

**PAGES
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THIS IS THE 1,328th ISSUE OF

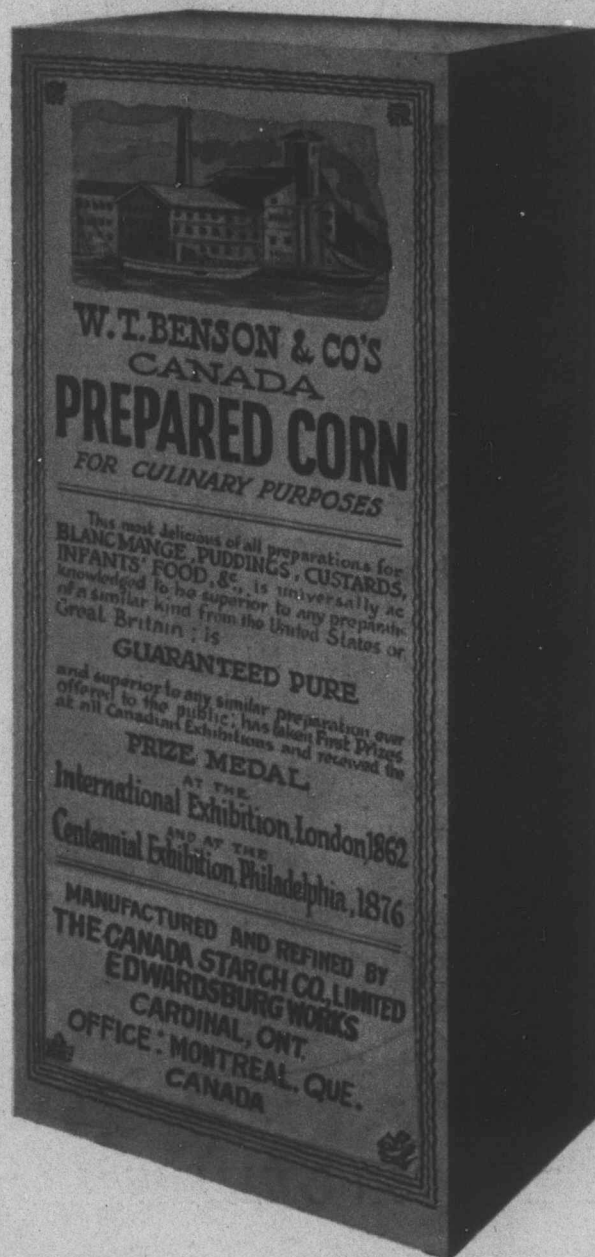
CANADIAN GROCER

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

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, MAY 23, 1913

No. 21



Guaranteed pure, wholesome and superior to all other similar preparations for Blanc Mange, Puddings, Custards, Infants' Foods. Have you your summer stock? Order to-day.

The Canada Starch Co., Limited
MANUFACTURERS OF EDWARDSBURG BRANDS
Cardinal Brantford

UPTON'S JAMS, JELLIES,
MARMALADES,
CATSUPS, Etc.



“ We want to tell you about **“UPTON'S”** Canadian pure fruit products—Jams, Jellies, Marmalades, Ketchup, etc. It is a well-known fact that Canadian fruits are second to none, Canadian refined sugar is also of a higher standard than most other makes, and it is these two constituents that are united by a modern and sanitary process in the making of **Upton's Pure Fruit Jams and Jellies.**

Your customers get honest value for their money and your profit is good, sure and steady.

The purity, the deliciousness of these table delicacies together with extensive advertising makes ready buyers—and once a buyer, always one.

Order from your wholesaler. ”

The T. UPTON COMPANY, Limited
Hamilton, Ontario

C O D O U

O
D
O
U

Manufactured by Felix Codou, Mar-
seilles, France, in one of the most
rigidly clean and modern Factories
in the world, these goods are unsur-
passed for quality.

MACARONI
VERMICELLI
SPAGHETTI

Only Taganrog (Russia) Wheat is
used, it being the wheat best adapted
for the production of these delicacies.
Tender as pastes can be, and nutritious
to the highest degree. The name
"Codou" on the package ensures the
quality.

Arthur P. Tippet & Co.
Agents

Montreal

Toronto

"SHELL" BRAND Castile Soap

("LA COQUILLE")



The Standard of Purity
A Pure Oil Soap

Has the largest sale of any
Castile Soap in the Dominion.

For sale by all wholesale houses

THIS SOAP IS ESPECIALLY MANUFACTURED BY
Messrs. COURET FRERES, MARSEILLES,
FRANCE

For Messrs. ESTRINE & CO.

P. L. MASON & CO., Toronto, General Agents



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.



Cook's Friend BAKING POWDER

Helps You Hit the Perfection Mark

the mark you must have on all goods you handle if you want your customers to be completely satisfied.

Cook's Friend

OVER 50 YEARS A LEADER.
Others so far behind now they can't catch up in quality.

Cook's Friend

Contains no alum. Nothing but purest, non-injurious ingredients used.

W. D. McLAREN, LIMITED, Montreal
John J. Gilmor & Co., Winnipeg, Agents for the West

THE CANADIAN GROCER

Borden's

Since 1857

The name *Borden's* and *quality* are practically inseparable. It is a pleasure for the grocer to sell Borden's Eagle Brand Condensed Milk, Peerless, St. Charles and Jersey Brands Evaporated Milks and Reindeer Coffee and Cocoa—all Borden lines are lively sellers and invariably prove satisfactory to the customer.

QUALITY

Push Their Sale!



Borden Milk Co., Limited

"Leaders of Quality,"

MONTREAL

Branch Office No. 2 Arcade Building
Vancouver, B.C.

Seasonable Sellers

CANNED LOBSTERS.

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

CANNED TOMATOES.

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

CANNED SALMON.

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

CANNED GOODS FOR FALL.

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

CHIVER'S PURE ENGLISH JAMS AND ORANGE MARMALADES.

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

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers
KINGSTON ONTARIO
 Long distance phone No. 125. Use it,
 it is free.

John Gray & Co., Limited

Glasgow

Scotland

1 lb. Floral Glass

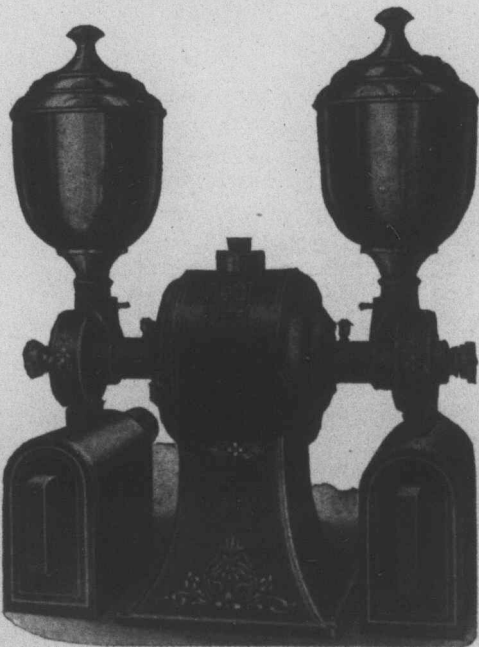


Samples and Prices
 from

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

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.
 1615 1/2 North 23rd St. PHILA., PA.

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

THE MARK OF OLIVE QUALITY

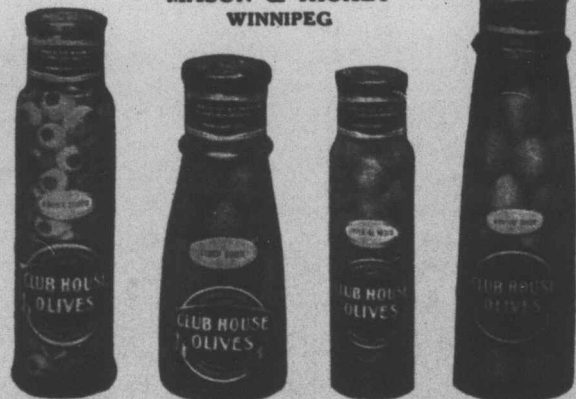
Club House Brand

the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision, using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well. Back of every bottle is our guarantee of quality, assured sales with a good margin of profit. Handle "Club House" Brand Olives. Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY
 WINNIPEG





IN THE LIMELIGHT

"Simcoe" Baked Beans

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

Dominion Cannery Limited
Hamilton Canada



EPPS COCOA

"THE BEST EVER SINCE 1839"

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

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

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

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

Swallow Brand

(Hirondelle)

Macaroni Vermicelli
Spaghetti

There was an interruption in shipments owing to part destruction of our factory by fire.

Everything O.K. Now.

We are ready to ship

Swallow (Brand) Quality

is the quality you can offer customers without any fear of complaint. It has always been uniform and reliable simply because the very best of material goes in.

C. H. Catelli, Ltd. Montreal

—SOUND BUYING

¶ The more the gambling feature is eliminated from business dealings of all kinds, the better it is for all concerned.

¶ There is no reason why the same common sense basis should not be placed on the purchasing of fruit products.

¶ **E. D. S. Brand Jams, Jellies, Preserves, Marmalades, Fruit Juices, Catsups, etc.**, have for years held the pinnacle position for **absolute purity** (proven by Government analysis).

¶ We don't ask the dealer to gamble with us on the quality—he gets that if he buys and sells **E. D. S.** Fruit products—he gets what he pays for, and so do his patrons, namely, fresh fruit carefully prepared. No adulteration of any kind. Buy soundly by insisting on **E. D. S.** lines. The profit for you is good.

Made only by

E. D. SMITH & SON
LIMITED

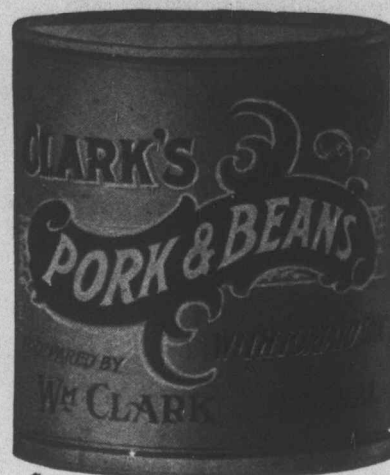
WINONA, ONTARIO

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



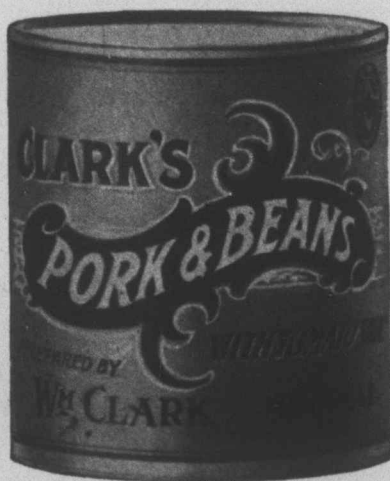
CLARK'S PORK AND BEANS

Plain, Chili, Tomato Sauce



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

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



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

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

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

WM. CLARK, - Montreal

THE CANADIAN GROCER

St. Lawrence

Granulated

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

Red Label Fine Grain

Blue Label Medium Grain

Green Label Coarse Grain

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

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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

IT IS NOT EASY

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

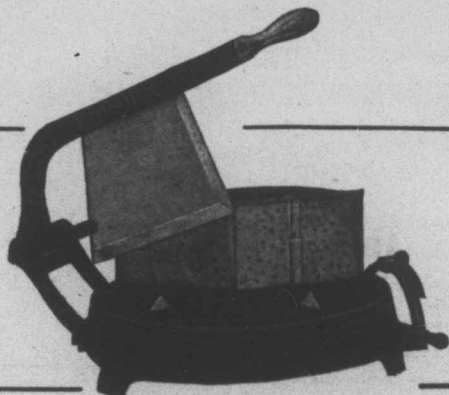
THE PERFECTION CHEESE CUTTER

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

Send for particulars and prices.

**The American Computing Co.
of Canada**

Hamilton, Canada



More For All

There is more satisfaction for both dealer and customer in every Jar of Cairns' Scotch Jams and Jellies, because they are prepared from the finest selected fruits without any adulteration whatsoever. Cairns' Fresh Fruit products are fast sellers wherever introduced.

Royalty has and is appreciating them, and so will your customers. Dealers appreciate the profit. Are you one?

**ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND**

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

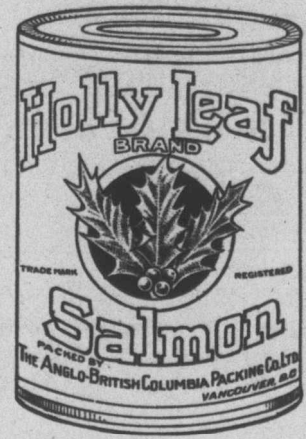
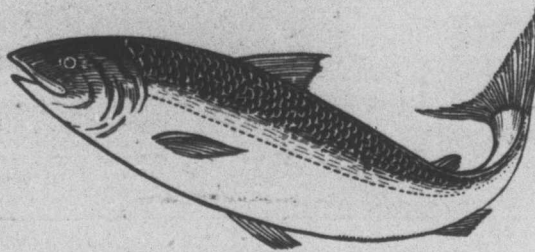
SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN

SOCKEYE

HOLLY LEAF

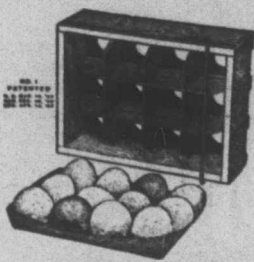


Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

Caught in Salt Water
and Canned Immediately.

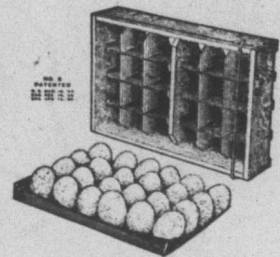
Quality is Our First
Consideration.



EGG INSURANCE

BY USING

Star Egg Carriers and Trays



Thousands of Grocers throughout Canada have proven this to be true, as STAR EGG CARRIERS AND TRAYS eliminate breakage, prevent miscounts, and save time and money in delivery. By the use of the two-dozen size there is even a greater saving—about 16 per cent.

Your neighbors have been convinced of these facts. Why haven't you?

STAR DIVISIONS at a very small outlay will make used STAR EGG CARRIER frames as good as new.

May we send you our "SAFE EGG DELIVERY" booklet, explaining these economies more fully?

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier and Tray Mfg. Company
1500 Jay Street - - - Rochester, N.Y.

MODERN GROCERY EQUIPMENT

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

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co., LIMITED



Berlin,

Ontario



REPRESENTATIVES.

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



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word



Keep a Good Stock

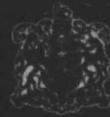
of Edwards' Soups all the year round. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good.

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

EDWARDS' DEBICATED SOUPS

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

By Royal Letters Patent



NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen can be obtained from

W. G. PATRICK & CO. LIMITED

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

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL,
England.

LONDON,
England.

MELBOURNE,
Australia.

CARSONS LIMITED.

Manufacturers of Highest Grade Chocolates, Pastelles
and Cachous

GLASGOW,
Scotland.

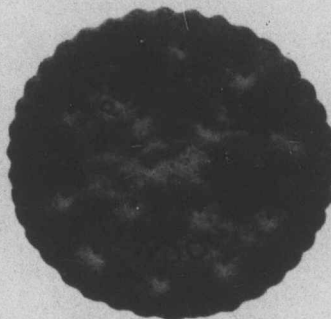
SHORTWOOD,
(Gloucester) England.

LONDON,
England.

MELBOURNE,
Australia

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

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE

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

GOLDEN PUFF

Very light and flaky.
About 42 to pound.

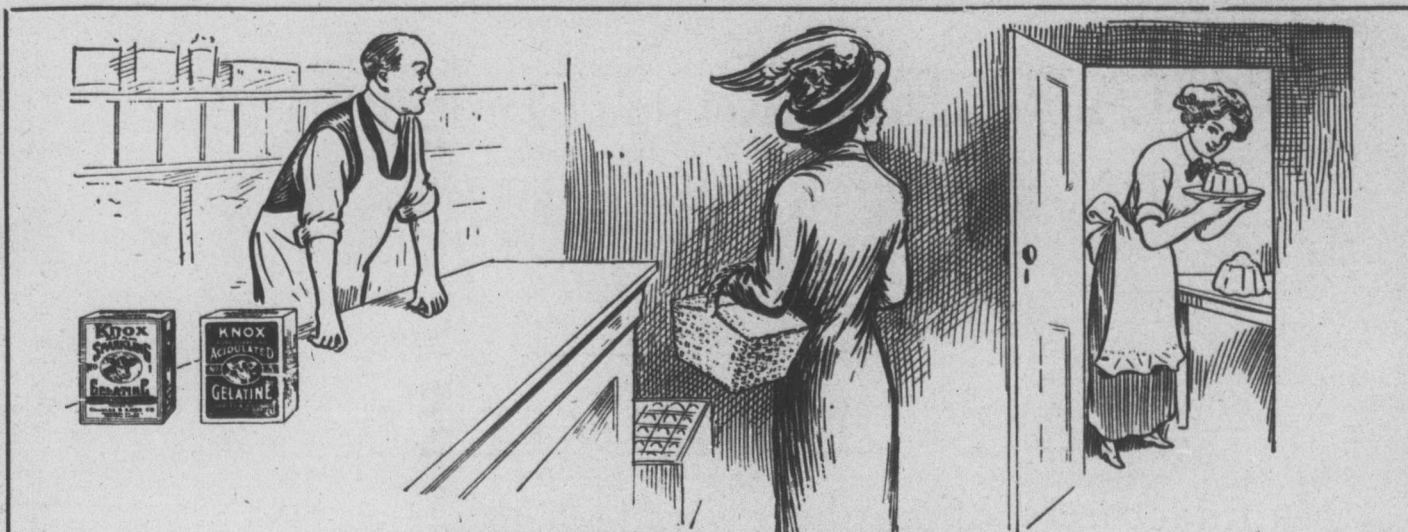
PAT-A-CAKE (reg'd)

Dainty shortbread squares.
About 60 to pound.

Over 425,000,000 sold in one year.

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

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



**MOST GROCERS' WIVES PREFER
KNOX GELATINE**

Because of its quality and ease of preparation, and because it makes two full quarts of jelly per package. Ask your wife to try it, if she is not already acquainted with it, and after doing so we know you will like it so well that you will always recommend it to your customers. You can easily learn how superior KNOX GELATINE is to the ready flavored kinds—when you try it. You'll find your customers will be best pleased with KNOX GELATINE, and it's easy to sell because of our advertising.

We are advertising both KNOX SPARKLING GELATINE No. 1 and KNOX ACIDULATED GELATINE No. 3 (the No. 3 has an extra envelope of lemon flavor which saves your customers the bother of squeezing lemons).

Not only do sales of KNOX GELATINE come easily and steadily, but you make a splendid profit out of the retail price of fifteen cents per package.

"Make Knox Your Gelatine Leader."

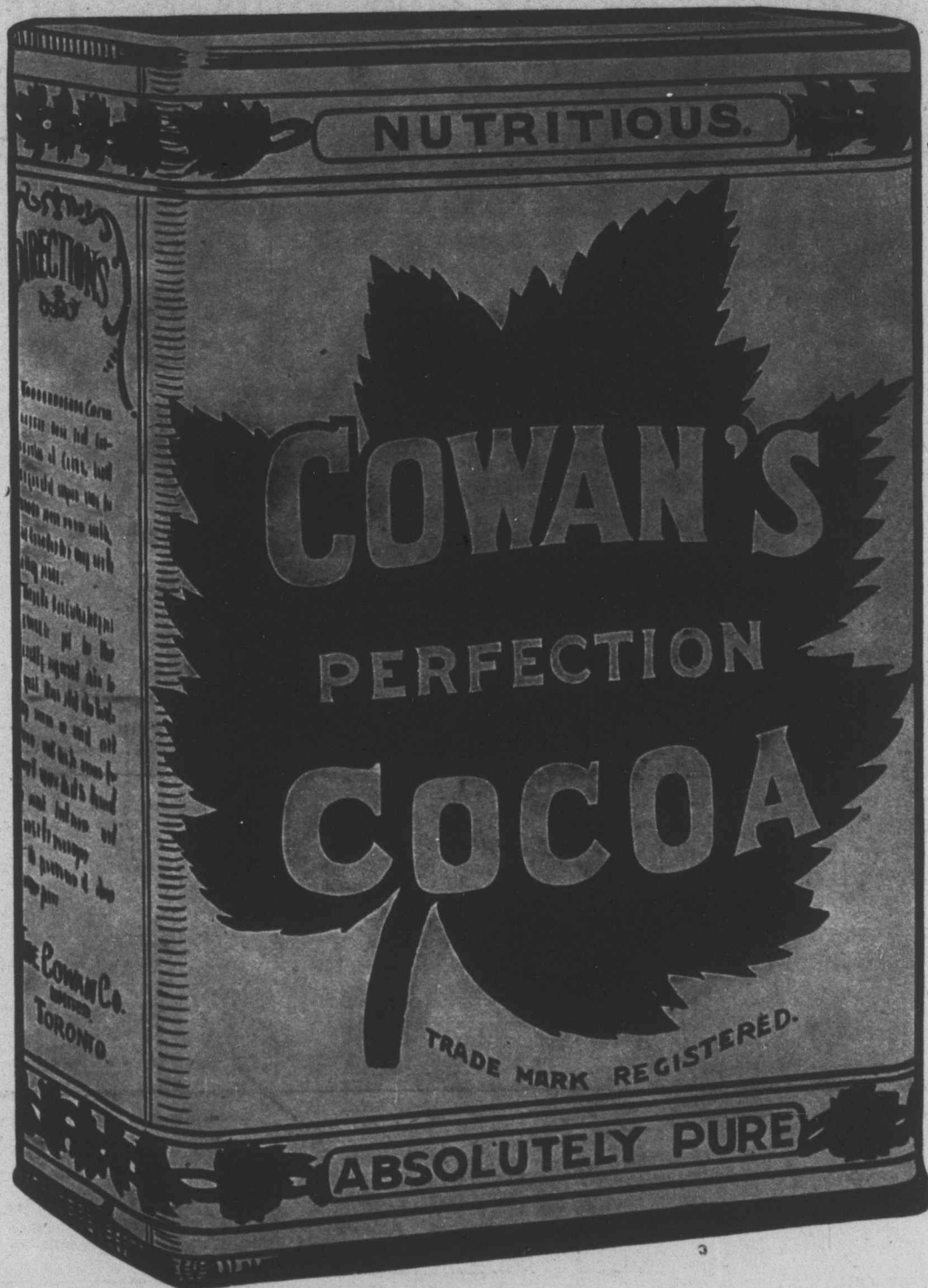
CHARLES B. KNOX COMPANY, Johnstown, N.Y.
Branch Factory - Montreal, Canada.

