

CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruits, Provision,
Canned Goods and Foodstuffs Trades of Canada.

Montreal: 751-762 Eastern Townships Bank Bldg.
London, Eng.: 58 Fleet St., E.C.

Toronto: 143-149 University Ave.
New York: 115 Broadway

Winnipeg: 511 Union Bank Building

VOL. XXV.

PUBLICATION OFFICE: TORONTO MAY 5, 1911

No. 18

All the World Loves a Winner
AND

KEEN'S  OXFORD
BLUE

has proved a world winner because of its satisfaction-giving qualities. Keen's goes further than any other blue, and is just the line to handle to build up the trade you are after---the steady family trade.

See to the stocking of your shelves For sale by all the Canadian jobbing trade.

MAGOR, SON & CO., 403 St. Paul Street, **MONTREAL**
Agents for the Dominion of Canada



"Crown Brand"



CORN SYRUP

made an extensive increase last year. This increase was due to three causes:

- FIRST,** Extensive advertising—the bill-boards from coast to coast are telling the people about "Crown Brand."
SECOND, the quality of "Crown Brand"—the user who once tries it comes back for more.
THIRD, (and by no means least important) the grocer's margin of profit in "Crown Brand" is all it should be.

Your individual sales should have been more. Were they? Let people know you're selling "Crown Brand" Corn Syrup; **GET YOUR SHARE.**

THE EDWARDSBURG STARCH CO., Limited

Head Office, MONTREAL.

Factory, CARDINAL.

Branch, TORONTO

THE CANADIAN GROCER

IT WILL PAY TO CONSIDER QUALITY FIRST



THE quality of a product depends upon the materials used, a thorough knowledge of the product and the careful application, in the preparation of the product, of the knowledge possessed.

Quality products may be a shade higher in price but they are worth the difference, because once you sell a product of quality the future sale of that product is assured, by reason of the complete satisfaction it gives to the purchaser.



MACONOCHIE'S QUALITY PRODUCTS



STAND the test of quality, because only selected raw materials and the most modern methods of preparation are used and in addition a generation's experience has raised MACONOCHIE'S level of preparing foodstuffs to a fine art. The difference between MACONOCHIE'S products, which are quality products, and inferior products is that

Maconochie's products make future sales while inferior products make dissatisfied customers and create loss of confidence in you.

MACONOCHIE'S—Pickles, Peels, Pan Yan Pickle, Pan Yan Sauce, Fish, Marmalade, Jams, Worcester Sauce, etc., etc.

Test them and be convinced

FOR SALE BY ALL JOBBERS

CANADIAN AND UNITED STATES REPRESENTATIVES

MacLAREN IMPERIAL CHEESE COMPANY, LIMITED

MANUFACTURERS AND IMPORTERS GROCERS' SPECIALTIES

NEW YORK.

MONTREAL

CHICAGO.

TORONTO

DETROIT



DOLLARS and CENTS

Versus

BRAINS and SENSE

A dollar safely banked is better than two dollars' worth of doubtful merchandise in the store. The daily depreciation in goods of questionable character is a steady and startlingly heavy drain on your invested capital. After all it is not so much a question of Dollars and Cents as Brains and Sense, when you are stocking up, friend.

Quality is the pivot on which your wheel-of-fortune turns constantly. It lubricates business. Without it you will be as helpless as a rudderless ship. With the Brains and Sense that you possess, you'll certainly stock the two quality articles that we list below:—

Griffin & Skelley's Canned Fruits

Picked by skillful hands, chosen by ever-watchful eyes, packed in the Factory of Precision—the best that Dollars and Cents and Brains and Sense can offer particular folks.

Canned Apricots, Peaches, Pears, Cherries, Plums and other wanted table fruits. Quality Goods!

Griffin & Skelley's Fine Asparagus

The natural, delicate, tender and toothsome quality of Griffin & Skelley's Asparagus is a bulwark of safety for the grocer who fears for the permanency of his over particular trade. The private beds that produce this famous brand are guarded night and day by those who, seeking with might and main to hold the high standard up, never relax their vigilance over the growing stalks.

Arthur P. Tippet & Co., Agents
8 Place Royale, Montreal.



Montreal Office

Manufacturers' Agents and Brokers' Directory

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



Winnipeg Office

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.

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery Brokers

HALIFAX - - - NOVA SCOTIA

We are open for a few high class specialty lines

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

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

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

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10 Garfield Chambers, Belfast, Ireland.

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

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

PHONE US FOR PRICES ON "MORRIS" LARD AND COMPOUNDS

Finest Quality in the World

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

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

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

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE
BROKER, and MANUFACTURERS'
AGENT

Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

BUCHANAN & AHERN

Wholesale Commission Merchants and Importers
QUEBEC, P.Q.

Groceries, Provisions, Sugars, Molasses, Dried
Fruit and Nuts, Grains, Mill Feed,
Fish, Fish Oil, Etc.

Correspondence Solicited.

P.O. Box 29

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

77 York Street, Toronto

MacLaren Imperial Cheese Co. Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale
Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

JUST ARRIVED IN STORE

Shipment Bevan's extra selected 3 crown
Shelled Almonds, also Bordeaux Whole
Halves Extra Shelled Walnuts.

PRICES RIGHT

Lind Brokerage Company
73 Front St. East - - - TORONTO

THE HARRY HORNE CO.

309-311 King Street West, Toronto

Grocery Brokers, Manufacturers' Agents
and Importers of Groceries and Specialties

WE ARE OPEN FOR MORE BUSINESS
AND INVITE YOUR CORRESPONDENCE

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - - - MAN.

Domestic and Foreign Agencies Solicited.

— WINNIPEG — H. G. SPURGEON

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

230 Chambers of Commerce. P.O. Box 1812

DISTRIBUTORS, LIMITED

P. O. Drawer 19

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Mer-
chants, Warehousemen.

Track connection with all Railroads.

A. Francois Turcotte

COMMISSION MERCHANT

Room 16, Morin Block
Quebec, - - - Canada

One or two more agencies wanted

FIRST CLASS CONNECTION

— MOOSE JAW —

WHITLOCK & MARLATT

Distributing and Forwarding Agents.
Warehouse on C.P.R. spur track.
Promptness and Satisfaction guaranteed.
Business Solicited.

CANNED GOODS—1911 PACK

It may seem early to be talking canned goods for delivery next Fall, but it is *not too early* to plan your order, if *you want the best goods packed* this season. We control the entire output of a brand new factory located in one of the most desirable growing sections of the country. We offer

“ANCHOR,” “FRANKFORD” & “PROSPERITY”

BRANDS

CANNED FRUITS AND VEGETABLES

Packed under the personal supervision of the most expert processor in the trade. This assures you a uniformity throughout the entire pack.

IT WILL PAY YOU TO PLACE YOUR ORDERS NOW

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

Facts Worth Considering

**BORDEN'S
EAGLE BRAND
CONDENSED
MILK**



Especially prepared for
infant feeding.

Recommended by physicians
everywhere.

For general household use
best value obtainable.

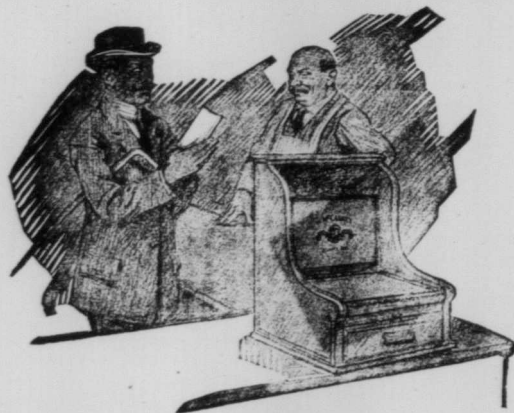
The Richest and Purest milk
from the world's best dairies.

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

Sales Offices and Agencies:—

MONTREAL TORONTO WINNIPEG
and VANCOUVER

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



A Statement in Full

That is what the user of a McCaskey Account Register gives his customers after each purchase.

At the time of the sale the merchant who uses the McCaskey Gravity Account Register System posts and totals each account to date. He cuts out all useless bookkeeping (posting and copying from one book to another), prevents errors in his accounts and disputes with customers, because each patron has the same record of his account and in the same handwriting as he has, prevents forgotten charges, that is, goods sold but never charged, collects his money automatically and faster than any human agency could collect it, has an automatic credit limit and is protected against loss of insurance in case of fire because with the McCaskey System proof of loss can be furnished in an hour's time to the satisfaction of any insurance adjuster.

Seventy thousand retail merchants are using the McCaskey System and tell us that it pays for itself several times in the course of the first year it is installed.

Only
One Writing

The McCASKEY SYSTEM

First and Still
the Best

You don't have to wait until the man next door or on the corner has installed the McCaskey. Then it will be too late. Act now! Please your trade by giving them a statement in full with each purchase, cut out useless bookkeeping and get more information about your business with less expenditure of time, labor and money.

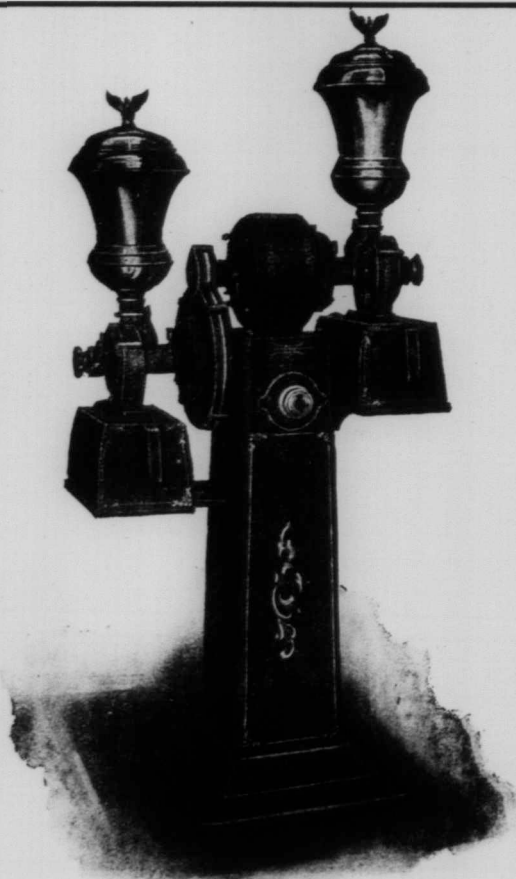
A letter or postal card will bring you information without obligation on your part to purchase.

Or, tear out this advertisement, sign your name and address and we'll know you want information.

Dominion Register Co., Limited

Toronto, Canada

Manufacturers of Surety Non-Smut Duplicating and Triplicating Sales Books and Single Carbon Pads in all varieties.



COLES COFFEE MILLS

The pedestal mill illustrated here is the latest and newest design in coffee mills of this description, owing to the fact that it is constructed along the most advanced principle that has yet come into use.

The grinders both run at different speeds, as will be seen by the construction of the mill.

It is an acknowledged fact that: Granulating can be done more efficiently at high speed, while pulverizing can be done with less heating of the coffee at a much lower speed. These are indisputable facts.

Let the judgment of experts guide you, for they all decide unanimously in favor of this type of mill, which is Patent Applied For, and manufactured exclusively by us. Price—\$150.00.

Made also for counter use. Price \$135 00.

Illustrated catalog sent on request.



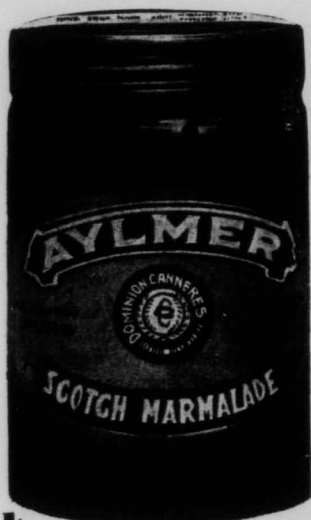
For Direct Current, \$65 00

For Alternating Current, \$75.00

COLES MANUFACTURING CO.

1625 North 23rd Street,
PHILADELPHIA, PA.

Agents—Chase & Sanborn, Montreal; Todhunter, Mitchell & Co., Toronto and Winnipeg; Wm. Braid, Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.



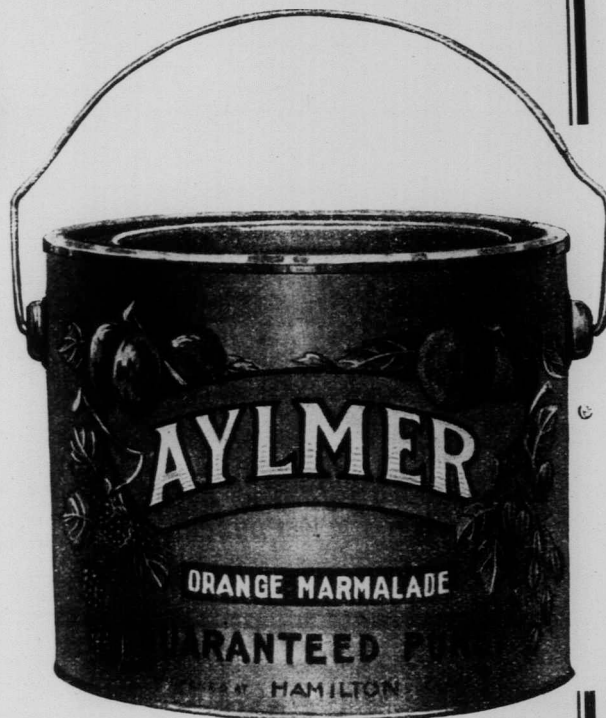
A Tasty Breakfast Delicacy!

The morning meal gives an added satisfaction when rounded off with

AYLMER

Orange Marmalade

This delicious preserve is made solely from the choicest selected Seville oranges, imported by us direct, and finest quality granulated sugar, guaranteed absolutely pure. It is put up in 12 and 16 ounce glass jars and in 5 lb. gold-lined pails, and will prove a most satisfactory and profitable seller.



Why Buy Imported Marmalades ?

Help Build Up Canadian Industries

Dominion Canners Ltd.

HAMILTON :: ONT.

Up-To-Date Equipment Pulls Business!

SHARPENER



Nothing so adds to your reputation as the installation of modern devices for handling your goods, and the

BERKEL MEAT SLICER

will influence new custom to your store because of the clean and attractive way in which it cuts your bacon and ham.

Incidentally it will surely increase your sales of boned meats, and will prove a very attractive ornament on your provision counter. The "Berkel" will positively cut at least twice as many slices to the pound as is possible to cut with a knife. Fitted with an automatic sharpener, and protected to prevent accident.

Be wise and investigate the merits of the "Berkel." Write us to-day for full details and particulars of what other Canadian Grocers think of it.

Canadian Agents

W.A. FREEMAN CO., Ltd.

Hamilton, Ontario

Slices Boiled Ham and Bacon
down to the last ounce

Here Is Your Opportunity

We have arriving in May, by S.S. Fremona and S.S. Bellona, some choice Old Country Goods—Just read this List:—

50 000 boxes of Garofalo Macaroni
200 cases of Roman Cheese
400 " Orsi Estratto
400 " "Vergine" Olive Oil
125 " Tunny Fish in Oil
50 " Asti Spumante (Sparkling Wine)
200 " Chianti Wine
100 " Italian Vermouth
200 " Ferro China Garroni Bitters
50 " Antipasto (Hors d'oeuvre)
100 " tubs Gorgonzola Cheese
50 barrels of Marsala Wine
75 boxes of Capri and Lacryma Christi Wine

Send your Orders now and you will be sure to Receive Them in the Right Time.

Enquiries from all
of Canada outside
of Ontario to our
Montreal office.

The Charles
Cicero
Company LIMITED

Enquiries from
Ontario to our
Toronto office.

SPECIALISTS IN ITALIAN PRODUCTS

THE CANADIAN GROCER

BY SPECIAL
APPOINTMENT



TO HIS MAJESTY
KING GEORGE V

ESTABLISHED 1817.

Macfarlane Lang & Co's Biscuits

The High-class Biscuits of this old-established and widely known Scotch firm are now being regularly imported, and can be supplied in all parts of the Dominion. Special attention is directed to the following outstanding lines :—

"Granola Digestive" (Regd.)

"Rich Tea" (Made in two shapes,
Round and Oval)

"Playmate" (Regd.)

"Large Water" (In Round Canisters)

Samples and full particulars from

SNOWDON & EBBITT,

325, Coristine Building, Montreal.

NEWTON A. HILL,

25, Front Street, Toronto

MASON & HICKEY,

287, Stanley Street, Winnipeg.

THE STANDARD BROKERAGE CO., 852/864, Cambie St., Vancouver, B.C.

Feature



"TRIAN" Brand Goods

Under this well-known label we import and pack the products of the best known firms in Canada, and the geographical positions of our various branches enable us to save you largely in freight charges.

Moreover, we can always give you the benefit of car load rates.

Our service is prompt and conscientious, and we invite your fullest enquiry.

Write Us To-day

CAMERON & HEAP, Limited

IMPORTERS AND WHOLESALE GROCERS

Regina, Sask. Fort William, Ont. Kenora, Ont. Prince Albert, Sask.

THE SUCCESSFUL MAN

in all walks of life is he who has individuality, shows enterprise, and anticipates the needs of those he wishes to influence. Your customers need

EIFFEL TOWER LEMONADE

and will buy it from you regularly if you will supply them. Why not strengthen their goodwill towards you by its introduction?

EIFFEL TOWER LEMONADE

stands out as the **Finest Temperance Beverage** it is possible to produce. It is a line you can put your personal recommendation behind.

You will be serving your best interest by writing for full particulars.

Retails in 5c. packets. Also in 10c. and 20c. enamelled tins.

Agents: W. H. MALKIN CO., Vancouver, for British Columbia.
The HARRY HORNE CO., 309 King St. West, Toronto, for Ontario.
Agencies open for progressive Firms at other points.

Address FOSTER CLARK Ltd., Maidstone, England.





By Royal Warrant

to H.M. The King

¶ The only original and genuine
Worcestershire Sauce is made
by **Lea & Perrins.**

.

¶ Other Worcestershire Sauces
are **imitations**, introduced
many years after **Lea &
Perrins** had made the name
"Worcestershire" famous
throughout the world.

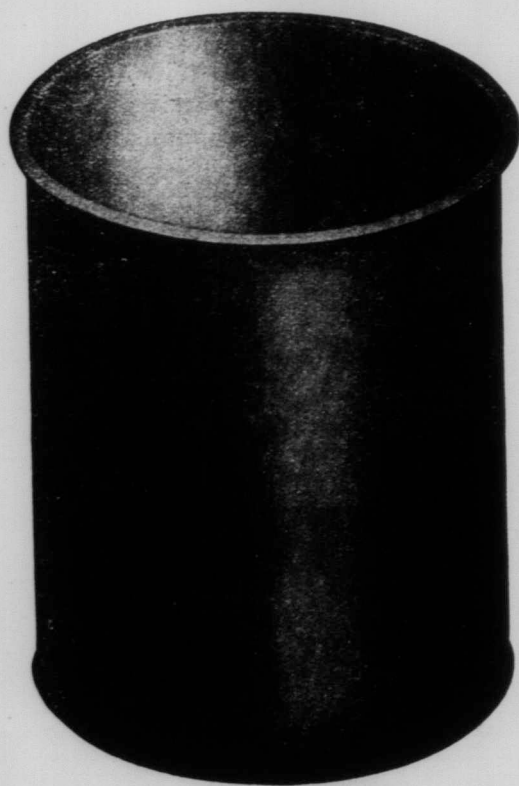
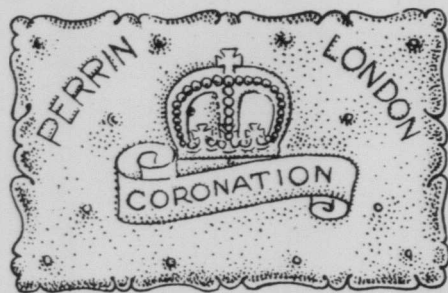
—ORDER—

Lea & Perrins'
Sauce

THE CANADIAN GROCER

SOMETHING NEW
DAINTY, TASTY AND
UP-TO-DATE

PERRIN'S CORONATION BISCUIT



SANITARY CANS

FOR

WINTER PACK

OF

BAKED BEANS, SOUPS,
MEATS, CONDENSED MILK,
EVAPORATED MILK. * *

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

There's a Feeling of Solid Satisfaction



Contractors to the
War Office and Admiralty

CANADIAN AGENTS:

W. L. Mackenzie & Co., 306 Ross Avenue,
Winnipeg.
L. A. Gastonquay, 60 Bedford Row, Halifax, N.S.
Standard Brokerage Co., 1640 First Avenue,
West Vancouver, B.C.
W. A. Simonds, 89 Union Street, St. John, N.B.
W. L. Mackenzie & Co., 606a Center Street,
Calgary.

in handling so good a vinegar as

White Cottell & Co's

It's a good thing when there is satisfaction on both sides of the counter. Vinegar business prospers under such conditions. Let us help your prosperity by shipping a little lot of our Natural Malt Vinegar.

