 4 50
 Gusto, 30's 3 85
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
IMPERIAL PREPARED MUS-
TARD.
Ontario Prices.
 Small, case 4 doz., per doz. 0 45
 Medium, cases 2 doz, doz. 0 90
 Large, cases 1 doz., doz. 1 25
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
LARD.
N. K. FAIRBANK CO. BOAR'S
HEAD LARD COMPOUND.
 Tierces 09 1/2
 Tubs 09 1/2
 Pails, 20 lbs. 09 1/2
 Tins, 20 lbs. 09 1/2
 Cases, 3 lbs., 20 to case.. 10 1/2
 Cases, 5 lbs., 12 to case.. 10 1/2
 Cases, 10 lbs., 6 to case.. 10 1/2
 F.O.B. Montreal.
GUNN'S "EASIFIRST" SHORT-
ENING.
 Tierces 0 08 1/2
 Tubs 0 09
 20-lb. pails 0 09 1/2
 20-lb. tins 0 08 1/2
 10-lb. tins 0 09 1/2
 5-lb. tins 0 05 1/2
 3-lb. tins 0 05 1/2
 1-lb. cartons 0 10 1/2
MARMALADE.
SHIRRIFF BRAND.
 "Imperial Scotch"—
 1-lb. glass, doz. 1 55
 2-lb. glass, doz. 2 80
 4-lb. tins, doz. 4 05
 7-lb. tins, doz. 7 35
 "Shredded"—
 1-lb. glass, doz. 1 90
 2-lb. glass, doz. 3 10
 7-lb. tins, doz. 8 25



MAGIC BAKING POWDER MAGIC BAKING POWDER

MAGIC BAKING POWDER

MAGIC BAKING POWDER

GROCERS: The mere fact that some brands of Baking Powder have the words "No Alum" on the label is not sufficient proof that they are what they are represented to be. Our chemists find a good many have "No Alum" on the outside of the package, but large quantities of it inside. See that all the ingredients are plainly stated on the label.

MAGIC BAKING POWDER



THE WHITEST LIGHTEST & PUREST

MAGIC BAKING POWDER

CONTAINS NO ALUM

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

E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

MONTREAL WINNIPEG



HEALTHFUL BISCUIT, CAKE, ETC.

MAGIC BAKING POWDER

WHOLESALE

DIRECTIONS:

THIS BAKING POWDER IS COMPOSED OF THE FOLLOWING INGREDIENTS AND NONE OTHER: PHOSPHATE, BI-CARBONATE OF SODA AND STARCH.

E.W. GILLETT CO. LTD.

CONTAINS NO ALUM

MAGIC BAKING POWDER MAGIC BAKING POWDER

EASTER

marks the beginning of another season of good cheer and also the beginning of the demand for Breakfast Bacon.

Prices are high—we cannot help that—and they are going to be high all Season. Buy now and keep on buying Fearman's Star Brand English Breakfast Bacon.

MADE UNDER
GOVERNMENT INSPECTION.

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
Fines.

4-lb. box "Special" per box 0 22
8-lb. box "Special," box 0 44
5-lb. box "Standard" box 0 27 1/2
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb bbls.
per lb. 0 05
25-lb. cases, 1-lb. pkgs.
(Vermicelli) 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 06 1/2
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 .. \$10 20
Florida soap, per gross .. 12 00
Straw hat polish, per gross 18 20

SNAP HAND CLEANER.

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

RICHARDS PURE SOAP.

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

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

FELS NAPHTHA.

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

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

1-16 gall., dos. \$ 2 00
1/4 gall., dos. 6 00
1/2 gall., dos. 10 00

1 gall., dos. 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 .05 1/2
40 lbs., Canada white gloss,
1 lb. pkgs.06 1/2
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 .06 1/2
200 lbs. bbls., No. 1, white .06 1/2
30 lbs. Edwardsburg silver
gloss, 1 lb. chromo pack-
ages07 1/2
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 .. .07 1/2
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
corn07 1/2
40 lbs. Canada pure corn
starch05 1/2
(20-lb. boxes 1/4c. higher.

BRANTFORD STARCH WORKS
Ontario and Quebec.

Laundry Starches—
Canada Laundry—
Boxes about 40 lbs.05 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40
lbs.06 1/2
First Quality White Laundry—
3-lb. canisters, cases of
48 lbs.07 1/2
Barrels, 200 lbs.06 1/2
Kegs, 100 lbs.06 1/2
Lily White Gloss—
1 lb. fancy cartons, cases
30 lbs.07 1/2
6 lb. toy trunks, lock
and key, 8 in case.08 1/2
6 lb. toy drums, with
drumsticks, 8 in case. .08
Kegs, extra large crys-
tals, 100 lbs.07 1/2
Canadian Electric Starch—
Boxes containing 40 fancy
pkgs., per case 3 00
Celluloid Starch—
Boxes containing 45 car-
tons, per case 3 75
Culinary Starches—
Challenge Prepared Corn—
1 lb. packets, boxes of 40
lbs.06
Brantford Prepared Corn—
1 lb. packets, boxes of
40 lbs.07 1/2

"Crystal Maize" Corn Starch—
1 lb. packets, boxes of 40
lbs.07 1/2
(20 lb. boxes 1/4c. 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. \$1.60; Ocean cough syrup,
36 6-oz. \$6.00; 36 8-oz. \$7.20;
Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulli-
gatawny, Chicken, Ox Tail, Pea,
Scotch Broth, Jullienne, 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 1/2-lb., containing 120
packages, per box, \$3.00.
Case of 1-lb. and 1/2-lb., contain-
ing 30 1-lb. and 60 1/2-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, 1/2 doz. in case 2 80
20 lb. tins, 1/4 doz. in case 2 75
Barrels, 700 lbs. 3 1/2
Half Barrels, 350 3 1/4
Quarter Barrels, 175 4
Pails, 38 1/2 \$1 90
" 25 lbs. each 1 35
LILY WHITE CORN SYRUP.
2 lb. tins, 2 doz. in case. 2 90
5 lb. tins, 1 doz. in case. 3 25
10 lb. tins, 1/2 doz. in case 3 15
20 lb. tins, 1/4 doz. in case 3 10
(5, 10 and 20 lb. tins have wire
handles.)

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)
2's—2 doz. to case, per doz. 93
3's—2 doz. to case 1 45
Winnipeg.
2's—Tins, 2 doz. cases, per
doz. 1 20
3's—Tins, 2 doz. cases, per
doz 1 75
5's—Tins, 1 doz. cases, per
doz. 3 20
10's—Tins, 1/2 doz. cases,
per doz. 5 30
20's—Tins, 1/4 doz. cases,
per doz. 19 40
Pails—1's each 0 65
Pails—2's, each 1 12
Pails—5's, each 2 55
DOMOLCO BRAND
Maritime Provinces and Ontario:
2's. 2 doz. case, per doz ... \$1 35

3's. 2 doz. case, per doz. ... 1 85
5's. 1 doz. case, per doz. 3 75
10's, 1/2 doz. case, per case. 3 40
20's. 1/4 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. ... 3 35
5's, 1 doz. case, per case. ... 4 00
10's, 1/2 doz. case, per case 4 15
20's, 1/4 doz. case, per case 3 80
SAUCES.

PATERSON'S WORCESTER
SAUCE.

1/2-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. 1/2-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. 1/2 pints, packed in 6-
doz. case \$2 25
Imp. 1/2 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.