Take your first step into a customer's confidence with Chase & Sanborn's Coffee, and the rest of the journey will be easy.

CHASE & SANBORN

MONTREAL,

QUEBEC



Every grocer knows that **COWAN'S PERFECTION COCOA** is a distinctly profitable article to sell. You can increase your sales by telling your customers of the many different ways in which it can be used.

For Chocolate Ice Cream, for Chocolate Fudge, Puddings, Cakes, etc., Cowan's Perfection Cocoa is unsurpassed.

The Cowan Company, Limited

TORONTO

ONTARIO

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot

Ask for samples.

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

Write

NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

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

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

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

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

**CONVENIENT, MODERN,
WAREHOUSING**
at Ottawa, tracks at the door, connection
with steamers. Fireproof. Excise
Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
44-46 Nicholas Street - Ottawa

WESTERN PROVINCES.

ORR & McLAIN

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

WESTERN DISTRIBUTORS LIMITED

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

G. C. WARREN

Box 1036, Regina
**IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.**
'Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

HOLLOWAY, REID & CO.

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

Woollard & Starratt, Limited

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

NORTH-WEST SPECIALTY CO.

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

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

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

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022
Calgary Office—222 North Avenue—Phone M. 6276
Edmonton Office—656 Third Street—Phone 6856

W. H. Escott Co., Ltd.

Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
M. A. GEDNEY.
Pure Horse Radish.

JOHN J. GILMOR & CO.

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

WATSON & TRUESDALE

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

H. G. SPURGEON
WINNIPEG

Wholesale Broker and Manufacturers'
Agent
Canadian, British and Foreign Agencies
Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG

Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic
and foreign lines.

FRANK H. WILEY

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

RUTTAN & CHIPMAN

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

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

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

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale
Commission Agents
222-4 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

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



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



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

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

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

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

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

NEWFOUNDLAND.

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

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

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

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

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

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

Mathieu's Nervine Powders

a quick sale and good profits. For
all forms of headaches there is no
remedy which reaches the seat of
the trouble so quickly and so effec-
tively as *Mathieu's Nervine Pow-
ders*. Be sure and stock them, as
they are quick sellers.
Try *Mathieu's Nervine Powders*
yourself at our expense as per cou-
pon attached, if you or someone of
the family suffers from headaches.

Remember there is nothing equal to *Mathieu's Syrup of Tar and Cod
Liver Oil* for breaking up colds.

Please send regular box of *Mathieu's Ner-
vine Powders* to the following address:—

Name
With (Name of firm)
Street
City or town Prov.

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

Tartan BRAND

THE SIGN OF PURITY

"Canned Goods"

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

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

BALFOUR, SMYE & CO.,

Wholesale and
Manufacturing Grocers

HAMILTON



THE MCGREGOR PAPER BAG HOLDER.

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

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

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

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

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

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

"Remarkable Value

considering others not as good are selling for more."

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

**GILMOUR'S ANTISEPTIC
HAND CLEANER**

("The Yellow Tin with the Goods in")

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

THE GILMOUR CO.
604 Papineau Avenue, MONTREAL



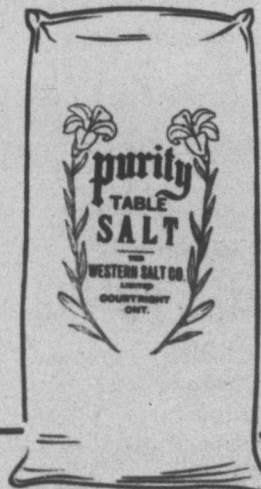
PURITY SALT

"The Salt That Satisfies"

It gives entire satisfaction throughout the year to all its users. It is rightly named because it consists exclusively of fine, dry, even crystals, refined and purified at a saltern of most up-to-the-minute equipment.

The salt for all household purposes—"Purity."

The WESTERN SALT CO., Limited
COURTRIGHT, ONTARIO



BLACK JACK

**QUICK
CLEAN
HANDY**



TRY IT

**SOLD BY
ALL
JOBBERs**

½-lb. tins—
3 doz. in case

"FIRE!"

YES, we have had a very disastrous fire, our plant has been completely destroyed, but the condition of our trade is such—the demand for Barr Registers is so great—that we could not possibly afford not to give immediate attention to the problem of continuing their manufacture without interruption.

We are already in temporary rented quarters. We have already started to build a new plant and we will be turning out Barr Registers as usual within a few days, so you do not have to worry about getting your

Barr Account Register

May be some people will tell you that the fire will prevent our making these deliveries, but the Barr Register is so far ahead of anything else in account registers that it will be worth your while to find out yourself if we can or not. Write us, get us to make a definite promise on delivery before you let anybody convince you that we cannot make deliveries in good time.

If you are a merchant who wants to reduce his outstanding accounts to a minimum—

If you are a merchant who wants to do away with the old out-of-date method of rendering monthly accounts—

If you are a merchant who wants to do away with the cumbersome and mistake-laden system of book-keeping by day book and ledger—

If you are a merchant who wants to do all his book-keeping at one writing—

If you are a merchant who wants to keep bad accounts off his books—

If you are such a merchant, then it will more than pay you to use the coupon attached to this ad. Use it now before you forget it.

BARR REGISTERS Limited
Trenton, Ontario

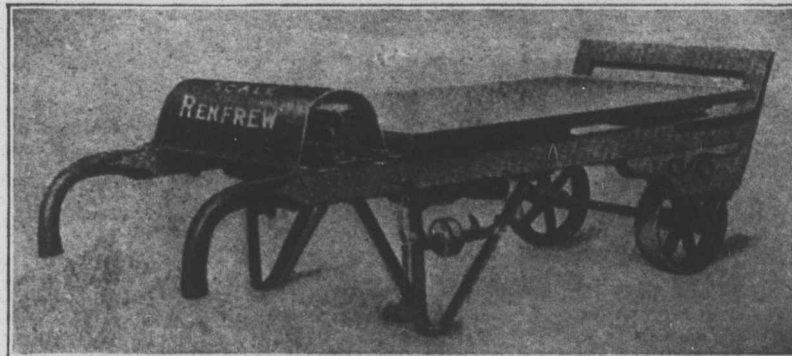
BARR REGISTERS, LIMITED, Trenton, Ont.
Gentlemen:
We would be very glad to have you give us a free demonstration of the Barr Register, showing how it can save money for our store.
Name
Street and number.....
City
Province

NEW SEASON'S JAPAN TEAS

are exceptionally favorable this year, both in quality and price. **JOBBERS** and **RETAILERS** should give them their special attention.

Furuya & Nishimura

Truck and weigh with only one handling.



RENFREW SCALE

Saves labor, time and money -- it catches the shortages.

RENFREW SCALE COMPANY, Renfrew, Ontario

WHOLESALE'S ATTENTION

We quote for prompt acceptance on the following lines, F.O.B. Factory, usual terms

Corn 2's .....	.67½¢ per doz.
Golden Wax Beans, 2's .....	.65 "
Refugee Beans 2's .....	.65 "
Pork & Beans Plain or Tomato Sauce 1's .....	.42½ "
Pork & Beans Plain or Tomato Sauce 3's .....	.82½ "
Red Raspberries, Heavy Syrup (Packed in sanitary enamel lined cans)	1.55 "
Lawton Berries, Heavy Syrup	1.30 "
Lawton Berries, Preserved	1.40 "
Peaches 2's	1.20 "
Pears 2's	1.20 "
Green Gage Plums, Heavy Syrup .....	.67½ "
Red Pitted Cherries (Packed in sanitary enamel lined cans)	1.55 "
Gooseberries, Heavy Syrup	1.40 "

We make these low prices to clear our surplus stocks and make room for the new pack. We are gradually selling these goods, and we would be pleased to receive your enquiries by wire at our expense. All goods guaranteed No. 1 quality.

WE ARE MAKING ATTRACTIVE PROPOSITIONS ON THE 1913 PACK

OSHAWA CANNING COMPANY, LIMITED

Oshawa,



Ontario

The Maximum of Quality

"SALADA"

Tea for twenty-one years has served the public with unequalled quality. Its reputation for reliability in purity and fine flavor has won the public confidence and the enormous demand makes selling easy. There is no uncertainty in handling "SALADA"; both the sale and profit is sure, and every pound you sell advertises you as a dealer in "Quality." Make "SALADA" the leader in your Tea Department and see what it will do for you.

"SALADA"

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

ROYAL SALAD DRESSING



*The Summer
time is salad
time*

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

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

For sale only by

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

WINDSOR . ONTARIO

AIM FOR GREATER BUSINESS

The dealer should aim for greater business to-morrow. On the business done to-day—the quality of the goods sold, the satisfaction given—depends the business of the morrow.

In Jams, Jellies, Marmalades, Maple Syrup, etc., L. & B. Banner Brand will put the business on a sound basis for to-morrow—the quality and price both satisfy.

Lindners Limited

340 Dufferin St., TORONTO

Phone Park 2985

REPRESENTATIVES :

The Amos B. Gordon Co., Toronto
 Watt, Scott & Goodere, Montreal

Western Office at Winnipeg

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





**One Quality
Always, and
That the Best**

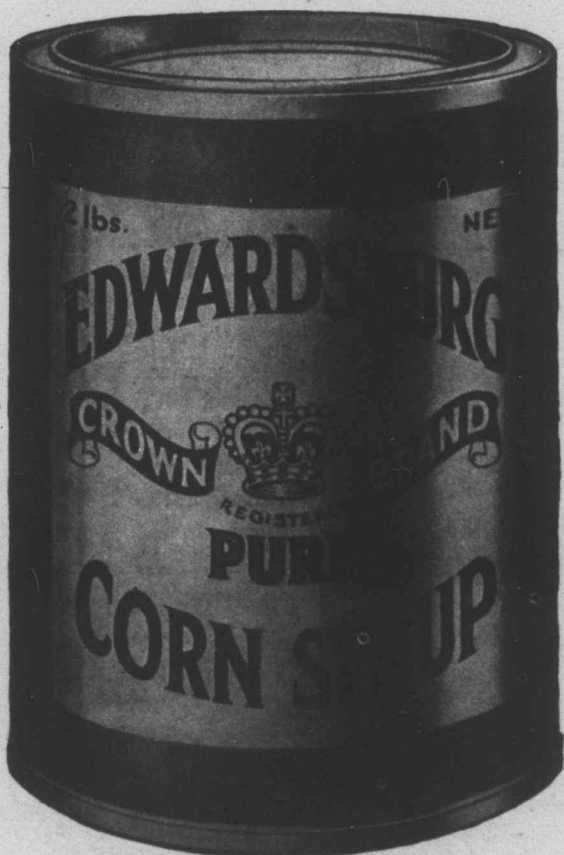
Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

**COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS**

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited

Agents for the Dominion of Canada
403 St. Paul Street, Montreal
Toronto Office, 30 Church Street



**CROWN
BRAND**

should be given every prominence in the grocery store. It is a reliable, quick selling line, the deliciousness of which appeals to the tastes of the masses.

Crown Brand Corn Syrup is made from the finest selected white corn, most wholesome and nutritious.

Order through your wholesaler.

**THE CANADA STARCH CO.
LIMITED**

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal & Brantford, Ont

Expresses Doubt About Cheaper Sugar

Montreal Importer of Refined Criticizes New Tariff—A Refiner Maintains That Sugar Will be on Lower Basis in Future—No Tariff Satisfies Everybody, He Declares—Further States That Refiners Sustained Heavy Loss With the Adjustment.

In The Canadian Grocer of last week details of the decline of 20 cents per hundred in sugar were given. It was stated that the decline followed the new tariff announcement made by the Finance Minister, and that the revision of the sugar duties was made necessary on account of the trade agreement with the West Indian colonies. It was further asserted that in future refined sugar to the trade would be sold on a 20 cents lower basis and that the market would, of course, be subject as before to the conditions of the raw market, supply and demand.

A Montreal importer has written the editor with the complaint that refiners have aided at the expense of importers of refined sugar. His letter appears below together with interviews on it with Canadian refiners.

The Editor, Canadian Grocer.

Dear Sir,—We have read with interest the various articles in your issue of 16th inst. relative to the reduction in the sugar duties.

"Whilst at first sight these appear to be beneficial to both the West Indies and the Canadian consumer, we venture to assert that in the working out of the new tariff both of these parties will be doomed to disappointment. You point out correctly that the reduction in duty on raws amounts approximately to 20c per 100 lbs., which announcement was immediately followed by a reduction on the part of refiners to the same extent in the prices of refined. These latter are, therefore, represented as having acted magnanimously, in at once giving the public the benefit of the lower duties; and, as the public knows very little about these matters, the refiners may lay this flatteringunction to their souls. You also point out that Canadian prices have remained stationary for 3½ months, but you omit to mention that during this period the world's sugar markets have declined. It was doubtless a clever move on the part of refiners in withholding any reduction in price until the tariff changes were announced, thus making it appear as though the decline in prices this week was a natural outcome. The fact is, that a drop in prices would have been warranted long ago, irrespective of any reduction in duties, and the refiners have still the latter up their sleeve.

Says Reduction is a Blind.

"So long as no reduction in duty on refined under the preferential tariff has been made the lower duties on raws simply leave the refiners more highly protected than previously. The effect will be to prohibit all importations of refined, and will leave the refiners with the field to themselves. The West Indies will thus lose what British market they had, and as refiners here will be able

largely to control prices without any competition from imported refined the public will have to pay. You say that 'Canadian importers will pay less for refined when buying from foreign countries.' We beg to say that the reduction in the duty on refined under the general tariff is only a 'blind,' for it should be common knowledge that owing to the operation of the dumping clause, not an ounce of foreign refined can be imported into Canada. The Finance Minister, as you say, stated that Canadian consumers will save \$600,000 in view of the new tariff. We think the consumer will have a rude awakening. With the refiners in practically complete control of prices here, it is they who will reap the benefit, and they will soon be able to recoup themselves for any temporary drop in prices. The West Indies previously had a preference of about 30c on raws, which is now reduced to about 16c. With the narrowing of their outlet and the reduction in duty on raws under the general tariff, they are likely to lose even a portion of this 16c.

"How many people are aware that the refined sugar which entered Canada had to be made from the same class of West Indian raws, the duty on which has now been reduced? British refiners paid freight on this sugar from the West Indies to the Old Country; also paid freight from thence to Canada on the refined product, in addition to the Canadian duty, before sales could be effected here of the very small percentage of refined sugar which was imported.

"Of course, it is evident that the tariff is framed to protect home industries—i.e., in this instance, some half dozen Canadian refiners; so why not let us be honest and admit same, instead of deceiving the public into the belief that they are being benefited. As for the West Indies, we think they will dis-

cover that they have deceived themselves."

Yours, etc.,

IMPORTER.

Montreal, 17th May, 1913.

Hard to Satisfy All.

Interviewed by The Canadian Grocer on this subject, one large sugar refining company made the statement that there never has been a tariff which was considered satisfactory to everyone in the country, and that each time a change in duties took place there were complaints heard from some interested parties.

"The sugar importer who criticizes the recent tariff enactment has, of course, his own motives in doing so," declared the representative of this company, "but he overlooks altogether to mention that item 135C of the Customs Tariff has been cancelled. The refiners have thereby been deprived of certain import privileges which has a very important bearing on their position.

"If you refer to the report of the Royal Commission on Trade Relations between Canada and the West Indies (dated September, 1910), you will find (page 20) that in view of the withdrawal of above item 135C, an adjustment of the tariff rates has been recommended by those who have studied the situation as regards the West India sugar planter and the Canadian sugar refiners.

Maintains Cheaper Sugar.

"The reduction in duties will, no doubt, have the effect of providing cheaper sugar to the Canadian consumer, which was evidently the object the Government had in view.

"The immediate effect has been," he concluded, "that the refiners—who are compelled to carry stocks of goods on hand to supply the trade—have pocketed a severe loss on large quantities held in warehouse, on which the higher duties had been paid."

Appropriate Time to Sell Fly Destroyers

Impress Upon Customers That if Fly is Swatted Early There Will be Millions Less to Swat in July and August — Grocers Should Remove all Breeding Places Around the Premises and Keep the Pest From the Store.

Now is the time to destroy the stray fly that has survived the winter, and to this end it is up to every retailer to push the sales of fly destroyers, and to begin early a progressive campaign to exterminate the pestiferous insect.

The grocery store being the natural source from which to obtain food supplies has always been considered the source from which to obtain agents of destruction against that most destructive little insect which is so fond of trailing its legs through the palatable dishes and at the same time repulsive refuse. The aphorism "its a short haul from the garbage can to the dining table via the fly route," shows in con-

Each female fly will lay 160 eggs every three days. These eggs take 10 days to develop and at the expiration of that time the fully matured fly is produced. This fly again becomes a reproducer of the species, and so the family tree rapidly branches.

Turning the swatting question into a financial problem, Dr. Hastings, M.H.O., Toronto, states, "It would pay parents better to give their children twenty-five cents for every fly killed now, than one cent for every fly killed later in the summer."

Work for the Grocer.

An educational campaign on the topic of house fly extermination is necessary.

for an egg to develop into a natural fly, it then becomes imperative that each grocer see that his stables are kept clean and that all refuse be removed at least once a week.

There are two ways of getting rid of flies, first by destroying all one can find in the house, and then keeping them out by careful screening of doors and windows, and second by removing their breeding places and all sources of food supply. Both means are necessary in order to produce complete extermination.



BROKEN SUGAR BAGS.

How many grocers are cautious to an extreme about avoiding certain leaks, but blind to a fault in observing others? When in the store of an Ontario grocer the other day the following circumstances was noted:

To overcome loss of clerk's time, when there were no customers in the store, the grocer had very religiously ordered sugar to be done up in 25 and 50 cent packages. As there was no great amount of drawer room to stow away these freshly made parcels, they were placed on the floor under the window. There they received no protection of any kind from knocks or dust, and as a result several of the bags had become broken and were emptying out their contents on the floor.

The system was far from sanitary to begin with. And just in this connection it might be stated that had the grocer wished to adulterate his sugar, he might have used clean sand instead of dust raised by sweeping.

In addition to the loss by weight from leaks, the sight of the carelessness allowed in the store was no doubt harmful to trade.

FROM CREDIT TO CASH.

The Watrous Trading Co., Watrous, Sask., have decided to sell for cash only, having begun on the new basis on May 1. They are giving a straight discount of 5 per cent. on every article sold. To those owing the firm money they made the offer that from April 1 to May 1, they would give a straight 12½ per cent. discount on their accounts, old or new. After May 1 they added 10 per cent.

In making these announcements the Watrous Trading Co. used a full page advertisement in the local paper under the heading "Cash is King."



Now then all together—Toronto Star Weekly.

cise form the range of taste which the common house fly possesses, and indicates all the more forcibly the necessity of early extermination.

A Prolific Multiplier.

That one pair of flies will increase their number in one summer to 6,000,000,000 if allowed to bask in the sunlight and take advantage of the moisture that drops from the clouds, is the startling conclusion arrived at by one eminent U.S. authority. English authorities are inclined to place the number even higher. Thus it becomes apparent the the killing of a pair of flies now is equivalent to wiping out many generations in a couple of month's time.

Who is there better prepared or more properly fitted to inaugurate this campaign than the man behind the counter pushing the sale of fly destroyers? As the grocery store is the most logical place from which such a campaign should arise, then this same store should stand the best chance of gaining that branch of trade and realizing the profits.

Further, before a grocer can satisfactorily introduce such a campaign, it becomes necessary that he first rid his own store of the pest. To accomplish this it might be well to look to the breeding places right on his own property, in proximity to the store. Flies breed in filth of all sorts, but particularly in manure piles. As it takes only ten days

STORE KINKS

Ideas Helping to Build Up Business.

Time Savers and Good Money Makers.

GLASS SHELF AS BACKGROUND.

A Toronto, Queen Street W., grocer has introduced a glass shelf suspended from the top of the window, to form a background for his window display. This he has hung about 2½ or 3 feet above the floor of the window, so that situated at that height he can use it for following out almost any arrangement of goods he cares to make. As the shelf is of fair-sized dimensions, several articles can be arranged upon it, and in such a way as to form an attractive background to the entire display.

KEEPING RODENTS FROM FLOUR.

Many grocers have difficulty in keeping rats and mice from chewing the corners out of flour and cereal bags. Among those who have effectively overcome this trouble is Gordon B. Drake, a London, Ont., dealer. Off the warehouse to the rear of his store, Mr. Drake has built a small apartment with a window, lined with tin. Rodents, while they have strong grinders, invariably balk at tin, so the flour tin is always safe from their ravages.

SLIDE CAR FOR DELIVERIES.

Announcement of time of next delivery is made in the grocery department of the T. Eaton Co., Toronto, by means of the slide card system. A large card in size about 14 in. x 18 in., and fitted with an opening about 4 in. x 6 in. in the lower half of the card, bears the words "Next delivery leaves at." In the opening are inserted a series of cards, namely, 11 a.m., 3 p.m., etc., according to the time of day. Thus the whole story reads "Next delivery leaves at 11 a.m.," or "Next delivery leaves at 3 p.m.," etc.