White Cottell & Co.

Camberwell, S.E., LONDON, Eng.

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

Packer's Celebrated Chocolates

New Goods, New Packages, New Centres
specially manufactured for the
Canadian Trade.

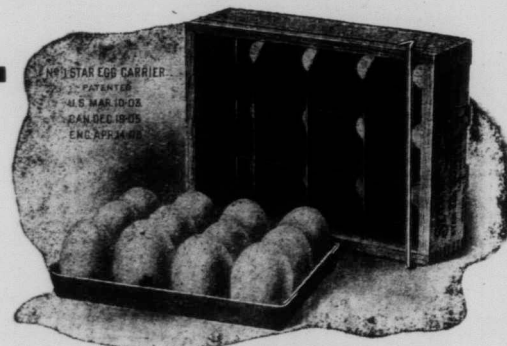
Our Mr. J. P. Wright will be at the QUEEN'S HOTEL, TORONTO
in a few days, with a full set of samples of the latest productions.

PACKER & CO., Chocolate Manufacturers, **BRISTOL,**
England

ADVERTISE YOUR STORE

Show the people that you are wide-awake:—Use

STAR EGG CARRIERS AND TRAYS FOR SAFE EGG DELIVERY



Made in one and two dozen sizes.

This quick, safe, sure, sanitary STAR Egg Delivery Service will give your store the reputation of being accurate and reliable, and your ad. on every STAR EGG TRAY will push some particular specialty or drive home the idea of quality. Write for full particulars and get our two valuable books "NO BROKEN EGGS" and "SAMPLE ADS." free.

Star Egg Carriers are licensed under Canadian Patent No 96566, to be used only with trays supplied by us. Manufacturers, jobbers or agents supplying other trays for use with Star Egg Carriers are contributory infringers of our patent rights and subject themselves to liability of prosecution under the Canadian patent laws.

STAR EGG CARRIER & TRAY MFG. CO.
1550 JAY STREET, ROCHESTER, N.Y.

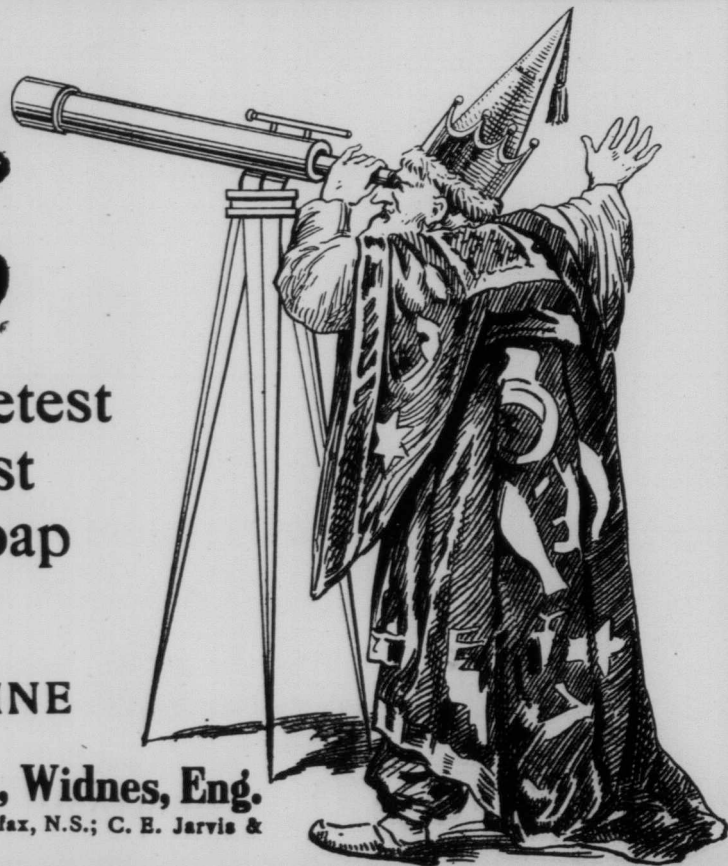
**Gossage's
Magical
Soap**

The Best, The Sweetest
and The Cheapest
Free Lathering Soap
in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.

Agents:—Arthur B. Mitchell, Mitchell's Wharf, Halifax, N.S.; C. E. Jarvis & Son, Vancouver, B.C.





A SOURCE OF PROFIT IN ARROWROOT

One of the best gifts of the New World has only recently come to its own in a large way. For a century or more St. Vincent has shipped the bulk of the world's supply because St. Vincent Arrowroot is the best.

Recently, the enormous increase of the use of cocoa and chocolates and the study of domestic science and nursing have brought it into common use among a much larger portion of the people.

There is a large profit for the dealer in handling Arrowroot as it rapidly makes its way among the consumers.

Arrowroot makes delicious Blanc Manges, Puddings, Biscuits, Cakes, etc., and is invaluable as a diet for invalids.

Samples, recipes, grades and prices given on application to the Secretary of the

**St. Vincent Arrowroot Growers'
and Exporters' Association**

KINGSTOWN, - ST. VINCENT, B.W.I.



LAWRASON'S SNOWFLAKE AMMONIA

Makes Friends for the Grocer

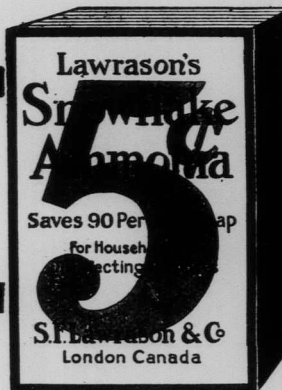
We have put into Lawrason's Snowflake Ammonia that quality which makes it the favorite with housewives, for cleaning and disinfection purposes.

The profit to the dealer makes it well worth his while to give us the benefit of his salesmanship.

Ask your dealer or write us direct.

**5c. LARGE
PACKAGE**

**S. F. LAWRASON & CO.
LONDON, ONTARIO**



GUARANTEE OF \$500

THAT

**LAWRASON'S
SNOWFLAKE AMMONIA**

EQUALS IN POWER ANY SIMILAR
POWDER ON THE MARKET
SELLING FOR TWICE
ITS PRICE.

5c. PER GIANT PACKAGE 5c.

Pure Goods Bring Increased Custom

Give Your Customers

Redpath

Extra Granulated Sugar

and you link to your store the best class of trade.

No other sugar will compare with it.

Make the test yourself. Place samples of other manufacturers alongside it. You will see the difference and recognize the advantage to you of recommending "Redpath" Sugar as the Best.

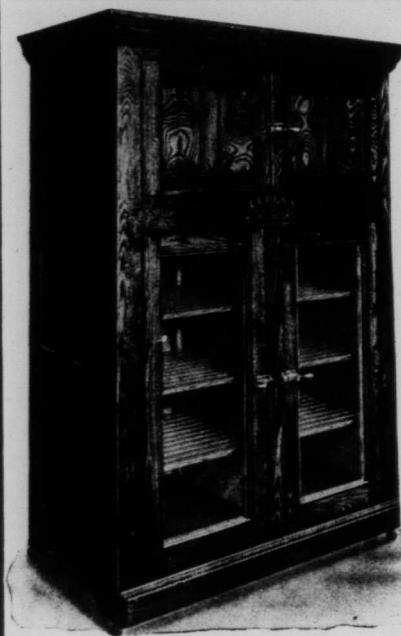
Extra Granulated
Extra Ground
Powdered
Golden Yellow.

PARIS LUMPS
in 100, 50 and 25 lb. boxes
and in "Red Seal"
dust proof cartons.

The Canada Sugar Refining Co., Limited
Montreal, Can.

Established in 1854 by John Redpath

Be Careful How You Buy Your Refrigerator



Don't get an "Ice Box."

The damp, musty, stagnant air "Ice Box" is a breeding place for germs and disease, and the average refrigerator is merely an elaborate Ice Box.

Proper ventilation and perfect circulation of cold, dry air is only properly obtained in the "Eureka" Refrigerator, which has an exclusive and patented system of air circulation, and this guarantees an absolutely dry refrigerator.

We have been twenty-five years exclusively manufacturing refrigerators, and our present models have all our knowledge and experience worked into them.

In the matter of sanitation in materials used, in design and finish, in price, there is no refrigerator on the market can compare with the "EUREKA."

Let Us Send You Our New Illustrated Catalogue.

EUREKA REFRIGERATOR CO., LTD., TORONTO
54-56 Noble Street.

TO THE WHOLESALE TRADE:

West India Co., Limited

305 St. Nicholas Building
MONTREAL

THE CANADIAN HOUSE OF:

Sandbach, Tinne & Co., Liverpool, Eng.
Sandbach, Parker & Co., Demerara, B.G.

**SUGARS
MOLASSES**

and all West Indian Produce

We represent some of the chief houses in Barbados, Trinidad, Jamaica, St. Kitts, Antigua and other islands, besides having our own house in Demerara, which was established there in 1782.

Ask us for prices before filling your orders for the coming season

West India Co., Limited



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

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

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

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

Canadian Agents, Hamilton.



Pictures Show the Mexican Vanilla Bean Gatherer

There are more than ninety

flavorings, such as Vanilla, Lemon, Almond, Rose, Pineapple, Strawberry, Raffia, in the Shirriff Line. The most famous Shirriff flavoring—the one that has created the most widespread interest and focused the attention of both the public and the trade on the Shirriff Line—is

Shirriff's

TRUE VANILLA

—a real vanilla extract of exceptional flavor, bouquet and strength. Shirriff's True Vanilla is a trade builder, because it will give the utmost satisfaction to all you persuade to try it. Your customers will feel under an obligation to you for introducing such an excellent product to them. They will have confidence in your judgment, confidence in your goods. And confidence is the foundation stone of all successful, permanent trade.

Imperial Extract Co.
TORONTO - CANADA

They Guarantee 'Repeats'!

ROWAT'S PICKLES

AND



PATERSON'S SAUCE

are two lines of sustained profit which every grocer should handle.

Are ready, steady and profitable sellers.

ROWAT & CO., GLASGOW
SCOTLAND

CANADIAN DISTRIBUTORS:—Snowdon & Ebbitt, 325 Coristine Bldg., Montreal, Quebec, Ontario, Manitoba, and the North-west; F. K. Warren, Halifax, N.S.; F. H. Tippet & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

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



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

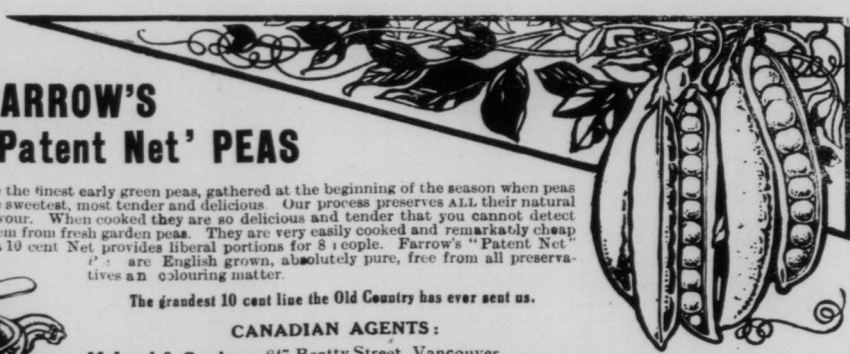
FARROW'S 'Patent Net' PEAS

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

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

CANADIAN AGENTS:

- McLeod & Clarkson, 847 Beatty Street, Vancouver.
- W. G. Patrick & Co., 77 York Street, Toronto.
- T. A. MacNab & Co., Cabot Bldgs., St. John's, Newfoundland.
- W. A. Simonds, 89 Union Street, St. John, N.B.
- Ruttan & Chapman, Fort Garry Court, Main St., Winnipeg.
- Rose & Laflamme, 400 St. Paul St., Montreal.
- C. E. Choate & Co., Pickford & Black's Wharf, Halifax.



DO
YOU
HANDLE



It is one of the leaders of the famous "Sterling" line, and is composed of the finest and freshest tomatoes and purest spices only.

Made in our modern, sanitary factory by experts.

A profitable line for you to handle. Send for prices.

The T. A. LYTLE CO., Limited
STERLING ROAD, TORONTO



Chemists to the Home

IN OFFERING YOU THE
**MOODY LINE OF
HOUSEHOLD SPECIALTIES**

we do so with an absolute knowledge of the ingredients and of what each will do.

The formulas have been developed in our own laboratories and tested in every conceivable way.

MOODY'S Specialties are

**Best in Quality
Lowest in Price**

STOCK FOR RAPID SELLING

ALPHA CHEMICAL CO.
BERLIN, ONTARIO

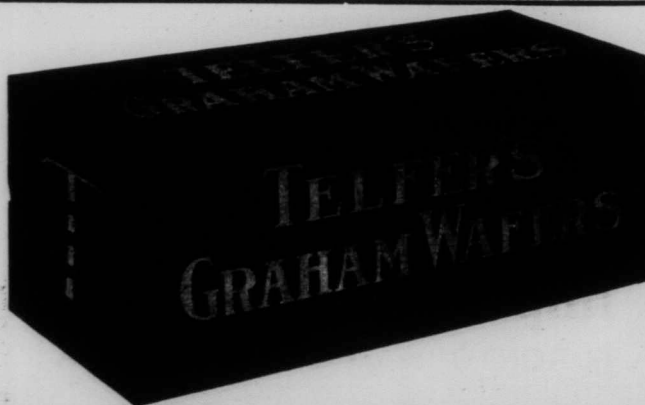
The Package of Quality!

You can be sure of the flavor, goodness, quality and wholesomeness of every packet of GRAHAM WAFERS—if they come from Telfer Bros. They are golden brown squares of nourishment, and always reach you in a fresh and appetizing condition.

FEATURE THIS LINE—IT PAYS

Telfer Bros., Limited, Collingwood, Ont.

Branches:
TORONTO WINNIPEG HAMILTON FORT WILLIAM



You will be known as a high-class grocer if you sell the best
TEA and COFFEE on the market.

"MELAGAMA"

will make new and steady customers for you. Their sterling quality and pleasing flavor make them popular everywhere. Now in BULK TEAS we have a reputation to sustain. We guarantee you satisfaction and a good profit. Samples and prices cheerfully forwarded.

MINTO BROS.

TORONTO



Cane's Diamond King

The easiest washing glass board on the market, made from best English glass in selected wood frame, lock corner and well finished. The king of washboards.

When You Come to Compare Results

CANE'S WASHBOARDS

easily take their place as the best for every purpose.

Cane's Washboards are made for special uses, and to meet every preference.

The Grades and Styles are so varied that you can suit exactly the needs of your customers.

Cane's Wash Day Woodenware

FROM CLOTHESPINS TO IRONING BOARDS

Is Exceptional in Grade and Price



The Wm. Cane & Sons Co., Ltd.

NEWMARKET CANADA



(GOLDEN BUTTERFLY BRAND)

FUSSELL'S THICK RICH CREAM

has the largest sale throughout the world of any Real Cream. Not a substitute; not condensed; no preservative; no deception---JUST HONEST THICK CREAM.

Samples and particulars of:--Alexander Marshall, 144 Water St., Vancouver, B.C.; W. H. Escott, 137 Bannatyne Avenue, Winnipeg, for Manitoba and Saskatchewan; C. Fairall Fisher, 22 St. John St., Montreal, for Quebec; McCarthy, Holloway & Reid, P.O. Box 1156, Edmonton, Alberta, for Alberta; The Harry Horne Co., 309 King St. West, Toronto, for Ontario; R. B. Colwell, 265 Barrington St. Halifax, for Nova Scotia, or

FUSSELL & CO., LTD., 4 Monument Street, London, Eng.



TRADE MARK OF QUALITY

Sweetheart Brand Extracts

Quality Guaranteed

Made from the natural ripe fruit, our Extracts have that delightful flavor, purity and strength which please your customer, ensure repeat orders and give good satisfaction to you.

Ask about our Special.

I X L Spice & Coffee Co.,
London, Ontario

CARTER'S



Big Wheel Lemonade Powder

Table Jellies, Custard Powder
etc., etc.

H. W. Carter & Co., Ltd.
BRISTOL, ENGLAND

Grocery Profit Insurance

☐ You can get Insurance against many losses, but none to prevent loss of profits.

☐ The best profit insurance is a stock of salable goods; most of the losses result from "dead stock."

☐ **HEINZ PURE FOOD PRODUCTS** are the kind of goods that are "Safe to Buy" and "Safe to Sell," because always salable.

☐ The 57 Varieties are every one guaranteed Pure and guaranteed to please, or money back. You take no chances when stocked with reliable brands that are advertised and backed by their makers.

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

Hitch Your Salesmanship to Quality Goods

especially when these goods also represent bigger value for your customer's money. Our

MEADOW CREAM SODAS

are all that sodas ought to be; light, crisp, nutty, and the Meadow Cream Soda package is the largest package for the money in the trade, as well as having an attractive label.

THE W. J. CROTHERS CO. - Kingston, Ont.

How Many Customers Have You

who have not asked for H. P. Sauce? Our new extensive advertising is exciting a large demand, and your customers are buying it Somewhere. Wide-awake grocers are making a leading line of

H.P.

SAUCE

The Midland Vinegar Co., England
Aston Cross, Birmingham, England



"For Old Acquaintance Sake"
is all right sometimes
BUT NOT IN BUSINESS

"FOR PROFIT SAKE"
WILL SUIT YOU BETTER

WHITE SWAN LYE

Shows you a profit of 50%
and gives your customers
much more for their
money than other brands,
and is

Guaranteed Absolutely Pure

Sold from Ocean to Ocean
ON MERIT

THE MOLASSES THAT INCREASES SALES!

Apart from the unquestioned quality and
flavor of

GINGERBREAD BRAND MOLASSES

it will sell readily because the large
variety of sizes in which it is put up can-
not fail to suit every individual require-
ment of your customers.

Gingerbread Brand is a strong baker,
of good body, and a profitable line to
handle.

Put up in tins—2's, 3's, 5's, 10's and
20's; pails—1's, 2's, 3's and 5's; and in
barrels and halves.

GIVE YOUR WHOLESALER A TRIAL ORDER.

The Dominion Molasses Co.,
LIMITED

HALIFAX

NOVA SCOTIA

AN ALL-YEAR-ROUND SELLER

For steady profit and genuine satisfaction no line of
canned milk can compare with

Canada First Evaporated Milk

It is guaranteed perfectly pure and very rich in cream
and every can is perfectly sterilized before being filled.

A Line that is in constant demand. Made in Canada by Canadians.

THE AYLMER CONDENSED MILK CO., Limited, Aylmer, Ont.

Head Offices, HAMILTON, ONT.