Dosen.
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, 6 1/2s and 12s ... 46
Stag, 5 1-3 to lb. 38
Old Fox, 12s 44
Pay Roll Bars, 7 1/2s 56
Pay Roll, 7s 54
War Horse, 6s 42
Plug Smoking—Shamrock, 6s,
plug or bar 54
Rosebud Bars, 6s 54
Empire, 6s and 12s 44
Ivy, 7s 80
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 1/2's .25 30
Green Label, 1's and 1/2's .27 35
Blue Label, 1's, 1/2's, 1/4's
and 1/8's 30 40
Red Label, 1's and 1/2's . 36 50
Gold Label, 1/2's 44 50
Red-Gold Label, 1/2's ... 55 50
LUDELLA CEYLON TEA.
Orange Label, 1/2's 24 30

Sound
packe
packe
consis
and c

This
you w

This
battin
over y

These

H.

Cor.

An Appetizer

Sounds good, and it tastes mighty good. It is a French Relish, packed by H. Desegaulx & Co., one of the largest and best packers of French table delicacies. Put up in quarter tins and consists of Tunny Fish, Sardines, Stuffed Olives, with anchovies and capers. The price, 14½c tin. ✓

Teas in Bulk

This is a branch of our business that has special attention. If you wish to improve your tea trade, try some of our blends:

Regal Blend	-	-	19c
No. 35 Blend	-	-	22c
Monarch Blend	-	-	28c
Imperial Blend	-	-	33c
Golden Tip Blend	-	-	37c

This is an opportunity to get in the game and start off by batting over 300 in the tea end of your business. When going over your stock, remember

Heinz Pure Food Products

Diamond Crystal Salt, in bags

Shaker Brand Table Salt, in packages

Ludella Tea, in packages

These are live wires that attract customers and make them come back.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

THE CANADIAN GROCER

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

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

Wholesale 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 only55 .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's 23 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 60c42
 Gold Label, retail at 80c55

JAMS AND JELLIES.

T. UPTON & Co.

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

Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.;

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

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

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

List Price.

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

YEAST

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

Pine Apples

are now commencing to come in more freely and are arriving in good shape.

Florida Tomatoes, Cabbage and Celery, Louisiana Strawberries, pint boxes will be reasonable in price, Navel Oranges, Bananas, Lemons, Nuts, etc.

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH TORONTO
 are Largest Receivers

BANANAS Tomatoes Celery

AND

all early vegetables

We invite enquiry

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

For
 Reliability
 of
 Quality, Pack
 and
 Delivery

Buy

"TRACUZZI'S"
 "ST. NICHOLAS"

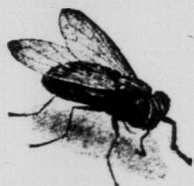
They Fill the Bill.

J. J. McCABE

AGENT

TORONTO, : : ONT.

TANGLEFOOT



THE ORIGINAL FLY PAPER

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

YOU ARE SURE OF FRESH TOMATOES

all winter, Mr. Grocer, and, furthermore, you will have no loss from the decayed or crushed variety if you entrust us with your business. Write about

"CROWN" BRAND

OUTDOOR GROWN
 6 BASKETS TO THE CRATE

Each crate thoroughly examined before shipping.

All crushed Tomatoes removed.
 Weekly Shipments Guaranteed.

WEST INDIES FRUIT CO.

20 William Street, Montreal

Headquarters for Maple Flavor

Henderson's Tri-Maple Flavor is the best there is made in Maple Flavor. A good seller and repeat order producer.

Sold in bottles or in bulk.

Let us quote you prices and submit sample.

THOS. HENDERSON

Manufacturing Chemist
 86-88 Fulton St., - New York

Egyptian Onions

These are the most satisfactory onions to buy at this season of the year.

**FINE
KEEPING
QUALITY**

Shipments are now arriving regularly and prices are very reasonable.

ORDERS SOLICITED.

WHITE & CO., LIMITED

Dealers in Fancy Fruits, Vegetables and Fish
TORONTO and HAMILTON

CALIFORNIA NAVEL ORANGES

Oranges from California are now at their best for eating—sweet, fine color and full of juice. We have all sizes.

Tomatoes and Celery

Very Fancy Quality.

**Pineapples Strawberries
Bananas**

Full line of green vegetables fresh daily.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

FRATELLI FOLLINA'S BUSTER BROWN LEMONS

IF ONLY ONCE THIS BRAND
YOU'LL TRY.

WE'RE SURE THESE LEMONS
YOU'LL ALWAYS BUY.

"WE KNOW THE REASON"

FRATELLI FOLLINA, PACKERS
Palermo, Messina

W. B. STRINGER

Can. Agent

Toronto

"Standard Goods Sell Best"

The fame of our immense manufactory has been built around just this one product. There are numerous imitations, but there is nothing that enjoys the reputation of BOVRIL, or that possesses its vitalizing power, or that can give the same appetizing flavor and toothsome when added to other foods.

The BOVRIL estates cover: in the Argentine, 438,082 acres; in Australia, 9,261,400 acres.

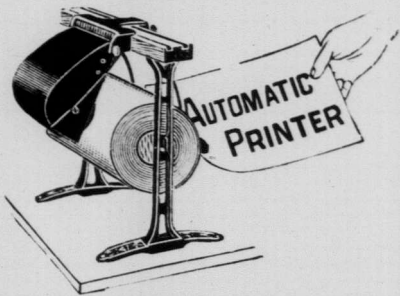
Make up Your Stocks To-day.



BOVRIL, LIMITED

MONTREAL

THE more your customers see your name, the more are they likely to remember you—



Get this machine and advertise—

**YOUR STORE
YOUR SERVICE
YOUR GOODS
YOUR NAME**

Reduces daily paper advertising bill to a minimum.

WRITE FOR PARTICULARS.

UTILITIES LIMITED

73 Bank of Ottawa Building
MONTREAL

WHITE DOVE Cocoanut

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

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



W. P. Downey
MONTREAL, QUE.

This Is It



For the grocer who is looking for customer-catching trade in soda biscuits, Mooney's Perfection Cream Sodas are "It." Have you ever tried their effect? Better do so now! You will find no biscuits anywhere so saleable as

**Mooney's
Perfection Cream
Sodas**

They fill a human want for dainty, lastingly crisp crackers.

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,
St. John's, Nfld.

Listen!

Don't hesitate to get in touch with us. We have a number of good selling lines which we can allow you at very reasonable prices, which will allow you a big margin of profit.

**SPANISH PEPPERS,
PEELED TOMATOES,
OLIVE OIL,
ROMAN CHEESE,
HARICOT VERT,**

Suggest to the housewife that she should try some macaroni and cheese with our

TOMATO EXTRACT

It's delicious.

H. E. VIPOND & CO.

MONTREAL

53 Highest Awards in Europe and America

**WALTER BAKER & CO.'S
CHOCOLATE
& COCOA**



Registered
Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

**The Condensed Ads. in this
Paper will bring good results**

Get Down To Date

Carry A Stock of

MAPLEINE

to meet the popular demand for a staple that's better than maple.

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

The Crescent Mfg. Co.
SEATTLE, - W.N.



Grape-Nuts

A Steady Seller

Heavy, continuous advertising has made Grape-Nuts food known the world over.

Experience from actual use has shown that this food possesses the Body and Brain building qualities claimed for it.

People buy and continue to use Grape-Nuts because it supplies a human need.

Grocers who supply this need make good profit without risk—

The sale of every package guaranteed!

“There’s a Reason” for pushing Grape-Nuts

Canadian Postum Cereal Co., Ltd., Windsor, Ont.

Easy to Sell - Always Satisfactory

Our washboards have an appearance that pleases the customer and assures quick sales.



The extreme high quality and the excellent finish of

CANE'S Washboards

have won for them a recognized superiority.