The one large card serves for all times of the day, and announces only the next delivery, thus not confusing customers with a number of deliveries at various times.

PREVENTING LOSS IN EMPTY SACKS.

That each sack sent out with potatoes, wheat, etc., has a definite money value to the firm, has been recognized by Green

& Colebrook, Ltd., Auckland, New Zealand, readers of Canadian Grocer. On sending these out with goods the price of the sack, which amounts roughly to 12 cents, is charged up to the customer and credited to him on being returned. In this way the grocer is always sure of getting either his sack returned or else a sum of money sufficient to cover the cost of the same. This firm, however, writes that care should be taken to see that drivers bring these sacks to the store and not leave them lying around the stable.

RECIPE WITH EVERY ORDER.

The counter check slip used by a Montreal retail grocer is made use of as an

THERE IS A VERY GOOD RECIPE ON THE BACK OF THIS SHEET

TRY IT! YOU'LL LIKE IT!

M. _____
BOUGHT OF _____

	\$	CTS.
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		

SEE RECIPE ON OTHER SIDE

Slip from counter check book announcing recipe on opposite side.

advertising medium. As shown by the reproduction here of the front of the check slip, announcement is made of a

recipe on the opposite side. These recipes call for certain fruits, vegetables, spices, etc., carried by the grocer and so create a good deal of extra business in this way.

Since a leaf from the counter check book goes out with every order, the merchant considers this an effective and persistent method of advertising.

CONFECTIONERY WALL CASE.

That a little special attention given to confectionery will sell considerable is proven by the experiences of many grocers. In the Peebles-Hobson store, in Hamilton, Ont., a good many boxes of high-class confectionery are sold in a year. This is done by a portion of the shelving directly behind the main counter being given over to this line. The section in which the confectionery is displayed is enclosed by a sliding glass cover, which keeps the boxes clean and at the same time allows them to be seen.

The boxes are in different colors, and so arranged that the entire display will show off to good advantage. With assorted colors, too, there is a better choice for purchasers. This simple little device is one of many employed by this store to show the goods, and, therefore, to make extra sales.

SALESMAN AND ORATOR.

The art of the salesman is akin to that of the orator. Both seek the mastery of the mind, the sympathy of the soul, the compulsion of the heart. Each must ride by the vehicle of the voice into the inner court of the human being.

Each must conquer by keeping close to the human heart and touching the secret springs of life.

Happy and successful he, either orator or salesman, who can at the right moment conjure the magic word which will melt the soul of opposition and merge the spirit of another with his own, etc.

It is the conquest, the conquest of the heart, by words that speak kindness and assure confidence, which distinguishes the prosperous salesman, justly proud and progressive.—Henry Frank.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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.
Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2000
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

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

PUBLISHED EVERY FRIDAY.

TORONTO, MAY 23, 1913

FROST AND THE FRUIT CROPS.

It would appear that while considerable damage has been done to early fruit plants and trees by the belated frosts, yet it is not considered to be as great as at first reported.

It reply to a letter regarding fruit crop conditions, The Canadian Grocer has received the following letter from a large grower and preserver in the Niagara fruit belt:—

“So far as I know there has been no damage through the Niagara District, the mercury in the thermometer just went to about the freezing point, or a very little below. Only some tender things such as Magnolia leaves were touched. So far as I can judge now there promises to be a very heavy crop of cherries, peaches and plums. I imagine the frost must have done a considerable amount of damage to strawberries and apples over the country generally, but I have nothing absolutely definite except that if the thermometer goes to freezing point here, it generally goes to five or ten degrees lower away from the influence of the lake and that amount of frost would certainly damage all blossoms that were out.”

Reports from other districts indicate that while there were two or three degrees of frost in places, the prospects still appear to be quite bright.

EFFECTS OF TARIFF CHANGES.

The Financial Post does not think that trade movements will be affected materially by the tariff changes announced by the Minister of Finance in the course of the Budget speech in the Dominion Parliament. The changes, nevertheless, are not negligible, although they are not such as to affect business conditions generally. Far greater in their effects will be the proposed tariff changes in the United States. It will be some time, however, before these can take effect, and possible results are being discounted. It will be noted that the removal of the duty on agricultural and animal products will have a tendency to strengthen prices in Canada.

The Canadian Grocer, in an article which appeared lately, The Post adds, shows that in May, 1911, live hogs sold at \$5.75 per cwt. on Toronto market, and that in May, 1913, they sold at \$9.35. It would thus appear that,

in this particular line, the opening of larger markets will not enhance the price in Canada, as already it is as high as would be tolerated by consumers.

There is still uncertainty as to what effect the change of duty on wheat and other cereals will have upon the milling industry in Canada.

HANDICAPPING MAIL ORDER HOUSES.

“Business comes only where invited, and remains only if well treated.”

In an interesting article in this issue, Henry Johnson, Jr., makes use of the above statements in dealing with the problem as to how trade can be kept at home. He ridicules to some extent the idea of “educating” the consumer to purchase his goods in his home town, because the consumer is going to buy through the easiest channels and at the place where he is well treated.

This has been the contention of the Canadian Grocer for a good many years, even if does not apply in every case. If a merchant is alive to the times, energetic, careful to stock the proper varieties of goods, and gets out after business, he is not going to have much difficulty in holding all his trade. Good sound business methods is what the mail order houses are most afraid of, but it is questionable if they care a great deal what legislation is enacted against them. Let the retail merchant fight these houses with their own weapons—good goods, honest dealing, strong advertising, adequate service—and make it easy for the public to buy from him, and he has no difficulty in getting and keeping his trade.

Mail order houses are deficient in one great respect. They lack the personality of the dealer who comes face to face with the buyer, and who, if he possesses the other qualifications of a successful merchant, has no fear whatever of having his trade taken from him.

SELL PINEAPPLES NOW.

Now is the time to push sales of pineapples. Importers state that this year pines have been coming more freely than in the past at corresponding periods. The result is the season is well advanced and the next week or so will no doubt see the lowest prices. In fact, it may not be that quotations will go any lower.

Every device should therefore be employed to advance the sales of pineapples for preserving. Many grocers have worked up extensive sales by selling by the case instead of the dozen. Where there is a large family—and the family grocer always knows this—the aim should be to dispose of a case. Smaller families should be encouraged to buy by the dozen instead of by the “quarter’s worth,” etc. Where a dealer quotes prices on fruits, it would be advisable to place neat price tickets on pineapples, showing price per dozen and per case. The assistance of the window should not, of course, be overlooked.

RODENTS INVADE WEST.

The West is being invaded by an undesirable class of immigrants, a class from which immunity has hitherto been claimed. The rat was once unknown on the prairies. Lately, however, the rodent has followed the advance of civilization, and is now making itself very much in evidence, judging from the following letter which has been received from a Western correspondent:

“The Great West is being invaded by people from almost every country in the civilized world. Its fame has gone abroad to the uttermost parts of the earth and emigrants are pouring into it from all quarters inspired by

report of the richness of its vast prairie and its capabilities to produce food for earth millions.

"This is not surprising considering the vast amount that has been written and printed about the country. The question is being asked, however, how did the inhabitants of the underworld hear about it? Were they listening or have they been watching the great trek of humanity Westward, Ho! Be this as it may, this country is now being invaded by a horde of immigrants that are, to say the least, of a very undesirable character. What is worse still, they are not amenable to any immigration laws or regulations, but force their obnoxious presence upon the community in spite of officers of the law or custom officials, neither paying duty nor head tax. Until recently, it was the boast of the Western people that this country was free from rats, these destructive pests being unknown upon the great prairies. There are now large numbers of them in Winnipeg, and they are rapidly spreading through the country. A short time ago, when an article appeared in *The Canadian Grocer*, dealing with methods for getting rid of rats, a number of Western merchants jestingly remarked: "That is Eastern stuff. We are not interested." Their dreams of fancied security, however, appear likely to be soon dispelled, for the rodents are rapidly spreading through the country and as rapidly increasing in numbers, there being no race suicide among them. It is said that it is an ill wind that blows nobody some good, and this proverb is being verified in the case of the general merchants, for they are selling large quantities of rat traps, a new line for them upon the prairies.

"It would be a good thing if some means could be found to prevent the spread West of the unwelcome invaders."

It is interesting to note that there are still some towns in Ontario which have never been invaded by the rat. In Huntsville, it is said that no trace has ever been found of the presence of rats.

SALMON STAIRS.

At one or two small falls in the United States and on the Thames, in England, have been constructed moving stairways or inclines to assist small boats from one level to another, but none of these compares in interest with the stationary stairway to be built by the British Columbia Government for the passage of salmon over the falls in Meziadin River.

This river connects Naas River with Meziadin Lake, which is the spawning ground of millions of salmon. The falls have a drop of 12 feet, and, at best, are a serious impediment to the fish, being almost impassable at low water. The fish's ladder or stairs is to be blasted at the side of the falls, and five steps will be provided, so that the highest jump necessary for the salmon will be about 2 1-2 feet. At the foot of each step there will be a basin having a depth of several feet in which the fish can get a start for the jump.

There have been many seasons in which the salmon have failed to surmount the obstacle of the falls and gain their natural spawning ground.

NO SUMMER SLUMP.

An idea, like a habit, is hard to dislodge, when it has been allowed to grow on one. There is an idea, perhaps obsession would be the better word, which is still held by a great many merchants and which should be banished now before it has had an opportunity to do more harm. Many retailers harbor the impression that trade will fall off during the warm summer months. In anticipation of this slackening up in the demand, they permit their efforts,

unconsciously or otherwise, to slacken also; with the inevitable result that business does slow up exactly as they had feared.

If there is any fallacy which should be nailed once and for all, it is this summer slump myth. It has no basis in fact and its acceptance leads to serious loss of business and trouble all around. One reason why the idea has got abroad is that people naturally get a little lazy in the warm weather and do just as much work as is absolutely necessary and no more. Nevertheless, their necessities are just as great in summer as at any other time of year; perhaps even greater, because the moving to summer cottages or to summer resorts creates new needs and increases trade. Another fallacious reason advanced is that there are always so many people away on holidays during the summer that trade falls off. Figures show that the stream of tourists into Canada has of recent years reached such proportions that it more than counterbalances the exodus of home residents. Most places have enough visitors to counterbalance the absence of home folk. While the visitors may not equal the absentee residents in actual numbers, they have at least equal spending power; for people on holidays spend more freely than they do when at home.

To slacken efforts in anticipation of a lessened demand, is the one absolutely certain way of bringing about the slump. Merchants, who may perhaps fear that the summer will see a falling off in their business, should endeavor to offset the anticipated losses by increased efforts rather than to "grease the chute" by substituting passive resignation to loss for active efforts to prevent it.

This is particularly the case in regard to advertising. It is in this respect that the midsummer apathy of the merchant is most often displayed. He stops advertising. A contemporary in commenting on this problem says: "The man who quits his advertising in June, July and August will inevitably find when he comes back that he has got a big leeway to make up over his competitor who has been keeping everlastingly at it. Another point in favor of summer advertising is that people at this time do not work so hard, they have more time for reading and the daily newspaper follows them from the cities to their holiday haunts. And because they have more time for reading, they have more time for reading advertising. It is not too much to say that newspapers have an added value in the summer months. Then, too, the discontinuing of your advertising tends to break up the housewife's buying habits. She has been accustomed to be reminded of your goods by your regular announcements, and if its continuity is broken, the chances are she will switch over to another store or another line of merchandise."

EDITORIAL NOTES.

A fly has natural enemies; the most persistent and most effective should be man—and woman.

* * *

A clerk's usefulness depends on whether he sells goods or simply passes them over the counter.

* * *

Stocks of canned and preserved goods should be reduced before the native grown fruits and vegetables come on the market.

* * *

Now that both Western and Eastern produce merchants are on the trail of the bad egg, it should soon be "eggstinguished."

* * *

If the country town merchant wants to keep the trade in the home town, he must make it worth while for the home buyers to come to him.

Getting the Public to Trade in Home Town

Sound Business Methods, Fair Dealing and Adequate Service Have Much to do in This Regard—A Vexed Question in Which the Obvious is Frequently Ignored—Following the Methods of the Mail Order House.

*By Henry Johnson, Jr.

The question was included in last week's talk:

"What is the best method of educating people to trade at home?"

That kind of thing always reminds me of our old friend, Gulliver. You recall that the inhabitants of the Island of Laputa were great on scientific experiments. They had the scientific bug so badly that any practical application or use of the end sought to be attained cut no figure. All they wanted was to "accomplish" certain results, to "prove" certain contentions, no matter whether the game was worth the candle or whether the "work" would better mankind. In this, as Mr. Swift intended, there was a striking similarity between the Laputians and ourselves.

Tale About a Miller.

One tale sticks in my mind. This related to a "philosopher" who planned to use the waters of a certain stream to turn the wheels of a mill. The fact that the mill was situated on higher ground than the stream was of secondary importance to him—he could get around that all right. Simple enough to pump the water up over an adjoining hill and then let it run down a trough or sluice and turn the mill-wheel. No matter whether the labor might not better be applied directly to a tread-mill, or pug-mill; no matter whether the mill would be of any use to anybody after it were got to running.

Thus is the obvious overlooked and we go out of our way to reach a given point when there is a straight path to it.

Getting and Keeping Trade.

People do not need much "educating" to trade at home. Give them value and consideration, and they will trade there by preference. Paste this in your hat: "Business comes only where invited and remains only if well treated." It is not that we need to educate the people to trade at home. It is that we require to educate ourselves to retain what is naturally ours and what must overcome serious obstacles to go elsewhere.

Consider the labor, inconvenience, trouble that the farmer has to sustain in ordering by mail, and you will see that you have everything on your side by comparison. Remember that farmers write few letters; that it is hard for them to

The writer of this article is one of the most successful dealers on the continent. He has spent almost 20 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

HOLDING TRADE AT HOME.

In this article Henry Johnson takes up the everlasting problem of "educating" the consumer to deal at home. His contention is that rather than attempt to educate anyone to do this, the merchant should so conduct his business that the consumer would find it more attractive and more profitable to deal with him—that it would be folly for the customer to purchase from the mail order house.

The Canadian Grocer would like to get from readers their opinions on this subject. There are a great many dealers who have prevented mail order houses getting any kind of a footing in their territory. How did you do it? Let us have your methods. What you write will help others as well as yourself.

write. Recall that, to overcome that difficulty, that mail order houses have planned forms of various characters to aid in such writing and to save the correspondent as much as possible from error in writing or ordering. Think, further, of the wonderful growth of the MO houses in face of the disadvantages of lack of personal touch, the said "slowness" of their correspondents, the facts of freight and drayage to be paid by buyer. If you are logical, you must conclude that buyers get VALUE from the MO houses, or that business could not grow.

Bluffing Oneself.

Now, it happens that this conclusion is the TRUTH. The talk we have been springing on ourselves as a kind of auto-delusion, to the effect that MO merchandise was inferior, had best be forgotten. It is said that the meanest man in the world is he who will cheat himself at a game of solitaire. Let us not imitate him to the extent of bluffing ourselves on this question of MO competition.

The Mail Order house succeeds because, in every respect, it delivers the goods. It delivers reliable quality in its wares. It delivers exceptional quality in its service. It delivers wonderful quality in its careful helpfulness of its customers.

If, now, we would "educate the public to trade at home," let us take the road of the MO house. Let us deliver the goods. Let us study to become better, broader, more alert merchants. That is the fundamental. I am inclined to think we can do this, also, with little trouble and just as little jeopardy to ourselves.

Mail Order Houses a Stimulus.

To touch on another quotation: "Difficulties are things which show what men are." Which means that obstacles sharpen the wits of the strong just as exercise hardens the muscles of those who have muscles to harden. To get down to actual conditions, this means that the Mail Order business of this country acts as a balance wheel in retailing; keeping us steady; making us mind our P's and Q's acting as a stimulus to the best that is in us.

Up to now, I have had little competition in this line, but it is upon me now, and I am preparing to meet it. I reason that if my customers will order from me not only in case lots, but in such round lots as they must order to offset the minimum freight rates and drayage charges, I can well afford to meet MO figures. I can go further because I can add my personality and can talk with my people over the 'phone about their orders. I am trying it out now and have met with enough success to demonstrate that my townsfolk will rather trade with me on an equal basis than with any outsider whatever. I find that they gladly make up their orders and give me their check in advance.

Adding to the Turnover.

I further reason that I cannot hold to the rule that this business must pay me 20 per cent. or so on the average, because the expense of handling it is far less than my average expense. Then, too, the necessary service is much less exacting. I can get those goods on purchase, in round lots, AFTER I have the money covering their sale right in my till. When the goods arrive, I can take them from the freight house and to my customers' homes at a time most convenient to me. Thus are my odd moments, times otherwise not so profitably usable, taken advantage of and "filled in." Seeing this is done without more help, without more rent, with no more expense of any kind, I am actually ADDING that much to my turnover, the profit on it being pure profit, every bit "velvet."



Interior view of Mount Royal Grocery Store, Montreal, Que., of which Arthur Poitras is the proprietor. Sliding glass doors protect the goods on the shelves.

Goods on Shelving are Behind Glass Door

Proprietor of Montreal Grocery Store Uses This Method to Keep Goods on Shelves Clean—Display Stands in Centre of Floor Help to Increase Sales — Shipments of New Goods Such as Strawberries Sell Readily From Them — Two Parts of Store Are Sub-let.

"YES, I have a very nice business now," said Arthur Poitras, proprietor of the Mount Royal Grocery, Montreal, the interior of which is here reproduced, in reply to a question put by a Grocer representative. "I have only been here since December and when I came the place was not in extra good order. People won't stand for that kind of thing long these days when competition is so keen and if a grocer wants to make the best success he's got to keep his store spotlessly clean. That's the first rule to win success."

Mr. Poitras practices what he preaches, for his store is a clean one as the photo will substantiate. The service is prompt and courteous, and special attention is given to cash customers. This does not infer that credit customers are neglected by any means, but cash customers are shown little courtesies that they are not always tendered in stores doing both cash and credit businesses.

The interior arrangement is attractive and many up-to-date fixtures are to be seen in this store. In the photo one will see three silent salesmen, two biscuit display stands, three bread display cases,

cash register, and computing scales. These are only a few of the many devices that tend to improve the service given by this store.

Shelves Behind Glass.

A new feature will be observed in the arrangement of the shelving. The whole shelves are encased in sliding glass frame. This keeps the goods displayed in a cleanly condition and free from dust and dirt. These glass encased shelves are to be seen on both sides of the store. Just below the shelves are bins that make the serving of the customers much easier for the "man behind the counter."

In the centre of the store are four display stands on which are displayed any special goods. When Mr. Poitras gets in a new shipment of strawberries for instance, these are displayed on one of these stands and in his opinion it is a great trade bringer.

"The rent here," Mr. Poitras stated, "is pretty high, but by sub-letting one section to the confectionery man and the rear to the butcher, I am able to cut down my rent to a very nominal sum and

yet I think, do more business than if I were occupying the entire space myself."



To WILLIAM H. DUNN, of Montreal, assistant secretary and manager of the Borden Milk Co., and president of Wm. H. Dunn Co., commission merchants. Mr. Dunn was born on May 24, 1868, in Montreal. He has been in business as commission merchant since Sept. 1, 1890.

To H. B. CLEMES, Toronto, manager produce department (city branch) Gunn's, Limited. He was born on May 28, 1874, at Port Hope, Ont., and has been over two years in his present position. Prior to that Mr. Clemes was 15 years with Flavelles, Ltd.

Grocery Clerk for Almost Half a Century

Wm. Prouting Has Been With Swan Bros. Steadily for Forty Years—Began as Delivery Boy, Then Looked After Warehouse, And Since Has Had Charge of Butter Department—A Record With Few Equals.

Forty years in one store in the service of one master is a record which few sales clerks at the present day ever make. This is the record of William Prouting, who has recently completed his fortieth year in the service of Swan Bros., grocers, 162 King Street E., Toronto, and the man who agreed to take him on the staff then is still in active service at the head of the business.

Mr. Prouting was born in Newbury, Berkshire, England, on June 21, 1849. "This, the longest day in the year," he jokingly remarks, "may have had something to do with my staying so long in one place."

On coming to this country in 1870, Mr. Prouting settled for three years in Barrie, Ont., where he acted as hostler in one of the hotel stables. Coming then to Toronto, he was employed by Henry Swan as driver, but with trade increasing he was soon brought inside and given charge of the warehouse. From that he rose, till finally he was given complete charge of the butter de-



WILLIAM PROUTING,
who has spent 40 years as clerk with one grocer.

partment, which position he still holds. As a boy Mr. Prouting worked in an Old Country store, but he has picked up all his knowledge of the trade while in the employ of Swan Bros.

Study Produce Department.

Speaking of the relative importance of the various departments in the grocery store, Mr. Prouting expressed the opinion that any young man starting in to learn the trade should pay particular attention to butter and eggs. "This," he says, "most young fellows are unwilling to do, but on them much of the

success in other departments depends. Most people are very particular about the quality of butter they use, and appreciate a good fresh egg. If a grocer can gain the confidence of his customers with regard to tea and butter, then he can generally manage to make a good success of the rest of the business."

Long-standing Customers.

Mr. Prouting likes to think of the changes which have taken place during his term of forty years in Toronto. He speaks with pride of the way in which the business of Swan Bros. has grown, demanding an increase in the sales staff from two to fourteen, and also of the way in which customers of forty years ago still continue to deal at the same store. "Our trade was mostly with farmers then," he says. "Now it has changed to a city trade, but we still have many of the same people coming to us for their groceries. There is practically no such thing as a market today as compared with what there was then. Now everything is scattered amongst the small places, but then everybody came to Toronto to sell their produce."