S. T. Nishimura & Co. and T. Furuya & Co.

Amalgamated May 1st and the style of firm will henceforth be

FURUYA & NISHIMURA

Montreal Office: same address, 55 St. Francois Xavier St.

also NEW YORK and CHICAGO



GET WISE AND BUSY

Mr. Grocer: Don't let your business grow flat and stale by hammering away at the same old lines.

Get wise to the NEW ONES (THE GOOD ONES).

St. George, Princess and Banner milk will add a new tone to your business, bring you new customers, bring back the ones you have lost and produce for you a fat living profit. The quality of these lines is unquestionable—Note our prices.

St. George Evaporated Milk	---4 doz. in case	—\$3.35
Princess Condensed	" " "	3.90
Banner	" " "	4.40

5 Case Lots shipped, freight prepaid, to any rail point in Ontario.

Order from your wholesaler or direct from the factory.

J. MALCOLM & SON

St. George, : : : : Ont.

PEEK, FREAN'S

PAT-A-CAKE

GOLDEN PUFF

BILLIKEN

WHIST DRIVE

STANDARD

GRAND BEURRE

and other specialties in

BISCUITS

PEEK, FREAN & CO.,

LIMITED

LONDON, - ENGLAND

AFTER ALL, GOOD QUALITY COUNTS MOST AND PAYS BEST

"SKIPPER SARDINES"



are good quality and they possess besides an alluring daintiness, delicacy and delicious flavour, not always to be had even in good things. Cosily packed in pure Olive oil, they are a temptation and a delight. Do not confuse with the old sorts, they're different. They sell and pay to sell. Key opening tins, beautifully labelled and parchment wrapped.

Sole Proprietors: **ANGUS WATSON & CO., Newcastle-on-Tyne, England**

CANADIAN REPRESENTATIVES { KENNETH H. MUNRO, 333 Coristine Building, MONTREAL HAMBLIN & BRERETON Ltd., WINNIPEG
and VANCOUVER JAS. B. SCLATER, ST. JOHN'S, NEWFOUNDLAND

Superiority in Soap lies in one test—that of *Purity*.

ASEPTO Soap Powder

"The Enemy of Dirt"

qualifies in this respect and is, besides, a very economical soap.

This Soap Powder is a sure seller. A 5c. packet makes 2 gallons of soft soap, or 4 gallons of liquid soap. Try a case—you will be astonished how soon it is gone.

Order From Your Jobber.

ASEPTO SOAPS LIMITED
ST. JOHN, N.B.

McLean's Cocoanut

ALWAYS SELLS WELL BECAUSE IT IS PURE AND OF EXQUISITE FLAVOR.

The Canadian Cocoanut Co'y



Sole Makers,
Montreal,
Quebec.

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, LIMITED

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.
Canadian Agents

**LIMEHOUSE,
LONDON, E., ENG.**

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

ONE PACKAGE MAKES SIX FULL QUARTS

If you want a rapid seller—one that will appeal to your women customers all the year around, just order

MINUTE TAPIOCA

You couldn't have a better selling line than Minute Tapioca. It requires no soaking, and in fifteen minutes a delicious pudding can be made, ready to serve. Minute Tapioca is made in a factory that is unequalled in its sanitary construction, by a process that assures a product of absolute purity.

Ask your Jobber for Minute Tapioca

Minute Tapioca Co.

ORANGE, MASS.

Canadian Representatives: Canadian Specialty Co., Toronto; R. B. Hall & Son, Montreal; W. S. Clawson & Co., St. John, N.B.



The Favorite Pickle



BAIRD'S
SECOND-TO-NONE
PICKLES

The Perfection
of Quality.

Johnston, Baird & Co.
Glasgow, Scotland

Agents:—Maclure & Langley, Ltd., 12 Front E., Toronto, 604 Lindsay Bldg., Montreal; W. L. McKenzie & Co. Winnipeg; R. Robertson & Co., Vancouver and Victoria.

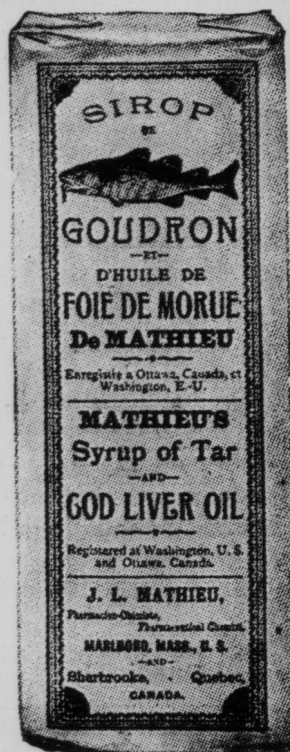
HEAVY DEMAND

There has been such an unexpectedly heavy demand for our new package of lump sugar

Crystal Diamonds Half Cartons

that we have been unable to fill all the orders promptly and must ask the indulgence of Merchants who have ordered this sugar, if there is some little delay in shipping the goods. This package is proving a great seller.

THE ST. LAWRENCE SUGAR REFINING CO., Limited, MONTREAL, QUE.



MATHIEU'S SYRUP of Tar and God Liver Oil MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—

Thousands of testimonials attest their wonderful value—

They never become dead stock—

They afford dealers a good profit— Those who once use them make them a household remedy—

Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months, order a good supply now.

Sold by all wholesale dealers

AND

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

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver

L. Chaput Fils & Cie., Wholesale Depot, Montreal

The Only Account Register



THAT will fit any safe. THAT takes little counter space.

Sheets lift out and fit any safe

USED OVER THREE YEARS

Newmarket, Ont., Jan. 3, 1911.

Am pleased with the new **Commercial Register** which I purchased of you. I used the old one over three years, and while it was in good order, it became too small for my increased business.

I have examined others, but still think **yours takes the lead.**

G. H. KNOWLES

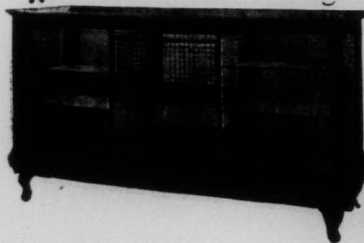
Send Us a Postal for Full Information.

COMMERCIAL REGISTER CO.
178-180 Victoria Street - - Toronto, Ont

Silent Salesman Refrigerator One of the Famous Arctic Line

Very attractive and specially adapted for the grocer. Made with plate glass front and double selected glass sides, white tile floor and white opal top. Shelving is of plate glass and case in birch or oak as desired. A handsome, effective fixture. Perfect circulation of cold, dry air.

Representatives in West: Ryan Bros., 147 Bannatyne Avenue, Winnipeg, Man., Donnelly, Watson & Brown, Calgary, Alta.



Write for Catalogue and Details

John Hillock & Co. Limited

Toronto, Ontario



Talking to the Point

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

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

TRY A CONDENSED AD IN THIS PAPER

WHITE DOVE COCOANUT

is the best possible!

Has no equal for quality. Always gives satisfaction and leaves a good profit margin.

W. P. DOWNEY,
MONTREAL



THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

The W. H. ESCOTT CO.

WHOLESALE
Grocery Brokers
137 BANNATYNE AVENUE
WINNIPEG
COVERING
MANITOBA and SASKATCHEWAN
CORRESPONDENCE SOLICITED

"Too Mussy For Me"



As between an open bale of dates, half sold, and a pile of cartons of Dromedary Dates, which, if you were a consumer, would you be most attracted by?

If you say only the bulk dates, wouldn't you be even apt to be revolted by their mussiness and buy none?

That's exactly why so many people haven't eaten dates, though they like them. It also explains the enormous sale DROMEDARY DATES have attained. They are the finest fruit we can buy, to begin with, and they're packed in the most scrupulously neat fashion, wrapped in oiled paper and then packed in cartons. The natural demand for them has been increased by the enormous advertising we have done in magazines read by your customers.

All jobbers.

We also pack **ROYAL EXCELSIOR** and **ANCHOR BRAND** package dates.

The Hills Brothers Co.

Beach and Washington Sts., NEW YORK

A. O. LANDRY JOBBER

STE. FLAVIE STATION

Making speciality of wholesale in
Groceries, Flour, Grain, Provisions, Etc.



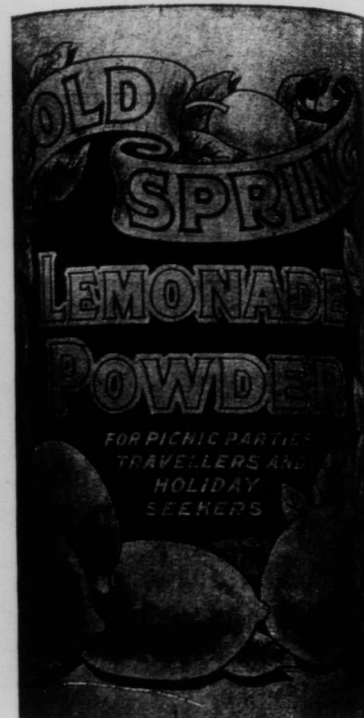
It dries them up
KILLS Common Sense
Reaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

COLD SPRING Lemonade Powder

(World Wide Reputation)



We are filling orders already for this famous summer drink. Don't run the risk of having your order unavoidably delayed.

Write immediately.

S. H. EWING & SONS
MONTREAL

POULTRY REQUISITES

should be featured now. A number of your patrons are using incubators. Why let them get their supplies from the mail order houses? Show them that you can meet their requirements.

Incubators & Brooders

English and American, from \$8.50 up.
Drop me a line. I have an interesting proposition.

A. CORISTINE
119 Place D'Youville MONTREAL

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

MAGGI SWISS SOUPS



The Maggi Girl

Send for Free Samples

Try them on your own Table.

Goods Right
Prices Right

Your trade
will like them

Write Us To-day

MACLURE & LANGLEY, LIMITED

12 FRONT ST. E., TORONTO. 604 LINDSAY BLDG., MONTREAL.

Biscuit Tins

ROUND
SQUARE
OBLONG

Shipping, Family, Individual

We make a great variety
of styles and sizes and
shall be glad to figure on
your requirements.

American Can Co.

MONTREAL . . . HAMILTON



You Want
Satisfied Customers
Don't You?

THEN SELL THEM

"SOCLEAN"

The Dustless Sweeping
Compound

It relieves the housewife
of the worries of dust and
moths, and brightens up
her carpets and rugs—
and your profits are increased.

*Get SOCLEAN from your
Wholesaler or order direct.*

SOCLEAN LIMITED

444 King St. W., TORONTO Phone M. 6735

ALL GROCERS SHOULD STOCK

BORWICK'S BAKING POWDER



The original Baking Powder with a world-wide reputation of 70 years.

A genuine British manufacture and recognized as the standard article in the Mother Country.

Made from the finest and purest ingredients, absolutely free from alum, acid phosphates or deleterious substances.

Agent—

KENNETH H. MUNRO,
Room 333 Coristine Bldg., MONTREAL

¼ lb., ½ lb. and 1 lb. Tins.
Economical and Reliable.

NEW MAPLE SYRUP The "SNOWSHOE" BRAND

is the people's brand and one from which you can derive good profits this season—in fact, there is a steady demand for it the year round

Why It Excels

We make a thorough examination of the sap before we purchase, so that your customers are assured of an article made from the finest stock of a rich color.

Its Guarantee

is THE RELIABLE NAME OF A RELIABLE FIRM.

Timely Advice:—The recent cold snap has considerably delayed the flow, which was not so plentiful as in former years. Therefore place your orders early and take advantage of this profitable line.

RAMSAYS LIMITED

Successors to THE IMPERIAL SYRUP CO., Limited, MONTREAL

Agents—RAMSAY BROS. & CO., Vancouver, B.C. J. D. BRACK & CO., Winnipeg. TEES & PERSSE CO., Ltd., Edmonton.

A Question to All Merchants

Are You Receiving the Profitable Advantage of My Advertising ?

CLARK'S PORK and BEANS

Are Advertised and Famed From Atlantic to Pacific

The demand is increasing daily, and you can make your profits larger by advising your trade to use this well-known brand. Only Canadian Hand-picked Beans and Canadian-fed Pork is used, giving them that flavor which is obtained only with experience and care.

Drop shipments of 5 cases can be made from the factory, freight prepaid up to a 40 cents per 100 pound rate. Order a shipment to-day from your jobber.

FLAVORED WITH PLAIN,
TOMATO OR CHILI SAUCE.

				Per Doz.
Pork and Beans,	No. 1,	4 doz. cases,50
"	" 2,	2 " "90
"	Flats,	" 3, 2 " "	1.00
"	Talls,	" 3, 2 " "	1.25

W. CLARK, - MONTREAL

MANUFACTURER

HIGH GRADE FOOD SPECIALTIES

JAPAN TEA

Our special brands of Japan Tea put out under the Victor, Raven, and Hoopoo labels, are leaders in their respective grades. These teas are slightly colored which gives them a silvery appearance, and in most parts of Ontario helps their sale.

Reports are just to hand with the information that the Japanese Government has decided to prohibit the coloring of teas for the future, and, in consequence, none but sun-dried uncolored will be obtainable out of the new crop.

Dealers whose trade prefers a little color to their Japans may obtain good value from our stock as long as it lasts.

We quote:—

VICTOR BRAND in Half Chests,	85 lbs.	-	-	-	22c.
RAVEN " " "	80 "	-	-	-	28c.
" " " Boxes	40 "	-	-	-	29c.
HOOPOO " " "	40 "	-	-	-	38c.

CALIFORNIA FRUITS

Dried fruits of California growth have taken a big move-on in price during the past few days caused principally by the late frosts which occurred out there about two weeks ago, and all the latest reports verify a big prospective shortage in the coming crops.

We are offering some exceedingly good values which it will well pay you to take hold of before further inevitable advances occur.

MONARCH FANCY SEEDED RAISINS,	1 lb.	-	-	8 3/4
GRIFFIN " " "	1 lb.	-	-	8 3/4
FLORESCA " " "	1 lb.	-	-	8 1/4
EASTER LILY CHOICE "	1 lb.	-	-	7 3/4
JAY EFF CHOICE " "	1 lb.	-	-	7 3/4
SEEDLESS MUSCATELS, LUSCIOUS BRAND	50s.	-	-	7 1/4
NONPAREIL CHOICE PEACHES	-	-	25s.	10 1/4
" " "	-	-	50s.	9 3/4
WOLF CHOICE APRICOTS	-	-	25s.	16
G. & S. FANCY " "	-	-	25s.	18

TWO EXTREMES

Figs — Evaporated Apples

We can sell you a Comadre or Natural Fig at 3 3/4 but will have to charge you 14 for a Choice Evaporated Apple. "You pays your money and you takes your choice."

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Corner Front and Scott Streets,

TORONTO

Where is the Principle or Justice

in allowing 10 per cent. discount to one grocer, 7 per cent. to another and 3 per cent. to another, in the same town, handling the same goods under the same conditions?

This is what some of our opponents are doing, and although it may be answered that the 10 per cent. is taken off a 500 lb. lot, yet we know of retailers who were only allowed 5 per cent. off 500 lbs. and others who have only been allowed 3 per cent. off 300 lbs.

"SALADA" has only one price to every one of our retail friends. The merchant who buys "SALADA" proves his friendship to us and we reciprocate by treating him as well as we do any of his competitors---we do not make "fish of one and flesh of another."

SALADA, - - - - TORONTO AND MONTREAL

INDEX TO ADVERTISERS

A	E	L	R
Adamson, J. T., & Co. 3	Elby-Blain Limited..... 3	Lea & Perrins..... 9	Rowat & Co..... 15
Allison Coupon Co..... 50	Eckardt, H. P..... 28	Leitch Bros..... 40	Ryan, Wm. Co..... 42
Alpha Chemical Co..... 18	Edwardsburg Starch..... outside front cover	Lemon Bros..... 50	
American Can Co..... 28	Eppe, James & Co..... 40	Lind Brokerage Co..... 2	S
American Computing Co..... 59	Escoffier, W. H. Co., The..... 24	Lytle Co., T. A..... 16	St. Lawrence Sugar Refining Co..... 23
American Tobacco Co..... 58	Estabrooks, T. H..... 39		St. Vincent Arrowroot Growers and Exporters' Association..... 13
Aspetto Soaps Ltd..... 22	Eureka Refrigerator Co..... 14	M	Salada Tea..... 35
Aylmer Condensed Milk Co..... 30	Ewing, S. H., & Sons..... 24	MacFarlane, Lang & Co..... 7	Sanitary Can Co..... 10
		MacLaren Imperial Cheese Co..... 2	Shredded Wheat Co..... 45
B	F	MacNab, T. A., & Co..... 2	Smith, E. D..... 41
Baker, Walter, & Co..... 44	Farrow & Co., Jos..... 18	McDugal, D., & Co..... 58	Smith & Schipper..... 44
Balfour-Smye & Co..... 18	Fearman, F. W., Co..... 42	McLeod & Clarkson..... 38	Snowdon & Ebbitt..... 39
Benedict, F. L..... 56	Fels & Co..... 40	McWilliam & Everist..... 52	Soclean Ltd..... 25
Bickle, J. W., & Greening..... 14	Foster-Clark Ltd..... 8		Spurgeon, H. G..... 2
Borden Condensed Milk Co..... 3	Freeman & Co., The W. A..... 6	M	Star Egg Carrier & Tray Mfg. Co..... 12
Borwick Baking Powder..... 28	Fussell & Co..... 17	Maclure & Ganley..... 25	Stewart, I. C..... 24
Brand & Co..... 46		Maconochie Bros..... inside front cover	Stringer, W. B..... 53
Buchanan & Ahern..... 2	G	Magor, Son & Co..... outside front cover	Sugars & Canners..... 57
Burt, F. N., & Co..... inside back cover	Galesburg Cornice Works..... 44	Malcolm, Jno, & Son..... 21	Symington Co., T..... inside back cover
	Genesee Pure Food Co..... 48	Maple Tree Producers Assn..... 57	
O	Gillard, W. H., & Co..... 18	Marshall Brokerage Co., The..... 2	T
Cameron & Heap..... 8	Gillett, E. W., Co., Ltd..... 45	Mathewson's Sons..... 38	Tanglefoot..... 58
Canada Sugar Refining Co..... 14	Gipe Carrier Co., The..... 62	Mathieu, J. L., Co..... 23	Telfer Bros..... 16
Canadian Cereal and Milling Co..... 50	Gorham, J. W., & Co..... 2	Millman, W. H., & Son..... 2	Tippet, Arthur P., & Co..... 1
Canadian Coconut Co..... 22	Gorman, Eckert & Co..... 18	Minto Bros..... 17	Toronto Salt Works..... 44
Cane & Sons, Ltd., Wm..... 17	Gossage & Sons, Ltd..... 12	Minute Tapioca Co..... 22	Truro Condensed Milk Co., Ltd..... 42
Carr & Co..... 46	Gunns, Ltd..... 42	Mooney Biscuit and Candy Co..... 47	Tuckett, Geo. E., & Son Co..... 59
Carter Co., H. W..... 19		Morse Bros..... 62	Turcotte, A. F..... 2
Christie, Brown & Co..... 49	H	Mott, John P., & Co..... 46	
Church & Dwight..... inside back cover	Heinz, H. J., Co..... 19		V
Cleeri & Co., Chas..... 6	Hillock & Co., Ltd., John..... 23	N	Verret, Stewart Co..... outside back cover
Cie Francaise de Bales Alimentaires..... 48	Hillis Bros..... 24	National Salesman's Association..... 56	Victoria Fruit Exchange..... 38
Clark, W..... 27	Holbrooks, Ltd..... 48	Nelson, Dale & Co..... 44	
Cocoa-Nut Butters, Ltd..... 62	Horne, Harry, Co..... 3	Nicholson & Bain..... 41	W
Coles Mfg. Co..... 4	H. P. Sauce..... 20	Nishimura, S. T. & Co..... 51	Walker Bin and Store Fixture Co..... 38
Colwell, E. B..... 2			Walker, Hugh, & Son..... 53
Commercial Register Co..... 23	I	O	Warren, G. C..... 2
Common Sense Mfg. Co..... 24	Imperial Extract Co..... 15	Oakey, John & Sons..... inside back cover	Watson & Co., Angus..... 21
Concord Canning Co..... 55	Imperial Tobacco Co..... 59	Ocean Mills..... 26	Watson & Truesdale..... 2
Cannons Bros..... 55	Irish Grocer..... 2		West India Co..... 14
Coastline, A..... 24	Island Lead Mills Co..... 22	S	Western Canada Flour Mills Co..... 51
Crabbrook Jobbers Ltd..... 55	IXL Spices and Coffee Co..... 19	Packer & Co..... 11	Western Distributors, Ltd..... 2
Crescent Mfg. Co..... 47		Patrick, W. G. & Co..... 2	Wetley, J. H..... outside back cover
Crothers Co., W. J..... 1	J	Peck, Freen & Co., Ltd..... 21	White & Co..... 53
	Jameson Coffee Co..... 38	Perrin, D. B. & Co..... 10	White Cotell & Co..... 11
D	Johnston, Baird & Co..... 22	Pickford & Black..... inside back cover	White Swan Spice & Cereals, Ltd..... 20
Dalley, F. F. Co..... 62	Jutten Boat Works..... 56	Port Arthur & Fort William Christmas Card and Novelty Co..... 56	Whitlock & Marlatt..... 2
Distributors, Ltd..... 2			Wilson, Archdale..... 50
Dominion Cannery, Ltd..... 5	K	R	Woodruff & Edwards..... 18
Dominion Match Co..... 39	Knox, Chas. B. Co..... 26	Ramsays Ltd..... 26	Woods & Co., Walter..... 63
Dominion Maltsters Co..... 20		Robinson & Co., O. E..... 56	
Dominion Register Co..... 4	L	Rock City Tobacco Co..... 5	Y
Downey, W. F..... 24	Lambe, W. G. A..... 2		Young Co., The..... 64
	Landry, A. O..... 24		
	Lawson, S. F. & Co..... 13		

Insists Capital is Basis of Figuring

St. Catharines Correspondent Again Enters the List With Henry Johnson, Jr. as to Best Method of Figuring Profits—Maintains Perfect Mathematics Only Needed to Prove His Point—Some More Demonstrations—As Teacher of Future Grocers He Desires to Have Vexed Questions Settled.