A few of our best grades are the

IMPROVED GLOBE,

ORIGINAL GLOBE,

DIAMOND KING, AND STANDARD GLOBE,

BEAVER (Brass), NEPTUNE (Fancy Crimp Zinc).

Washboards are only one of the many lines we handle.

Write for catalog on CANE'S WASHDAY WOODENWARE—they ensure good profits.

The Wm. Cane & Sons Company

LIMITED

NEWMARKET,

ONTARIO

CLASSIFIED ADVERTISING

ARTICLES FOR SALE

FOR SALE—STIMPSON COMPUTING SCALE 30-lb. capacity, in first-class condition; and Arctic refrigerator, valued new \$80. Would sacrifice; also No. 14 Enterprise coffee mill and other fixtures. H. Richardson, 144 Dundas St., Toronto.

AGENCIES WANTED

AN ENGLISH FIRM OF MANUFACTURERS and merchants having a large connection amongst Grocers and stores in the United Kingdom are willing to take one or two agencies for Canadian Products. Address Box 422, Canadian Grocer, Toronto.

BUSINESS CHANCES

FOR SALE IN PORT ARTHUR, ESTABLISHED Grocery Business showing good net profits, and sales over \$50,000.00 and increasing yearly. The L. U. Bonin Co.

YOUR BUSINESS SOLD QUICKLY, OR wanting a business, write us. Co-operative Realty Co., Hamilton, Ontario.

GROCERY, BAKING AND CONFECTIONERY business for sale. Owner going west. Apply W. C. Britton, Newcastle, Ontario.

Maple Sugar — Maple Syrup — Comb Honey. Write us. Woodman & McKee, Coaticook, Que.

COMMISSION LINES WANTED

WANTED TO HANDLE LINES ON COMMISSION basis, good storage facilities. Travelers cover most of Alberta and Northern Saskatchewan. Apply Box 420, 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 25 cents postpaid. Technical Book Dept., MeeLean 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.

725,000 LIVE MERCHANTS USE NATIONAL Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money, too. Write us for proof. National Cash Register Co., 285 Yonge Street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

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 Street, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. 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 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.

The Warm Days Coming Mean—

A Move From The Kitchen Stove

Yes, the housewife will soon find it warm enough in the open without hanging over the stove or range, and anything you can do to keep her in an even frame of mind will work to your benefit later on. Suggest the use of

THE

Ermaline Cooking Bag

and point out how it makes cooking easier, saves time and does away with the "watching" part. The food can be placed in the bag and left in the oven to cook and there is no need for anyone to stand by and watch it.

The Ermaline Bag will be a moneymaker during the summer months. Take a tip.

Edward Lloyd Limited

508 Eastern Townships Bank Bldg. Montreal



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. MALCOLM & SON
 ST. GEORGE, ONTARIO

Give Us a Trial

After all it is only fair that you should place a small trial order with us. We have pointed out that King Brand Jams are the highest quality and a test on your part will prove it.

King - Superior - Jams

Can be had either in glass carton, or pail, and will please even the "hard to please," that's a lot.

Jobbers:—Write for special proposition.

Labrecque & Pellerin

111 St. Timothee St., - Montreal

W. H. Escott Co., Winnipeg. MacGregor Specialty Co., Toronto. J. Hunter White, St. John, N.B.

WARNING!

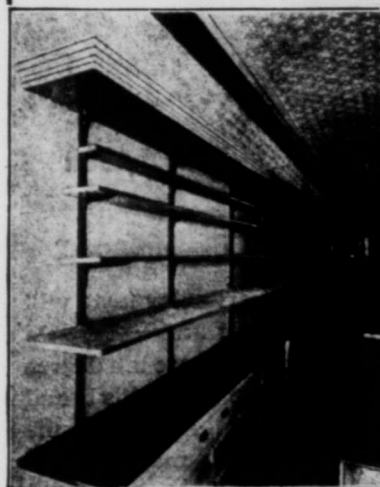


SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

THE BEST SHELVING FOR YOUR BUSINESS



Note the splendid stretch of shelf space—not a stick or prop in the way—all reserved for the best display of merchandise. This is one of the many good points of our

Patent Adjustable BRACKETS

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

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

The Piqua Bracket Company

SOLE MANUFACTURERS

PIQUA

::

OHIO



CAPTURING THE MARKET

Excelling in quality and exceeding in quantity any of its competitive brands.

CHINESE STARCH

is rapidly capturing the market. The quality had long since been established. The quantity—16 ounces in every package—is making inroads on other lines that give but 12. Both points tell heavily in favor of the grocer in meeting the demand of his customers.

WRITE FOR PRICES

AGENTS:

Standard Brokerage Co., Vancouver, B.C.; W. H. Escott Co., Winnipeg, Man.; Green & Co., Toronto, Ont.; Norman D. McPhee, Hamilton, Ont.; The Lawrence Mill Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P. E. I.; Boivin & Grenier, Quebec, Que.; Eug. Pollet, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

O. Lefebvre, Prop. OCEAN MILLS MONTREAL

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

M^cVITIE & PRICE

Biscuit Manufacturers
EDINBURGH and LONDON

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

AGENTS:

Ontario and Quebec

W. G. PATRICK & CO., York Street, TORONTO

Manitoba and Saskatchewan

RICHARDS & BROWN, James Street, WINNIPEG

British Columbia and Yukon

KELLY, DOUGLAS & CO., Ltd., Water St. VANCOUVER

"GLOBE"
MACARONI and VERMICELLI

MADE
OF HARD
WHEAT



MADE BY
SKILLED
LABOR

The man or woman with a particular taste will always ask for Globe Macaroni and Vermicelli when he or she has once used it. There is a degree of satisfaction obtained from the use of this brand that is not found in other kinds. Absolutely the best hard wheat is used in their manufacture.

You will profit by the sale of "GLOBE" products.
Stock them now.

D. SPINELLI & CO.

REGISTERED

MONTREAL, - - QUEBEC



House-Cleaning Time

At this season of the year the housewife is thinking of the coming spring house-cleaning, dreading the drudgery of rubbing and scrubbing.

The dread of extra rubbing and scrubbing is unknown to the housewife. She is consoled by the thought of the assistance that she will get by the use of

Wonderful Soap

As if by magic the dirt immediately vanishes with the application, and only little power is needed to give the desired result of perfect cleanliness.

In the washtub Wonderful Soap works with even greater aptitude as a cleanser of wearing apparel or household textiles. Being absolutely pure, it may be used with the utmost safety in washing even the finest fabrics.

It is the season's best stock.

The profit is as the soap—Better than all others.

THE GUELPH SOAP COMPANY

GUELPH, - - ONTARIO



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

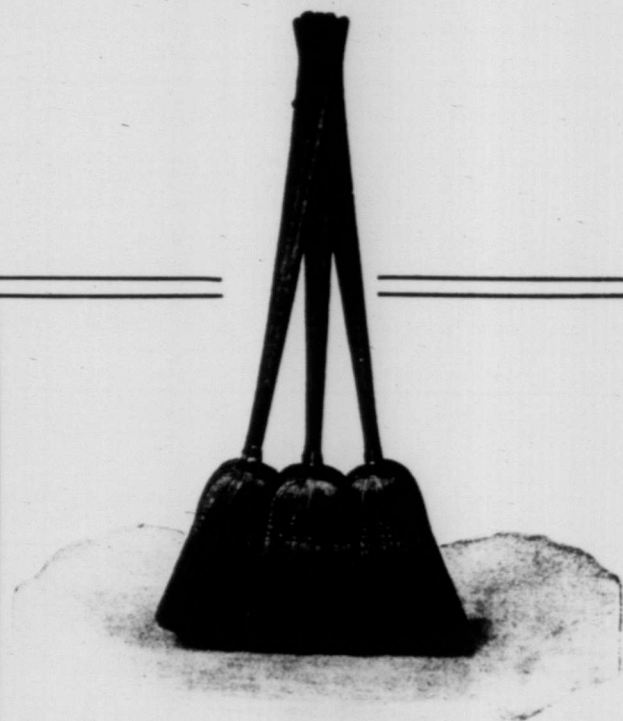
For purity they will stand the most rigid tests—there are no adulterants or preservatives used in their manufacture—points which make Royal Shield Jellies exceedingly popular with housewives.