Although now getting up in years, Mr. Swan states that Mr. Prouting is still regular as a clock, and more than capable of doing his work to the satisfaction of the firm.

Grocers' Letter Box

Editor Canadian Grocer.—Would be pleased to have a receipt for washing prunes that are sugared.

Killam, Alta.,

Retailer.

Editor's Note.—As the white material coating prunes is simply sugar which has oozed out of the prune itself, and crystalized, it may readily be washed off by a process such as the following:

Make up a solution of one part molasses to four parts boiling water. Place the prunes in a perforated pail and dip them right into the solution. Leave them in only a few seconds, so not to allow them to become cooked even slightly, then remove and let drip. After repeating this process a second time spread the prunes out thinly on a board and allow to dry. This process neither takes any of the flavor from the prune, nor yet adds to it as the percentage of molasses is not great enough to effect a change of flavor.

ASSOCIATION NEWS.

The Ontario Retail Grocers' Association have started an Employment Bureau. The object of this is to assist employers who are anxious to secure help and clerks who are looking for positions. The question was discussed at the convention held in April, where the delegates considered it would be a good idea. Since that time Secretary W. C. Miller has received a number of applications from clerks, and, knowing retailers looking for help was able to get them together. The result was the clerks secured employment. This was the cue that has lead the executive to decide on the Employment Bureau. Clerks who are desirous of being placed should send their names at once to Secretary Miller, 632 Yonge Street, Toronto, giving full particulars as to age, experience salary desired, whether married or single, references, etc. Employers are also asked to send their names to Mr. Miller with some particulars as to what kind of salesman they want. In this way the Ontario trade should receive considerable benefit.

Saskatchewan merchants are still talking about their big convention held recently in Regina. They believe they have a bright future before them and



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

From recent photo of the first president of the Saskatchewan Retail Merchants' Association.

particularly during the coming year with such an energetic man as J. F. Bole as president.

Last week the Canadian Grocer reproduced an old likeness of Mr. Bole, while herewith is the one that he goes by to-day. By comparing the two, it will be seen he has discarded a moustache since the former was taken. Mr. Bole is a member of the Saskatchewan legislature.

The Clerks' Page

By the Cub Reporter

B. C. CLERKS ORGANIZING.

A branch association of the Retail Employees' Association of British Columbia has been formed in Vancouver, B.C., over four hundred clerks enrolling their names. The headquarters of the association is in Victoria. The meeting was presided over by Percy R. Pike, general secretary of the provincial body, and on the platform with him was D. W. Poupard, the association's organization secretary. Urging as the main point in the plan for the organization of the organization the great need that all retail employees should be given a regular half holiday each week, Mr. Poupard pointed out the great good that would result from the association's formation. It is the purpose of the organization to have branches established throughout the province. The method by which they propose to work for the ends sought is to bring pressure to bear on the Legislature of the province to secure legislation.

In brief, the purposes of the organization are: 1, To raise funds to carry on a campaign to secure a permanent weekly half holiday; 2, for the limitation of the hours of labor, and 3, for the general improvement of conditions among the employees of retail stores.

BELIEVE IN THE GOODS.

"We have got to believe in our goods to sell them."

This was a statement made by Jno. Cummings, salesman in one of Jno. Diprose's stores, London, Ont., to the writer some time ago. "When a man believes in his goods he can get enthusiastic in selling them," he added, "but if he doesn't know the goods he will have to depend on what customers ask for."

Here is a salesman who has the right idea of salesmanship. "We have got to believe in our goods to sell them," should be a motto for every clerk in every store. To believe in them, they must be thoroughly known and therefore the aim of every young man behind the counter ought to be a close study of

the goods on his employer's shelves. In the store in which Mr. Cummings was employed, goods were SOLD because they were believed in. One could not spend a half hour there without discovering that fact. The phone customer was always courteously treated and usually something else was added to what the customer had enquired for.

KEEP THE STORE ORDERLY.

G. Hartley Howard, sales manager of the grocery department of J. A. McCrea & Son, Guelph, Ont., writes:

"A prominent grocer remarked when approached regarding the untidiness of his store that his volume of business was too large for his floor space and that it was impossible for him to keep his store in proper condition and besides his staff was always too busy at other things to give attention to tidiness. Let it be granted that there is a saving of time, for instance, by laying the cheese knife on the ledge behind you for your present convenience instead of replacing it in the cheese case; but take notice that very shortly some member of the staff places a parcel of stock directly in front of that knife and it is entirely lost from view. Then one of the clerks wishes to cut some cheese for Mrs. Smith, who is in a hurry to catch a car. He has to hunt for that knife and he will be seen interrupting every member of the staff in their work enquiring for its whereabouts. This is losing time and money. It prevents the giving of good service, and illustrates the importance of being orderly in everything.

HYSON AND OOLONG TEAS.

The Cub Reporter—Can you tell me what is the meaning of "Young Hyson" as applied to teas and also the term "Oolong?"

Regina, Sask.

Prairie Clerk.

Editorial Note.—The origin of the words "Young Hyson" is said to be the Chinese "Yu Tsien" meaning "before the rains," or "Tu Chun," meaning

"flourishing spring"—that is tea picked early in the spring before the rains. Hyson itself refers to certain kinds of green teas of the first crop. In the Chinese language, "oo" of oolong, is "black," and lung or long "dragon." This originally was a black variety with the flavor of green grown in Formosa.

OBSERVATIONS OF THE CUB REPORTER.

You can always find somebody who knows more than you do. If you don't believe this, ask somebody.

Opportunity is bald behind. Then grab him by the forelock before it is too late.

CATALOGUES AND BOOKLETS.

The trade in Canada has received an attractive booklet from A. J. Ten Hope, biscuit and chocolate manufacturer, of Rotterdam, Holland, which firm has within the last year been operating on the Canadian market. The catalogue shows fine half-tone illustrations of the exterior and interior of the offices and factories at Rotterdam, Amsterdam and Groningen in Holland and Copenhagen in Denmark, as well as cuts of various kinds of biscuit and chocolate manufactured. This firm also manufactures liquorice in fancy shapes as well as plain sticks, and these are illustrated as well in the catalogue.

"The History of the Biscuit" is the title of an attractive booklet issued by Peek, Frean & Co., Ltd., London, Eng., a copy of which has come to the Canadian Grocer. This gives in concise, but complete form the story of the making of biscuits going into the various stages of manufacture. The book contains twenty-two pages with illustrations of the biscuit works exterior and of different pieces of machinery used. The large half tone illustrations are attractively bordered with scrolls in gold ink. One of the pictures shows the new block recently added and employees leaving for dinner.

Controversy Over the Molasses Situation

Report of Montreal Market Conditions in Canadian Grocer of April 11 Criticised by a Barbadoes Exporter—Reply Showing Our Contention to be Correct—Crop in Barbadoes Smaller Than Last Year But Fancy Molasses are Brought In From other Places.

In The Canadian Grocer of April 11 last, in the Montreal molasses market report, some statements were made to which a Barbadoes buyer and exporter has taken exception. That report gave two opinions. One was that the bulls were nonplussed by the strength of the bears, but they stated that as consumption of fancy Barbadoes in United States had been under-estimated by local holders chances were that those who had not covered their sales would be caught short and forced to cover at a much higher figure than that for which the molasses were sold. The other side was that the majority of large Montreal dealers had covered their sales fully and unless prices came down they would not buy for storage but would cover sales at market from time to time.

It was further reported that as Montreal dealers were pretty well stocked up, they were rather independent and inclined to force lower prices, and from indications it was likely they would succeed.

The Barbadoes "Advocate" interviewed the molasses buyer and exporter above referred to and reported the interview herein reprinted. This criticises our market report of April 11 stating that we were wrongly informed. In this, however, the "Advocate's" informant is in error as is shown by the subjoined market report covering fully the Montreal molasses market.

The following is clipped from the Barbadoes "Advocate":—Interviewed by an "Advocate" representative, a leading molasses buyer and exporter declared that the Canadian Grocer had evidently been completely misinformed as to the molasses situation.

"It is a pity," he said, "that an organ like the Canadian Grocer which should be regarded as an authority on such subjects, should lend its columns by means of the above article, which is a tissue of misstatements in so far as our Island crop is concerned, to depress our main product and so injure our planters. It is easy to read from the article, that the Canadian dealers in Molasses have got together to force the price of Molasses down and have made the misleading statement that the market has dropped 2 to 3 cents per gallon when the real fact is that molasses has advanced four cents per gallon on the discovery at the commencement of reaping operations that the yield of juice was about half the normal, consequently indicating a very poor crop. I know of no "bulls" in this Island in the sense it is understood, but it is perfectly true that interests in this Island made very large sales in the American market which is taking an unusually large supply through the shortness of the Louisiana crop, also the anticipated reduction in the American Tariff. It is true the American market got it on the ground floor because they believed the crop reports made by a certain energetic exporter, but the Canadians refused to believe until it was too late; consequently, when some of them woke up, they were asked to pay 20 cents per gallon and \$4 for puncheon prime cost for what little molasses remained unsold, if Canada was to get any Molasses at all. Of course, the Canadian interest or, as they choose to call them-

selfs, "bears" have been fighting tooth and nail to force prices down, but this is an impossible task as the Molasses is not to be had. Furthermore the canes are not there to be had owing to the nine months of drought experienced more or less during last year. When the rains did come in October they were too late to save the situation, the crop being already gone beyond recovery.

Claims Market Was Empty.

"It is well known that on the 11th April, the date of the Canadian Grocer's article, not a puncheon of Molasses was to be bought at Halifax and only one importer at St. John, N.B., had a few puncheons on his wharf and the cities of Quebec and Montreal had been even longer without Molasses. Certainly the "bears" are truly bare of Molasses and it is well the Canadian public should know it. Let us turn our attention to the Barbadoes end and what do we find: that all the Molasses dealers have their warehouses bare of supplies. The cause of this is that the goods do not come in fast enough to be sent forward. As a rule, at this time of the year, the warehouses are not filled to overflowing but the streets all around the stores are also filled. This year it is entirely different and, as already stated, the goods are not coming in fast enough to be shipped. If the misguided "bears" and the Canadian public could see for themselves, they would be truly discomforted and would take their losses at once before the market further advanced, thereby making their losses greater.

A Crop Estimate.

"The entire Barbadoes crop is estimated by men capable of judging to be about 52,000 puncheons and the most liberal estimate does not exceed 60,000 puncheons. I will now put the ques-

tion squarely to the public. If last year's crop of eighty-eight to ninety thousand puncheons brought an average price of 17 cents per gallon and \$4 per puncheon prime and sold as high at the end of the season as 19 cents and \$4, what should a crop of fifty-two to sixty thousand puncheons bring when it is further taken into consideration that the American market has taken twice as much as it took last season. Any reasonable man could only reply that 20 cents per gallon and \$4 prime cost is cheap and 24 cents and \$4 is more like its value.

"These are facts that "bears" will not be able to overcome and I venture to prophesy that those "bears" who turn "bulls" first will be the better off."

TRUE SITUATION IN MONTREAL.

In giving the molasses or any other market situation to the trade, The Canadian Grocer presents the facts as it finds them—not as the Barbadoes buyer and exporter intimates, to depress the product of any Island or country or to injure planters, but to give the true situation. This was our motive in the report in the issue of April 11, which report has been called a "tissue of misstatements." Let us analyze them and see if they are.

The "Advocate's" informant must first remember that the Canadian Grocer gave the Montreal situation and the views of Montreal importers—not the Barbadoes conditions as he gives, and probably he is correct as far as he goes. But he should remember that all the molasses that reach Montreal do not come from the Barbadoes, and that Antigua and other West Indian Islands are producers of fancy grades of a high quality. Therefore, our report was based on the conditions in Montreal as

affected by the entire imports of fancy grades.

Montreal Had Molasses.

"It is a well known fact," he states, "that on the 11th April, the date of the Canadian Grocer's article, not a puncheon of Molasses was to be bought at Halifax, and only one importer at St. John, N.B., had a few purchases on his wharf and the cities of Quebec and Montreal had been even longer without molasses."

The facts in the case do not bear out this statement as there never has been a time during the past year when the Montreal market has been without molasses. True the stocks are not quite up to normal, but on April 11th there were approximately 700 puncheons of fancy molasses in store in Montreal city. While this amount is small for so large a market it was sufficient to supply the demand till the new molasses arrived.

In 1912 the Montreal market imported 11,536 purchases of "Fancy" molasses and had a few hundred puncheons on hand when the new crop arrived in port. The sales of molasses in Montreal to date are only about 1,500 puncheons less than last year, and of this number 3,800 puncheons have already arrived in port and over 2,000 puncheons are on high seas. Montreal dealers are wise in their generation

and bought heavily at opening prices and as stated in our report of April 11 are well supplied with molasses for present needs and have fully covered their sales. On the other hand they do not think it good business to store molasses at present prices. The buyers in Montreal take the stand that it is more profitable for them to utilize this storage space for other lines that yield them a higher profit than to use it to store molasses for several months at present high prices. They are of the opinion that the high cost of fancy molasses will curtail consumption to a considerable extent which will offset any pressure from a shortage. A prominent wholesaler stated this week that orders for molasses from outside points were smaller than usual. He stated several cases where old customers who had ordered 10 to 12 puncheons at this season of the year had cut their orders down to 3 and 4 puncheons. In fact so prevalent is this in some districts that one wholesaler has over 1,000 puncheons in storage.

Another factor that has silently entered the arena, and must be taken into consideration is the increase in the consumption of corn syrups. The demand for corn syrups in Montreal has shown a wonderful growth in the last few years. In this connection we will cite one wholesaler's experience. Five

years ago this wholesaler sold only one case of syrup a month, but now sells fifty cases a month with an increasing demand. This wholesaler has been in business in Montreal for 20 years..

The "Advocate" asks the question "If last year's crop of 88,000 to 90,000 puncheons (official figures 78,899 puncheons) brought an average price of 17c per gallon (Barbadoes price) and sold as high at the end of the season as 19c what should a crop of 52,000 or 60,000 puncheons bring when it is further taken into consideration that the American market has taken twice as much as it took last season?"

Effect of Low Sugar.

But what about the comparative values of sugar?

This is a question he has overlooked. Last April crystals were selling at \$3.60 cost and freight, while this year the price is \$2.30 cost and freight. It is reasonable to suppose that the grinders will make sugar when they can get 50 per cent. more for their product when made into fancy molasses? True that the Barbadoes season is over, but there are other sources of production and these are beginning to make fancy molasses in preference to sugar with the result that the shortage in the Barbadoes crop will be made up by the production in these other sections. Again,

(Continued on page 36.)

ATTRACTIVE DISPLAY FROM THE FAR EAST



A sales-producing soup window shown recently by F. J. Miles, of Sydney, N.S. It will be observed the arrangement is both attractive and symmetrical—two important requisites in good display.

Current News of the Week

Quebec.

E. Brabant & Cie, grocers, Montreal, Que., have registered.

A business and pure food show will be held in Montreal in August.

John Anderson, sales manager of Chase & Sanborn, is spending a few days at L'Achigan, P.Q., where the fishing is reported to be good.

Armand Chaput, general manager of L. Chaput, Fils, et Cie, Limitee, Montreal, made a flying trip to the Capital City at the beginning of this week.

The Sherbrooke Cigar Co., Limited, Sherbrooke, Que., have been granted letters patent to take over the business of The Sherbrooke Cigar Company. F. R. Darche and Wm. McManus are the principal incorporators.

A building permit has been granted to Walter Paul, St. Catherine Street, Montreal, for the construction of a grocery store on University Street, between Burnside & Sherbrooke. The estimated cost of the new store is \$28,000. Walter Paul has two stores in Montreal—one on St. Catherine Street W., and one on University.

Ontario.

J. Ward, grocer, Toronto, has sold to W. A. Gray.

The merchants of Forest, Ont., have decided to close every Friday afternoon during June, July and August.

Boeckh Bros., manufacturers of brooms and brushes, formerly on York Street, Toronto, are in their new building at 166 Adelaide West.

The Ridgetown Canning Co. will erect a two-storey addition, 200 x 40, for the purpose of canning corn and peas, the addition to be ready for this season.

A movement is on foot in Hamilton, Ont., among the more centrally located grocers to have their stores close Saturday evening at six o'clock, instead of midnight, as at present.

Frank Hemstreet, Milton, Ont., has moved his grocery and dry goods stock into new premises, and is making considerable alterations to his store. He will open a confectionery department in June.

E. Colligan, formerly in the grocery business at Cranford, N.J., has opened up a new store at 695 College Street, Toronto. The store is finished in white enamel throughout, and Mr. Colligan purposes running his business on a strictly cash basis.

Jas. McLean, who for more than thirty years traveled for T. Kinnear &

Co., wholesale grocers, Toronto, passed away last week. Mr. McLean retired from the road about five years ago, and since that time has been conducting successfully a bus and livery business in the town of Port Hope, which for the past twenty-five years has been his home town.

As was mentioned last week, Barr Registers, Limited, Trenton, Ont., sustained a disastrous fire, which destroyed their entire plant. They have, however, secured temporary premises, and will rebuild immediately. Although a fire is an unfortunate circumstance at any time, it will in this case cause no serious delay to the company in delivering machines. In fact, it will not at the outside cause more than a few days' delay.

A. J. ten Hope, biscuit and chocolate manufacturer, Rotterdam, Holland, spent the latter end of last week in Toronto on his way home from a business trip through the Canadian West. Offices have now been opened in Halifax, Toronto, Winnipeg and Vancouver, in Canada, and in New York, Chicago, San Francisco and Tacoma, in the United States. Mr. ten Hope was accompanied in his Western trip by Henri de Leeuw, the Toronto representative. He returns to Holland via New York.

John Diprose, of London, Ont., has disposed of his three stores there, and joined the staff of Red Rose Tea as salesman in the London district. Mr. Diprose will be greatly missed by the London and Ontario Retail Grocers' Associations. He is past president of the former and first vice-president of the latter. He is the second London first vice-president of the Ontario R. G. A. selling out within the past year and going on the road, E. J. Ryan being the other. It is a coincidence, too, that both are selling tea.

Mr. Diprose sold his north-end store to Daniel Carter; the one in the east to Robt. Durst, and the west-end store to Hosken & Reynolds.

Troubles, it is said, never come singly. C. F. Thorne, a Toronto grocer, will substantiate this old proverb. A short time ago his stable was burned, his horse being considerably singed. He hired another for his delivery, but it ran away and was killed. The same week he had a fire at his home in Parkdale. Mr. Thorne is, however, taking his loss philosophically, but it all goes to show the risk of the man in business, which is always overlooked by those

who ignorantly cry out about the high cost of living. Mr. Thorne is secretary of the Toronto R. G. A.

The services of John B. Harker, formerly of Belleville, Ont., have been secured by The White Swan Spices and Cereals, Limited, Toronto. It will be remembered that Mr. Harker was the subject of article No. 2 of the "Veterans of the Grocery Trade" series, that appeared in our issue of March 7th, 1913. Apparently the trade had too strong a hold on him, for Mr. Harker went to his present position shortly after retiring from business in Belleville. Extending to Mr. Harker our best wishes and those of his many friends in the business, it is hoped that to his thirty-four years' experience in the retail trade may be added many more in his new venture.

Western Canada.

Brault & Viens, grocers and clothiers, Athabasca, Alta., have moved into their new store at the corner of Skinner Street and Litchfield Avenue.

Cameron & Heap, Limited, wholesale grocers, with head office in Regina, Sask., are building a new warehouse at Fort William, Ont., to cost approximately \$100,000. This firm is increasing its capital to \$500,000.

The A. McDonald Co., Limited, wholesale grocers, Winnipeg, have purchased a site on Hardisty Street, Fort William, Ont., and will erect this year a large warehouse for assembling and shipping mixed cars to their different branches. The company now has a branch at Port Arthur.

The Winnipeg Co-operative Society expects to open a store in June. Among the unions which have taken stock in the company are the following:—Typos, waterworks, machinists, plumbers and steamfitters, bridge and structural ironworkers, letter carriers, Northern Star Lodge carmen, street railway employees, bricklayers, stonecutters, Carmen Lodge No. 6, and electrical workers.

Practically every town in Central Alberta, from Llyodminster on the east, to Edson on the west, and from Athabasca on the north, to Olds on the south, will be visited the latter part of July by business men of Edmonton, traveling on the Board of Trade special, now being arranged for by F. T. Fisher, secretary of the organization. Their object is to study the country and get acquainted.

Clean Up Expected on Corn and Tomatoes

With Five Months' Consumption Still Ahead Some of Trade Expect These Canned Goods to be Used up Before New Pack Comes in—Sugar Situation Still a Difficult One to Fathom—Tendency Seems Towards a Decline—Advance on Cocoa and Chocolate as Result of Tariff Changes.

QUEBEC MARKETS.

POINTERS,—

Sugar—Steady.

Molasses—Trading dull.

Nuts—Advance in Marbots & Brazils.

Chocolate and Cocoa—Advanced.

Montreal, May 20.—Grocery trade is brisker this week than last and generally conditions seem much improved. Paying of license fees is over and trade has settled down to a steady basis. Collections are much improved with result that there is more confidence shown in the stability of country's prosperity. Opening of navigation with its attending influx of immigration calls for more foodstuffs and this is just the tonic needed to cure the fit of blues that was beginning to get in its work on grocery trade.

A few prices have been advanced during the week, namely; American Chocolate and Cocoa has advanced 1c per pound, due to new tariff which went into effect last week. Shrimps advanced 20c per dozen cans selling at \$1.60 for 1 pound talls. Shortage in catch is advanced as reason. Brazil nuts and Marbot walnuts have also advanced 1/2 cent per pound.

"Humpback" salmon has declined 5c per dozen and is now quoted at 95c for 1's talls.