By C. E. Jamieson.

Here is another article from the pen of C. E. Jamieson, St. Catharines, Ont. dealing with the figuring of profits:—

In replying to Henry Johnson, Jr.'s remarks in *The Canadian Grocer* of April 14th and 21st, I desire to submit my appreciation of his courtesy towards my criticism and towards myself. Regarding my line of business, I may say that I am in charge of the commercial department in the local collegiate. As my pupils become grocers and business men of various kinds, I, too, am interested in the question introduced by Mr. Johnson. I may say that I never considered his point of view before, but I am in one respect like Dr. Glasban, inspector of schools in Ottawa; whenever I hear anyone taking one side of an argument, I like to take the opposite side, and fight to the best of my ability, for it is in this way that we may most nearly ascertain the truth of the matter. I trust then, that Mr. Johnson will forgive me for still keeping "on my own side of the ring."

Just Bad Mathematics.

Naturally I feel gratified that Mr. Johnson admits that I am strictly right as a lexicographer and mathematician. And if the mathematician is correct in taking the point of view which I assumed, should not the grocer, whose very existence depends, if not on theoretical, at least on practical mathematics, accept it also? If, in taking this stand, he loses thereby, is it not but fair to say that his incomplete knowledge of the mathematics involved is the reason of the loss, since the mathematical method is strictly correct? In fact it can be proven by the very axiomatic character of mathematics.

Play Upon Words.

With regard to Mr. Johnson's remarks on the dictionary, it appears to me that he has merely made a play upon words, and has not proven anything with respect to the question at issue. I must take exception to his statement that usage and custom should ALWAYS take precedence over text-books. Usage and custom do not ALWAYS show improvement or even equal excellence when compared with the experience of the past. Would Mr. Johnson say that the customary slant of a plumb line of to-day exceeds the purity and beauty of the earlier tongue? Would he say that the latest engineering devices for lifting weights are superior to those used in the building of the pyramids?

Cash Accounting.

I am glad that my new friend—the enemy for the purpose of this discussion—has defined the terms he is about to use, as I believe that difference in the definition of terms is often responsible for the great apparent divergence between many schools of philosophy. I cannot, however, agree that the ques-

tion of cost accounting does not enter into this discussion. Cost accounting MUST, by its very nature, enter into the trading, as well as the manufacturing business.

The First Article.

Let us go back for a moment to Mr. Johnson's first article. He says: "You pay 80 cents for an article. Add 25 per cent. of cost and your selling price will be \$1. Now, at the end of the season, if you conclude to close out, deduct 25 per cent., and what you have left will be 75 cents—5 cents less than actual cost to you. Had it been your rule to figure ALWAYS from the selling end, you would have figured a profit of 20 per cent. on the sale at \$1 and when you closed out you would have deducted 20 per cent., and then you would still have your original 80 cents—actual, original cost." Is it right to call a thing a SHEEP one time and a HORSE another? He added 25 per cent. of the COST, and then took away 25 per cent. of the SELLING PRICE.

Hybrid Methods.

This is not figuring on the cost. It is hybrid method. Then he says that if you had figured on the selling end, you would have come out alright. Now, to borrow Mr. Johnson's own phrase, I submit that he has here answered his own argument, and that if he had figured ALWAYS on the cost, he would have come out alright. For instance he adds 25 per cent. of the cost, making the selling price \$1. At the end of the season, he subtracts 25 per cent. of the cost, which nets him exactly what he paid for the article.

That Locomotive Deal.

Regarding the method mentioned in connection with the sale of Baldwin locomotives, I agree with Mr. Johnson that it cannot apply in exactly the same way to the sale of a cake of yeast. But does Mr. Johnson's method fit this case exactly? Let us see! It is absolutely impossible to sell every article for its actual cost plus the profit desired. In the first place it is manifestly impossible to divide the expenses accurately with regard to the article mentioned. Mr. Johnston admits that the actual cost might vary from 15 cents to \$1.25; would he charge the woman \$1.25 for the yeast, if it had actually cost him that much? Assuredly not. In the second place, again, you cannot always sell an article for the actual cost plus the desired profits, but must depend largely on the market price. If you cannot sell for the market price, and keep down your expenses so as to leave yourself a margin of profit, you will have to quit business. Thus we see that

my worthy adversary's method will not prove so much superior to what we may call the Baldwin method.

The Horse Deal.

My illustration regarding a house is not disputed, but Mr. Johnson attacks my stand concerning the sale of the horse. He contends that the seller, not only theoretically, but ACTUALLY in many cases gets the money. We will suppose that in the present transaction he DOES actually get the money. Does it all belong to him, or is he actually a bailee for part of it? A burglar may ACTUALLY get all a man's money, but it doesn't even THEORETICALLY belong to him. Again, in connection with this transaction, I fail to see wherein I have answered my own argument. The grocer is not a broker unless his stock is owned by the wholesale house. In that case, he is a broker, and would receive a certain percentage of the sales, but if he owns his stock, he is selling it for himself, and makes a certain percent profit on the capital he has invested. With regard to the ruin involved in figuring on the 7 cents, Mr. Johnson answers himself in the first example of his first article, as I have shown above.

Grocer Shortens Work.

As to the question of figuring the cost of 9½ lbs. of ham at 16 cents per lb., we have nothing to do in the present discussion. Suffice it to say that the present day grocer has shortened his work considerably, not by adopting some new principle at variance with mathematical rules, but by combining the same old principles.

Coming now to the question of the investment in stock. Apparently Mr. Johnson would put the purchaser of stocks and the depositor in banks in one class, and the grocer, who not only lets his money accumulate, but gives of his own work in addition, in another class. I hold, however, that the purchaser of stocks and the grocer are in exactly the same position. The clerks often do the actual work for the grocer, who acts as floorwalker, overseer, and investor of capital, in just the same way that the officials of a company do the work for the shareholders who reap the rewards of their labors. Finally, because the margin is narrow, and in order to indemnify the grocer for his miscalculation, Mr. Johnson would have give himself a little extra boost of over 20 per cent., a bonus, if you like. Hence, in order to make a gain of 20 per cent., he would have him sell an article for \$6.20 which originally cost him but \$4.96. Such a grocer would not be honest with himself. Of course, if he still retains his customers, "FIGURING" rather than pure business would pay him.

In conclusion, I must confess that curiosity was the chief reason for my entering the lists in the first place, but I may say that I am thoroughly interested, and I would like to see all your readers convinced, one way or the other.

Civil Servants Must Not be Harassed

Some Facts Dealing With the Smothering of Garnishee Amendment as Applied to the Civil Service at Ottawa, by Minister of Justice in Commons—No Sympathy for the Creditor—Not in Best Interest of Public.

His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:

1. The Civil Service Amendment Act, 1908, is amended by inserting the following sections immediately after section 47:

"47a. All moneys or salaries due or accruing due to any person employed by the Government of Canada shall be liable to attachment in each province of Canada, according to the laws and rules of procedure in force in such province.

"47b. The attachment or garnishee summons or order may be served on the Minister, deputy minister, chief officer, secretary or assistant secretary of the Department in which the debtor is employed, or on the chief officer or clerk of such Department or branch thereof if the debtor is employed outside of the City of Ottawa."

Above is given a true copy of a bill dealing with the garnishment of salaries of Dominion civil servants, submitted in the Commons at Ottawa for first reading on November 24th of last year.

It was presented by A. M. Beuparlant, one of the Quebec contingent, in the House, and was supported earnestly by him, as might be expected, and also by a number of other members, which might not have been expected.

Just Smothered.

But this bill, it is now believed, has come to an ignominious end. This, not because it was not a good bill, nor because it was calculated to do something not done elsewhere, but because Sir Alan Aylesworth, the Minister of Justice, said in the House on March 3rd last:

"I am considering it from the standpoint alone of the public interest when I say that it would be better to leave untouched the wisdom of generations in this regard and not seek to make any change in the law which forbids the civil servant either to assign his salary directly or to effect the transfer of it by any other means."

That is why it failed; because of the argument of the Minister of Justice that the people of Canada would not be getting the fullest possible return for the money they have invested in the civil service of the country, if the civil servant should be left to the mercy of all and sundry dealers to whom he owed money for goods received. The civil servant was not to be bothered by collectors. He was created to pore over the country's business in a peace as profound as may be expected this side of the grave. It didn't matter that other civil servants, were even as other men, amenable to the common law, those who worked within the confines of the Government establishments in the capital, must be protected from such things. There was not even pity expressed for the dealer who supplied

these employes of the Government with goods.

The Minister of Justice.

But if the dealer is to get an insight into the heart of this defence of the debtor proclivities of the civil servant, he must glance over the pages of Hansard to do so, for the public press have deemed this little smothering act as unworthy of their attention. The Canadian Grocer, accordingly reprints from the report of the House of Commons, of March 3rd last, some of the more important features of the address of Sir Alan Aylesworth. It begins after a few remarks of a congratulatory nature directed to Mr. Beuparlant:

"I wish to say that, in my ideas on this subject, I am not actuated by any feeling of sympathy for the civil servant who does not pay his debts. To pay his debts is a man's first duty, if he be not acting contrary to his duty in incurring debts. But none the less, I must say that I look upon a proposition to change the law regarding the garnishment of the salaries of civil servants as one of very doubtful expediency indeed. The question is simply one of expediency, and the condition of the law which now prevents the seizure of the salary of civil servants is one which exists, not out of any consideration for these employes, but simply and wholly out of consideration for the public interests. It is entirely from that point of view that I question the desirability of making the change advocated by my hon. friend. I have seen it stated in legal works, as the reason for this rule of law, that the King cannot be brought into court against his own will, and, of course, we all recognize that it is the prerogative of the King to be sued only with his own assent upon the advice of his attorney general. That prerogative I regard as something of substantial advantage to the public, and I have no doubt that it may be quite accurate to describe the foundation of this indemnity from the process of garnishment which civil servants enjoy as resting upon that principle of law that the King is not to be brought before his own court and his own judges except upon his own assent, in the constitutional manner I have indicated."

Not in Public Interest.

Here follow a few words to the effect that Beuparlant felt the same difficulty when he framed the bill, and then the address goes on:

The root of the objection is, in my judgment, that it would not be in the public interests that this should be permitted. Let me say why I am of that opinion. It is practically the same principle of law which precludes a civil servant from assigning his salary. The transfer of his salary which he might make, before receiving it, to any friend, if he wanted to

protect himself, or to any creditor, or any person who might buy an instalment of his salary, would not be valid because it is against public policy. That has been the law from the earliest times, when law grew up in England by judicial decisions or judicial interpretations of what is the common law of that country. The principle of the thing is put by Baron Parke, recognized among English lawyers as one of the great masters of English common law in these words. Speaking of the Civil Service, he said:

"The compensation allotted to him under this Act is by way of salary, the object of which is to enable him to maintain such a position in life as will save from the necessity of risking his character, by incurring those temptations which persons reduced to poverty are necessarily exposed to, and which would render him unfit person to be again employed as a servant of the Crown. For this purpose, public policy requires that he should not be permitted to assign it away."

Had no Sympathy.

The creditor knows presumably, and in most cases he does actually, what that man's salary is, when it is payable, just how much he can rely upon, and, therefore, the creditor acts with his eyes open if he allows a civil servant to get heavily into his debt. Under these circumstances, I do not feel much more sympathy with the creditor who is not able to enforce payment by process of law than I would feel for the civil servant who allows himself to get into the position I have described.

I think the law as it stands is in the interest of the people who have the right to get, for the money they pay to the civil servant, the best possible return in the shape of his whole time without his attention being distracted by the annoyance and harassing of creditors such as I have spoken of.

The Legislation Dead.

There is more of the criticism including the all-important sentence printed at the outset, but the damage had been done when the Minister of Justice had progressed this far. As a whole the Commons evinced only passive interest and although Arthur Meighen, of Portage la Prairie, spoke up in eloquent endorsement of Mr. Beuparlant's bill, and although he was supported in turn by Mr. Carvell, those who were behind the measure considered the legislation as dead when the Minister of Justice gave his final pronouncement.

At some time in the future some such amendment may meet with more encouragement than has this, and it may be that the Minister of Justice, whoever he may be at that time may look with other eyes on the question of immunity of the civil servant. Still it would seem that only the demands of a united and harmonious army of retailers.

Accordingly it will be interesting to watch the progress of the Co-Operative Society these Ottawa civil servants have but recently organized.

Harassed in the Office.

Sir Alan further argues that a civil servant can co-operate with his creditor and enable him to get into the same position by taking proceedings before a

judge to attach the salary and have the Crown pay the creditor. Then he adds:

What, then, is the effect? The effect necessarily is, if you assume, as you must, the case of a civil servant who is not paying his way—the effect necessarily is that the man whose salary has been attached and ordered to be paid to some creditor is harassed by the daily needs of his daily outgoings, and consequently is not in a position to give his undivided attention to the discharge of the duties of the public office which he fills. It is in the interests of the general public that they should get the best possible returns for the money they pay, and that cannot be accomplished if the civil servant is liable to the duns of the continually besetting creditor, and not only to that annoyance, but to seeing possibly his salary taken from him against his own will, leaving him unable to provide for the actual necessities of his family.

I have not the slightest sympathy for the civil servant who gets himself into that position. * * * In fixing his salary it was the intention of parliament that it shall be adequate and that its payment should be assured—that there was to be a certain fixed and definite amount paid upon a certain fixed and definite day. * * *

KINGSTON ELECTIONS.

Kingston, Ont., May 4.—At a meeting of the Retail Merchants held Tuesday E. T. Steacy was elected president of the local association; W. H. Dyde, vice-president; George Mills, treasurer, and Howard Marshal, secretary.

The Buffalo Grocery Co., Vancouver, B.C., suffered considerable loss by fire.

An early closing by-law was drafted by the retail merchants of Medicine Hat, Sask., on Monday.

BLENDED BARBADOS.

Bridgetown, Barbados, May 4.—On the ground that it is injurious to the island's staple industry the Barbados Agricultural Society are asking the Government to pass stringent legislation to control the blending of molasses. It has been learned here that certain blends were being made and exported as Barbados molasses, while extensive works are said to be in progress of erection to carry on such operations.

It is claimed that choice or muscovado molasses is mixed with vacuum pan in proportion of two of the former to one of the latter, and the resulting product exported as "Barbados." Molasses obtained by the vacuum pan process is of lower grade than that under the muscovado, and is lower also than the fancy, made direct from the cane.

Barbados is one of the few British colonies, continuing to produce the genuine old-fashioned molasses and the planting community is apprehensive that the industry may be injured by this blending.

The Grocer Letter Box

The Canadian Grocer.—Will you please send me address of any firm that makes those paper or wooden dishes that grocers use for lard and butter?

THOS. SHERWOOD.

Niagara-on-the-Lake, Ont., Apr. 24, '11.

Editorial Note.—Graham Bros., of Kinmount, Ont., can supply these.

The Canadian Grocer.—Kindly give me the names and addresses of some firms manufacturing advertising cuts for newspapers.

A. H. KNECHTEL.

Hanover, Ont., April 25, '11.

Editorial Note.—The Central Press Agency, Pearl St., Toronto; Syndicate Cut Co., 13-21 Park Row, New York; C. E. Zimmerman Co., 1040-1050 Thirty-fifth street, Chicago, Ill.

The Canadian Grocer.—Will you please give me the name and address of the firm advertising in The Grocer some time ago, egg-carriers to fit under a buggy seat, and oblige

W. H.

Smith's Falls, Ont., Apr. 22 '11.

Editorial Note.—The name of the firm is Walter Woods & Co., Hamilton, Ont.

The Canadian Grocer.—Has there been anything done this session of House of Commons with garnishee law for civil servants?

M. & A. McLEOD.

Charlottetown, P. E. I.

Editorial Note.—This bill, as will be more fully shown in another part of The Grocer was introduced into Parliament by A. M. Beauparlant, member for St. Hyacinthe, Quebec. When it came up for discussion in March Sir Alan Aylesworth, Minister of Justice, opposed it on the ground that were a garnishee law put into effect against the civil servant it would tend to lessen his usefulness to the country. Mr. Meighen, of Portage la Prairie, Man., and Mr. Carvell spoke in support of the Beauparlant measure, but it has, in all probability gone down into oblivion. Fuller explanations will be found in article dealing with this bill.

The Canadian Grocer.—Kindly explain in the valued columns of The Canadian Grocer, the business assessment act, now in force.

SUBSCRIBER.

Walkerton, Ont.

Editorial Note.—The business assessment in Ontario is computed on a certain percentage of the assessed value of the property (land and buildings) occupied or used for such a business. This is irrespective of any other assessment which may be made against such a person.

That part which applies to the retail merchant reads:—

"Every person carrying on the business of a retail merchant in cities having a population of over 50,000 for a sum equal to 25 per cent. of the assessed value; in other cities and towns having a population of 10,000 or over

for a sum equal to 30 per cent. of the said assessed value; and in all other municipalities for a sum equal to 35 per cent. of the said assessed value."

Another section dealing with department stores reads:—

"Every person carrying on the business of what is known as a departmental store or of a retail merchant dealing in more than five branches of retail trade or business in the same premises or in connected premises where the assessed value of the premises exceeds \$20,000; for a sum equal to 50 per cent. of the said assessed value."

"Where the amount of the assessment of any person assessable under this section would under the foregoing provisions be less than \$250, he shall be assessed for the sum of \$100."

The percentages for other business are:—Distiller, 150 per cent.; brewer, 75 per cent.; wholesale merchant or insurance company, 75 per cent.; manufacturer, 60 per cent.; solicitor, physician, dentist, 50 per cent.; flour miller, producing less than 50 barrels per day, 35 per cent.; photographer, theatre, skating rink, restaurant, 25 per cent.