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.



SIMPLIFY YOUR RANGE

Let us submit you four or five lines that will meet all requirements, that you can depend will ALWAYS be equal to, or better, than your standard.

DO THIS! And your travellers will sell more brooms than if they carried ordinary samples. Send all your customers' complaints to us.

We guarantee our goods.

The Parker Broom Company

Manufacturers of Fine Brooms and Whisks.

692 WELLINGTON STREET,
OTTAWA, ONT.



The sale of
REINDEER
Condensed
Coffee

has kept increasing all winter. Now, it's going to be still better during the Spring and Summer, with all fishing, camping and hunting parties using Reindeer Condensed exclusively.

Make a window display of Reindeer Condensed Coffee, Cocoa and Reindeer Milk, then order another lot from your wholesaler at once.

REINDEER LIMITED

TRURO, N.S. and HUNTINGDON, P.Q.

Western Agents:

W. L. McKenzie & Co., Winnipeg, Man.
Dominion Brokerage Co., Limited, Edmonton, Alta.
D. M. Doherty & Co., Calgary, Alta., and Vancouver, B.C.

Sterling
BRAND

Pickles, Relishes, Catsup,
Fruit Flavors, Jams, Etc.

are the table luxuries that have long filled the modern want of a modern public for pure foods. Write for a sample of these popular delicacies.

The Profits Please.

THE T. A. LYTTLE CO.

[Limited]

Sterling Road, Toronto

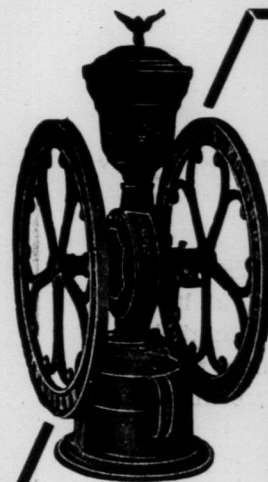
CHILDREN
grow sturdy and strong on

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.



BUILT ON MERIT

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

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—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

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

The Finest Fish Obtainable

Careful selection of the sweetest fish caught in famous Passamaquoddy Bay, and careful and skilful handling in a modern, sanitary factory have made



Brunswick Brand Sea Foods

the choice of all particular people.

They are unsurpassed in quality, have a flavor distinctly their own, and yield the dealer a liberal profit.

Are YOU handling this satisfaction-giving line? When ordering, be sure and get the name right.

"BRUNSWICK"

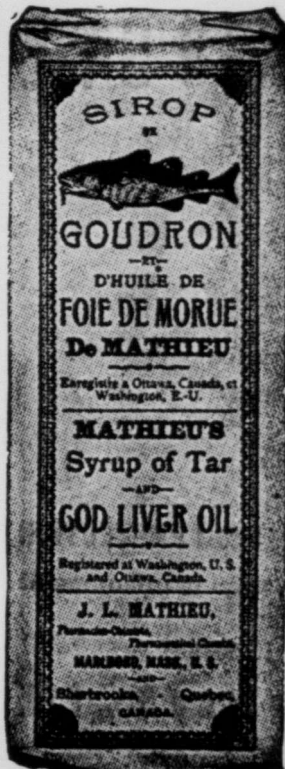
Connors Bros., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N. S.; C. H. B. Hillcoat, Sydney, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. deCarteret, 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.



CURE YOUR CUSTOMERS' COUGHS



Sell them

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

They'll be thankful and you'll make a "little something"—and be happy also.

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

If they seem feverish, suggest **Mathieu's Nervine Powders**

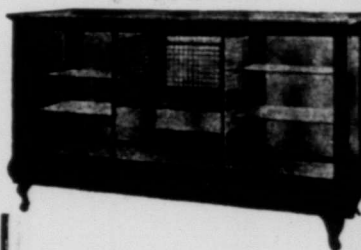
—the great headache remedy which, taken in connection with Mathieu's Syrup, helps to break up the cold.

Newton A. Hill, 25 Front St. E., Toronto, Ont.

Distributor for Western Ontario.

Chaput, Fils & Co., Montreal, Que.

Foley Bros. & Larson, Winnipeg, Man.



THE SILENT SELLING FORCE

of a Silent Salesman Refrigerator will boost your trade. It has been proved and tested—it does more than act as salesman, it enables attractive displays of perishables and gives character and adds to the appearance of your store.

THE SILENT SALESMAN REFRIGERATOR

lets nothing spoil and eventually pays for itself. It's one of the famous Arctic line, the coldest and driest refrigerators made.

Representatives in West: Donnelly, Watson & Brown, Calgary, Alta.

JOHN HILLOCK & CO., Limited
TORONTO, - - - - - ONT.



A Greater Demand Than Ever

The orders from Grocers throughout Canada for

ROWAT'S PICKLES

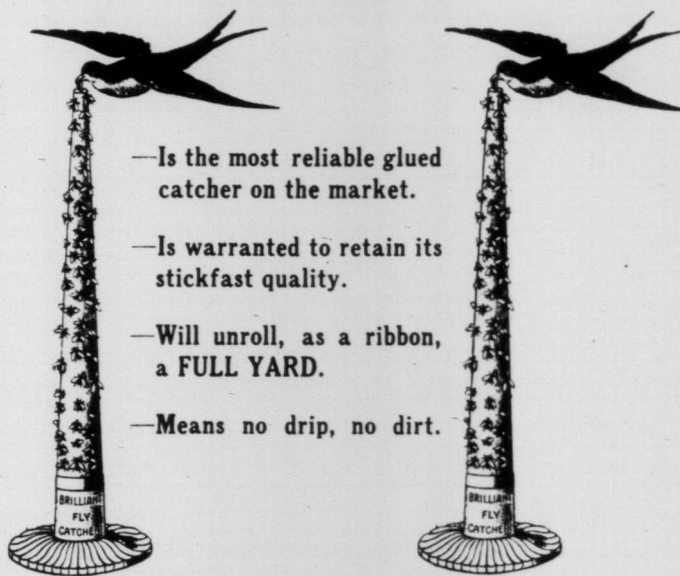
are increasing every year and this season's trade is so large as to establish their popularity more firmly than ever. Place your orders now.

Rowat & Co.
GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; F. H. Tippet & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Brilliant Fly Catcher



- Is the most reliable glued catcher on the market.
- Is warranted to retain its stickfast quality.
- Will unroll, as a ribbon, a FULL YARD.
- Means no drip, no dirt.

\$1.75 per box of 100

FOR JOBBERS' PRICES AND SAMPLES WRITE

GRANGER FRÈRES LIMITÉE.

390 St. Paul Street, MONTREAL

Selling Agents for Western Provinces:—J. J. TOMLINSON & CO., WINNIPEG

Spring Cleaning

means a demand for

Golden Ray Cleaner

the latest and most wonderful preparation on the market. It's an eyeopener, Mr. Grocer, and deserves your attention. Packed in attractively lithographed tins, good for window displays.