SUGAR.—Sugar market is steady at \$4.30, the new basis. There seems to be a feeling among buyers that prices will go lower and while there are a number of factors that seem to point to this reduction these are offset by other factors that point the other way. Several authorities advise buying at present prices, but it would be wise to buy moderately till full effect of tariff change is known and until tariff changes in United States are settled. Demand for sugar at present is of "hand to mouth" variety, as trade is considerably disturbed by outcome of tariff changes advocated by President Wilson. New York market continues to decline and while local market is fairly steady, there is no denying that market is inclined to be weak. Reports from Europe report a heavy seeding of sugar beets and favorable weather. European beet sugar market is steadily declining, but is not yet on parity with cane sugar prices, and while it will have little effect on prices of cane sugars until it is on a parity basis it adds a disturbing factor.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 00
Granulated, 2-lb. cartons, per cwt.	4 00
Granulated, Imperial	4 15
Granulated, Beaver	4 15

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

MOLASSES.—Wholesalers and brokers are busy filling booked orders, but there is practically no new business being offered at present. Buyers continue to hold off buying for storage, being content to take their chances and every week seems to make more certain that prices will not advance. It is still very doubtful if lower prices will be seen, yet indications point a little in that direction.

It is rumored that 300 puncheons of Fancy Barbadoes have been peddled around city for ten days trying to find a buyer, but up to this writing no word of their sale has come to hand. However, a few sales have been put through at 36c, while cables advise offerings on basis of 36 1/2c. Prices are holding firm at 36c, with no buyers in sight. Antigua "Fancy" is quoted at 32 to 33c.

There is still some doubt in some quarters as to ability of producers to fulfill their contracts but as yet there have been no cancellations and it is confidently expected that contracts will be filled in due time.

New price list for the coming season was issued last week by the Wholesale Grocers' Guild and the low prices quoted came as a distinct surprise to a good many. The prices quoted for molasses ex-store is practically the same as quoted to arrive. Below is the new list:

	For Island of Montreal.		Outside Points.	
	Fancy	Choice	Fancy	Choice
Puncheons	0 30	0 37	0 37	0 35
Barrels	0 42	0 40	0 40	0 38
Half barrels	0 44	0 42	0 42	0 40
Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.				
Fancy Barbados molasses, puncheons	0 37	0 39		
Fancy Barbados molasses, barrels	0 40	0 42		
Fancy Barbados molasses, half-barrels	0 42	0 44		
Choice Barbados molasses, puncheons	0 35	0 37		
Choice Barbados molasses, barrels	0 38	0 40		
Choice Barbados molasses, half-barrels	0 40	0 42		
New Orleans	0 25	0 28		
Antigua	0 32	0 33		
Porto Rico	0 40	0 40		
Corn syrups, bbls.	0 05 1/2			
Corn syrups, half-barrels	0 05 1/2			
Corn syrups, quarter-barrels	0 05 1/2			
Corn syrups, 3 1/2-lb. pails	1 75			
Corn syrups, 25-lb. pails	1 25			
Cases, 2-lb. tins, 2 doz. per case	2 40			
Cases, 5-lb. tins, 1 doz. per case	2 75			
Cases, 10-lb. tins, 1/2 doz. per case	2 05			
Cases, 20-lb. tins, 1/4 doz. per case	2 80			

MAPLE SYRUP.—Demand for maple syrup and maple sugar shows a falling

off and amount of business accomplished is only nominal. Dealers seem to be pretty well stocked up and consumption shows signs of a big decrease.

Demand for corn syrup is increasing, especially in Montreal city. Prices remain same.

Pure maple syrup, in 5 1/2 lb. tins 0 75
 Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon 1 00
 Pure maple sugar 0 10 0 11

DRIED FRUITS.—There is no change in dried fruit market as prices are steady under quiet demand. Evaporated and dried fruits are being shoved into back-ground by green fruits.

Raisins—	
Choice seeded raisins	0 07 1/2
Choice fancy seeded, 1-lb. pkgs.	0 08
Choice loose muscatels, 2-crown, per lb.	0 06 1/2
Choice loose muscatels, 3-crown, lb.	0 06 1/2
Choice loose muscatels, 4-crown, per lb.	0 07 1/2
Seedless, new, in packages, 12 oz.	0 07
Seedless raisins, new, 15 oz. pkgs.	0 08
Select raisins, 1-lb. box, per lb.	0 07
Sultana raisins, loose, per lb.	0 11
Sultana raisins, 1 lb. cartons	0 13 1/2
Malaga table raisins, 3-crown, lb.	2 50
Malaga table raisins, 4-crown, lb.	3 40
Malaga table raisins, 5-crown, lb.	4 00
Malaga table raisins, 6-crown, lb.	5 20
Malaga table raisins, 7-crown, lb.	5 50
Malaga table raisins, clusters, per 1/2 box	1 25
Valencia, fine, off stalk, per lb.	0 06 1/2
Valencia, select, per lb.	0 07 1/2
Valencia, 4-crown layers, per lb.	0 08
Evaporated apricots	0 14 1/2
Evaporated apples	0 06 1/2
Evaporated peaches	0 09 1/2
Evaporated pears	0 12 1/2
Currants, fine filitras, per lb., cleaned	0 14
Currants, 1-lb. pkgs, fine filitras, cleaned	0 06 1/2
Currants, Extras, per lb.	0 07 1/2
Currants, Vostizian, per lb.	0 08
Dates, 1-lb. packages	0 09 1/2
Dates, Hallowee, loose	0 05
Figs	0 11
Figs, 3 crown	0 10 1/2
Figs, 4 crown	0 10 1/2
Figs, 5 crown	0 11 1/2
Figs, 6 crown	0 12 1/2
Figs, 7 crown	0 13 1/2
Figs, 8 crown	0 14
Figs, 9 crown	0 15
Comrade figs, about 33-lb. mats.	1 30
Glove boxes, 16-oz., per box	0 10 1/2
Glove boxes, 10-oz., per box	0 07 1/2
Prunes—	
30-30	0 12
30-40	0 11
40-50	0 09 1/2
50-60	0 08 1/2
60-70	0 07 1/2
70-80	0 07
80-90	0 06 1/2
90-100	0 06
Bosnia prunes	0 07

TEA.—Tea market is quite brisk this week and as result tea merchants are in a better mood and take a more optimistic view of trade conditions. Prices have firmed up considerably under new influx of orders, price-cutting which has been evident for some weeks past is disappearing as result of trade being on more stable basis.

Japan—	
Choicest	0 40 0 50
Choice	0 35 0 45
Fine	0 30 0 35
Medium	0 25 0 30
Good common	0 20 0 25
Common	0 15 0 20
Yamashiro	0 16 0 20
Ceylon—	
Broken Orange Pekoe	0 30 0 40
Pekoes	0 20 0 25
Pekoe Souchongs	0 20 0 25
India—	
Pekoe Souchongs	0 19 0 20
Ceylon Greens—	
Young Hysons	0 24 0 26
Hyson	0 22 0 23
Gunpowders	0 19 0 20
China Greens—	
Pingsuy gunpowder, low grade	0 14 0 18
Pingsuy gunpowder, pea leaf	0 20 0 20
Pingsuy, gunpowder, pinhead	0 30 0 30

ONTARIO MARKETS.

POINTERS:—

Sugar—A waiting market.
Molasses—Holding firm.
Prunes—Range of sizes being lessened.
Cocoa and Chocolate—Up 1c per lb., due to tariff changes.

Nuts—Shelled almonds scarce and high.
Toronto, May 21.—Trade during past week has taken on brisker tone, and a corresponding improvement has been made in collections.

This week both cocoa and chocolate have been advanced about 1c per lb., and some firms state that further advances may be forthcoming at any time without notice. Both this and any early following changes are accounted for by revisions being made in tariff by American Government.

SUGAR.—Situation is quiet with a feeling of uncertainty, and might aptly be described as a waiting market. Demand is only for actual requirements, and is more or less restricted by backward season and uncertainty as to future developments of prices.

In this respect conditions in United States are somewhat reflected here. Prolonged tariff discussion on other side, with an increased uncertainty as to outcome, is restricting consumption, and, while at this season it might be proper to look for a gradual improvement in values, tendency seems to be rather in other direction.

Two leading American refiners are reported as having reduced their prices 10 points middle of the week.

Cuba is gradually restricting her production. Already about 30 centrals have shut down, leaving some 142 grinding. Expectation is that these too will be closed for season before end of month. Decline in production that would ensue should have a beneficial effect on situation, as heavy receipts from the island would thus be cut off.

So far as local consumption of refined is concerned, favorable weather bringing on fruit should make a noticeable difference. Up to present time there has been little or no speculation either by wholesalers or retailers, so that situation regarding stocks in country might be described as bare.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Imperial granulated	4 25
Beaver granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal diamonds, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45

SYRUP AND MOLASSES.—Wholesalers are now having to pay 43c on

half-barrels for fancy Barbadoes, and as contracts can be booked for delivery only up to June 30 this would indicate a further advance on part of manufacturer at that time. As market on high grades controls market on lower grades, these latter may be expected to follow any change made.

Though sugar has been dropped 20c per 100, corn syrup manufacturers do not now anticipate a decline. Season is now getting pretty well over anyway, so that immediate changes would be of little interest.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	.....	2 40
5 lb. tins, 1 doz. in case	.....	2 75
10 lb. tins, 1/2 doz. in case	.....	2 65
20 lb. tins, 1/4 doz. in case	.....	2 60
Barrels, per lb.	.....	0 03 1/2
Half barrels, lb.	.....	0 03 1/2
Quarter barrels, lb.	.....	0 03 1/2
Pails, 38 1/2 lbs. each	.....	1 75
Pails, 26 lbs. each	.....	1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 28	0 30
West Indies, half barrels	0 27	0 29
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 5 to case	.....	4 80
1/2 gals., 12 to case	.....	5 40
1/4 gals., 24 to case	.....	4 80
Pints, 24 to case	.....	2 70
Maple Syrup—Pure—		
5 gallon cans, 1 to case	.....	1 25
Gallons, 5 to case	.....	6 60
1/2 gallons, 12 to case	.....	7 25
Quarts, 24 to case	.....	7 25
Pints, 24 to case	.....	4 70
Maple Sugar—		
Pure, per lb.	.....	0 14
Maple Cream Sugar—		
24 twin bars	.....	1 80
40 and 48 twin bars	.....	3 00
Maple butter, lb. tins, dozen	.....	1 90

DRIED FRUITS.—Large and intermediate sizes of prunes are now becoming scarce, and with indications of a smaller crop next season chances are for higher prices to predominate.

Quantity of California peaches next season, so far as can now be judged, will not be as heavy as last year.

Raisins on primary market tend to advance. Progress has been more marked on Sultana crop of late owing to heavy rains and absence of vine disease.

Locally stocks are becoming reduced, especially in prunes, so that full range orders cannot now be filled. Apricots, too, are scarce, and tend upward.

Apricots—		
Standard, 25-lb. boxes	.....	0 14
Choice, 25-lb. boxes	.....	0 16
Fancy	.....	0 18
Candied Peels—		
Lemon	.....	0 11
Orange	.....	0 12
Citron	.....	0 15
Currants—		
Fine Filletras, per lb.	.....	0 07
Choicest Amalas, per lb.	.....	0 07 1/2
Patras, per lb.	.....	0 07 1/2
Choice Vostizzas	.....	0 10
Shade dried Vostizzas	.....	0 10 1/2
Cleaned, 1/2 cent more.	.....	0 11
Dates—		
Pards, choicest, 12-lb. boxes	.....	0 08 1/2
Pards, choicest, 50-lb. boxes	.....	0 07
Package dates, per pkg.	.....	0 08 1/2
Evaporated apples	.....	0 06 1/2
Figs—		
Natural figs, in bags, lb.	.....	0 05
Comadre figs, in tins, per lb.	.....	0 04
Eleme figs, in boxes, according to size, lb.	.....	0 06 1/2
Peaches—		
Standard, 25-lb. boxes	.....	0 10
Choice, 25-lb. boxes	.....	0 11
Choice, 50-lb. boxes	.....	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	.....	0 12 1/2
40 to 50, in 25-lb. boxes, faced	.....	0 11 1/2
50 to 60, in 25-lb. boxes, faced	.....	0 09
60 to 70, in 25-lb. boxes, faced	.....	0 07 1/2
70 to 80, in 25-lb. boxes, faced	.....	0 07
80 to 90, in 25-lb. boxes, faced	.....	0 06 1/2
90 to 100, in 25-lb. boxes, faced	.....	0 06
Same fruit in 50-lb. boxes, unfaced, 1/2 cent less.	.....
Raisins—		
Sultana, choice	.....	0 10
Sultana, fancy	.....	0 12

Valencias, selected, new	0 08	0 08 1/2
Valencias, old stock	0 07 1/2	0 08
Seeded, 1 lb. packets, fancy	0 07	0 08
Seeded, 1 lb. packets, choice	0 06 1/2	0 07

TEA.—Better classes of tea hold dear and scarce, but with slight tendency to ease off. Quality of Ceylons is falling off a little. New crop of Indians is now offering, but samples to date have not shown good enough quality for this trade. Japan market is now open, prices being about 2c lower than last year at corresponding period.

COFFEES.—Market is dull, and shipments received small. Owing to drying up of Magdalena River, there are no Bogota coffees being delivered from the interior, which will make supplies scarce for three or four months. Otherwise market is without feature.

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

SPICES.—Peppers and cloves continue scarce and high. African gingers, a low grade, are if anything cheaper, and Jamaicas hold flat, but with no change.

Cocoa and chocolate, owing to tariff changes, have each been advanced 1c per lb., and further advances may be expected.

5 and 10 lb. 1/4 lb. 1/8 lb.			
Tins. pags. tins doz.			
Allspice	14-17	65-67	70-80
Cassia	22-27	72-80	80-90
Cayenne pepper	23-25	72-80	90-115
Cloves	30-35	1 08-0 95	1 08
Cream tartar	30-31	.....	.....
Curry powder	.....	.....	.....
Ginger	22-27	65-68	75-85
Mace	75-1 00	.....	8-2 75
Nutmegs	25-30	90-90	1 60-2 80
Peppers, black	19-22	67-67	80-90
Peppers, white	27-29	90-1 05	1 05-1 15
Pastry spice	29-27	65-65	75-1 10
Pickling spice	14-15	75-80	75-80
Turmeric	18-18	.....	.....
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Cardamon seed, per lb., in bulk	.....	2 25	1 80
Cinnamon, Ceylon, per lb.	.....	0 10	0 09
Mustard seed, per lb., in bulk	.....	0 08	0 12
Celery seed, per lb., in bulk	.....	0 60	0 70
Shredded cocoanut, in pails	.....	0 17	0 20

RICE AND TAPIOCA.—Heavy booking for summer trade on rice should soon start now. Primary market keeps steadily climbing up by fractional advances, and same are likely to be reflected here. Tapioca continues rather easy.

Rice—		Per lb.
Bangkok, per lb.	.....	0 08 1/2
Bangkok, fancy, per lb.	.....	0 09 1/2
Patna, per lb.	.....	0 08 1/2
Japan, per lb.	.....	0 08 1/2
Java, per lb.	.....	0 08 1/2
Carolina, per lb.	.....	0 08
Sago—		
Brown, per lb.	.....	0 06 1/2
White, per lb.	.....	0 05 1/2
Tapioca—		
Bullet, double goat	.....	0 09 1/2
Medium pearl	.....	0 08 1/2
Seed pearl	.....	0 08 1/2
Flake	.....	0 09 1/2

NUTS.—Filberts are now practically off market, and prices for import are so high that no one cares to bring any in. Almonds out of shell, too, are very scarce and high. It is estimated that there are now not enough of these to put the trade through, and few to be had on primary market.

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CANNED GOODS.

Toronto, May 21.—A little commotion has been felt on this market lately owing to sales of some fire-damaged stocks of canned vegetables. There are, however, no large stocks of these.

Tomatoes and corn are now expected to be all used up before new pack comes in, but some peas are likely to be carried over.

Low price on peaches has greatly stimulated consumption, which for this season is greater than for many years. Canned fruits of all kinds are now selling well.

Owing to more land being devoted to production of fruit and vegetables this year, it is estimated that the coming pack will exceed that of last season.

With warm weather in sight all canned meats, such as canned beef, tongue, jellied veals, etc., are beginning to move very freely.

Pack of shrimps is said to be a complete failure. Of 1,500 cases which were booked for Ontario, it is stated that none will be shipped.

MANITOBA MARKETS.

Winnipeg, May 20.—Interest among both wholesale and retail men centred last week in big drop on sugar which came somewhat as surprise. Sugar is now at lower point than for some time. In other staple lines there is no change as yet, but prunes are expected to go up following advance at coast.

Business conditions are but little changed. There is steady movement, but no heavy stocking. Collections are slow, but have shown a little improvement this month.

Industrial conditions are satisfactory and apparently there is no likelihood of lack of employment, and no outcry as yet as to an insufficiency of labor.

Cool weather during past two weeks has held back retail sales of warm weather lines usually active at this time, but fruit juices, syrups and kindred commodities are likely to be feature lines at any time.

SUGAR.—Sugar prices are much in consumer's favor and retail price is about \$1.00 per cwt. less than at this time last year. It is hardly likely though that present prices will be long maintained. The sugar situation is peculiar and tariff changes pending may keep market unsettled for some time.

Extra standard granulated, per bbl.	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Iceing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75
Sugar in sacks, 5 cents less.	

SYRUPS.—Trade in syrups is steady and dull. It is, however, held up to a certain extent by the high price of but-

Corn Syrups—	
2 lb. tins, per case	2 28
8 lb. tins, per case	2 63
10 lb. tins, per case	2 51
20 lb. tins, per case	2 62
Barrels, per 100 lbs.	3 82
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

DRIED FRUITS.—An advance of 1/2 cent per lb. in California on prunes has not gone into effect locally, but will likely come. There is little doubt now of a combine or corner at the coast that will control the balance of last year's crop.

Prunes—	Per lb.
80-100s, 25s, s.p.	0 06
80-100s, 10s, s.p.	0 04 1/2
80-90s, s.p.	0 06 1/2
80-90s, 10s, s.p.	0 06
70-80s, 25s, s.p.	0 06
70-80s, 1s, s.p.	0 06 1/2
60-70s, 25s, s.p.	0 06 1/2
50-60s, 25s, s.p.	0 07 1/2
40-50s, 25s, s.p.	0 09
Cooking Figs	
Choice boxes	0 06 1/2
Half boxes	0 06 1/2
Half bags	0 05 1/2
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 75
Fine, selected, 28s, s.p., per box	2 70
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 17s, s.p., per box	0 75
No plus ultra, 82s, s.p., per box	2 20
Sultanas—	
California	0 09 1/2
Smyrns	0 14
Currents—	
Dry clean, per lb.	0 07 1/2
Washed, per lb.	0 07 1/2
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

COFFEES AND TEAS.—There are reports of dearer teas at primary points, but local situation is unchanged.

Coffee—	
Green Rio, No. 5	0 16 1/4
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicoory	0 11 1/4
Teas—	
China blacks, choice	0 25
India and Ceylon, choice	0 32
Japans, May picking	0 35
Japans, choice	0 35

NUTS.—Cold weather is not favorable to sales of nuts which should revive with the season of summer half-holidays, ball games, etc.

Brazil	0 18	0 19
Tarragona almonds	0 16 1/4	
Peanuts, roasted, Jumbos	0 12 1/4	
Peanuts, choice	0 11	
Pecans	0 22	
Marbot walnuts	0 13 1/2	
Grenoble walnuts	0 15	
Sicily filberts	0 11 1/2	
Shelled almonds	0 33	0 34
Shelled walnuts	0 31	

BEANS.—Prices steady and trade somewhat dull in peas, beans, and kindred lines.

Beans—	
Hand picked	2 35
3 lb. picker	2 05
Peas—	
Split peas, sack 98 lbs.	3 85
Whole peas, bushel	2 75
Barley—	
Pot barley, per sack 98 lbs.	3 45
Pearl barley, per sack 98 lbs.	3 65
Wheat granules, bale of 16.	

NOVA SCOTIA MARKETS.

Halifax, May 19.—Introduction of the new Canadian tariff with its reduction of twenty cents per cwt. in sugar has furnished chief interest of week in grocery markets, and all grades of sugar with exception of United Empire granulated have undergone sharp reductions in price, U.E. granulated having previously declined. Refineries have announced a reduction of four dollars per ton and this reduction is being largely followed by wholesalers. This reduction is biggest single price cut announced by refineries in years.

Sugar prices in Canada have been rather low this year anyway, owing to big beet crop abroad and refiners will be affected by this cut more than anyone else as they have nearly all been carrying large stocks of raw sugar on which they paid the higher duty.

Another change looked for as a result of the tariff is an increase on cocoa and chocolate.

A great deal of local interest is taken in fancy Barbadoes molasses market, owing to speculative influences. If anything, price is on firm side now, but a great deal of uncertainty exists as to immediate future of this market. It is expected that if at all possible, this speculation will force price higher, though some expect that with advent of summer months and consequent dull trade, prices will ease off. Several cargoes have arrived in Halifax within past week and market is fairly well supplied.

Pork is somewhat easier, though lard remains firm, and compounds have advanced. Barrel beef is very firm and exceedingly scarce.