CIVIL SERVICE CO-OPERATION.

First Annual Meeting Held Last Week and Plans Arranged.

Ottawa, May 4.—The first annual meeting of the Civil Service Co-Operative Association was held here last week, the press being excluded. Nine officers were elected, three being for one year, three for two years and three for three years.

It was decided to provide for the opening of a Co-Operative grocery store. No capital stock is to be issued, but the expenses are to be met by debentures. It is planned to distribute the profits made, first by the payment of interest on loans; second, the establishment of a reserve fund; and third, the remainder to be distributed among customers according to the amount of goods purchased.

Another Trade Week.

Hamilton is thinking about having a "trade" week about the end of May.

A BRITISH TRIBUTE.

A British manufacturer, in answering a letter from this office relating to advertising in the Spring Number of The Canadian Grocer, says:

"We are much obliged by esteemed favor of the 5th inst. and in reply we hope to be able to send you some advertisement matter shortly.

"We may state we always keep one of your larger numbers before us, as we consider your paper the very best of its kind that comes into this office, and certainly the most up-to-date."

The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED
John Bayne MacLean - President

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

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

OFFICES

CANADA—
MONTREAL Rooms 701-702, Eastern Town-
 ship Bank Building. Telephone Main 1255
 O. S. Johnston
TORONTO 143-149 University Avenue
 Telephone 7324 Main
WINNIPEG 32 Royal Bank Building
 Telephone 3726
 W. E. Hopper
ST. JOHN, N.B.
UNITED STATES—
NEW YORK R. B. Huestis
 115 Broadway, New York, N. Y.
 Telephone 2282 Cortlandt
GREAT BRITAIN—
LONDON 88 Fleet Street, E. O.
 Telephone Central 12960
 E. J. Dodd
FRANCE—
PARIS John F. Jones & Co.
 31bis Faubourg Montmartre

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

PUBLISHED EVERY FRIDAY

BAN ON COLORED JAPAN TEA.

Cables from Japan convey the startling intelligence that the government of "the Flowery Kingdom" has passed a law prohibiting the exportation from that country of colored teas.

This legislation is in line with the action taken recently by the United States relating to colored teas, with the exception that in the case of the latter country the prohibition was placed on imports only.

Should this report prove to be correct the effects of this new move by the Mikado's government will be far-reaching in Canada. The bulk of the teas from Japan sold in this country are of the colored variety, and the placing of the ban upon its exportation will be quite a serious matter. The taste of the consumers who have become accustomed to drinking this particular class of tea will have to be diverted to some other line. But it may be that with this curtailment of this source of supply, higher prices will follow in the other grades. The cables contained no explanations.

CO-OPERATIVE DELIVERY.

Capable dealers have always argued in the past that no scheme of centralized delivery could be worked out to satisfaction in a large community. Yet such a proposition is now being tried in the city of St. Thomas, Ont., and so far the results have been most encouraging.

The towns of Goderich, Ingersoll, and Simcoe have also taken up a like method of handling goods and from all of these there comes nothing but praise of the idea.

It would be as perfectly feasible to attempt a general delivery scheme in Winnipeg, Vancouver, Toronto, Montreal, or London as it was in St. Thomas. Certainly there could not be one big single

system to each city; it would have to be divided up into separate districts; but it could be worked out and would reduce the operating expenses of the average city retailer not a little.

The only fault to be found with the systems mentioned above is that they are not co-operative, but under the direction of a single man. There is no reason why the retailer should not control his own delivery, nor why he should not make a profit out of it.

SARDINES IN CANADA.

Canada is to be represented at the International Fisheries Congress to be opened in Rome, Italy, on May 15, by Prof. E. E. Prince, the Commissioner of Fisheries for this country, and it is hoped that results of importance to our fishing industry shall follow upon his visit abroad.

The congress meetings will have special interest for Canada, because there are several great and profitable fisheries being developed along the shores of the Mediterranean Sea that might be introduced into Canada. Included among these is the sardine industry, which is as yet undeveloped here, although it is claimed that there is plenty of raw material. Beaver Harbour in New Brunswick is the only place in Canada where these little fish are put up. This little community will no doubt await with great interest the return of Canada's delegate with the ideas of European experts on the subject.

EATON OR HUDSON BAY.

It is probable that during the next few years the country will have the opportunity of looking on at one of the bitterest business battles since Canada's commercial history began. The opposing forces will be the Hudson Bay Company and the Eaton organization and it would seem that the scene of the war will practically cover the entire land from the east through to Vancouver, B.C.

Events of the past have appeared to indicate such a struggle, and the recent announcement that the Hudson Bay Company intends erecting a splendid new establishment in Calgary following upon the report that Eaton's would build a big department store in the same city only tend to confirm the idea.

Time was when these two gigantic concerns went their way without interfering in the slightest degree the one with the other. But that period has gone by. When John C. Eaton decided to build a big department store in Winnipeg he virtually threw down the gauntlet to the old, old trading company. The men at the head of the Hudson Bay Company told him then, so the story goes, that just as he was invading the west, so they would carry the war to the east. This is now being arranged

for. Rumors are afloat that the Eaton Company is looking even beyond the Rocky Mountains and Calgary to Vancouver on the Pacific.

There are many dealers who would appreciate such a war.

TO EXTERMINATE THE FLY.

In dealing with scourges and plagues it would be unwise for any one to forget that "an ounce of prevention is worth a pound of cure." Any one who deliberately neglected to take precautions considered necessary by the authorities, and whose neglect contributed afterwards to the death of other persons could legally be charged with criminal negligence under the law with all the attendant proceedings.

Some day that is the light in which the man or woman who fails to take drastic measures against the common house fly will be viewed. Some day that innocent little, even if annoying, pest, will be feared as is the plague. For it has been proven beyond reasonable doubt that the fly is one of the most potent mediums for the spread of disease known to science.

So now that the breeding time of the insect is near let the dealers of this country determine that the war they must wage this year is to be unrelenting in its severity; let them make up their mind to take the ounce of precaution and use the pound of cure. The "ounce of precaution" is to consist of the spreading of chloride of lime, or some equally potent cleanser, on and around all heaps and remains of refuse, in and about the store. And your brother dealers on either side, must do the same if only to follow a good example. The pound of cure lies in the placing of poison pads or "sticky sheets" about the store to trap all those insects which have escaped the destructive breath of the lime during the progress of their creation and breeding. It takes five days for a fly to develop sufficiently to take its place on the ceiling and walls and counters and goods of your store. Let not a single one become so old.

NOTE AND COMMENT.

Sir Alan Aylesworth, Minister of Justice killed a civil service garnishee bill by remarking that the country would not secure the best returns for its money invested in the civil servant if the latter were allowed to be harassed by a creditor. The minister looks upon the question from the standpoint of the lawyer and does not appreciate the contumely that has been heaped upon the service he defends, because of the unusual security its members enjoy. We wonder what methods the officers of the new co-operative store would adopt should the members just simply neglect to call around and settle up.

Latest Review of Grocery Markets

Trade is Inclined to Quietness—Farmers are Busy Seeding—Reflected on General Business—Japan Government Prohibit Export of Colored Tea—Canned Goods and Dried Fruits Continue Firm—Business Reported Good in Nova Scotia—Potato Situation in British Columbia.

See also Provisions, Cereals and Fruit, Pages Following.

QUEBEC MARKETS

Montreal, May 4.—With favorable weather conditions, business received something of a new impetus last week, only to be set back again during the early part of this, by reverse conditions. The opening of navigation has helped considerably, especially for shipments to more distant points. But from the trade in general there are no special reports to offer this week. Prices are generally steady and the same may be said regarding supply and demand in the most cases.

The primary market in sugar has shown some weakness of late due to the influence of the European beet market, but locally it is steady, with most of the orders coming in for small lots. Dried fruits are gradually narrowing down in supply and interest is beginning to be divided between the stocks in hand and the prospects of the future market. It is still early, but not for a great many of those who have the first selling of the new fruit.

Sugar—There is a steady demand for sugar, but retailers are asking only for small quantities. It is a general enquiry and is rather satisfactory to the trade. The local market is well maintained. The primary market has shown an easier tendency owing to a decline in the European situation which was reflected in the western markets.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 50
" " 25 lbs.	5 50
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 30
" " 100-lb. boxes	5 40
" " 50-lb.	5 50
" " 25-lb.	5 70
" " 5-lb. cartons, each	0 37 1/2
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 05
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 45
Powdered, bbls.	4 85
" " 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 2 yellow	4 35
No. 1 "	4 35
No. 1 " bags	4 20
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses.—This market continues steady both as regards quotations and conditions of demand and supply.

Molasses, to arrive, car load lots	0 28	0 29 1/2
Fancy Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
Choice Barbadoes molasses, puncheons	0 31	0 33
" " barrels	0 34	0 36
" " half-barrels	0 36	0 38
New Orleans	0 35	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03	0 03
" " 1-bbls.	0 03 1/2	0 03 1/2
" " 2-bbls.	0 03 1/2	0 03 1/2
" " 3-bbls.	0 03 1/2	0 03 1/2
" " 4-bbls.	0 03 1/2	0 03 1/2
" " 5-bbls.	0 03 1/2	0 03 1/2
" " 10-lb. "	0 25	0 25
" " 20-lb. "	0 25	0 25
Oases, 2-lb. tins, 2 doz. per case	2 25	
" " 5-lb. "	2 60	
" " 10-lb. "	2 50	
" " 20-lb. "	2 45	

Dried Fruits.—Nothing new is reported in this market this week. Stocks are gradually decreasing and the eyes

of the trade are beginning to turn toward the new crops and the prospects for the future.

Evaporated apricots	0 18	0 21
Evaporated apples	0 14 1/2	0 15
Evaporated peaches	0 11	0 12 1/2
Carrants, fine filitras, per lb., not cleaned	0 08 1/2	0 09 1/2
" " cleaned	0 08 1/2	0 09
" Patras, per lb.	0 08 1/2	0 09
" Vostizmas, per lb.	0 09 1/2	0 10
Dates	0 01	0 06
Figs		0 11
Figs, 3 crown	0 08	0 08 1/2
Figs, 4 crown	0 09	0 11
" 5 crown	0 10	0 11
Figs, 6 crown	0 11	0 12
" 9 crown	0 13	0 14
Prunes—		
30-40	0 14	0 16
40-50	0 14 1/2	0 15
50-60	0 12 1/2	0 14
60-70	0 13 1/2	0 14
70-80	0 12 1/2	0 13
80-90	0 10	0 13 1/2
90-100	0 09 1/2	0 12
100 and over	0 09	0 10
Bosnia prunes	0 11	0 12 1/2
Raisins—		
Choice seeded raisins	0 08 1/2	0 09
" fancy seeded, 1-lb. pkgs.	0 08 1/2	0 09
" loose muscatels, 3-crown, per lb.	0 07 1/2	0 08
" " 4-crown, per lb.	0 06 1/2	0 07
Select raisins, 7-lb. box, per box	2 40	2 50
Malaga table raisins, clusters, per box	2 40	2 50
Valencia, fine off stalk, per lb.	0 07	0 07 1/2
" select, per lb.	0 08	0 08 1/2
" 4-crown layers, per lb.	0 08	0 09

Nuts.—There is a tendency on the part of some to reduce the price of Tarragonas and Grenoble walnuts. The present demand is easy but at the same time the general crop reports are not of the brightest. The situation is therefore reported unchanged, but still in the instances mentioned there is the tendency to reduce prices and it has actually been done.

In shell—		
Brazils	0 15	0 18
Filberts, Sicily, per lb.	0 11 1/2	0 13
" Barcelona, per lb.	0 10 1/2	0 11 1/2
Tarragona Almonds, per lb.	0 15	0 16
Walnuts, Grenobles, per lb.	0 17	0 18
" Marbots, per lb.	0 18	0 18
" Orvines, per lb.	0 11 1/2	0 11 1/2
Shelled		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown "	0 32 1/2	0 33
" 2-crown "	0 31	0 32
" (in bags), standards, per lb.	0 37	0 38
Cashews	0 15	0 17
Peanuts—		
American—		
Coon, roasted	0 08	
Coon green	0 07	
Diamond G, roasted	0 08 1/2	
Diamond G, green	0 07 1/2	
Bon Ton, roasted	0 11	0 11 1/2
Bon Ton, green	0 10	
Spanish, No. 1	0 12	0 13
Virginia, No. 1	0 12	0 13
Pecans, 3 crown, per lb.	0 17	0 18
Pistachios, per lb.	0 17	0 18
Walnuts—		
Bordeaux halves	0 24	0 37
Brokens	0 20	0 32
Grenobles	0 17	

Coffee.—This market has been quiet and uneventful. The local situation is colorless and the primary market is reported dull. In a recent report Willett & Gray point to the coffee situation intimating the future strength of the market. For the next three or four months, it says, supplies will have to be drawn from seaport stocks in Europe and America to an extent that will considerably curtail the available supplies.

Spices.—The quietness prevalent in the grocery market this week is apparent in

spices which are unchanged from a week ago.

Allspice	Per lb	0 13	0 18
Cinnamon, whole	0 16	0 18	
" ground	0 15	0 19	
Cloves, whole	0 28	0 35	
" ground	0 21	0 35	
Cream of tartar	0 25	0 32	
Ginger, whole	Per lb	0 20	0 30
" Cochin	0 17	0 20	
Mace	0 30	0 35	
Nutmegs	0 30	0 35	
Peppers, black	0 16	0 18	
Peppers, white	0 10	0 15	

Teas.—A steady market prevails in teas. Interest is being turned toward the opening of the Japan market. Otherwise conditions are changed but little. It was reported this week that news from Japan stated that the Japanese government prohibited the coloring of any teas.

Japan—		
Choicest	0 40	0 50
Choice	0 35	0 45
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 21	0 24
Common	0 17	0 21
Ceylon—Broken Orange Pekoe	0 31	0 40
" Pekoe	0 26	0 32
" Pekoe Souchongs	0 20	0 23
India Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 24	0 28
" Hysons	0 24	0 28
Gunpowders	0 19	0 25
China greens—Pinguay gunpowder, low grade	0 14	0 18
" " pea leaf	0 30	0 30
" " pinhead	0 30	0 30

Rice and Tapioca.—Rice is quiet. The market is dull and featureless; demand is quite routine. Tapioca is unchanged. Present enquiry from the retail trade is steady and seasonable.

Rice, grade B, bags, 250 pounds	3 10
" " " 100 "	3 10
" " " 50 "	3 10
" " pockets 25 pounds	3 20
" " " 12 1/2 pounds	3 30
" grade c.c., 250 pounds	3 00
" " " 100 "	3 00
" " " 50 "	3 10
" " pockets, 25 pounds	3 20
" " " 12 1/2 pounds	3 30
Velvet head Carolina rice, per lb.	0 09
Brown sago	0 04
Tapioca, medium pearl	0 05
Seed	0 51

CANNED GOODS

Toronto.—Although trade in canned goods is not particularly large, still it is of a steady and satisfactory nature. Tomatoes are prominent, while both canned fruits and salmon are receiving their share of attention. Further imports of tomatoes from United States are reported. One dealer said: "Tomatoes from the States cannot be laid down here to sell for less than present quotations and as the markets on the other side are steady, the bringing in of the supplies from there will not bring any lower prices here."

VEGETABLES		Per doz.
Asparagus tips, 2's, tallis	Group B	2 55
Beans, Golden Wax, 2's	Group B	1 00
" " " Midgeta, 2's	Group B	1 00
" " " " 2's	Group B	1 40
" " " " Refugee or Valentine (Green) 2's	Group B	1 00
" " " " Refugee Midgeta 2's	Group B	1 30
" " " " " 2's	Group B	1 40
Beets, sliced, blood red, 2's	Group B	1 00
" " whole, blood red, 2's	Group B	1 00
" " sliced, blood red, 3's	Group B	1 25
" " whole, blood red, 3's	Group B	1 40
" " whole, Rosebud, 2's	Group B	1 30
" " " 3's	Group B	1 40
Cabbage, 3's	Group B	1 00
Carrots, 2's	Group B	1 00
" " 3's	Group B	1 00
" " fancy, 2's	Group B	1 00

THE CANADIAN GROCER

" on cob, gal	4 77 1/2
Peas, Standard, size 4, 2's	1 35
Early June, size 3, 2's	1 50
Sweet Wrinkle, size 2, 2's	1 50
Extra fine sifted, size 1, 2's	1 87 1/2
Pumpkin, 3's	1 00
gal.	0 97 1/2
Spinach, table, 2's	1 27 1/2
" 3's	1 30
" gal.	5 02 1/2
Tomatoes, 2's	1 05
" 3's	1 40
gal.	3 75
Turnips, 3's	1 12 1/2

FRUITS

Apples, standard, 3's	1 20
gal.	3 50
Blueberries, standard, 2's	1 27 1/2
gal.	5 27 1/2
Cherries, black, not pitted, heavy syrup, 2's	1 52 1/2
black pitted, heavy syrup, 2's	1 92 1/2
red, not pitted, heavy syrup, 2's	1 52 1/2
red pitted, heavy syrup, 2's	2 17 1/2
white, not pitted, heavy syrup, 2's	1 82 1/2
white pitted, heavy syrup, 2's	2 02 1/2
red pitted, gal.	8 52 1/2
Gooseberries, 2's, heavy syrup	1 77 1/2
Lawtonberries, 2's, heavy syrup	1 77 1/2
Peaches, 2's, white, heavy syrup	1 87 1/2
2's, yellow, heavy syrup	1 87 1/2
Raspberries, black, heavy syrup, 2's	1 77 1/2
black standard gal.	7 02 1/2
red, heavy syrup 2's	1 77 1/2
red, standard gal.	7 02 1/2
red, solid pack, gal.	9 27 1/2
Rhubarb, preserved, 2's	1 52 1/2
3's	2 27 1/2
standard, gal	3 50
Strawberries, heavy syrup, 2's	1 77 1/2

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen	2 05	2 07 1/2	Cohoos, per doz.	1 77 1/2
1-lb. flats, dozen	1 30	1 32 1/2	Red Spring, doz.	1 57 1/2
1-lb. flats, dozen	2 22 1/2	2 25	Lobsters, halves, per dozen	2 65
Other salmon prices are:			Lobsters, quarters, per dozen	1 60
Humpbacks, doz	1 30	1 35	Northern River Sockeyes	1 95
Pinks	1 30	1 35	Chicken	4 00
Turkey	4 00		Ducks	4 00

Winnipeg.—A brisk movement is taking place in canned goods. Stocks held in fruit are of good size, but vegetables, principally tomatoes and peas, which are being brought in large quantities from the United States, are light. The present duty on tomatoes amounts to about 90 cents per case. New prices are quoted, and in many cases advances will be noticed. The wholesalers anticipate a considerable demand for all kinds of canned goods and syrup as prevailing prices of dried fruits are so exceedingly high.