Cleans even the most precious of silk, and yet never harms.

A First-class Hand Cleaner

Just imagine! One little rub and the most ingrained stain is removed from any fabric.

One little rub and all dirt is removed from the hands.

WRITE FOR SAMPLE

The Golden Ray Mfg. Co.

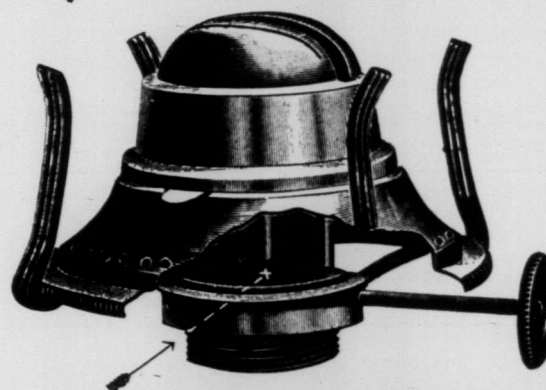
4 Union Avenue, Montreal

Banner All Brass Lamp Burners

MADE WITH



COVERED BASE



It is put in the BANNER for YOUR PROTECTION
Does not collect dirt, dead insects, or inflammable material.

SOLD BY ALL JOBBERS

Ontario Lantern and Lamp Co., Ltd.

Head Office and Factory, HAMILTON, ONT.

BRANCHES: MONTREAL, WINNIPEG AND VANCOUVER

LENT IS OVER

FISH, however, is still a staple article of daily food for the householder. Most of our grocers are prone to consider the fish business at this time of the year a dead issue.

THIS IS A MISTAKE

NOW is the time for **YOU** to reap the profits when your competitor quits handling fish. **IT IS WELL WORTH** the time and trouble to prepare your store for handling fish the year round. **It pays big dividends.**

HOW MANY CONSUMERS crave a nice piece of fish and are denied same by the shortsighted policy of neglecting this line? Think it over. A widespread longing for fish food (the result of our desire for variety and good food) is prevalent and the profits for satisfying this want belong to the men who grasp the opportunity. **WE WILL ADVISE YOU** as to the best and most sanitary methods of putting this part of your business on a paying basis, because it means our mutual benefit.

Ask for our latest list as to variety in every kind of fish.

The F. T. James Co., Limited

Wholesale Fish Distributors

Church and Colborne Sts. - TORONTO

*Listen to a
Fellow Merchant*

G. J. MELHUISE
Dealer in
FINE GROCERIES

Toronto, Ont., Jan. 26, 1911

S. F. Bowser & Co., Inc.
Toronto, Ont.

Dear Sirs,—Your self-measuring oil tank is a great time saver, also clean and handy. Would not be without one.

In the first place, about twelve years ago I put in two of your outfits, one fifty and one one hundred and twenty gallon, and five years later saw you had improved them and I said we must have the best of the best so I am still using the improved Bowser Oil Tank.

Yours truly,
Sgd. G. J. Melhuish

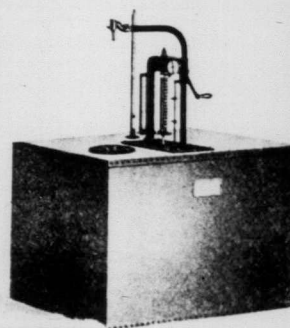
After using a Bowser tank five years Mr. Melhuish decided to buy another Bowser. Can you ask for a stronger test of their good qualities? If the Bowser wasn't everything he expected it to be and all we claim for it, it is hardly possible he would have repeated his order.

Most of your competitors in business are using Bowsers—Ask them.

Send a Card TO-DAY for our free illustrated book No. 5, it shows the outfits in colors.

S. F. BOWSER & CO., Inc.
66-68 Fraser Ave., TORONTO, ONT.

For twenty-seven years manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Registering Pipe Line Measures, Dry Cleaning Systems, etc.



WORLD RENOWNED
ICE S&C
BRAND STUHR.

**Stuhr's
DELICACIES.**

**Genuine Caviare,
Anchovies in Brine,**

IN TINS AND CLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

FREQUENCY OF SAILINGS

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

For further particulars apply to

PICKFORD & BLACK, Ltd.

Agents
HALIFAX, N.S.

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



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

**Queen City Water
White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada

FOR SALE EVERYWHERE

BLACK JACK

**QUICK
CLEAN
HANDY**



TRY IT

**SOLD BY
ALL
JOBBER**

1/2 lb. tins—
3 doz. in case.



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

Not an Enterprise for the "Quitter"

"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom

"He must know before he begins it that he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

Master Mason King George's Navy

Two good brands of tobacco which you should see about this year. They are good enough to produce repeats and profitable enough to make the dollars come.

Maple Sugar Chewing Tobacco

is another of our lines which has become most popular. You should not have the slightest hesitation about stocking tobacco when you have lines like ours which are bound to please.

DROP A LINE

The Rock City Tobacco Co.

Quebec

Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE Milder
THAN

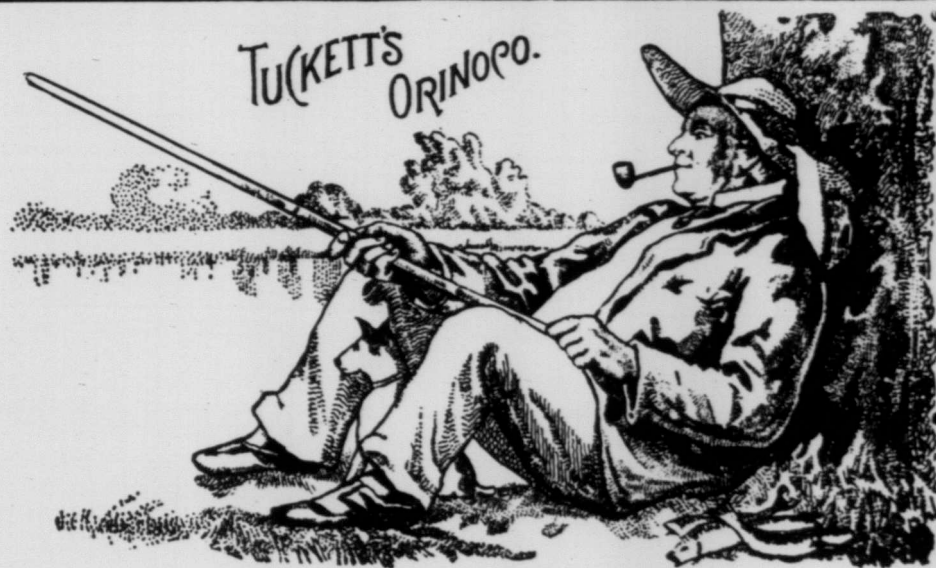
Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.



How Many Clerks Earn \$144 a Month?

A young man twenty-one years of age with only an ordinary Public School education, residing in a town with a population of 2,180, earned \$144.00 during the month of January, 1912.

How he did it will be of significant interest to every man in every town in Canada, who possesses the initiative to enable him to carry through to success a similar undertaking.

This young man had said to himself time and again.

"I am not making enough money."

"I feel that I have the ability to earn more."

"I want to make faster progress."

His opportunity came when he saw an advertisement in **The Canadian Grocer**, which read:

"Representatives wanted—we will pay a good man good money to take orders for **MacLean's Magazine**."

He immediately applied for the agency in his town, which was granted him.

He received the appointment on January 2nd, and that very day commenced the work.

His position as a clerk in a general store brought him a salary of \$40 a month. He worked six days and three evenings in the week at his regular duties. Three evenings were devoted to **MacLean's Magazine**.