Apples, No. 1, per bbl.	4 00
Bacon, side, per lb.	0 19 1/4
Bananas, per lb.	0 03 1/2
Butter, creamery, per lb.	0 31
Cheese, per lb.	0 15
Cranberries, Cape Cod, per barrel	14 00
Currents, Vostizias, per lb.	0 08 1/2
Canned Goods—	
Corn, 2's, per doz.	1 30
Peas, 2's, per doz.	1 67 1/2
Raspberries, 2's, per doz.	2 37 1/2
Strawberries, 2's, per doz.	2 37 1/2
Tomatoes, 2's	1 40
Corameal, per bag	1 50
Eggs, fresh, per dozen	0 17
Flour, Ontario, 90 per cent.	5 25
Flour, Manitoba best, per bbl.	6 15
Grapefruit, per case	3 50
Hams, per lb.	0 20
Lemons, per case	5 00
Oatmeal, std., per sack	2 65
Oranges, Florida, per case	5 50
Oranges, navel, per case	5 25
Pork, American clear, per bbl.	27 00
Potatoes, per bag	1 50
Raisins, Cal. fancy, per lb.	0 08
Rolled oats, per bbl.	5 25
Salmon, Sockeye, per case	10 25
Sweet potatoes, per hamper	2 00

NEW BRUNSWICK MARKET.

St. John, May 20.—Usual rush of spring business is being done by grocers. Collections are good and markets fairly firm. Quotings in middlings are down \$1.50 per ton. This reduction is said to be due to stocks being heavily piled up in West, and start of grazing. Tariff changes are said to be responsible for decline in sugar.

Dealers are buying more freely. Domestic mess pork is now higher than American clear and market holds strong. Both beef and pork are high, and other products are affected thereby. Potatoes are down. Eggs and butter hold about same.

Bacon, roll	0 15	0 18
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 20	3 25
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 12 1/4	0 12 1/2
Cheese, new, lb.	0 13	0 14 1/2
Currents, 1's, lb.	0 07 1/2	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02 1/2	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43 1/2	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60

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Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Commeal, gran.		4 55
Commeal, bags		1 35
Commeal, bbls.		2 75
Eggs, henney	0 19	0 20
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 55	5 70
Lard, compound, lb.	0 10 1/4	0 11
Lard, pure, lb.	0 15 1/4	0 15 1/2
Lemons, Messina, per box	3 50	4 00
Molasses, Barbadoes, fancy	0 38	0 39
Oatmeal, rolled		5 25
Oatmeal, std.		5 80
Pork, domestic mess		29 00
Backs, American clear, bbl.		27 00
Potatoes, barrel		1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated		4 50
United Empire		4 40
Bright yellow		4 30
No. 1 yellow		4 00
Paris lumps		5 50



Following are items from The Canadian Grocer of May 26, 1893:—

"There has been a fair trade doing on spot in refined sugars, and refiners are looking for an increased trade during the next thirty days, as stocks in dealers' hands are small, owing to the conservative course that sellers have pursued throughout this spring. Yellows are quoted at 4 3/4c to 5c, and granulated at 5 1/4c. Elsewhere the slight decline in raws did not materially affect the position of the refined article. The news of the loss of the Craigsides, which was bound for Montreal with a cargo of 3,000 tons, may have some effect on the market."

Editor's Note.—This was from our Montreal market report of 20 years ago. A great contrast will be observed in price of sugar then and now. Best granulated sugar in Montreal to-day is \$4.30—95 cents below 1893.

"J. H. Jones, who is in charge of the store department of the Longford Lumber Company, Longford Mills, made a curious find the other day. He was opening a package of tea purchased from a Toronto wholesale house, when he discovered embedded in its contents an embossed leather opium case, about 4 1/2 inches long. There were two departments in the case. One contained an iron pipe, with mouth-piece and bowl of brass, and the other a supply of opium. The case and its contents were handed over to William Thompson, president of the company, who holds it as a curio. It is surmised that it either fell into the chest from the pocket

of a careless Japanese workman or that the latter hid it in the tea on the approach of an overseer and had not the opportunity of removing it."

NEW ENGLAND GROCERS IN MONTREAL.

Montreal, May 22.—(Special). — A party of twenty-two delegates from the New England States en route to the National Retail Grocers' Association Convention held this week at St. Louis, Mo., spent a day in Montreal last week.

The morning was taken up with a ride around the city and a trip to Mount Royal and the visitors were without exception loud in their praises for the city.

For the afternoon the delegates were the guests of Chase & Sanborn, coffee importers. Through the courtesy of Rousseau Bros., Limited, six "Cadillac" automobiles were provided and a trip made to Ste. Anne de Bellevue, where previous arrangements had been made to have them conducted over the Macdonald College. This institution made a great impression upon the visitors, who very reluctantly started on the trip back to the city as the time at their disposal did not permit of a thorough inspection of the buildings and many interesting departments were not taken in.

The New England party is traveling under the direction of A. C. Barker, manager of the New England Grocer & Tradesman, a trade paper published in Boston. The trip to Ste. Anne de Bellevue was in charge of John R. Simpson, representing Chase & Sanborn. The party went via Toronto to St. Louis.

MOLASSES CONTROVERSY.

(Continued from page 31.)

it is reasonable to suppose that the consumer will pay 3 to 5c per gallon more for Barbadoes "fancy" than for Antigua "fancy," which is of a high quality. It would also be well for him to take into consideration the effect of the slump in the sugar markets which invariably has a reflex action on the molasses market.

The molasses situation in Montreal is probably a peculiar one. Fancy Barbadoes is selling at 36c on the wharves here. A few sales have been put through at this figure, but generally speaking there is no trading in molasses at present as buyers are well shipped. The wholesalers are busy shipping out booked orders. The bulk of the molasses has been sold and buyers are indifferent whether they store molasses or not. Antigua "fancy" molasses

are being offered on the market here this week at 32 1/2c.

As far as Montreal market is concerned there is no pressure from the shortage in the crop in Barbadoes. Retailers and wholesalers are well supplied and when they are in the market again, which won't be for several weeks, Antigua and other producers will be given a hearing.

Existing Prices to the Trade.

The wholesale prices for Quebec in Barbadoes molasses were announced this week by the wholesalers and are as follows:

For the Island of Montreal	Fancy	Choice
Puncheons	39c	37c
Barrels	42c	40c
Half Barrels	44c	42c
Outside Points	Fancy	Choice
Puncheons	37c	35c
Barrels	40c	38c
Half Barrels	42c	40c

Carloads of 20 puncheons or the equivalent in barrels or half barrels to one buyer may be sold at open prices. No discounts will be given.

It does not therefore appear that there is any serious shortage on the Montreal market for if such a shortage did exist the wholesalers would not be offering molasses at such low prices when compared with to-day's quotations from Barbadoes.

The wholesale opening prices on the Montreal market for the past few years of Fancy Barbadoes Molasses are as follows.

May 24th 1912	....	36c	in Puncheons
May 18th, 1911	....	31c	"
May 26th, 1910	....	36c	"
May 20th, 1909	....	31c	"

The retailer who treats jobber's and manufacturer's salesmen as he wants his own salesmen to be treated, is going to get a lot more good out of the salesmen that call on him than the other man.

The grocer that visits his competitor's stores will learn a lot that he never knew before and will be in a better position to run his business at more of a profit than the fellow who mopes around his own store all his life. Get out of the rut. Travel around a bit and see what the other fellows are doing. It will help you to enjoy life and win success at the same time.

USEFUL AND VALUABLE.

The Canadian Grocer.

Gentlemen:—Enclosed please find money order for \$2.00 in payment of subscription to the Canadian Grocer. I find your paper very useful and valuable.

H. D. BOULARD,

Grocery Department,

Dupuis Freres, Ltd.,

Montreal, Que.

St. Catherine St. E.

FLOUR & CEREAL DEPARTMENT



Decline in Mill Feeds Makes Flour Firmer

Mill Feeds Slump Another Dollar—Anticipated Advance in Flour Would Seem Even More Probable—Wheat Situation is Marked With Greater Firmness Than Ever and Appears Likely to Maintain at Present High Level.

Prospects for an advance in flour would seem even better this week than last. Mill feeds have again slumped, and market is weak even at present low figure, owing to lack of inquiry. Wheat in Winnipeg still continues to advance, being now 1¼ cents higher than week ago. Although Toronto export business does not amount to much, Montreal exporting is heavy, causing greater firmness there, and in both places domestic demand is good.

This one fact would tend to point to no advance, namely, that with hot weather approaching household trade is likely to fall off, and as bakers contracts cover their wants, domestic trade would appear likely to fall off somewhat.

Continued strength of wheat market appears due altogether to soundness of statistical situation. Stocks on spot in importing countries appear inadequate to meet summer's demands, and this fact is now being realized by exporters. Broomhall, Liverpool states: "The strength of the market is certainly not due to speculative estimates of coming scarcity, for prospective supplies at this season have rarely been so ample; nor is it due to bad crop prospects for on the whole the promise for growing crops is excellent."

Flour receipts at Montreal for week were 118,496 sacks as compared with 40,600 for the same week last year. The exports for the week were 54,012 sacks, as compared with 36,336 sacks for the corresponding period of last year.

MONTREAL.

FLOUR.—Prices on all grades of flour remain same as last week, but prices are firmer, owing to heavy export demand. While an advance is expected in Ontario on soft flours, the hard Manitoba flour will not likely be affected. Such, at least, is opinion of millers here. Domestic demand is improving and mills are quite busy. Supplies of flour in store on spot are comparatively small, and with increased demand this might prove a factor in boosting prices.

TORONTO.

FLOUR.—"Flour will have to advance unless wheat comes down soon. With offal now down another dollar this week, there will soon be no money in it at all." This is way in which one miller regards situation this week.

May wheat in Winnipeg closed May 13 at 92½¢. On May 20, one week later, it closed at 93¾, a straight advance of 1¼ cents, which if changed to a flour basis would mean approximately 6 or 7 cents per barrel.

Cold weather in West is said to be retarding growth of new crop. Whether this will have tendency to strengthen market is far from certain as there is no way of telling what final effect it will have. But at present it is stiffening wheat market at least sentimentally.

With bran and shorts each having declined another dollar this week an early advance in flour would not be surprising. Demand for these has fallen off to such an extent that even at this low price little is doing.

It becomes evident that only time will tell, but judging from appearances any movement would most likely be upward.

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

CEREALS.—There is no change in cereal market. Trading is dull with rolled oats at \$2.05, but prices are being maintained fairly well. Demand for cornmeal is also limited and prices are steady at last week's quotation.

Exports for the week from the Port of Montreal were 600 sacks and 350 cases as compared with 6,699 sacks and 4,292 cases for same period last year.

Rolled oats, in 25 sack lots ..	2 95	2 95
Rolled oats, in single bag lots ..	2 15	2 15
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots ..	2 25	2 25
Granulated oatmeal, in single bag lots ..	2 25	2 25
Fine oatmeal, in single bag lots ..	2 25	2 25
(In 25 bag lots the price of the above is 10¢ lower.)		
Rolled wheat, in barrels ..	2 70	2 70
Hominy, in 95 lb. sacks ..	2 00	2 00
Cornmeal, in 95 lb. sacks ..	1 85	1 90
Rolled oats, in cotton sacks, 5¢ more.		

MILL FEEDS.—Owing to heavy stocks, prices have again declined. Bran is quoted at \$17.00, while it is rumored that some sales have been made at lower prices. Middlings are quoted at \$21.00 and it is stated that one firm here have 10,000 sacks in open, that they cannot get into their warehouse. This will give some idea of immense stocks in store here. Millers state that this year trade in mill feeds has been a very small one and away short of anticipated demand. This they state is reason that stocks are so large. In order to unload, prices are being cut. Demand from United States points has not amounted to much.

Bran, in car lots, per ton ..	17 00	17 00
Shorts, in car lots, per ton ..	19 00	19 00
Middlings, in car lots, per ton ..	21 00	21 00
Wheat moulee, per ton ..	23 00	23 00

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

Winter Wheat.		
Fancy patents, domestic consumption ..	4 70	4 90
Patents, 90 p.c. domestic consumption ..	4 55	4 85
Straight roller, domestic consumption ..	4 35	4 55
Blended domestic consumption ..	4 85	5 15

CEREALS.—Corn market continues firm as ever, and with a fair demand for cornmeal this market also holds firm. For three weeks now dealers have been looking forward to an advance, but owing to heavy stocks held by a few mills this advance has not yet been realized. Should present conditions hold until stocks become reduced, it is likely that an advance of 10 or 15 cents will be made anyway.

For export on rolled oats, Toronto is still out of line, and with domestic trade largely fallen off, market is quite dull.

Rolled oats, small lots, 90 lb. sacks ..	2 10	2 15
Rolled oats, 25 bags to car lots ..	2 00	2 07½
Standard and granulated oatmeal, 95-lb. sk., small lots ..	2 35	2 35
Rolled wheat, 50 lb. boxes ..	1 50	1 50
Rolled wheat, small lots, 100-lb. bbls.	2 85	2 85
Rolled wheat, 5 barrel to car lots ..	2 70	2 70
Cornmeal, 95 lb. bags, 25 bag lots, best quality ..	1 70	1 90
Cornmeal, 95 lb. bags, 25 bag lots, coarser grades ..	1 50	1 85
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—This week bran and shorts have each dropped another dollar, and corresponding decline has also been made on middlings and wheat moulee. Trade in all lines is dull, and with little hope of declines causing any great stimulation. This drop in prices of mill feeds would tend to make flour situation even more firm and an advance still more probable than week ago.

Bran, in car lots, per ton ..	17 00	18 00
Shorts, in car lots, per ton ..	19 00	20 00
Middlings, in car lots, per ton ..	21 00	23 00
Wheat moulee, in car lots, per ton ..	23 00	25 00



Lemons Advance 50c.: Oranges Will Be Higher

Primary Market Conditions Point Towards Higher Prices on Both For Summer—Pineapple Season Now Well On—Decline Noted on Many Lines of Vegetables—Tomatoes Likely to Ease Off Gradually.

MONTREAL.

GREEN FRUIT.—Fruit market has a quieter tone this week owing to cooler weather, but for all that considerable business is being accomplished. Bananas remain same as last week, and have a firm tone, but it is not thought they will go much higher than present prices of \$2.15 to \$2.50 per bunch. Cocoanuts are arriving and bring \$5 per bag. Sorrento oranges are selling at \$3.75 to \$4.25. Apples are a little higher, and are getting somewhat scarce. California cherries are arriving regularly by express, and are selling at \$3.50 per box instead of \$3.75 quoted last week. Oranges are higher this week. Valencia's are selling as high as \$5.50, while California navels command equally high prices.

Apples—	
Ben Davis XXX.	4 50
Spies, first grade, per barrel	5 50
Spies, second grade, per barrel	5 50
Russets, No. 1, per barrel	5 00
Russets, No. 2, per barrel	3 00
Bananas, crated	2 75
Cocoanuts, per bag	2 15
Cranberries	11 50
Grape fruit, Florida, case	3 50
Grape fruit, Cuban	2 75
Lemons	3 50
Oranges, California navels	4 75
Oranges, Sorrento	3 75
Oranges, Valencias	5 25
Pineapples, Havana	2 50
Strawberries, per quart	0 15

VEGETABLES.—Demand for vegetables this week is a little dull, due to unfavorable weather. New vegetables are coming forward, and prices have declined on several lines and advanced on others. Tomatoes are coming in quite freely, but price is firm at last week's level. Asparagus is coming forward quite freely from local points, and is selling at \$1.25 per 11-qt. basket. Some American is being sold at all prices from \$4 to \$6 per dozen bunches, according to quality. Rhubarb has slumped owing to immense supplies. Radishes are selling at 30c to 40c per dozen bunches, according to quality. New cabbage is very plentiful. Florida

celery is over, and Bermuda has taken its place, selling at \$4.50 for small and \$10 for large crate.

Asparagus, American, fancy, per crate	3 50	4 00
Asparagus, Canadian, 11-qt. basket	1 25	1 25
Beans, wax, imported, per hamper	4 20	4 20
Beets, new, per doz. bunches	1 50	1 50
Beets, old, per bag	1 00	1 00
Cabbage, new, crate of 4 to 5 doz.	2 50	2 50
Cabbage, per bbl. of 3 doz.	1 00	1 25
Carrots, new, per doz. bunches	0 75	0 75
Carrots, old, per bag	1 25	1 25
Cauliflower, hothouse, per basket	3 00	3 00
Celery, Bermuda, small crate	4 50	4 50
Celery, Bermuda, large crate	10 00	10 00
Cucumbers, per doz.	1 75	2 00
Cucumbers, per basket	3 50	3 50
Egg plant, doz.	2 50	2 50
Garlic, per bunch	0 15	0 15
Horse radish, per lb.	0 20	0 20
Indive, French, per lb.	0 30	0 30
Leeks, per bunch	1 25	1 25
Lettuce, Boston, crate of 2 doz.	2 25	2 25
Lettuce, curly, crate of 4 doz.	3 00	3 00
Mushrooms, basket of 4 lbs.	3 00	3 00
Onions—		
Canadian red, per lb.	0 01½	0 01½
Egyptian, per lb.	0 02½	0 02½
New, green, per doz. bunches	1 25	1 25
Oyster plant, Canadian	0 75	0 75
Peppers, green, crate	4 50	4 50
Potatoes—		
Bermuda, new, per bbl.	7 50	7 50
Green Mountains, car lots, bag	0 60	0 62½
Quebec grades, car lots, bag	0 50	0 55
Quebec grades, small lots, bag	0 85	0 90
Sweet potatoes, basket	2 50	2 50
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	3 00	3 00
Tomatoes, Florida, fancy, case	4 50	5 00
Tomatoes, Florida, choice, case	4 00	4 00
Turnips, per bag	1 25	1 25
Water cress, per doz. bunches	1 00	1 00

TORONTO.

GREEN FRUITS.—Lemons have finally taken advance of 50c per case. Primary situation holds firm as ever. Stocks are light, and only the continuance of cool weather has kept prices reasonable. Further advances are still expected.

First California Valencia oranges appeared on market this week and show fine quality. Prices to the wholesaler will run between \$5 and \$6 for next two weeks, but after that may be expected to go even higher. Wholesalers are selling at \$5.50 to \$6.25, according to size and quality. Florida Valencias are practically over.

One ear of Homossassas, a California orange never before appearing on this market, was brought in this week.

Prices range slightly less than on Valencias.

Pineapple season is now well on, and this week will finish up heavy shipping from the South. On primary market 24's are slightly easier, but as yet decline has not been great enough to make a change here.

Apples—

Spies, first grade, per bbl.	4 00	5 00
Spies, second grade, per bbl.	3 00	4 00
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	2 50	3 00
Bananas, per bunch	1 75	2 25
Cherries, California, 11 and 33 rowed bxs	3 50	4 00
Cocoanuts, per sack of 50	5 00	5 50
Grapefruit, Florida, sizes 54, 54 and 50, case	4 00	5 00
Grapefruit, Cuban, all sizes, per case	3 50	4 50
Lemons, Messina	4 00	4 50
Limes, per box of 100	2 50	3 00
Oranges, California Valencias	5 50	6 25
Oranges, Valencia, ordinary, 420s, case	6 50	7 50
Oranges, California navels, case	4 50	5 00
Pineapples, case of 24, 30, or 36	2 75	3 00
Strawberries, Louisiana, per pint	0 12½	0 15
Strawberries, Alabama & Tennessee, qts.	0 12	0 17

VEGETABLES.—Many price changes have been made this week. Asparagus has advanced another 25c solely on account of cold weather retarding growth. Cauliflower is now being brought from Maryland instead of Florida as formerly, which has had effect of cutting prices down to half. Cucumbers are much more plentiful, and have been reduced \$1 per hamper. Cabbage, too, is easing off, highest price now being \$3.

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

Onions—

Egyptian, sack of 112 lbs.	2 75	3 00
Texas, Bermudas, 50-lb. crate	1 75	1 75
Bermudas, 50-lb. crate	1 75	1 75
Green, imported, per doz.	0 18	0 18
Peppers, green, basket	0 60	0 65
Peppers, green, hamper of 6 boxes	3 00	3 75
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Peas, green, hamper	2 50	3 25

Potatoes—

Bermuda, new, hamper	3 00	3 00
Bermuda, new, barrel	9 00	9 00
Florida, new, per bbl.	7 00	7 00
New Brunswick, per bag	0 85	1 00
Ontario, per bag	0 75	0 85
Radishes, doz. bunches	0 50	0 50
Radishes, hamper	1 50	2 00
Rhubarb, domestic, doz. bunches	0 25	0 40
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Squash, Florida, case	4 00	4 00
Turnips, per bag	1 25	1 25
Tomatoes, Florida, case	4 50	5 00
Water cress, domestic, 11-qt. basket	0 50	0 75



Heavy Demand for Halibut and Lake Fish

Big Run of Whitefish Expected About June 1—Several New Lines Appear on Montreal Market—West Coast Fast Developing Into Heavy Exporting Centre.

Owing to cool weather continuing trade in fish has been heavier than would otherwise be the case at this season. Fresh fish of all kinds are moving freely, in some cases inquiry being even greater than stocks obtainable. Heavy shipments of haddock and halibut have been received from the Pacific Coast, the northern part of which is fast developing its fish industry, and will rapidly make itself recognized as one of the large exporting centres.

MONTREAL.

FISH.—Cool weather is ideal for fish business, and trading at present is quite brisk. The three fast days last week were well kept, and fish dealers were kept pretty busy filling orders.

Lake fish are coming in quite freely, and are meeting with a ready sale. Brook trout is scarce, due to cold weather, but it is expected that supplies will soon be more plentiful. Gaspe salmon is coming in, and is selling at 28c to 30c. Doree is again on market, selling at 11c to 12c. Buck shad are selling at 40c each, eels at 8c, and carp at 7c per lb.

Haddock and halibut are plentiful, with two cars arriving from the West Coast. All kinds of fresh fish are arriving in good condition, and are fairly plentiful, with prices reasonable and firm. Fillets and haddies are dull. Smoked eels are coming on the market now, and are selling at 12c.

Canned fish are selling well, due to moving to summer resorts and residences. Canned salmon, sardines, herring in tomato sauce, etc., are moving very freely. The demand for oysters is falling off.

FRESH FISH.

Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 18	0 18
Buck shad, each	0 40	
Carp, per lb.	0 07	
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	0 05	
Stank cod, per lb.	0 06	
Flounders, per lb.	0 08	0 07
Haddock, fresh, per lb., by express.	0 05	0 06
Salmon, B.C., red, per lb.	0 20	0 22
Salmon, Gaspe, per lb.	0 28	0 30

Trout, brook, per lb.	0 26	
Trout, lake, per lb.	0 11	0 12
Frogs' legs, small to medium, per lb.	0 25	
Whitefish, per lb.	0 11	0 12
Halibut, fresh, per lb.	0 10	0 11
Herrings, per 100 fish	1 80	
Mullet, per lb.	0 07	
Mackerel, per lb.	0 15	
Pike, dressed	0 07	0 08
Perch, dressed	0 09	0 10

FROZEN FISH.

Herring, per 100 fish, medium	1 50	
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, large, per lb.	0 10	
Whitefish, small, per lb.	0 07	

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06	
Dry Pollock, 100 lb. bundle, per bundle	6 00	
Pure cod tablets, 20 lb. boxes, per lb.	0 10½	
Pure cod, 3 lb. box, per lb.	0 15	
Shredded cod, 2 doz. in box, per box	1 80	
Boneless strip cod, 30 lb. box, per lb.	0 10	
Pure skinless cod, 100 lb. boxes, per lb.	6 50	

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	7 00	
Labrador herring, per bbl.	5 00	
Labrador herring, per half bbl.	2 75	
No. 1 mackerel, 20 lb. kits	1 75	
No. 1 mackerel, half bbls.	7 00	
Lake trout, kegs	7 00	
No. 1 green haddock, per 200 lbs.	5 00	
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls, 200 lbs.	5 00	
Salt sardines, half bbls.	3 00	
Scotch herring	7 00	
Holland herring, bbl.	9 00	
Holland herring, half bbl.	5 00	
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	6 50	
Eels, per lb.	0 08	

SMOKED.

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

CRUSTACEANS.

Crab meats, per gal.	2 00	
Lobsters, live, per lb.	0 20	
Lobsters, boiled, per lb.	0 22	
Shrimps, per gal.	2 00	
Periwinkles, per bus.	2 50	
Prawns, per gal.	2 00	

SHELL FISH.

Scallops, per gal.	3 00	
Solid meats—Standards, gal., \$1.50; selects, gal.	2 00	
Bulk standards, gal., \$1.50; selects	1 80	
Clams, per bbls.	7 00	
Cape Cod shell oysters	12 00	

TORONTO.

FISH.—Owing to stormy weather on lakes, catches of trout and herring have been very much lessened during past week, but are expected in even greater quantities before long. Whitefish are likely to be scarce until about June 1, when another big run is expected. Cod and haddock are coming in freely, and

show good quality. Halibut still continue in greatest demand. Some dealers find inquiry for these heavier than for all other lines together. Next to halibut come trout and whitefish. City trade seems to demand fresh lake fish rather than ocean lines, but in outlying points distinction is not nearly so marked. Trade in general has fallen off greatly from high water mark reached week ago.

FROZEN FISH.

Pickrel, per lb.	0 08	
Roe shad, each	1 80	1 25
Sea herring, per 100	1 50	1 75
Whitefish, per lb., straight	0 09	0 10

FRESH CAUGHT FISH.

Butter fish, per lb.	0 20	
Brill, per lb.	0 15	
Eels, live, per lb.	0 10	
Haddock	0 06½	0 07
Halibut, per lb.	0 12	0 13
Herring, per lb.	0 06	0 07
Lemon soles, per lb.	0 10	
Lobsters, live, per lb.	0 25	0 40
Perch, per lb.	0 07	
Roe shad, each	1 80	1 50
Salmon, Restigoue, lb.	0 25	
Salmon, B.C., per lb.	0 18	
Steak cod	0 07	0 08
Suckers, per lb.	0 05	
Trout, per lb.	0 12	0 14
Whitefish, per lb.	0 12	0 14
Wrinkles, per bush.	4 00	

SMOKED.

Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	1 25	
Smoked fillets	0 13	

PREPARED.

Cod, 2-lb. boxes, 12 to crate	2 80	
Acadia cod, 2-lb. boxes, 12 to crate	2 80	
Cod in loose strips, 25-lb. to box, lb.	0 06½	
Shredded cod, 2 doz. pkgs. to box	2 25	
Skinless, cwt. (100 lb. boxes)	7 00	

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Shrimps—		
1 gallon cans	1 25	
2 gallon cans	2 40	
3 gallon cans	4 60	
Extra, per lb.	0 16	

WINNIPEG.

FISH.—There is a fair demand and ample supplies of all varieties on the local market. Poultry receipts are light and demand indifferent.

Fish—		
Fresh salmon	0 21	
Fresh whitefish, per lb.	0 06½	
Fresh halibut, lb.	0 11	
Fresh trout, lb.	0 12	
Pickrel, per lb.	0 08	
Block codfish, per lb.	0 10	
Finnan haddies, lb.	0 08	
Bloaters, box	1 80	
Holland herring, keg	0 72	
Kipperred herring, box	2 08	
Labrador herring, ½ bbl.	4 20	

The Toronto R.G.A. held their regular meeting on Monday night, but owing to a political meeting in the city that evening, the attendance was not large. The question of the annual excursion was the chief topic. It has been practically decided to hold it this year on July 16, either at Queenstown or Niagara Falls.



Produce & Provisions



Pork Products Advance; New Cheese In

Hams, Cooked Meats, and Pure Lard Shows Advance on Montreal Market — Butter Manufacturers Try to Hold Prices up—Will Make Solids Rather Than Submit to Further Reduction—Higher Prices Being Paid For Eggs in Montreal Keeps Other Markets up.

Owing to high price of bags all pork products continue high, and many show a slight advance this week over last. While most lines would now seem as high as it is possible for them to go, still each week seems to bring more marked firmness and even a fractional advance. Manufacturers claim that their products have not advanced in proportion to price of raw material and so are attempting slowly to bring about a re-adjustment.

Grass flavor is becoming a little more marked in shipments of butter now being received. Reports from various sections of the country promise abundant pastures so that as soon as warm weather begins a further decline in butter would appear inevitable. As Vancouver will now receive no more fresh made butter from New Zealand before the latter part of the year, it is expected that demand from that quarter will soon become quite apparent. Some old stocks still hang upon larger markets, but these are gradually being worked off at about 25 or 26 cents.

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

	Butter, pkgs.	Cheese, boxes.	Eggs, cases
Week ending May 17, 1913.....	10,865	17,021	16,798
Week ending May 18, 1912.....	10,319	19,001	15,211
Week ending May 10, 1913.....	7,655	13,769	16,442
May 1 to May 17, 1913.....	23,158	32,840	42,626
May 1 to May 18, 1912.....	25,075	35,623	45,491

MONTREAL.

PROVISIONS.—Prices have again advanced here and there throughout entire provision list. Hams and bacon are more expensive and demand is heavier. Lard has declined about a 1/4c, but compound remains the same. Cooked meats are a little higher; cooked ham selling at 29c. Jellied tongue is 1c higher, selling at 29c. Canadian bacon is firmer in London and hams are also higher. Local market is steady and firm under a good demand.

HAMS—			
Extra large sizes, 28 to 40 lbs., per lb.....	0 17		
Large sizes, 20 to 28 lbs., per lb.....	0 18		
Medium sizes, selected weights, 12 to 20 lbs., per lb.....	0 20		
Extra small sizes, under 12 lbs., lb.....	0 20		
Boned and rolled, large, 16 to 25 lbs., per lb.....	0 20		
Boned and rolled, small, under 12 lbs., per lb.....	0 21		
Picnic hams, 6 to 12 lbs., per lb.....	0 15	0 15 1/2	
BACON—			
Breakfast bacon, heavy, 14 to 20 lb. sides	0 19		
Fancy breakfast bacon, boneless, lb.....	0 22		
Windsor bacon, skinned, backs, lb.....	0 22		
Windsor bacon, skinned, backs, boneless, per lb.....	0 24		
Spiced roll bacon, boneless, short, lb.....	0 16 1/2		
Wiltshire bacon, 50 lb. sides, lb.....	0 18		
SHOULDERS—			
Square shoulders, boneless, per lb.....	0 16		
Square shoulders, bone in, per lb.....	0 15		
Cottage rolls, small, 4 lbs., per lb.....	0 18		
COOKED MEATS—			
Roller ham, small, skinless, boned, lb.....	0 29		
Jellied tongue, 10 lb., open tins, lb.....	0 29		
Headcheese, per lb.....	0 08		
English brawn, per lb.....	0 11		
Jellied hock, 6 lb. tins, per tin.....	0 78		
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.....	0 07		
DRY SALT MEATS—			
Long clear bacon, 50-70s, lb.....	0 15 1/2		
Long clear bacon, 80-100s, lb.....	0 14 1/2		
Flanks, bone in, not smoked, lb.....	0 15 1/2		
PURE LARD—			
Tierces, 375 lbs., per lb.....	0 14 1/2		
Tubs, 50 lbs. net, lb.....	0 14 1/2		
Boxes, 50 lbs. net, per lb.....	0 14 1/2		
Pails, wood, 20 lbs. net, lb.....	0 14 1/2		
Pails, tin, 20 lbs. gross, lb.....	0 14 1/2		
Cases, tins, 10 lbs., each, lb.....	0 15		
Cases 3 and 5 lb. tins, per lb.....	0 15 1/2		
One pound bricks, 60 lb. case.....	0 15 1/2		
COMPOUND LARD—			
Tierces, 375 lbs., per lb.....	0 09 1/2		
Tubs, 50 lbs. net, lb.....	0 10		
Boxes, 50 lbs., per lb.....	0 09 1/2		
Pails, wooden, 20 lbs., net.....	0 10 1/2		
Pails, tin, 20 lbs. gross.....	0 09 1/2		
Cases, 10 lb. tins, 60 lbs. in case.....	0 10 1/2		
Cases, 3 and 5 lb. tins, 60 lbs. in case.....	0 10 1/2		
One pound bricks, 60 lb. cases.....	0 11 1/2		
BARRELLED PORK.			
Heavy Canada short cut mess, bbl., 35-45 pcs.....	\$28 50		
Canada short cut back pork, 45-55 pcs., bbl.....	28 50		
Heavy short cut clear pork, bbl.....	28 50		
Heavy clear fat backs, 40-50 pcs., bbl.....	28 50		
Heavy clear fat backs, 60-70 pcs., bbl.....	27 00		
Flank fat pork, bbl.....	28 00		
Pickled pigs feet, short, 200 lb. bbls., bbl.....	6 00		
SUNDRIES.			
Bologna, beef bungs, per lb.....	0 08		
New England ham, per lb.....	0 14		
Blood pudding, per lb.....	0 08		
White pudding, per lb.....	0 07 1/2		
Sausage, farmer's, per lb.....	0 08 1/2		
Pure pork sausage, little pig casings, lb.....	0 15		
Tripe, in kits, 25 lbs., per lb.....	0 06		
HOGS.			
Live Weight, per 100 lbs.....	10 50	10 50	
Dressed pork, per 100 lb.....	15 00	15 00	

BUTTER.—Grass butter arrived on market last week and made its welcome debut. Prices, however, continue firm under a good demand and ample supplies.

Fresh creamery print.....	0 20	0 22
Creamery & solids.....	0 20	0 22
Farmers separator butter.....	0 20	0 22
Dairy prints, choice.....	0 20	0 22
Dairy solids.....	0 20	0 22

EGGS.—Price of eggs advanced again this week, new laids selling at 26c in cases and 27c in cartons. Demand for eggs in cartons is increasing and produce merchants are hard pressed to fill orders for these. One firm had to hold orders over from Saturday as it was impossible to fill the cartons fast enough to keep up with orders. Price of new laids is a trifle higher than last year at this time as new laids were then selling at 25c per dozen. Packers are competing and bidding high prices again this year and it is estimated that a bigger pack will be put down this year than last, and at higher prices. Chicago packers are bidding high and this has the tendency to keep prices firm.

New laid eggs, in cartons, doz.....	0 27
Selects.....	0 24
New laid eggs, per doz., in case.....	0 25
No. 1 eggs, per doz.....	0 23

CHEESE.—Demand for cheese is steady with prices unchanged. Receipts of cheese on Montreal market for week were 17,021 cases, while last year for same week receipts were 19,001 cases. Also receipts for season from May 1 last year to date were 2,783 cases more than for same period this year.

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

POULTRY.—Prices remain firm with very little of interest to report. Supplies are still very scarce and demand nominal.

Poultry, Dressed—			
Turkeys, per lb.....	0 25		
Ducks, per lb.....	0 22		
Chickens, per lb.....	0 20	0 21	
Fowls, per lb.....	0 17		
Geese, per lb.....	0 14	0 15	
Milk fed chickens, per lb.....	0 24	0 24	
Broilers, milk fed, frozen, per lb.....	0 28	0 32	

TORONTO.

PROVISIONS.—Light hams are rather inclined to be firmer than week ago, and have made slight advance, lowest quotation now being 19 1/2 cents. Cooked hams too are slightly firmer, outside price having been raised another half cent.

Lard continues steady with changes, if any, likely to be upward. Hogs now offering are not so heavy as a few weeks ago, and thus make a smaller quantity of lard, but better quality bacon. Some firms have advanced compound lard 1/4 cent, but leave pure at former level.

HAMS—		
Light, per lb.	0 19 1/2	0 20
Medium, per lb.	0 19	0 19 1/4
Large, per lb.	0 16 1/4	0 17
Cooked, per lb.	0 28	0 29
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 25
Pea meal, per lb.	0 23	0 24
BACON—		
Breakfast, per lb.	0 19	0 21
Roll, per lb.	0 15 1/4	0 16
Shoulders, per lb.	0 13 1/4	0 14 1/4
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15 1/4	0 15 1/4
Long clear bacon, heavy	0 15	0 15 1/4
BARRELLED PORK—		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, 400 lbs., per lb.	0 14 1/4	0 14 1/4
Tubs, 60 lbs., per lb.	0 15	0 15 1/4
Pails, 20 lbs., per lb.	0 15	0 15
Pails, 3 and 5 lbs., per lb.	0 15 1/4	0 15 1/4
Bricks, 1 lb., per lb.	0 16	0 16
LARD, COMPOUND—		
Tierces, 400 lbs., per lb.	0 09 1/4	0 10
Tubs, 60 lbs., per lb.	0 10	0 10 1/4
Pails, 20 lbs., per lb.	0 11	0 11
SAUSAGES—		
Bologna, beef, per lb.	0 07 1/4	0 07 1/4
Bologna, ham, per lb.	0 10	0 11
Farmers, all pork, per lb.	0 13	0 15
Sausage, small, per lb.	0 09 1/4	0 09 1/4
Sausage, large, per lb.	0 09	0 09
Summer sausage, German, per lb.	0 22	0 25
Wieners, per lb.	0 10	0 15
HOGS—		
Live, f.o.b., per cwt.	9 25	9 35
Live, fed and watered, per cwt.	9 60	9 75
Dressed, per cwt.	14 00	14 50

BUTTER.—Again has butter taken on an easier tone, but with no further decline as yet. Full grass has not yet started, and manufacturers claim that rather than put prices down any farther they will put butter into solids instead of prints. This some have already commenced to do. One dealer states that between now and June 1, he expects little change, decline, if any, being not greater than 1 cent per lb. Another dealer, however, expects a drop of one cent before end of week.

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

EGGS.—Prices paid in country still continue high, ranging mainly from 18 to 19 cents. Buyers still attempt to hammer down prices, but with little success, owing to continuance of high prices ruling in Montreal. Situation holds almost without change, but a decline is expected as soon as hot weather begins.

CHEESE.—This spring's cheese has appeared on market for first time this week. Quality shown is fine and color good. Cheese is already 1 1/2 cents lower on country boards than year ago, so that dealers look now for no further decline, believing that rock bottom has been reached.

Cheese—		
Old, large	0 14 1/4	0 15
Old, twins	0 15	0 15 1/4
New, large	0 13	0 13 1/4
New, twins	0 13 1/4	0 14

POULTRY.—A few live fowl appear on market again this week, but not enough to make any special feature. Fresh

dressed birds are rapidly falling off, owing to approaching season for hot weather. In frozen stocks fowl are still fairly plentiful, but smaller birds are showing a scarcity on market.

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

HONEY.—Still a little honey is hanging on market, but mostly in bottles and in comb. Demand is almost nil, and will likely hold off now until August, when stocks will be replenished.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12 1/4	0 12 1/4
Clover honey, 10-lb. pails, per lb.	0 13	0 13
Clover honey, 5-lb. pails, per lb.	0 13	0 13
Clover honey, in comb, per doz.	3 25	3 25
Clover honey in glass, according to size, doz.	1 05	2 00
Buckwheat, 60-lb. tins, lb.	0 08	0 09

Alberta Produce Men on Trail of Bad Eggs

Association Formed at Red Deer With Object of Placing Western Produce Business on Better Basis—After June 1 Eggs are to be Paid For on Quality Basis—Seventeen Per Cent. Loss Considered Enormous.

Recently at Red Deer, Alta., there was organized the Produce Men's Association of Alberta with a large membership from all over the province.

Among the objects of the association, as stated in the certificate of organization, are the following:—

“The dissemination of accurate and reliable information among shippers, dealers, consumers of live and dressed poultry, game butter, eggs and other food products; the advancement and improvement of commercial conditions in the said trades, and fostering and strengthening of friendly and co-operative relations such merchants in all parts of the province of Alberta and the Dominion of Canada, and the securing to its members of improved transportation facilities and the just and equitable rates and charges for the same; the education and guidance of public opinion in all parts of the province of Alberta and the Dominion of Canada to the point of securing the adoption of legislation calculated to foster trade and safeguard the consumer.

Want Eggs on Quality Basis.

Among others these resolutions were adopted after thorough discussion:

“Resolved that it is the consensus of opinion of those assembled in this meeting that the greatest need of the Canadian egg trade at the present time is the passage by the federal parliament of an Egg Marks Act, similar to the Fruit Marks Act; such act to make unlawful the buying, selling or trading in rotten eggs and to include such other regulations as may be thought advisable to promote the best interests of all concerned.”

“Resolved, that egg dealers assembled here unanimously approve of the proposal to change on June 1, 1913, from the present system of buying eggs to a system of buying only on the basis of quality, and further, we disapprove of paying for any rotten eggs in our receipts after that date.”

The following are the executive officers:

President, A. S. Duolos, president of the Edmonton Produce and Grocery Company, Ltd., and the Edmonton Cold Storage, Ltd.; first vice-president, J. W. Chill, Calgary; second vice-president A. E. Ellis, Wetaskiwin; third vice-president, C. G. Canfort, Edmonton; secretary-treasurer, E. T. Love, Edmonton; executive committee, G. W. Bowers Calgary; W. Pardmore and W. W. Prevey, Edmonton; J. W. Reid, Vermillion. C. C. Marker, Dairy Commissioner of Alberta, is honorary president.

Should Export Not Import.

President Duolos said that Alberta should be an exporting province instead of importing butter and eggs, for which several millions of dollars were sent abroad every year. He laid stress upon the annual loss of 17 per cent. of the total production resulting from bad eggs. Four million cases of 120,000-000 dozens of eggs were produced in Canada during 1912, he added, and of this the monetary loss was \$3,400,000 through breakage and eggs going bad. Continuing he said in part:

“The produce men would like to see a standard for eggs as for grain or apples. A business which amounts to \$48,000,000 annually as did the eggs and poultry business surely is as much worthy of proper regulation as the apple trade.”

It is planned to extend its operations into the provinces of Manitoba, Saskatchewan and British Columbia, when it will be known as the Western Produce Men's Association.

FISHING WAS GOOD.

“Wot th' doose did ye tell 'im there was a lot o' fishin for? Wi, ther' ain't a couple o' codlin' within three mile o' the pier, an' you knows it.”

“That's all right ain't it? The less fishes ther' is, the more fishin' ther' is to git 'em.”—London Opinion.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 85

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

For numbering cover and each coupon, extra per book, ¼ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

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

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 60	0 95
Black currant	0 60	0 95
Raspberry	0 60	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

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

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, coconut, cream, in ½-lb. packages. 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes..	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonparell wafers, No. 1, 5-lb. boxes	0 30
Nonparell Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85

Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

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

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

JOHN P. MOTT & CO.'S.

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

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs. 100	
" Diamond chocolate, ½'s. 0 24	
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinqueme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

M

M

Melagama Tea and Coffee

Their quality cannot be better, their popularity and favor cannot be questioned. Are you taking full advantage of these facts? To prove it further we guarantee sales or refund your money. We also pay the freight. Send an order to-day to

What better
Proposition
Could you ask?

MINTO BROS.

Established 39 years
TORONTO

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Your Vacation Money

The young men and women with brains and initiative do not sit down and waste time wondering where their vacation money will come from. They use the means that are at hand to secure it. They take advantage of their spare time by spending it at work that will earn the best possible returns.

Last spring hundreds of energetic young men and women earned the money with which they paid for their summer vacation by looking after our business in their own neighborhood.

The work is fascinating, both because it is congenial and because a few spare hours each week devoted to it will enable you to enjoy that summer vacation later on.

We will appoint you local representative of the two national magazines of Canada—MacLean's Magazine and Farmer's Magazine.

We will pay you liberally for both new subscriptions and renewals. If you will write for particulars to-day, we will show you how to make extra money for your vacation.

The MacLean Publishing Co., Limited

143-149 University Ave.

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Toronto

THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case.

Eagle Brand, ea. 4 doz.	\$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.	
1 and ½	0 25 0 30
1 and ½	0 32 0 40
1 and ½	0 37 0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50

5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00
Discount on application.	

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

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

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

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 68½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC ¼ FILS.

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

DUFFY ¼ CO. BRAND.