VEGETABLES

Asparagus tips, 2's	2 66 1/2	2 66 1/2
(talls) 2's	2 64	2 66 1/2
Beans, Golden Wax, 2's	1 11 1/2	1 11 1/2
" Midgits, 2's	1 41 1/2	1 41 1/2
" 3's	1 57 1/2	1 59 1/2
" Refugee or Valentine (Green) 2's	1 11 1/2	1 11 1/2
" Refugee Midgits 2's	1 39	1 41 1/2
" 3's	1 57	1 59 1/2
Beets, sliced, blood red, 2's	1 11 1/2	
whole blood red, 2's	1 11 1/2	
sliced, blood red, 3's	1 52	1 54 1/2
whole, blood red, 3's	1 57	
" 3's	1 74 1/2	
Corn	1 09	1 09
Peas, Standard, size 4, 2's	1 17 1/2	1 17 1/2
Early June, size 3, 2's	1 45 1/2	1 47 1/2
Sweet Wrinkle, size 2, 2's	1 26 1/2	1 26 1/2
Extra fine sifted, size 1, 2's	1 89	1 89
Spinach, table, 2's	1 39	1 41 1/2
3's	1 97	1 99 1/2
Tomatoes, 2's	1 20	1 20
3's	1 60	1 60
gal.	4 25	4 25

FRUITS

Apples, standard, 3's	1 2 1/2	1 29
preserved, 3's	4 00	4 00
gal.	1 97	1 99 1/2
Peaches, white heavy syrup, 2's	2 01 1/2	2 01 1/2
3's	3 07	3 09 1/2
yellow heavy syrup, 2's	2 77	2 79 1/2
3's	3 09 1/2	3 09 1/2
Pineapple, sliced, heavy syrup, 2's	1 91 1/2	1 91 1/2
Raspberries, black, heavy syrup, 2's	1 89	1 81 1/2
Strawberries, heavy syrup	1 91 1/2	1 91 1/2

ONTARIO MARKETS

POINTERS—

Raisins—Firm.
Japan Teas—Firm.
Toronto, May 4.—Trade in general groceries this week is inclined to quietness. The farmers throughout the country are busy with their spring work, which

creates a slackness for the merchant. The amount of sugar going out is small and this makes sales look even smaller.

Reports in regard to the damage done to the growing crop of California fruits are somewhat conflicting. The effects of the frost have been much greater in some districts than in others, hence the difficulty in getting at the true situation. Seedless raisins have evidently been quite badly affected, while prunes, peaches and apricots have also suffered, peaches apparently the most.

Canned goods and dried fruits which have both been prominent for some time on account of their scarcity and high prices, continue in their position of strength. Trade in both these lines while fairly large is on a hand to mouth basis, as retailers on account of high prices are purchasing for immediate needs only.

Sugar.—The sugar market this week is quiet and practically unchanged from a week ago. There has been a slight reaction in European beets but it is not expected to materially affect the general situation. The number of centrals grinding does not decrease so rapidly as predicted, suggesting that the crop may exceed expectations. However dealers believe that the market will maintain its strength. Further news from Cuba is awaited and also further purchasing by refiners.

Willets & Gray's weekly cables gives the receipts at six principal ports of Cuba at 36,000 tons; exports 28,000; stock, 335,000 tons against 372,000 tons last year. The number of centrals grinding is 114, against 127 last week, 130 in 1910, and 131 in 1909.

The stocks in United States and Cuba together are 530,644 tons against 518,065 last week, and 748,270 tons last year, a decrease of 217,626 tons from last year.

Extra granulated, bags	4 70
" 20 lb. bags	4 60
Imperial granulated	4 50
Reaver granulated	4 50
Yellow, bags	4 30
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, brls.	5 10
" 50-lb. boxes	5 30
" 25-lb. boxes	5 40
Powdered, brls.	4 90
" 50-lb. boxes	4 90
" 25-lb. boxes	5 30
Red Seal, cwt.	7 10
St. Lawrence Crystal Diamonds	7 60
Paris lumps, in 100-lb. boxes	5 60
" in 50-lb. "	5 70
" in 25-lb. "	5 90

Syrups and Molasses.—Trade in syrup is steady but molasses are inclined to quietness. The interest in the new make of maple syrup has slackened to some extent but prices continue unchanged.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.	2 25	Gallons, 6 to case	4 80
in case	2 25	" 12 "	5 40
5 lb. tins, 1 doz.	3 60	Quarts, 24 "	5 40
in case	3 60	Pints, 24 "	3 00
10 lb. tins, 1 doz.	2 50	Molasses—	
in case	2 50	New Orleans,	
20 lb. tins 1 doz	2 45	medium	0 30
in case	2 45	New Orleans,	
Barrels, per lb.	0 03 1/2	bbis.	0 28
Half barrels, lb.	0 03 1/2	Barbadoes, extra	0 45
Quarter "	0 03 1/2	fancy	0 45
Pails 38 lbs "	1 70	Porto Rico	0 45
" 35 "	1 20	Muscovado	0 30

Dried Fruits.—The amount of dried fruit going into retailers' hands just now is fairly large. High prices are no doubt curtailing demand for a number of lines. The situation is about the same as already reported, with prunes and evaporated apples in small supply and evaporated peaches none too plentiful either. The only really low price fruit being offered is figs in bags and tapnets.

Apricots are small in supply with fancy about the only kind being offered and they are at very high prices. Raisins continue firm, both valencias and seeded. One dealer said that packers have advanced prices on California seeded and at present it would cost close on 9 cents to lay 16 oz. packages down here.

Prunes—	
30 to 40, in 25-lb. boxes	0 15 1/2
40 to 50 " "	0 15
50 to 60 " "	0 14
60 to 70 " "	0 13 1/2
70 to 80 " "	0 13
80 to 90 " "	0 12
90 to 100 " "	0 11 1/2
Same fruit in 50-lb. boxes 1/2 cent less.	

Apricots—	
Standard	0 16
Choice, 25 lb boxes	0 16 1/2
Fancy	0 19

Candied Peels—	
Lemon	0 09
Orange	0 10

Figs—	
Elemes, per lb.	2 1/2
1 1/2 inches	0 08
2 "	0 08 1/2
2 1/2 "	0 09 1/2

Tapnets, "	0 04
Bag figs	0 04
Dried peaches	0 10
Dried apples	0 09
Evaporated apples	0 14
Fine Filigras	0 07 1/2
Patras	0 08

Uncolored to less	
Raisins—	
Sultana	0 10
" fancy	0 11
" extra fancy	0 14
Valencias selected	0 08
Seeded, 1 lb packets, fancy	0 08 1/2
" 16 oz. packets, choice	0 07 1/2
" 12 oz. "	0 07

Dates—	
Hallowees—	
Full boxes	0 05 1/2

Salts	
Package dates,	
per 1 lb.	0 06 1/2
Fards choicest	0 10

Tea.—The news that the Japanese government has prohibited the export of colored teas will likely have some effect on Japan green teas. The market for these teas has been firm for some time in sympathy with the general rise in tea values and this will no doubt strengthen it. The change to uncolored teas will take some time to right itself and the question is, will the consumer take kindly to the uncolored green or will he turn to some other kind of colored tea.

Coffee.—The local situation in coffee shows little change. While the statistical position has looked strong for some time, values have not been inflated as it was expected would be the case. With the sales of valorization coffee over a change in the attitude of buyers throughout the country was looked for but has failed so far to materialize. The country, though believed to have light stocks, seems able to hold off and spurns the statistical situation. Many believe that the consuming trade is coming to an extremity that will force them to take supplies and that the result will be a further upward movement. A despatch from New York this week says: "No more crop news was forthcoming; but as a matter of fact, recent estimates are taken with a grain of salt in local circles.

Rio, roasted	0 18
Green Rio	0 15
Santos, roasted	0 21
Marinibo	0 22
Rogotas	0 23
Mocha, roasted	0 25
Java, roasted	0 27
Mexican	0 25
Guatemala	0 22
Jamaica	0 20
Chicory	0 12

Nuts.—There is a normal amount of trade being done for this season of the year at unchanged prices.

Almonds, Formigetta	0 14
" Tarragona	0 16
" shelled	0 25
Walnuts, Grenoble	0 15 1/2
" Bordeaux	0 14
" Marbots	0 14 1/2
Filberts	0 35
Pecans	0 18
Brasils (new crop)	0 18
Peanuts, roasted	0 10

THE CANADIAN GROCER

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., May 4.—The potato market on the coast is an interesting feature of the trade. For some time past they have been scarce, and this week a carload arrived all the way from New Brunswick. It is a long distance to bring potatoes but the demand warrants it. At the same time, the first new potatoes are in from California, though they will not be a factor for a few weeks.

A week or two ago it was declared that there was not a surplus potato on the lower mainland, when, lo and behold, some of the farmers south of the Fraser River came in with a few loads which they had cached away for just such a time as this when the supply is short and prices high. One man sold at \$40 a ton, while another refused \$42.50 per ton.

Commission men are on the ground early in the Ashcroft district. There the farmer is starting to get busy to put in his crop, and the buyers are eager to make arrangements for the harvest. They are offering \$15 per ton, delivery at the car. The farmer does not like the small price, as he keeps an eye on the conditions as they are now, but with 16 tons to the acre the profit to him looks good.

A feature of the market in eggs was the importation of a carload from Ontario. They are quoted wholesale at 28 cents, with locals at 30 cents.

A slight reduction is noticed in bacon, and there has also been a drop in Ogilvie's strong bakers' flour, though all other brands remain the same.

NEW BRUNSWICK MARKETS.

St. John, N.B. May 3. — Advances were recorded in cornmeal and oatmeal last week, and American clear pork declined 50 cents. Case eggs are now quoted at 19 cents, and hennery at 22 cents.

Beans, hand picked, bus	2 10	2 15	Cal. raisins, seed ed	0 08	0 09
Beans, yellow eye, bus	2 45	2 50	Prunes, lb	0 09	0 13
Cheese, old, lb	0 14	0 15	Molasses, foy	0 27	0 28
Currants, lb	0 08	0 08	Barbados, gl	0 20	0 22
Canned goods—			Butter, dairy, lb	0 20	0 22
Peas, No. 4	1 20		Butter, creamery, lb	0 22	0 24
" No. 3	1 27		Eggs, new laid	0 22	0 24
" No. 2	1 32		Eggs, case	0 19	
" No. 1	1 80		Ham	0 16	0 18
Peaches, 2's, dozen	1 95	2 00	Potatoes, new, bbl	2 00	2 25
Peaches, 3's, dozen	3 00	3 05	Rice, lb	0 02	0 03
Raspberries, dozen	1 85	1 90	Lard, compound lb	0 11	0 11
Tomatoes	1 38	1 40	Lard, pure, lb	0 12	0 12
Strawberries	1 85	1 90	Bacon	0 16	0 20
Flour, Manitoba	6 15	6 20	Pork, domestic mess	22 80	23 00
Ontario	5 00	5 20	Pork, American clear	20 50	22 25
Fish—			Salmon, case—		
Ood, dry	6 60	6 75	Red spring	7 0	7 60
Herring, salt, bbls	5 25		Coches	6 60	6 75
Bloaters, box	0 85	0 90	Baked beans, dozen	1 15	1 25
Cornmeal, gran	4 75		Lemons, Messina, per box	3 00	3 25
Cornmeal, bags, bbls	2 75	2 80	Sugar—		
Oatmeal, bbls	5 00		Standard gran	4 75	4 80
Std oatmeal	5 35	5 40	Austrian	4 65	4 70
Rollad oatmeal	4 85	4 90	Bright yellow	4 55	4 60
Buckwheat, west grey, bag	2 65	2 70	No. 1 yellow	4 25	4 30
			Paris lumps	5 60	5 60

NOVA SCOTIA MARKETS.

Halifax, May 4.—Business conditions are reported good all round, and the

shipments of groceries to the outports are quite large. These are increasing in volume each week, and collections are considered quite satisfactory. Green goods are coming on the market in small quantities, and the receipts of Bermuda onions are increasing. These southern grown onions are in fine condition, and dealers report that the demand for them is improving each season. There is quite a brisk demand for canned fruits and vegetables, and the sales of the latter will increase from now on as stocks of winter vegetables are about cleaned up.

"Potatoes will be one dollar per bushel before long," said a dealer this week.

Eggs continue in light demand, with receipts fairly heavy. Jobbers cannot understand the egg market.

The receipts of fruit are large and the demand is better.

Apples, bbl	4 50	5 50	Oranges—		
Winter stock	4 50	5 50	Valencia oranges	50	5 25
Butter—			Cal. navels	3 00	3 50
Creamery prints	0 29		Rolled oats, bbl	4 80	4 90
Creamery solids	0 26	0 27	Pork, American		
per lb	0 26	0 27	per bbl		21 00
Dairy, tubs, lb	0 23	0 24	Pork, clear bbl		24 00
Bacon	0 18		Hams smoked		0 18
Bananas	2 00	2 50	Lard		0 16
Beans, per bus	2 05	2 10	Molasses, fancy		
Cornmeal, bag	1 35	1 40	Barbados, bbl	0 29	0 32
Cream of tartar	0 30	0 32	Potatoes, bbl		2 75
Canned goods—			Onions, Spanish		
Beans	1 00		per lb	0 02	0 02
Corn	0 97		Onions, Can., 75 lb, bag		1 40
Tomatoes	1 15	1 35	Raisins, Val.		0 08
Peas, std	1 20		Sugars—		
Peas, early June	1 25		Extra Standard, granulated		4 60
Corn beef, 1's	2 00		Austrian granulated		4 50
Corn beef, 2's	3 35		United Empire		4 50
Cocoanuts, 100	5 00		No. 1 yellow		4 01
Eggs, new laid	0 18		New cabbage, crate		2 65
Flour h. wheat per bbl	6 15	6 20	Tomatoes, crate		3 25
Flour, Ontario blends, bbl	5 00	5 10	Rhubarb, per lb		0 14
Rolled oats, bbl	5 00	5 10	Cucumbers, ea.		0 09
Fruits—					
Lemons, Messina	3 00	4 75			

MARVELOUS INCREASES

We have reason to believe that no similar business in the world ever increased in the wonderful way "SALADA" has during the past few years. So far this year it is the wonder of the trade.

For the first 17 weeks of 1911 our increases amount to 409,348 lbs. Individual weeks compared with the corresponding weeks of 1910 show as follows:—

WEEK ENDING	JAN.	7	INCREASE,	14,774	lbs.	
"	"	14	"	28,016	"	
"	"	21	"	21,414	"	
"	"	28	"	5,953	"	
"	FEB.	4				DECREASE 2,910 lbs.
"	"	11	"	33,483	"	
"	"	18	"	6,980	"	
"	"	25	"	4,086	"	
"	MAR.	4		1,692	"	
"	"	11	"	46,956	"	
"	"	18	"	23,563	"	
"	"	25	"	24,467	"	
"	APR.	1		16,043	"	
"	"	8	"			DECREASE 7,137 lbs.
"	"	15	"	94,705	"	
"	"	22	"	73,090	"	
"	"	29	"	24,173	"	

Quality tells and Quality is synonymous with "SALADA"

Manufacturers, Manufacturers' Agents, Brokers, Etc.

BRITISH COLUMBIA DIRECTORY

W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade
Coffees.

Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder
We also carry a full line of TEAS,
SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.
VICTORIA, B.C.

The Condensed Ads. in this
Paper will bring good results

TRY A

Condensed Ad.

IN

Canadian Grocer

"We will never be buried
with the unknown dead---
we ADVERTISE. There's
the whole thing in a nutshell
--- we ADVERTISE; and,
therefore, we CANNOT be
unknown."

VICTORIA FRUIT GROWERS' ASSOCIATION

The largest packers and shippers of first-
class Fruits of all kinds in British Columbia.

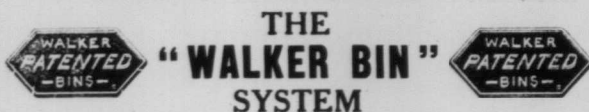
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

144 WATER ST., VANCOUVER, B.C.

Can give strict attention to a few first-class Gro-
cery Agencies. Highest References.



THE "WALKER BIN" SYSTEM

is the only Complete Line of Modern
Grocery Fixtures Manufactured in
Canada.

It affords the best-known facilities
for handling a grocery stock of any size
and displaying that stock to the best
advantage.

A "Walker Bin" Outfit will put
new life into your business, and the cost
will be small compared with the results
that are bound to follow.

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

Walker Bin & Store Fixture Co. LIMITED

REPRESENTATIVES:-

Manitoba: Watson & Truendale, Winnipeg, Man.
Saskatchewan and Alberta: J. G. Stokes,
Regina, Sask.
Montreal: W. S. Silcock, 33 St. Nicholas Street

Berlin, Ontario

QUAKER CANNED GOODS

We are now booking futures at 2½
cents a dozen under canners' open-
ing prices.

Place your order and save 5c. a
case.

FALL DELIVERY

MATHEWSON'S SONS WHOLESALE GROCERS MONTREAL

P.O. Box, 1570

DOMINION SILENT MATCH

IT PAYS TO STOCK THIS LINE

Every stem made of good quality that will not break and every head made to stay on when you strike it.

EVERY MATCH A LIGHT

The Dominion Match Co., Ltd.
DESERONTO ONT.

OR
Canada Brokerage Co., Ltd., Toronto



A Business Asset

The ability to speak English correctly and fluently is a business asset of no mean importance.

Yet how rare it is!

YOU, Mr. Grocery Clerk, or Mr. Salesman, may need this ability, and it can be easily acquired. There is a fascinating way to polish up your English by acting as

CIRCULATION REPRESENTATIVE

of the MacLean Publishing Company.

We have an attractive offer to make you, one which will qualify you for better positions, and, if you hustle, will mean a weekly salary of \$15, year in and year out.

The work will not require all your time.

Write at once for particulars.

MACLEAN PUBLISHING COMPANY
143-149 University Avenue - - TORONTO

WE WANT TO ASK YOU A SIMPLE QUESTION.

WE WANT YOU TO GIVE US A STRAIGHT ANSWER.

We have told you in previous issues about CASTOLS and have shown you how you can make large profits from same. Now—

Have You Made Any Enquiry About CASTOLS ?

If not, waste no time but do so immediately, because CASTOLS will be mentioned by your customers in their weekly grocery order. The Mother recognizes them as a domestic necessity both because the children like them, thus saving her a lot of trouble when Castor Oil is needed, and also because she has no spoon-feeding worries.

When Your Wholesaler's Representative

comes round, ask him what he knows about CASTOLS. He'll tell you the business other grocers are doing with this line.

HERE ARE OUR AGENTS

If your wholesaler is not among them, write us direct.

Howe, McIntyre Co., Montreal; Hudon, Hebert & Cie., Ltd., Montreal; Laporte, Martin & Cie., Ltd., Montreal; J. B. Renaud & Cie., Reg., Quebec; The Denault Grain & Provision Co., Sherbrooke; J. G. Whyte & Son, Ottawa; S. J. Major, Ltd., Ottawa; W. G. Craig & Co., Kingston; Warren Bros. & Co., Ltd., Toronto; Geo. E. Bristol & Co., Hamilton; Maycock & Toms, Winnipeg; Cameron & Heap, Ltd., Regina, Sask.; The Codville Co., Ltd., Saskatoon, Sask.; The A. Macdonald Co., Edmonton, Alta; G. F. & J. Galt, Ltd., Calgary, Alta.; The National Drug and Chemical Co. of Canada, Ltd., Montreal; Lyman, Ltd., Montreal; Lyman-Knox Co., Ltd., Montreal.

SNOWDON & EBBITT

325 Coristine Building, MONTREAL

Sole Canadian Agents

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Gunns Limited, West Toronto, have opened a branch at 670 Main St., St. John, N.B., and business has been exceptionally good since the opening.

The Truro Condensed Milk Co., Truro, N.S., will henceforth be known as Reindeer, Ltd. Among the interests controlling the latter is Frank Stanfield, of Stanfield's, Ltd., who is the president. The capital has been increased and the new company intend extending the sales of this well-known product from coast to coast. H. B. McLauchlin is sales manager, and has left on a trip to the western provinces.

Gunns Limited, Toronto, have the first refinery for cotton seed oil products in Canada. They decided to build

because of the growing demand for these lines, and have a plant equipped to manufacture a complete line of salad oils, cooking oils, and shortening of all kinds. The capacity is 20,000,000 lbs. per annum. The company intends to handle only the oil pressed from the choicest seeds, to secure a uniform grade of goods. They have a line of tank cars engaged in carrying cotton seed oil in its crude state from the mills of the southern States.

AGENTS WANTED

We are desirous of appointing Resident Local Agents with established connection amongst the Grocery Trade in the following Territories:—

Halifax, St. John, Winnipeg, Regina, Edmonton and Calgary

Exclusive and well known Lines
MACGREGOR SPECIALTY CO

Importers of Food Specialties
Toronto, Ontario

INFORMATION WANTED.