For the month of January his total earnings were:

Salary from regular work in general store	\$ 40.00
Earnings from spare time work on MacLean's Magazine	104.00
Total income	<u>\$144.00</u>

HOW DID HE DO IT?

If you want to find out and have an ambition to do as this young man has, write

THE MACLEAN PUBLISHING CO.

143-149 UNIVERSITY AVENUE :: TORONTO, CANADA

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

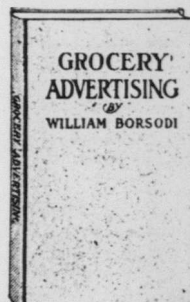
(Technical Book Department)

43-149 University Ave.,

TORONTO

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

CHLORIDE OF LIME

The season is now here when you will be selling lots of Chloride of Lime.

Buy Bull Dog Brand
Special Prices

Fibre Packages or Zinc Cans
all sizes.

The John B. Paine Co. Ltd.
Toronto, Ontario

Don't Worry Unnecessarily

It's a safe bet to say that half the business worries of a grocery proprietor are centred on bookkeeping and accounting.

There is one thing certain, that if you gave more time to grocery selling and grocery buying, your business would be more profitable. Here is the remedy:

The "BARR" ACCOUNT REGISTER

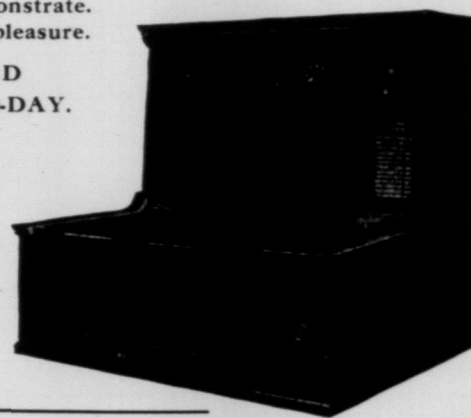
is the practical one-writing account system. It has demonstrated beyond doubt that it can abolish that drudgery and worrisome retail bookkeeping that robs YOU of the time you should be giving to the commercial end of your business.

Ask us to demonstrate.
It will be a pleasure.

SEND CARD
TO-DAY.

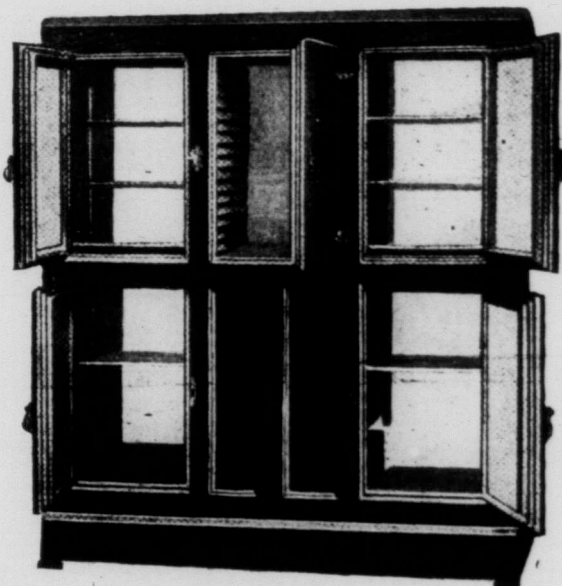
Barr
Registers,
Limited,

TRENTON,
ONTARIO



The Dry, Clean, Hygienic Refrigerator

We are not conducting a crusade against zinc-lined refrigerators, but we will say that you are not observing the highest health standard by using a zinc-lined refrigerator. It's reasonable—the metal corrodes, and the oxide therefrom is a poison to milk and food.



THE NORTH STAR REFRIGERATOR

is lined with odorless wood or enamel. There's a difference. It is of superior construction and unequalled for economy of the ice. The North star is a scientific refrigerator with dry air circulation. The interior of the ice box is so dry that a match can be lighted inside the door any time when the refrigerator is filled with ice. Every refrigerator is guaranteed.

SEND FOR ILLUSTRATED BOOKLET TO-DAY.

Estate JAMES DAVIDSON
OTTAWA, ONTARIO



**P U R I T Y
IS ALWAYS
PARAMOUNT**

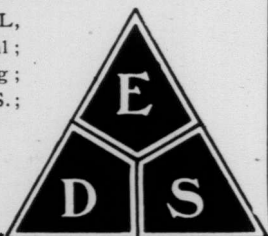
in the
Manufacture of
**E. D. S.
Brand
Jams
and
Jellies**

which accounts for the fact that
E.D.S. Brand is the best selling
brand on the market to-day.

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.



**Imported Canned Goods
Le Soleil Brand**

We are still taking orders for these
high-class goods for delivery on arrival.
In order to SECURE THE LOWEST PRICE
OF THE SEASON, ORDER NOW.

ASSORTMENT:

PEAS, ASPARAGUS, BEANS,
MEDLEY OF VEGETABLES,
SPINACH, BRUSSELS SPROUTS, Etc.

Soups (Soleil)

JULIENNE, PRINTANIERE, CHERVIL, Etc.

**Canadian Canned Goods
(DOMINION CANNERS)**

Save 2 1/2 cents per dozen by placing
your orders with us before May 1st.
Orders delivered either by mail or
traveller will be treated alike, so write
if you desire.

Molasses

Here's a good chance! Seize it!

In May we will have to hand an
important consignment of Fancy and
Choice Barbados Molasses—which we
have bought under most favorable
conditions.

We are now booking orders for
delivery from the wharf.

Laporte, Martin & Cie.

LIMITÉE

568 St. Paul Street, MONTREAL

Telephone Main 3766

Abbott, G.
Adams &
Allison Co.

Baker, W.
Balfour-Sm
Banner Mf
Barr Regis
Benedict,
Bickle, J.
Borden Co
Bovril, L
Bower, S.
Brand & C
Brown Mf

Campbell
Canada M
Canadian
Canadian
Cane, W
Carr & Co.
Case & S
Church Br
Clark, W.
Clawson &
Clements
Coles Mf
Common S
Connors B