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

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

Per case

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

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins— Gall.	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ¼ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, ¼lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ¼-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
------------------------------------------------------------------------------------------------------------------------------------	--

BOAR'S HEAD LARD COMPOUND.

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

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	\$1.90 \$1.80
2 lb. glass (1 dz case)	3.20 3.00
4 lb. tin (1 dz case)	5.50 5.35
7 lb. tin (½ dz case)	8.60 8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	\$1.60 \$1.55
2 lb. glass (1 dz case)	2.80 2.70
4 lb. tin (1 dz case)	4.80 4.65
7 lb. tin (½ dz case)	7.75 7.50

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

Per jar	
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

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

Fine.

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

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90
Straight.	
Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	
Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

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

RICHARDS PURE SOAP.

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

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

FELS NAPTHA.

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

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

1-16 gall., doz.	\$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00



Don't Blindfold Yourself to The Possibilities of the Western Trade.

This is the only way you could possibly be ignorant of the vastness of the trade that is being or can be done in Western Canada.

There is not one line of goods that is not in demand in the West at the present time. Your line is wanted and we, with our five immense warehouses in the best sections, and large selling force offer our services to introduce your line. Get in touch with us, for we are in touch with the trade.

Drop a card to-day.

NICHOLSON & BAIN,

Wholesale Commission Merchants
and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

LARD

During the warm weather season the nicest way in which to handle Lard, both for yourselves and your customers, is in the **One-pound Carton**.

Our Lard is branded "Star Brand," and is guaranteed absolutely pure. Put up also in 3, 5, 10 and 20-lb. tins, 20 lb. and 60 lb. pails, and in tierces of 360 lbs. each.

Made under Government Inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

It Is Inconceivable

that anyone would believe that

UPTON'S PURE FRUIT JAM

is anything but pure original fruit and sugar, to which has been added pure apple jelly.

Do not confuse it with any compound.

T. UPTON CO., LIMITED

Sales Dept.:

St. Catharines, Ont.

Factory at:

Hamilton, Ont.

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Earn?**

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

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TORONTO

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CELERY,
PINEAPPLES,
ORANGES,
BANANAS.**

Shipments of Fruits and Vegetables arriving daily.

—Get our quotations.

Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

Hot Weather

The Hot Weather Season is here. You'll want a good supply of Lemons on hand. Your best interests will be best served by ordering

"St. Nicholas"
"Queen City"
"Home Guard"
"Puck"
"Kicking"

The Quality Brands

J. J. McCABE

Agent

Toronto, - Canada

BARBADOS

GOLDEN SYRUP

"PERFECTION" (brand)

This is extra superb quality for your very best trade. The highest grade of molasses obtainable.

Get in a small supply and be the first to feature it in your locality. It gives you an unusual chance for specialization.

It's the store with features that brings the customers along.

ASK YOUR WHOLESALER.

WEST INDIA CO., Ltd.
MONTREAL

Red
Rose

Red
Rose

Extra Fine Quality

Artistically Labelled Packages

Two features with Red Rose goods — Jellies, Extracts, Baking Powder.

Then the name

Hugman

goes far when it is a case of purity.

We have proven time after time that our goods are beyond doubt

The Finest on the Market

Can't we demonstrate their superiority to you?

A. W. HUGMAN, Limited
MONTREAL

Red
Rose

Red
Rose

Pineapples

Down to Rock Bottom

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

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE FINE COLOR
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

Our List for 24th Trade

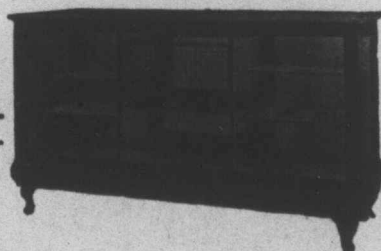
STRAWBERRIES	RADISH
PINEAPPLES	GREEN PEAS
TOMATOES	PEANUTS
CUCUMBERS	BUTTER BEANS
NEW POTATOES	ASPARAGUS
NEW CABBAGE	SPINACH
COCOANUTS	LETTUCE
ORANGES	GREEN ONIONS
LEMONS	CAULIFLOWER
GRAPE FRUIT	NIGGER TOES
BANANAS	

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



COLD STORAGE DISPLAY

is possible when you
use the Silent-Salesman

Arctic Refrigerator

The Arctic silent salesman refrigerator enables you to display your perishable goods in the most attractive manner, and at the same time keep them in a perfect state of preservation.

No trouble to sell goods displayed in this way. The case will soon pay for itself, with the increased business it will bring you.

Write for catalog showing all designs.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO

Agents in West: J. UPRICHARD - Regina, Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER



THE CHEESE WITH THE FLAVOR.

Our stock of Old Canadian Cheese was properly made, which is the first point. It is properly cured, which is the main point and every order means a repeat order.

Our Elgin Brand Pure Pork Sausage and other pork products are just as carefully looked after.

For convenience let us send you one of our post card order books.

We are also open to receive your consignments for cold storage.

The St. Thomas Packing Co. LIMITED

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

ST. THOMAS, ONT.

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

"This Washboard Has Given Me Splendid Service---It's CANE'S"



Every Sale of a
CANE WASHBOARD

Leads to Other Sales

Nothing is better evidence of quality than service. Cane's Washboards always prove their good quality. They are attractive and well finished and pay a good profit.

With Cane's Washboards you can meet every demand because they are made in 13 styles and grades.

Write for catalog on Cane's Washday Woodenware.

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

SOAPS

Every Live Grocer Should Feature

Per case.

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

Freight Paid 5 Case Lots.

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

Yours for Quality.

GUELPH SOAP CO.

GUELPH

ONTARIO

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

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

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

Rock City Tobacco Co., Limited
Quebec



Spring-Time Is Shoe Polish Time

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

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

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

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

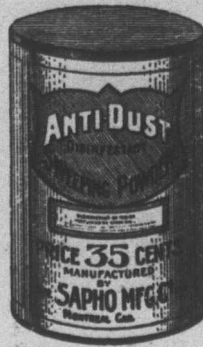
If you are not handling 2 in 1, write to-day to your jobber for a trial order.

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



THE biggest and best selling, the most perfect and practical jar for you to stock and sell is the "Queen" Square Fruit Jar. Made of clear white flint glass with large mouth, and equipped with adjustable fastener. Your patrons will be delighted with the practicalness of this container, giving you excellent opportunity to do a big trade during this coming season. Profits are good. Get your orders in now.

Manufactured by
SMALLEY, KIVLAN & ONTHANK
 BOSTON, U. S. A.
 For sale by all first-class dealers in Canada and United States.



Anti-Dust SWEEPING POWDER

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

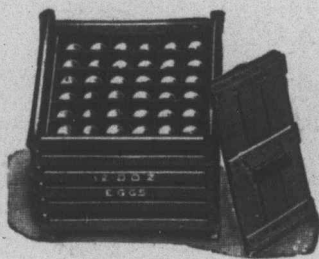
Anti-Dust

is better and different.

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

Ask Our Agents for the Green Tin
Sapho Mfg. Co., Limited
 Montreal

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



Humpty Dumpty EGG CRATES

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

Walter Woods & Co.
 HAMILTON and WINNIPEG

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

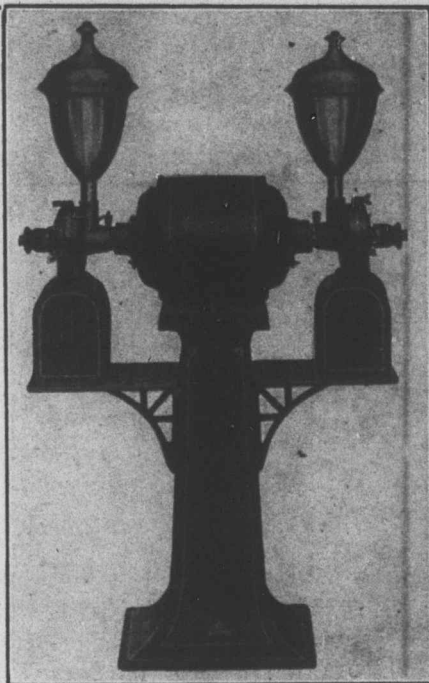
Cloth-bound, Limited Edition, 167 pages.

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

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You
Satisfied**

with the equip-
ment in your
store—your Caf-
fee Mill, Scales,
Spice, Tea and
Coffee Bins, etc.
We are agents
for the renowned
Henry Troemmer
Mills, Scales,
etc., and can
equip your store
at the lowest pos-
sible cost.



Get our quotations and prices — estimates and
catalog gladly sent on request.

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

It Sticks to You.

The chief ingredient in Reckitt's
goods is satisfaction. Every user
gets some of it and you can't
handle them without getting
a lot too. A world wide
reputation can't be built up
without it, and that is why
Zebra and Brasso are so well
known.

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

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

WINN & HOLLAND, LIMITED

SOLE AGENTS
MONTREAL

**It Will Pay You to Sell
SNAP**

Every dealer will eventually realize that it will be
to his best interests to sell SNAP—then why not
get in line at once. There is a good profit to be
made in SNAP and the sales multiply rapidly.
SNAP is the best hand cleaner on the market, it
cleans effectively all dirt, grease and grime, leaving
the skin smooth and soft. It will not injure the most
delicate hands.

Everybody has use for SNAP.

SNAP COMPANY, Limited
Montreal, Quebec





EVERY POUND OF
ANCHOR BRAND FLOUR

Satisfies Every Consumer

because of the fineness of texture, flavor, and the fact that it does not cost any more than inferior brands, some of which are heavily advertised as the acme of

perfection. There is absolutely no guesswork in **Anchor Brand Flours**, because they are manufactured on a basis consistent with the available high grade wheat harvested here West.

Test your trade with our free 3-lb. samples and then make your purchases. . . . merit wins.

Leitch Brothers' Flour Mills, Ltd.

"ANCHOR BRAND FLOURS"

Oak Lake,

Manitoba

STOCK SUMMER DRINKS



Your customers will want something cool and refreshing during the coming hot summer days. Offer them "STERLING" Brand Raspberry Vinegar, Lime Fruit Juice, Grape Wine (unfermented), Orangeade, etc.—they are delicious, invigorating and healthful summer drinks.

The moderate selling price makes them popular.

T. A. LYTTLE CO., Ltd.
TORONTO, ONT.



Litster Goods

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

Litster Pure Food Co.,
Limited
TORONTO

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

M^CVITIE & PRICE

Limited

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:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

THE KING OF SARDINES
—KING OSCAR BRAND

Caught and packed within shortest time possible. "King Oscar" Sardines do not lose their zesty, sea flavor.

Uniform special size and quality.



Particularly suitable for salads, etc.

"King Oscar" stands for A1 quality.

Only the finest olive oil used.

By Special Royal Permission.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario



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

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

EUREKA

Twenty-seven years of Eureka Refrigeration



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

WRITE FOR CATALOGUE AND PRICES

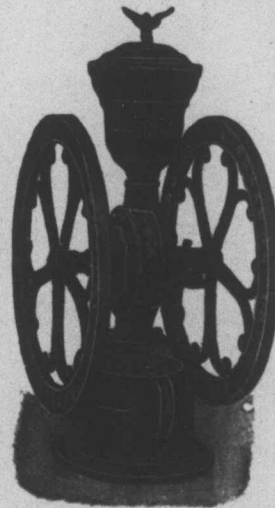
Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, **WALTER WOODS & CO.** Winnipeg

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



THE ELGIN National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders.

Investigate this grinder carefully. Its price is reasonable.

Ask any of the following Jobbers for our Catalogue:

- WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
- VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
- HAMILTON—Jas. Turner & Co.; Balfour, Snye & Co.; McPherson, Glasco & Co.
- TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
- LONDON—German, Eckert & Co.
- ST. JOHN, N.B.—C. E. Barbour Co., Dearborn & Co.
- REGINA, SASK.—Campbell, Wilson & Smith
- MONTREAL—The Canadian Fairbanks Co. (and branches).
- EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

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

MASON'S 'O.K.' SAUCE

THE ORIGINAL



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

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

THE MARK OF QUALITY

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

10cts.

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

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 800-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

D. & J. McCALLUM PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited

23 Water Street, General Agent St. John, N.B.



BRUNSWICK BRAND FINNAN HADDIES

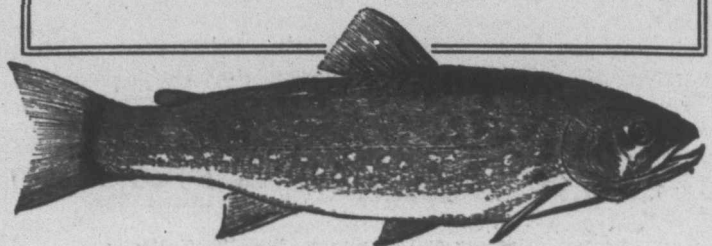
Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connor Bros' Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

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

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



THE
British Columbian
Fisheries, Limited

Salmon Packers

SALMON
BRANDS:—

“Location”
“Dreadnaught”
“Aliford Bay”

FRESH
FISH

FISHING
STATIONS:—

Skidegate
Aliford Bay
Cumshewa

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

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams “Fishfoods” Vancouver

WHY?



Are you
allowing
your pickle
business to lag?
Stock a brand of undoubt-
ed quality—ROWAT'S—
back it with your sales-
manship. The result will
surprise you.

ROWAT & CO.

Glasgow - Scotland

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

Carr & Co.'s Carlisle Biscuits

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



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

For prices, etc., write to-day

**CARR & CO. CARLISLE
ENGLAND**

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



Three Lines You Should
Know and Introduce to
Your Customers

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

St. George Evaporated Milk, 4 dozen in case - \$3.60
Princess Condensed Milk, 4 dozen in case - \$4.50
Banner Condensed Milk, 4 dozen in case - \$5.25

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

J. MALCOLM & SON

St. George

Ontario

The Pansy BROOM

—the wear is there

This soft, pliable corn broom will prove to be a customer satisfier, because the wear is there. It will out-wear any three brooms on the market and will therefore pay both you and your customers best. The Pansy represents the highest quality workmanship.

We make all grades of corn brooms, brushes and whisks, and will be pleased to send catalogue.

The Nelson brooms have a country-wide reputation for honest quality and superior workmanship.



H. W. NELSON & CO., Limited
TORONTO - ONTARIO

You Will Find It
Easy to Sell

"YOUNG TOM" WASHING POWDER

because it has no smell, contains no harmful ingredients, will not injure the skin, saves time and labor, makes fast friends with housewives everywhere.

Get in your order for this efficient **Washing Powder**, also for "Glycerine Pumice" and "Tar" Toilet Soaps, Laundry Soaps, etc. Satisfaction always — one trial convinces—profits good.

YOUNG-THOMAS
Soap Co. Ltd.
REGINA, CANADA

Sell "SOCLEAN"

It Pays A Big Profit

Housewives who use the **Dustless Sweeping Compound** find that it makes sweeping easy and pleasant. It makes sweeping easy and pleasant. It makes rugs and floors bright and clean, kills moths and disinfects the home. 4½ lb. pail, 25c.

Use "Soclean" when sweeping your store — it will save you a lot of dusting and give the store a pleasant odor. "Soclean" is sold in barrels for merchants' own use.

We co-operate with you in selling "Soclean" by supplying you with trade attracting advertising matter such as transparent signs, cards and counter booklets.

Write to-day.



Extra Large Pail, 25c.

SOCLEAN LIMITED, Toronto

The originators of the **Dustless Sweeping Compound** in Canada
Agents for Western Canada—J. J. GILMOR & CO., Winnipeg.
Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. E. BARNARD & CO.



PACKARD'S SHOE POLISHES



A KIND FOR EVERY LEATHER

All the popular 10, 15 and 25c lines in Black, Tan, White and other colors. Have you received our illustrated price list showing ALL LINES? If interested drop us a postal.

L. H. PACKARD & CO., LIMITED
MONTREAL

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."

Business Development

‡ Do you ever feel that your present occupation prevents the development of your business talent?

‡ Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.

‡ We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

MacLean Publishing Co.,
143 University Ave.
TORONTO
Cir. Dept.

A Labor-Saving Hoist and Hanger

**Bananas Ripened Better — Profits Increased
All Lifting Wonderfully Simplified**

Here's a labor-saver that fruit men and grocers have wanted for years—a hoist that can be used equally well for a hanger! If you want to ease up on your back, save your boys, and make more on bananas use a



Banana Hoist



Hook on, pull up bunch (or anything else) and—let go! Pull-rope is grabbed in vise like grip by patented lock. Load is held in any position. Outward pull—down the load comes easy. Only one rope to bother with—the simplest hoisting and hanging method known.

Helps move the goods! In cold weather your boy can swing a bunch of bananas high up to the ceiling—where it's warm—where the fruit will ripen quicker, better—where it will be out of the way.

SATISFACTION or MONEY BACK
Nearly a quarter of a million Hall Self-Locking Safety Hoists are in use among farmers and others.

Try out one of these great labor-saving hoists which we have now modified for fruit men. Cost quickly earned in time and money **SAVED**. Roped and ready for use, 50c. If your hardware man can't supply you, remit price to us. Back comes Hoist prepaid. If you don't like it return it and we'll refund your money.

HALL MANUFACTURING CO.
Monticello, Iowa

The Heavier the Load, the
Tighter the Grip.



MEADOW CREAM SODAS

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The
W. J. Crothers Co.
Kingston . . . Ontario
THE BEST OF THEM ALL.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

GROCERY AND FEED BUSINESS FOR SALE in Vancouver. Stock and fixtures about \$1,000. Can be taken at invoice. Sales about \$1,000 monthly, mostly cash; room for improvements. Write Grocer, Grinnett P. O., Vancouver.

CHINA BUSINESS FOR SALE—REGINA has a population of 40,000, and this store has no opposition whatever. Stock all new within the last year. Owner has larger interests in another city, and finds it inconvenient to look after both. You only get one chance in a lifetime like this, so act promptly. Wire or write, C. T. Woodside, Saskatoon, Sask.

WANTED

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

SITUATION WANTED

CLAIM CLERK, AT PRESENT WITH A grocery house, would entertain similar position with another concern (small house preferred), anywhere in Canada. Thoroughly efficient. Understands freight tariffs, etc., and is first-class correspondent. Address Claims, care of Canadian Grocer, Drawer 849, Vancouver, B.C.

GROCERY CLERK SEEKS POSITION where good salesmanship and attractive displays would be an asset. Good references. Any western town, Calgary, Edmonton preferred. Apply Griffiths, 242 Smith St., Winnipeg.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLLECT your savory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton.

MISCELLANEOUS

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

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

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

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITING LET-ters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

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

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.



TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Co-Operate With the Housewife

Tell her about **MAPLEINE**




for Dainty new Desserts and Syrup. She will realize you are up-to-date, and you will **INCREASE YOUR SALES.**

Order of your jobber, or

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont. Mason & Nickey, 287 Stanley St. Winnipeg Man. The Crescent Mfg. Co. SEATTLE. WASH.

SYSTEM SAFETY MORE PROFIT **WORK WORRY LESS LOSS**

Systematize the Credit end of your business, and stop losing money, stop losing customers, stop taking chances. Old methods of extending credit and collecting credit accounts have failed. Try the newer and better system—



ALLISON Coupon Books

Here's How They Work

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—a fast repeater. Keep it where your customers can see it,
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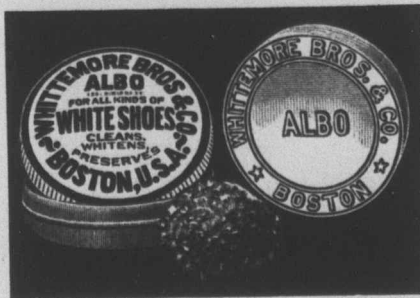
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Oldest and Largest Manufacturers of Shoe Polishes in the World

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

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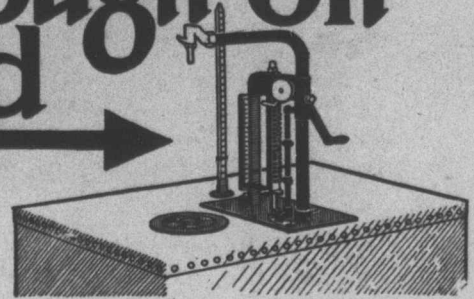
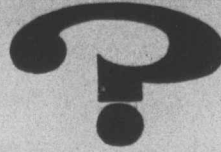
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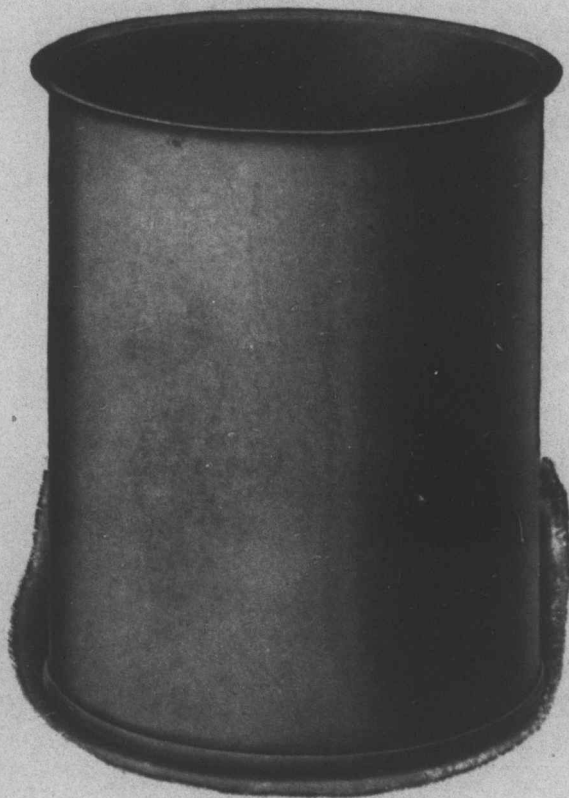
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