A man who signs himself as W. Keppel White, is taking collections, renewal and new subscriptions for the MacLean publications in the Maritime Provinces, without authority.

The assistance of any subscriber in locating this man will be appreciated.

We would ask our readers never to pay their subscriptions to any person not showing the regular MacLean receipt form. The ordinary general receipt form is never used by any of MacLean's authorized representatives.

There is Health and Strength in Every Cup of EPPS'S COCOA

The favorite with young and old. Delicious, fragrant, "Epps's" contains the maximum of nourishment in Cocoa. "Epps's" stands for excellence

EPPS'S MILK CHOCOLATE

of unsurpassed quality at a popular price.

Special Agents: C. E. COLSON & SON, Montreal. Manitoba: BUCHANAN & GORDON, Winnipeg
J. W. GORHAM & CO., Halifax, N.S.



"Always The Same"

Milled from the very best wheat, with every advantage given by intelligent use of modern equipment,

ANCHOR BRAND FLOUR

is "always the same," of uniform excellence, the highest standard of flour quality.

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

One Important Feature about

Fels-Naptha

is the neat and convenient manner in which the soap is packed.

The Ten-bar Cartons make it the **Popular** Laundry Soap for re-shipping, store display, or delivering in any quantity.



A Phenomenal Development

DO you realize that almost every week witnesses the birth of a new town in Western Canada, and still the people are pouring in? How about the grocery lines you make and ship? Are they being pushed adequately out West? We can help you to greater profit in this exceptional market because we have the experience, sound commercial knowledge, insight into Western conditions and financial standing that make for success.

We maintain large track warehouses at the five leading distributing points in Western Canada, and are thoroughly acquainted with the Western wholesale trade.

We make daily calls on every jobbing house in Manitoba, Saskatchewan and Alberta. This ensures every product we handle being kept prominently before the wholesale trade in a wholly effective way that no other house can offer.

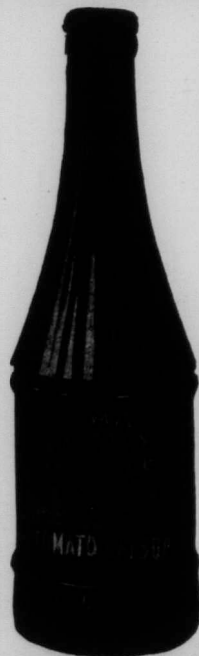
Write us for full details mentioning what you have to ship.

NICHOLSON & BAIN, Wholesale Commission Merchants
and Brokers.

HEAD OFFICE, - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

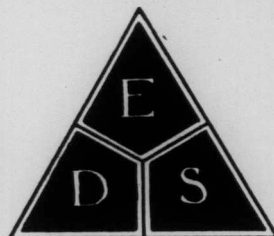
The Catsup with the different flavour!



There is a delicacy of flavor and appetising richness to every bottle of

“E.D.S.”

Brand



Tomato

Catsup

that has won for it a lot of friends among particular Canadians.

The difference lies in the fact that only the choicest ripe tomatoes are used in its preparation, and the goodness of the fruit is *pressed out* by a special process of our own. The fruit is not overcooked, no apples are added (as is so often the case) and all peelings are carefully excluded.

Compares favorably with the very best Catsups made in the States or any other country.

It will pay you to feature this splendid line!

“E.D.S.” Brand jams and jellies (a very wide range) are real profit-producers and trade-winners.

E. D. SMITH

Made only by
at his own fruit farms

Winona, Ont.

GUNNS QUALITY ROAST PORK WITH DRESSING



The seal of Public Approval. Made from fresh Hams with a special dressing. Slices nicely and shows you a big profit.

Try a sample order.

GUNNS LIMITED

PORK AND BEEF PACKERS
WEST TORONTO

Cooked Meats

A well appointed Cooked Meat Counter will not only draw custom to your store, but it will show you a good profit. If you have not done so, try it now.

We ship these goods on daily or weekly orders, mostly by express.

All meats put up under government inspection.

Send for Price List.

F. W. Fearman Co.

HAMILTON

LIMITED



Reindeer Milk Builds Sturdy Little Folks

Reindeer Brand Condensed Milk is best for babies, not merely because we take every precaution for safety at our own factories, but also because it is produced on cleanly inspected farms, from healthy cows.

Reindeer Brand Condensed Milk

"good enough for children" is good enough and pure enough for any purpose.

REINDEER LIMITED
TRURO, N.S. HUNTINGDON, P.Q.

Roll Bacon

ESPECIALLY MILD CURED.
AS FINE AS ANY BREAK-
FAST BACON.

WE ARE MAKING A SPEC-
IAL CUT IN PRICE AT
PRESENT.

THE WM. RYAN, LIMITED

Pork Packers and Wholesale Produce Merchants

Packing Houses
FERGUS

70-72 Front St. East
TORONTO

Eggs are Steady; Butter Little Easier

Butter Receipts Larger—Market Weaker—Eggs Maintain Their Position—A Good Steady Demand—No Surplus of Supplies—Cheese Not Particularly Brisk—English Bacon Market Easier—Reflected on Canadian Markets to Some Extent—United States Hog Prices a Shade Weaker.

A weaker feeling has prevailed in the London market for Canadian bacon for the past week, and prices have declined 1s to 2s, the range now being 50s to 58s. This has been reflected to a certain extent upon Canadian markets and live hogs in Toronto are down 15 cents, but Montreal shows no change. American markets are also a shade easier this week as heavy hog shipments are expected from Western States.

The egg market is marking time and is if anything a shade firmer this week at most centres. There is no surplus of eggs as was hinted would be the case. Cold storage is apparently taking care of all surplus supplies throughout the country. One dealer said: "There is an enormous amount of eggs being shipped to the north country from many points in Ontario, so that it is only the surplus stocks that find their way to the Toronto and Montreal markets." A shipment of eggs was recently made from Ontario to British Columbia.

The farmer's wife and butter factory combined have increased supplies of butter on the various market and weakness in prices is the result. In some markets reductions have been made, while at others only a weaker feeling is discernible. Demand for this line is fairly active.

MONTREAL.

Provisions.—The decline in prices last week has influenced business considerably, and the demand has been a little more active. Grocers and butchers have practically exhausted the extra supplies secured for Easter trade. Packers are reported to be demanding supplies just now and the primary market shows some new activity.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 11
Cases, tins, each 12 lbs., per lb.	0 11
" " " 5 " " "	0 11
" " " 3 " " "	0 11
Pails, wood, 20 lbs. net, per lb.	0 11
Pails, tin, 20 lbs. gross, per lb.	0 10
Tubs, 50 lbs. net, per lb.	0 11
Tierces, 37 1/2 lbs., per lb.	0 11
One pound bricks	0 12
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 09
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 10
" " " 5 " " "	0 10
" " " 3 " " "	0 10
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09
Tubs, 50 lbs. net, per lb.	0 10
Tierces, 37 1/2 lbs., per lb.	0 09
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	22 50
Bean pork	16 50
Canada short cut back pork, bbl. 45-55 pieces	23 00
Clear fat backs	24 00
Heavy flank pork, bbl.	21 00
Plate beef, 100 lb bbls.	8 75
" " " " " "	17 00
" " " " " "	25 00
Bolled ham, small, skinned, boneless	0 22
" " " " " " "	0 20
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 11
Long clear bacon, light, lb.	0 11
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 11
Large sizes, 18 to 25 lbs., per lb.	0 12
Medium sizes, 12 to 18 lbs., per lb.	0 14
Extra small sizes, 10 to 12 lbs., per lb.	0 16
Bone out, rolled, large, 18 to 25 lbs., per lb.	0 14
" " " " " " "	0 15
" " " " " " "	0 15
Breakfast bacon, English, boneless, per lb.	0 14
Windsor bacon, skinned, backs, per lb.	0 17
Spiced roll bacon, boneless, short, per lb.	0 13
Hogs, live, per cwt.	6 75
" " " " " " "	7 00
" " " " " " "	9 75
Country dressed ho per cwt	8 00
" " " " " " "	9 00

Butter.—The trade are looking for a heavier production of butter than usual this year. Recent rains will have a beneficial effect and if the weather man dispenses a fair share of moisture the make of butter should be heavy. Owing to the present production being large the market is inclined to weakness.

New milk creamery	0 23
Dairy, tubs, lb.	0 18 0 20
Fresh dairy rolls	0 20

Eggs.—Supplies of eggs continue to come forward freely. The demand is steady and active with the result that the market is in a rather strong position. New laids in round lots sell as low as 17 1/2 cents, but single cases do not show as favorable a price. Any surplus that might be noted is making its way into cold storage.

New laids	0 18 0 19
Selects	0 21 0 24

Cheese.—The market is unchanged. There is a favorable activity apparent. More cheese is reported coming into Montreal than was the case last year, and it is already thought that production will be on a larger scale than last year. The outlook for export business is encouraging.

New make	0 13 0 14
Quebec, large	0 14
Western, large	0 14
" " " " " " "	0 14
" " " " " " "	0 14
" " " " " " "	0 14
Old cheese, large	0 16

TORONTO.

Provisions.—A lower English market for Canadian bacon has brought about a reduction of 15 cents in live hog prices this week, bringing them down to a \$6 basis as compared with \$6.90 on March 1st, and of \$8.75 on May 3rd last. This puts a little easier feeling in the provision market in general, but there are no price changes this week, except plain and peameal backs which are down 1/2 cent. Trade is quite satisfactory in volume.

Long clear bacon, per lb.	0 16 0 14
Smoked breakfast bacon, per lb.	0 15 0 17
Picked shoulder	0 09 0 11
Roll bacon, per lb.	0 11 0 11
Light hams, per lb.	0 15 0 16
Medium hams, per lb.	0 14 0 15
Large hams, per lb.	0 12 0 13
Cooked hams	0 20 0 21
Fresh shoulder hams	0 15
Shoulder butts	0 14
Backs, plain, per lb.	0 17 0 18
" " " " " " "	0 17 0 18
" " " " " " "	0 17 0 18
Heavy mess pork, per bbl.	20 00 21 00
Short cut, per bbl.	23 00 24 00
Lard, tierces, per lb.	0 10 0 11
" " " " " " "	0 11 0 11
" " " " " " "	0 11 0 11
" " " " " " "	0 09 0 10
Live hogs, at country points	6 00
Live hogs, local	6 30
Pressed hogs	8 50 9 00

Butter.—Under increased supply, butter prices have again been reduced, and fresh creamery prints are offered at 25 to 26 cents and dairy prints at 20 to 21 cents. A fairly good demand is evidenced but it does not measure up with the supply. Differences of opinion are expressed as to whether prices will slump any further.

Fresh creamery print	Per lb.
Creamery solids	0 25 0 26
Farmers separator butter	0 22 0 23
Dairy prints, choice	0 20 0 21
Fresh large rolls	0 19 0 20
" " " " " " "	0 18 0 20

No. 1 tubs or boxes	0 19
No. 2 tubs or boxes	0 17 0 18

Eggs.—Eggs are holding their own and are decidedly steady at present quotations. There has been no big accumulation of supplies and with a good demand the present situation has been brought about. A good trade throughout the country and the fact that eggs are being stored at many points, is blamed for the curtailment of supplies.

New laid eggs	0 18 0 19
---------------	-----------

Cheese.—Old cheese is bringing good prices, but the trade is not large in volume. It will be some time before the new cheese has taken on the taste that appeals to the palate of most consumers, and therefore trade in it as yet is not large.

New cheese—		New twins	0 13
Large	0 13	Stiltons	0 14 0 15
Old cheese	0 14 0 15		

Poultry.—Trade is quiet and prices steady, but unchanged.

Powl	0 14 0 15	Ducks	0 17 0 19
Geese	0 14 0 15	Turkeys	0 20 0 21
Chickens	0 18		

Using Up Waste Products of the Ripe Pineapple

As the pineapple season is now approaching, the following information may be of value to the dealer in making sales. It should enable him to show customers the full value of this fruit:

"Not every woman who appreciates the pineapple at its full value realizes that she is wasting a goodly portion of the fruit when she throws away the cores and peelings. These, however, chopped fine and cooked to extract the juice, yield a goodly amount of flavor—excellent as a foundation for sauces, sherbets and even for jellies.

"Again, not every woman who realizes this knows how to care for the juice of the solitary pines she uses throughout the season, since one alone would be insufficient for any of the purposes mentioned; or if more, there may be no incentive to use the usually discarded portions at the time.

"Whenever a pineapple is used then, whether one or a dozen, chop fine the peeling (which should first be well washed), eyes and core, and simmer slowly in water enough to cover. When every particle of flavor is extracted, strain it, add sugar to taste and heat again, sealing in cans exactly as you would a fruit. One pineapple core and peeling will fill a pint can with juice of sufficiently full flavor to serve as the foundation for a delicious sherbet; or it may be still further reduced, making it strong enough for other purposes.

"This canned juice, too, may be saved until apples are in market, when combined with apples a delightful jelly will result. The otherwise discarded portions of three pineapples will provide a daintily flavored jelly, which will be a revelation to the housekeeper who tries it for the first time."

MORE CO-OPERATION.

United Stores Association is Now Formed in New York City.

New York, May 4.—The United Stores Association, which has recently increased its capitalization to \$1,000,000 will try, it appears, to introduce in this country the co-operative movement along the same lines as that in England. The proposed plans of the association are stated as follows: "The object of the association is to enable all the responsible retailers in New York to buy together, advertise together, deliver together, with a view of reducing the cost of doing business; thus enabling them to turn over to their customers a certain percentage of the saving thus effected. There will be 17 lines of trade identified with the organization.

This is the first time real co-operation has been attempted on an extensive scale in the United States in a large city. There are over 1,900 successful co-operative societies in this country, but they are all in the smaller towns, cities and localities. The object of this company is to introduce co-operation idealized in all the large cities, and it is anticipated that within the next six months Philadelphia, Boston, Chicago, St. Louis, Minneapolis, St. Paul and other cities will incorporate subsidiary companies of the United Stores Association for the purpose of putting the same plan into effect there.

The officers of the association say this will enable the retailers of New York to return to their customers at least \$6,000,000 in cash the first year.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, NEW YORK



A REVOLVING DISPLAY STAND

Filled with green vegetables at this time of the year would be simply irresistible, and your sales would be increased; goods saved from waste and profits doubled.

LET US TELL YOU ABOUT IT.

George Bonnycastle, Winnipeg Canada

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments
Write us for prices. Phone order at our expense.

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CUFFE, MANAGER

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Ltd.

Established 1780

DORCHESTER, MASS.

By Royal Letters Patent.



NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

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



Grocers: The average buyer, as a rule, depends more on the Grocer's judgment than on their own in the choice of branded goods, and the particular buyer therefore prefers to deal with the grocer who handles the well-known and well-advertised branded goods. Magic Baking Powder is the best known and best advertised baking powder in Canada.



MAGIC BAKING POWDER

Contains no Alum and conforms to the high standard of Gillett's Goods.



**E. W. GILLETT COMPANY LIMITED,
TORONTO, ONT.**

WINNIPEG

MONTREAL



The Biggest Seller

A NUMBER of causes have combined to make **Shredded Wheat** the biggest seller among cereal foods. Our magazine, newspaper and street car advertising, our demonstrations and sampling campaigns have made **Shredded Wheat** well known and therefore easy to sell. Thousands of visitors to Niagara Falls have gone through our factory and have seen **Shredded Wheat** being made under sanitary conditions and have advertised it to their friends. But, by none of these means could we have built up such an enormous sale if **Shredded Wheat** had not been so nourishing and satisfying. People who eat it once always eat it, which means once you start your customers they will always buy it. Start as many as possible, because there's good profit for you in every sale of

Shredded Wheat

**The Canadian Shredded Wheat Co., Limited
NIAGARA FALLS, ONT.**

Toronto Office, 49 Wellington Street East.

Important Announcement

We are now in a position to fill all orders for

Macaroni, Vermicelli Spaghetti

Our goods stand equal in quality with those imported from France, because

1. Experiments made by French connoisseurs have found the Canadian flour superior to the best Russian quality.
2. We only use Canadian Semolina made from the rich hard wheat of Manitoba.
3. Our employees have all been brought from France and are thoroughly skilled.
4. Our machinery is of the very latest type and is mechanically worked.

WE WANT TO HEAR FROM YOU

L'ETOILE

"Cie Francaise des Pates Alimentaires"

6-9 Harmony Street, MONTREAL

CANADA: No better Country

MOTT'S: No better Chocolate

DIAMOND CHOCOLATE

"Elite"

true to its name, the best cooking and drinking chocolate made.

Diamond

nothing better for eating in this style is made anywhere **AND IN ADDITION** good profits to the retailer.

Ask your jobber.

John P. Mott & Co.
Halifax, N.S.


SELLING AGENTS:

J. M. Douglas & Co. Montreal	R. S. McIndoe Toronto
Jos. E. Huxley Winnipeg	Tees & Perse Calgary
	Johnston & Yockney Edmonton
	Frank M. Hannum, Ottawa

Do You Realize

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

Carr's Biscuits



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

Send your order to our nearest Agent.

CARR & CO. CARLISLE ENGLAND

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



BRAND'S A 1 SAUCE

WITH THE INTERNATIONAL REPUTATION

Make generous provision on your shelves for Brand's "A1 Sauce"—the connoisseur's preference. In mansion or cottage alike for almost a hundred years it has been delighting the palate, and is still giving a relish and zest to fish, flesh and fowl.

Now is the season to give Brand's "A1 Sauce" special prominence. But first, try a bottle on your own table—you will then be able to recommend it with enthusiasm.

We also make a full line of Meat Essences, Meat Extracts, Potted Meats, Chutney &c.

A special shipment to hand of
Rolled Ox Tongues in Glass

BRAND & CO., LIMITED Purveyors to H.M. the King
MAYFAIR, LONDON, ENGLAND

T. O. BAXTER, 25 Front St. East, TORONTO H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER, B.C.

Flour is Steady Under Higher Wheat

Wheat Market Higher This Week—World's Shipments 1,000,000 Bushels Less Last Week—Visible Supply in Canada and States Smaller—Crop Situation in America Continues Excellent—Flour Trade is Steady—Oat Market Uncertain—Corn Steady.

The flour and cereal markets are rather featureless. There are no price changes to record. Flour is steady with a stronger wheat market but trade is not particularly brisk, being of a hand-to-mouth nature in most cases.

There is a stronger feeling in the wheat market. On the whole, the trade paid little attention to the rain which fell over the winter crop country at the first of the week. Some of the feeling of strength came from the fact that the world's shipments were 1,000,000 bushels less than for the previous week, and for the corresponding time a year ago. Then, too, the visible supply of both the United States and Canada showed a falling off.

Against this the crop situation in America continues excellent and above normal, however, and some dealers believe that the present upward movement is not altogether warranted.

The rolled oats market is steady at present at last week's advances, but the oat market is rather uncertain.

Corn is strong and as a result cornmeal continues steady.

The World's wheat shipments last week amounted to 11,088,000 bushels, compared with 12,016,000 bushels the previous week and 12,080,000 last year.

MONTREAL.

Flour.—The local market is steady under rather strong conditions. Demand is good and the general situation is regarded with satisfaction.

Winter wheat patents, bbl.	4 80
Straight rollers, bb	4 30
Manitoba 1st spring wheat patents, bbl.	5 30
" straight patents, bbl.	4 80
" strong bakers	4 60
" second	4 20

Cereals.—Rolled oats are steady and firm. Consumption seems to be as heavy as usual and with the oat market firm rolled oats are losing no ground.

Fine oatmeal, bags	2 35
Standard oatmeal, bags	2 35
Granulated	2 35
Boiled cornmeal, 100-bags	1 70
Rolled oats, bags, 90 lb.	2 15
" barrels	4 60

TORONTO.