Dailey, F.
Davidson
Distribut
Dominion
Dominion
Downey, V

Eby-Blair
Eckardt,
Edward
Eno, Ltd.
Escott & I
Eureka R
Ewing & S

Fairbank
Farrow &
Fearman,
Furuya &

INDEX TO ADVERTISERS

A	Abbott, Grant & Co. 23	G	Giffin-Hobbs Co. 18	McLeod & Clarkson..... 21	St. Thomas Packing Co. 19
Adamson & Co., J. T. 20	Gillard, W. H., & Co. 6	Gillett, E. W., Co., Ltd. 51	Golden Ray Co. 64	McVitie & Price..... 59	Salada Tea..... 27
Allison Coupon Co. 21	Gorham, J. W., & Co. 2	Gorman, Eckert & Co. 16	Granger Freres..... 64	McWilliam & Everist..... 53	Sanitary Can Co. 10
B	Baker, Walter & Co. 56	Green & Co. 23	Gunns, Ltd. 49	Magor, Son & Co. 28	Sapbo Mfg. Co. 7
Balfour-Smye & Co. 16	Banner Mfg. Co. 22	Guelph Soap Co. 60	Halifax Cold Storage Co. 47	Malcolm, Jno., & Son. 55	Smith, E. D. 70
Barr Register Co. 69	Benedict, F. L. 21	Holbrooks, Ltd. 72	Hargreaves Bros. 7	Maple Tree Producers..... 18	Smith & Proctor..... 24
Bickle, J. W., & Greening..... 12	Borden Condensed Milk Co. 3	Hendon, Thos. 54	Hillcock, J. 63	Marshall Brokerage..... 20	Silver, H. R. 20
Bovril, Ltd. 55	Bowser, S. F. 23	Hillock, J. 63	Hodson Sumner..... 22	Matheson's Sons..... 7	So-clean Mfg. Co. 4
Brand & Co. 21	C	Holbrooks, Ltd. 72	Holbrooks, Ltd. 72	Mathieu, J. L., Co. 63	Spinelli, & Co., D. 60
C	Campbell Bros. & Wilson..... 61	I	Irish Grocer..... 21	Meadow-sweet Cheese Co. 19	Spurgeon, H. G. 20
Canada Maple Exchange..... 6	Canada Udonut Co. 22	Irish Grocer..... 21	IXL Spice and Cereal Co. 24	Midland Vinegar Co. 24	Stewart, I. C. 21
Canadian Postum Cereal Co. 57	Cane, Wm. 57	James, F. T. 65	James Dome Black Lead..... 17	Millman, W. H., & Son. 20	Stringer W. B. 55
Cane, Wm. 57	Carr & Co. 14	Kessel Co., F. 21	Kilgour Bros. 22	Mooney Biscuit and Candy Co. 56	Stuart, Foster Co. 26
Chase & Sanborn..... 13	Church Bros. 25	Kilgour Bros. 22	Labrecque & Pellerin..... 59	Morton & Sons, David..... 8	Stuhr, C. F. 66
Clark, W. 21	Clawson & Co. 20	K	Lake of the Woods Milling Co. 20	Mott, John P. & Co. 62	T
Clements Co., Ltd. 21	Coles Mfg. Co. 14	Kessel Co., F. 21	Laucelles de Mercado & Co. 17	N	The Turnbull Co. 21
Common Sense Mfg. Co. 21	Connors Bros. 63	Kilgour Bros. 22	Laurentia Milk..... 8	Nelson, Dale & Co. 14	Thum Co., O. & W. 54
D	Dalby, F. V. Co. 17	L	Lawson, S. F. & Co. 4	Nicholson & Bain..... 47	Tiger Mfg. Co. 24
Davidson Estate, James..... 69	Distributors, Ltd. 20	Lambe, W. G. A. 20	Lemon Bros. 53	Nickel Plate Stove Polish Co. 66	Tilton, J. A. 20
Dominion Canners, Ltd. 5	Dominion Molasses Co. 15	Laporte, Martin & Cie. 69	Lind Brokerage Co. 20	O	Tippet, Arthur P. & Co. 1
Downton, W. P. 56	E	Laucelles de Mercado & Co. 17	Lindner & Benner..... 26	Ocean Mills..... 60	Tomlinson Co., The J. J. 20
E	Eby-Blain, Limited..... 26	Laurentia Milk..... 8	Lloyd, Ltd., Edward..... 58	Onken Co., Oscar..... 13	Toronto Salt Works..... 21
Eckardt, H. P. 53	Edwardsburg Starch..... 10	Lawson, S. F. & Co. 4	Lytic Co., T. A. 62	Ontario Lantern and Lamp Co. 64	Tuckett, Geo. E., & Son Co. 67
Eno, Ltd., J. C. 20	Escott & Harmer..... 20	Lemon Bros. 53	M	Ontario Peoples Salt & Soda Co. 22	U
Eureka Refrigerator Co. 12	Ewing & Sons, S. H. 7	Lind Brokerage Co. 20	MacLaren Imperial Cheese Co. 20	Oshawa Canning Co. 71	Utilities Limited.....
F	Fairbank Co. N. K. 19	Lindner & Benner..... 26	MacLure & Langley..... 20	P	V
Farrow & Co., Jos. 16	Fearman, P. W., Co. 51	Lloyd, Ltd., Edward..... 58	MacNab, T. A., & Co. 20	Packer, H. J. 12	Vipond, H. P. 5
Fearman, P. W., Co. 51	Furuya & Nishimura..... 18	Lytic Co., T. A. 62	McCabe, J. J. 53	Paine Co., John..... 69	W
F	Furuya & Nishimura..... 18	M	McDougall, D., & Co. 21	Parker Broom Co. 61	Waite & Fuller..... 64
F	Furuya & Nishimura..... 18	MacLaren Imperial Cheese Co. 20	M	Patterson Wyde & Co. 8	Walker Bun and Store Fixture Co. 16
F	Furuya & Nishimura..... 18	MacLure & Langley..... 20	McLure & Langley..... 20	Patrick, W. G. & Co. 30	Walker, Hugh, & Son. 55
F	Furuya & Nishimura..... 18	MacNab, T. A., & Co. 20	McCabe, J. J. 53	Peck, Freen Co. 9	Warren, G. C. 20
F	Furuya & Nishimura..... 18	McCabe, J. J. 53	McDougall, D., & Co. 21	Perrin, D. S. 11	Watson & Truesdale..... 20
F	Furuya & Nishimura..... 18	McDougall, D., & Co. 21	M	Pickford & Black..... 66	Wellington Mills..... 64
F	Furuya & Nishimura..... 18	M	MacLaren Imperial Cheese Co. 20	Piqua Bracket Co. 59	West India Fruit Co. 20
F	Furuya & Nishimura..... 18	MacLure & Langley..... 20	MacLure & Langley..... 20	Q	Western Distributors, Ltd. 20
F	Furuya & Nishimura..... 18	MacNab, T. A., & Co. 20	MacNab, T. A., & Co. 20	Queen City Oil Co. 66	Weston Ltd., George..... 2
F	Furuya & Nishimura..... 18	McCabe, J. J. 53	McCabe, J. J. 53	R	Wetthey, J. H. 61
F	Furuya & Nishimura..... 18	McDougall, D., & Co. 21	McDougall, D., & Co. 21	Ramsays..... inside back cover	White & Co. 58
F	Furuya & Nishimura..... 18	M	MacLaren Imperial Cheese Co. 20	Raymond Bros. 22	White Swan Spice & Cereals, Ltd. 14
F	Furuya & Nishimura..... 18	MacLure & Langley..... 20	MacLure & Langley..... 20	Reindeer, Ltd. 62	Wiley, F. H. 30
F	Furuya & Nishimura..... 18	MacNab, T. A., & Co. 20	MacNab, T. A., & Co. 20	Richards & Brown..... 67	Willis Mfg. Co. 52
F	Furuya & Nishimura..... 18	McCabe, J. J. 53	McCabe, J. J. 53	Robinson & Co., O.E. 21	Wilson, Jos. R. 18
F	Furuya & Nishimura..... 18	McDougall, D., & Co. 21	McDougall, D., & Co. 21	Robson, F. E. 67	Winn & Holland..... 59
F	Furuya & Nishimura..... 18	M	MacLaren Imperial Cheese Co. 20	Rock City Tobacco Co. 67	Woods & Co., Walker..... 8
F	Furuya & Nishimura..... 18	MacLure & Langley..... 20	MacLure & Langley..... 20	Rowat & Co. 64	Woodruff & Edwards..... 62
F	Furuya & Nishimura..... 18	MacNab, T. A., & Co. 20	MacNab, T. A., & Co. 20	S	
F	Furuya & Nishimura..... 18	McCabe, J. J. 53	McCabe, J. J. 53	St. Croix Soap Mfg. Co., inside front cover	
F	Furuya & Nishimura..... 18	McDougall, D., & Co. 21	McDougall, D., & Co. 21	St. Lawrence Sugar Refining Co. 17	



Customer Wanted Something Better

The grocer should realize that when a customer buys Fruit Jam or Canned Fruit, she wants the best for her money, and if an inferior product is passed on to her and it does not come up to what she expected, she will not buy it again, that's sure. But, what's more, she may go elsewhere to get her supplies.

KITCHENER BRAND Fruit and Vegetable Products

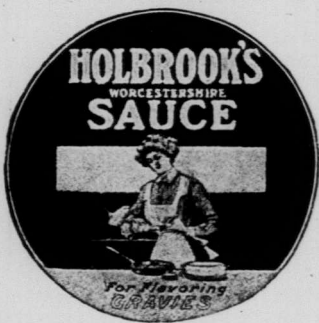
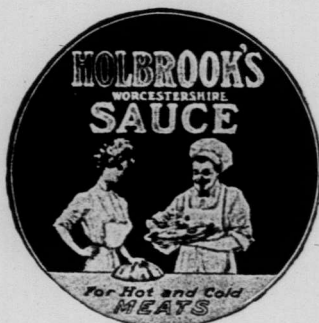
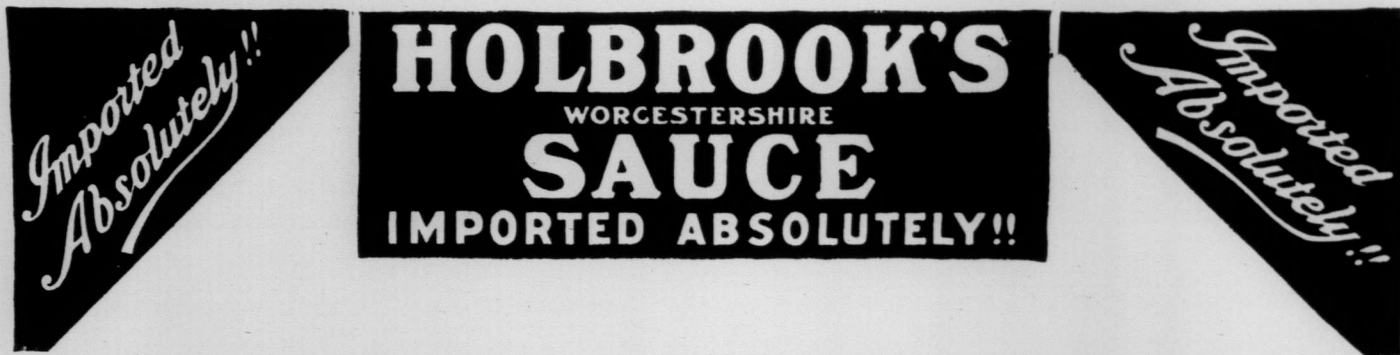
Since first introduced the sales have been rapid and continuous. This would not be if to-day we lost the customer made yesterday. Goods bearing the Kitcheners Brand is what people are craving for. There is satisfaction for the grocer in knowing that the goods passed out will meet every requirement and that the patron will return for more. Now that the home supply is low is the time to lay in a good stock.

OSHAWA CANNING CO., Limited OSHAWA - - - - - ONTARIO

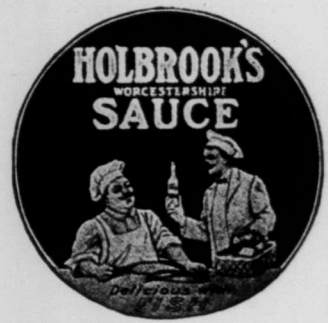
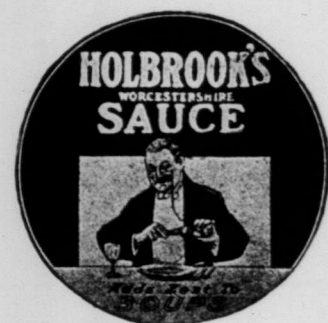
THE CANADIAN GROCER

HOLBROOK'S SAUCE Window Trim

FREE



THIS window trim is lithographed in seven colors and makes a very unique and handsome display. The entire trim is in seven pieces and can be fixed to a window in two minutes and taken down in a few seconds. Everything is ready, no pasting is required, no preparation of any kind. The objectionable features of other window displays have been entirely eliminated by the use of patent adhesive fasteners. A tiny adhesive fastener is placed at the corner of each sheet, merely remove the cotton protector and press it to the window and it is on, and it will remain on. When finished with, simply tear down, and not a single mark or sticky impression will be found on the window.



We are running an extensive advertising campaign in the leading newspapers throughout the Dominion. These window displays will draw the benefit of our publicity into your store.

We mail you the complete outfit free of all charges, distance doesn't matter. Yours for the asking. Send us a post card to-day.

Holbrook's Limited, Toronto, Canada

Canadian and U.S.A. Manager, H. Gilbert Nobbs.

Ramsay
BEST BY TEST

↓ ↓
Cream Soda

**Creamy
and Crispy**

The kind that leave a lasting taste of goodness with every user, and the kind that will bring you a steady and increasing demand. These are features which sell **FARM CREAM SODAS**.

We make a specialty of biscuit crispness as well as richness. Only the choicest ingredients are used in the manufacture of **FARM CREAM SODAS**, which are produced in a modern factory of ventilation and light.

Every box you sell to new customers will add confidence to you store and give you a good financial gain into the bargain.

Made in a modern, bright factory with the very latest improvements, and where cleanliness is chief among its features. A veritable *Sunshine Bakery*.



RAMSAYS LIMITED

330 Nicolet Street

MONTREAL

R
*...d that makes
 a pastry*”

Mrs. Christine U —
 Seven Persons, Alta.

Edmonton, Alta.
 Jan. 8, 1912

“I have used your flour for seven years and find it splendid for both bread, cakes and pastry. I always refuse ‘the just as good’ as I am not sure about them being good, but I am sure of the FIVE ROSES.”

Mrs. James I—

Marmora, Ont.
 Feb. 12, 1912

“I have used your flour for some time, and I find it makes the best bread and pastry of any flour I have had to compete with yours.”

Mrs. John W. C—

Albury, Ont.
 Dec. 18, 1911

“Being a user of the FIVE ROSES flour for a number of years, I would like to speak of its priceless value. It has worked wonders for me in bread-making. I have also used it in pastry, proving it a success there.”

Mrs. John G. P—

Mansouville, Que.
 Dec. 19, 1911

“Have used the FIVE ROSES for years, and think there is no other flour quite as good for all-around flour. I can always depend on FIVE ROSES.”

Mrs. Elbert W—

Folleigh Lake, N.S.
 Jan. 4, 1912

“I have used FIVE ROSES flour for bread and pastry for over 12 years. Would not have any other kind, as I think it the very best.”

Mrs. Jas. B—

Port Carling, O.
 Jan. 7, 1912

“I am a steady customer of FIVE ROSES flour and just for bread and general cooking that it is absolutely satisfactory. Since using it I have used no other.”

Mrs. A. L. C—

Bridgetown, N.S.
 Dec. 28, 1911

“I use a barrel of the FIVE ROSES every month and I have been using the same for 21 years. It beats all the flour for me.”

Mrs. Henry J—



The women will speak for themselves—and their friends will come to your store both the *pastry* makers and the *bread* bakers—
 If you sell FIVE ROSES.

Can any other flour in Canada produce such voluntary testimonials of satisfaction?
 Get all the trade there is, Brother Grocer.
 Get the *pastry flour* trade—get the *bread flour* trade.
 Get it with one *single flour*—FIVE ROSES.
 To-day ask your jobber—or write nearest office.

L. I. K. E. OF THE WOODS MILLING COMPANY, LIMITED

The House of Character—Canton, 10 1/2 lbs. daily.

Montreal Toronto Ottawa London St. John Kewatin Winnipeg Vancouver

Five Roses Flour

Not Bleached



Not Blended