Flour.—The wheat market has recovered from the easier feeling felt the middle of last week, and No. 1 Northern Manitoba is quoted at 99½ cents. The flour trade is not particularly brisk, for while the city trade keeps of a steady nature, supplies in the country are being purchased only in limited quantities. Ontario wheat has been exhibiting strength with quotations as high as 86 cents, due to the limited offerings. As a result, Ontario flour shows a steadier feeling than has been noticeable for some time back.

Manitoba Wheat.

1st Patent, in car lots	5 10
2nd Patent, in car lots	4 60
Strong bakers, in car lots	4 40
Feed flour, in car lots	3 00

Winter Wheat.

Straight roller	4 15
Patents	4 50
Blended	4 50

Cereals—No price changes are reported in cereals. The oat market is fairly steady, but if anything, shows a slightly downward tendency. Some mills report that sales in rolled oats have dropped off slightly of late, due quite likely to the usual spring custom people have of changing to lighter varieties of cereals. Cornmeal trade is only normal, while the market continues steady.

Rolled oats, small lots, 90 lb. sacks	2 15
" 25 bags to car lots	2 05
Standard and granulated oatmeal, 58 lb. sacks	2 35
Rolled wheat, small lots, 100 lb. bris.	2 75
" 5 bris. to car lots	2 65
Cornmeal, 100-lb. bags	1 70

NEWS NOTES FROM LONDON.

Items of Interest to All in and About the Forest City.

London, Ont., May 4.—R. J. Donaghy, for the past twenty years with T. A. Rowat & Co., is severing his connection with that firm to go into the brokerage business in this city.

"Dick" started in from school with T. A. Rowat to learn the business and he climbed the ladder till he was given an interest in the business.

He has been one of the hardest workers in the Retail Grocers' Association, being a member of the executive for the past five years. He always gave his opinions on matters of importance to the trade and they carried weight because "Dick" was a good debater. He was also somewhat of a ball player and for two seasons played for the Grocers' Baseball team.

One of the best ad. writers in the city, he always wrote attractive, interesting advertisements for his firm. Many copies of his ads. have appeared in The Grocer from time to time and they were a credit to him. "Dick" will be greatly missed by the members of the association. They all join in wishing him success in his new undertaking.

F. C. Toon, one of London's oldest and most respected grocers, has the sympathy of his fellow grocers in the great loss he has sustained by the death of his wife.

Wm. Ferguson, who died here last week, was the first president of the old Grocers' Association that was organized here about twenty years ago. He was a bosom friend of the late Andrew McCormick whose four sons carry on one of the largest grocery businesses in the city.

JOHN D.

ROCKEFELLER

is said to have lived for several years entirely on Soda Biscuits. This is hard lines, because the best of Soda Biscuits—even the incomparable MOONEY'S PERFECTION CREAM SODAS—can hardly be recommended as an invariable diet.

But

as a dealer in groceries you can conscientiously recommend that Mooney's Perfection Cream Sodas be on every table in your locality at every meal.

The unvarying and lasting crispness of Mooney's Perfection Cream Sodas is the strongest imaginable selling argument and it's always a winner.



The Mooney Biscuit & Candy Co., Limited

STRATFORD, - ONT.

Factories at
STRATFORD, - ONT.
WINNIPEG, - MAN.

MAPLEINE is now

Thoroughly Established in
Public Favor as
The Flavor de Luxe

for

Puddings, Cake Fillings and
Ices, Ice Cream and all Con-
fections

By its use with sugar syrup
an unsurpassed table delicacy
may be made at home

Be sure that it is on your
shelves.

Consult your jobber.

Frederick E. Robson
& Co., Sales Agents
26 Front St. E., Toronto
Crescent Manufacturing Co.,
Seattle, Wash.



HOLBROOKS

ENGLISH Specialties

Holbrooks Punch Sauce

Holbrooks Pure Malt Vinegar
in bulk or bottle

Holbrooks Pure Pickles
Sweet or Sour

Holbrooks Pure Olive Oil

Holbrooks Custard Powder

The "Holbrook" Brand
Norwegian Smoked Sardines

Olaf the Great
Norwegian Smoked Sardines

The "Swan" Brand
Pure Pickles in Mixed and Chow
20 oz. tall square bottle
patent stopper
and

HOLBROOKS

GENUINE Worcestershire SAUCE

CANADIAN OFFICES:
40 Scott St., Toronto
Manager, H. Gilbert Nobbs.

Head Office and Factories:
Birmingham and Stourport, Worcestershire,
England.
Business founded 1798.

LOCAL AGENTS

Quebec: J. R. Renaud & Co.

Montreal: F. L. Benedict & Co.

Winnipeg: Richards & Brown

Regina: Campbell, Wilson & Smith.

Calgary and Lethbridge: Campbell, Wilson
& Horne.

Vancouver: Kelly, Douglas & Co.

Victoria: Wilson Bros.

Halifax: Bauld Bros.

St. John, N.B.: G. E. Barbour & Co.

Fredericton, N.B.: Randolph & Son.

Charlottetown, P.E.I.: Carvell Bros.

TALK ON THE OLIVE.

Vancouver Dealers Appreciate Talk by Californian.

Vancouver, B.C., May 4.—The members of the Vancouver Retail Grocers' Association at their last meeting had the opportunity of listening to a short address on "The Olive," delivered by J. C. Kubias, of Redlands, California. That the information imparted aroused considerable interest was evidenced by the questioning after the conclusion of the address, and the president, Mr. Clark, expressed the wish, that since this had been so instructive he hoped a speaker

could be had for every meeting to take up some subject.

Some of the members were of the opinion that it was a mistake to offer \$10 as a prize, in order to attract members to the meetings. It was decided though, that the scheme was a successful one, but the amount was reduced to \$5, and every member of the association is to have a draw for it. If the winner is not present, the money will revert to the association.

The association will hold its annual convention during exhibition week, with a grand picnic on July 1st at the exhibition grounds. This annual picnic is a general re-union of the members of the association and their families.



"How's That for a Minute's Work?"

What woman could fail to get a great deal of satisfaction from her ability to make a delicious dessert in a minute?

It is done with

JELL-O

There are other preparations of the jelly powder order, but they are not Jell-O, and no woman will ever tolerate the other kind after once using Jell-O.

Nothing else is quite so easy to make up or so delicious when made up.

Seven Jell-O flavors: Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate.

THE GENESEE PURE FOOD CO.

Le Roy, N.Y., and Bridgeburg, Can.

CHRISTIE

"Christie Biscuits Sell More Than Biscuits"

That's the slogan of reputable grocers from one end of Canada to the other. And reasonably:—Because if you sell her ladyship the best biscuits on the market—the best biscuits she wants—it's more than likely that she'll become a tea and coffee customer, too.

The reasons underlying the known superiority of Christie biscuits are not hard to understand. In the first place the big biscuit makers only manufacture biscuits. They have no side lines to distract their attention. All their knowledge of the baking business is concentrated in the making of better biscuits.

Then every ounce of raw material is of high grade table quality—the best money can buy.

But the real cause of success—the cause of the biggest, brightest and cleanest factory in all Canada lies in the Christie ideals. It's the whole-souled devotion to Christie ideals on the part of our happy, high-salaried and contented employes—this constant effort to improve the product of yesterday that has made the word "Christie" a synonym for biscuit perfection.

SELL HER CHRISTIE'S AND YOU'LL
SELL HER MORE THAN BISCUITS

Christie, Brown & Co., Ltd.
TORONTO - CANADA

BISCUITS

It is Easy to Sell to a Natural Demand

WE HAVE TURNED THE DEMAND
TOWARDS

TILLSON'S PAN-DRIED OATS

BY A GENERAL AND GENEROUS
SCHEME OF CONSUMER ADVERTISING

OATMEAL IS A STAPLE

We have connected the name Tillson's with the idea of the breakfast food. You will find a ready demand and rapid sale for our goods because of "quality"—the surest guarantee of continuous trade. Get in for a share of these.

WRITE FOR CIRCULARS AND PRICES TO

The Canadian Cereal & Milling Company, Limited

HEAD OFFICE: LUMSDEN BUILDING, TORONTO



Our new flake ---

Open a package and see it. Then prepare some for breakfast and you will vote Tillson's the most delicious oats you've ever tasted.

Pan-Dried

**A food—not a fad
Cooks in 15 Minutes**

Two sizes: 10c. and 25c. Each 25c. Package contains a handsome piece of English Setal - Porcelain Tableware.

Canadian Cereal and Milling Co., Limited
Toronto, Ontario

Tillson's Oats

Credit Selling—and Getting the MONEY

Credit business is as good as cash trade—if you can get your money promptly. The customer who is slow in paying can be put on what is practically a cash basis through the use of

Allison Coupon Books

HOW THEY WORK

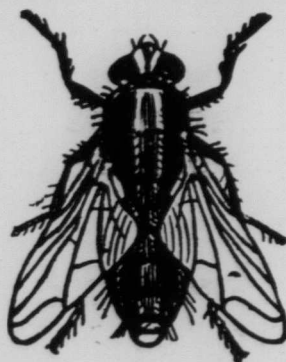


JUST

Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10.—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere. Manufactured by Allison Coupon Company, Indianapolis, Ind.

WILSON'S FLY PADS



Pay Retail Grocers a profit of 66 $\frac{2}{3}$ to 85%

Sold by All Wholesale Grocers

BY THE CARLOAD

We have now

**BANANAS,
TOMATOES,
CABBAGE,
and CELERY**

arriving regularly in car-load quantities, and we are in a position to serve the trade with all requirements.

Order now for these ready sellers.

Lemon Bros.

Owen Sound, Ontario
and Sault Ste. Marie

Wholesale Fruit, Fish and Produce
Commission Merchants, and dealers
in Hides, Wool and Raw Furs.

PURITY FLOUR

PURITY

PURITY

PURITY

PURITY

PURITY

PURITY

PURITY

PURITY

PURITY

PURITY

PURITY

FLOUR

This is an age of keen competition. Your rivals are alert, shrewd, aggressive. You have to work and hustle and plan to

Increase your trade

You cannot afford to overlook the slightest aid that will contribute to increased sales. And you will find Purity

FLOUR

a big aid in adding to your trade. Discerning home bakers know about the Purity reputation on making

“More bread and better bread”

They willingly pay more for Purity flour, because Purity quality is worth more and naturally they have the money to pay for other high-class articles too.

Western Canada Flour Mills Co.

Limited

Toronto, Montreal, Ottawa, St. John, Goderich, Winnipeg, Brandon, Vancouver

FLOUR



STRAWBERRIES

Now Arriving by
Car Lots

We will be in a position to take care of your orders, protecting prices.

Auction Sales

ORANGES LEMONS
PINEAPPLES
EARLY VEGETABLES
Held regularly.

Write to have our Weekly Price List mailed to your address.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. TORONTO
are Largest Receivers

Nothing Like Them

"St. Nicholas"

AND

"Home Guard"

You can make money on them—order to-day from your wholesale.

J. J. McCABE

AGENT

TORONTO, ONT.

Navel Oranges are Higher in Price

Good Shippers Are Scarcer—Season is Drawing to a Close—Florida Tomatoes Are Higher—Grapefruit is Firm—Bananas Enjoying a Good Trade—Rain and Cold Affect Trade Somewhat—Strawberries Are Lower in Price—Egyptian Onions Are Easier.

Trade in fruits and vegetables at most centres has been satisfactory of late, but the cold snap this week has had a slightly depressing effect on the trade.

California navels are steadier in price, good shippers being scarcer of late, and therefore bringing higher prices. The season of the navel orange is drawing to a close. Valencias will be ready in a short time and a big crop is expected this year. The shipment of California oranges has been large this year. Up to April 17, 20,471 cars had been sent out of Southern California, compared with 13,888 cars up to the same time last year.

The offerings of Florida tomatoes are extremely small and as pointed out before prices are ruling higher. Rain on the east coast of Florida has further curtailed shipments, but some will be sent out from the western coast at the end of this week.

Pineapples have not yet reached a low enough price to create a heavy demand. Cuban pines will be ready about the middle of the month. The crop is expected to be about the same as last year, perhaps a little smaller. Prospects point to good quality stocks.

The first steamer with Sicilian and Italian lemons is expected in Montreal this week. There is a good steady demand for this article at present and prices continue steady.

A fair demand is being felt for grapefruit and prices point upward. Very light supplies of grapefruit remain in Florida and a strong market is looked for during the remainder of the season.

The big scarcity of potatoes still continues in the west. Shipments from the east are being forwarded, curtailing the supplies that would otherwise be sent to the Toronto and Montreal markets. A car load of New Brunswick potatoes was recently received in Vancouver, B.C.

MONTREAL.

Green Fruits.—The first steamer with Sicilian and Italian lemons is expected in Montreal this week. Already there has been an improvement in the lemon demand and prices are beginning to show a tendency towards a new strength. A prolonged warm wave will prove beneficial. Monday's rain caused a break in what was proving a rather steady run of summer weather. Stocks are reported below the average locally for the beginning of the season. Navel oranges are nearing the end and are gradually becoming exhausted. Prices have been advanced on the navel kind recently and the demand is beginning to be supplied with late valencias.

Bananas are coming in freely and are meeting a good demand. Prices are quoted lower than usual. Grapefruit is in good request. Strawberries are also being received more liberally and the price is down. Receipts average about four car loads or more a week.

North Carolina is still providing this fruit.

Apples, bbl.	6 00	8 00	Oranges—	
Spies.....	7 00	8 00	Cal. navels.....	3 25 3 75
Bananas, bunch..	1 50	1 75	Valencia.....	4 00 4 25
Cranberries, bbl.	12 00	13 00	Mexican.....	2 00 2 25
Cranberries, bxs.	4 00	4 50	Tangerines.....	4 00
Cocconuts, bags.	4 25	4 50	Pineapples—	
Grape fruit, Flo.	4 25		Florida, case....	4 25 4 50
Lemons.....	2 25	3 00	Strawberries, N.	
Limes, a box	1 50		Carolina.....	0 17 0 25

Vegetables.—Tomatoes are dearer owing to conditions in the south that were referred to in a previous issue. Florida tomatoes are pretty well cleaned up. Demand was beginning to waken up, but the limited supply and the existing price has been too much of an obstacle. The demand for imported vegetables is not as good as it might be. With increased receipts the consumption will likely show an improvement.

Asparagus, boxes		Boston lettuce..	2 00	2 25
of 2 doz.....	12 00	Florida lettuce,		
Beans, hamper..	5 50	hamper.....	3 75	
Beets, bag.....	1 00	Onions—		
Carrots, bag....	0 75	Spanish, crate..	3 00	3 50
Cabbage, doz....	0 50	Red, bags 100 lb.,		
Cabbage, bbl....	1 00	per lb.....	6 04	
Cabbage, crate..	2 01	Potatoes, bag ..	1 15	1 25
Celery, Florida..	4 00	New Bermuda		
Cauliflower, French		potatoes, bbl	7 50	8 00
per doz.....	5 50	Sweet potatoes,		
Cucumbers, doz.	2 75	hamper.....	3 01	
Cukes.....	2 00	Parsley, crate..	2 00	2 00
Garlic, 2 bunches	0 25	Parsnips, bag ..	1 00	1 25
Green Peppers,		Radishes, dozen		
small basket	1 25	bunches.....	8 50	
Leeks, doz.....	1 75	Spinach, bbl....	2 50	3 00
Lettuce—		Tomatoes, crate	2 75	3 50
Curly lettuce, box	1 50	Turnips, bag....	0 75	0 90

TORONTO.

Green Fruits.—The steadier feeling which has been noticeable in navel oranges has resulted in a further stiffening in prices this week. Tomatoes, as previously pointed out, are also higher this week. Apples are getting into extremely small supply and prices rule firm. Bananas are enjoying an excellent trade. Rhubarb which is imported from Baltimore is very scarce and prices continue high. Pineapples are quoted a little lower this week, but some firms are asking \$4.50 for repacked stock. Grapefruit is firm; strawberries are lower, but the trade is not extra large as yet.

Apples, bbl.	3 50	8 00	Limes, box.....	1 25
Apples, box	1 75	2 50	Orange—	
Bananas.....	1 03	2 00	Navels, large... 3 00	3 50
Cocconuts, sack	4 75		Navels, small... 3 25	3 75
Grape Fruit—			Pineapples crate	4 00 4 50
Florida per case	3 75	4 25	Strawberries—	
Cuban.....	2 75	3 00	Louisiana, qt ..	0 25 0 38
Lemons—			Tomatoes, case	
California.....	3 50		of 6 baskets... 3 00	3 50
Messina.....	2 50	3 00	Rhubarb, doz....	1 00

Vegetables.—Old cabbage is easier this week and is quoted at \$1.25 to \$1.50 per barrel, while Floridas have also a lower tendency. Cucumbers are offered in hampers at \$3 to \$3.25, and Boston by the dozen at \$1.50. Both wax and green beans are easier under larger offerings at \$3 to \$3.50. The amount of Spanish onions offered is not large and as high as \$4 per case is being asked. Egyptian onions are easier and prices seem likely to be reduced. Some Canadian asparagus is offered on the market this week at \$1 to \$1.50 per dozen. The potato situation is about the same, and supplies are affected by the heavy demand

from the west where there is a big scarcity.

Beets, Louisiana doz..... 1 25	Lettuce, Canadian, head..... 0 40
Canadian beet, bag..... 0 60 0 75	Boston head lettuce, doz..... 1 50
Cabbage, old, pr bbl..... 1 25 1 50	Boston head lettuce, hamper. 4 50 5 00
Cabbage, Florida crate..... 2 00 2 25	Onions—
Cabbage, South Carolina..... 2 00 2 25	Spanish, large... 3 50 4 00
Carrots, Canadian, bag..... 0 50	Texas, case.... 3 00 3 25
Carrots, Louisiana, doz..... 1 00	Egyptian, sack. 3 50 3 75
Celery, Florida, case 8's, 6's, 4's 3 50	Potatoes, Ontario, bag..... 1 00 1 10
Cucumbers, hamper..... 3 00 3 25	Sweet, hamper. 2 75
Cucumbers, Boston, doz..... 1 50	Parsley, per doz..... 0 75
Endive, 12 heads..... 1 00	Parsnips, bag .. 0 40 0 50
Wax beans, hamper..... 3 00 3 50	New turnips, per 11-qt. basket..... 0 50
Green beans, hamper..... 4 50	Asparagus—
	Large bunches..... 0 50
	Small bunches, dozen..... 1 75
	Spinach—
	Hamper..... 0 75
	Barrel..... 2 25

AT LONDON CANADIAN CLUB.

William Maxwell's Tour Through Western Ontario.

London, Ont., May 4.—William Maxwell, president of the International Co-Operative Alliance, was a London visitor on Saturday, and addressed the Canadian Club. This week, he spoke in Chatham, St. Thomas, Brantford and Preston.

Mr. Maxwell told the London Canadian Club that there were many benefits outside the trade to those who are included in the societies. Material aid is given the members when they need it, in the shape of loans to buy homes and provision that they may enjoy comfort in old age.

Another feature is educational. The members are instructed in useful subjects. Last year, in Great Britain, £88,000, he said, were expended in educational work, and £57,000 in charity. Farms have been established for fruit-growing in England, and some of the produce is made into jam.

In Ceylon, the societies own four tea estates, and still another feature of the work was declared to be the chance given to sick workmen to spend a week or so at convalescent Homes.

Millers Amalgamate.

Another large flour merger has been completed by the consolidation of the Canadian Cereal and Milling Co., and the International Milling Co., of Saskatchewan and Minnesota.

Strawberries

Regular Cars almost daily from now on. Our first Car from

North Carolina

Arrived Friday—Quality Good and Prices Right.

BANANAS

For Quality, Price and Continuity of Service, we can please the most particular.

WHITE & CO., Limited

HAMILTON

TORONTO

PINEAPPLES

They are coming more freely now and are very fine fruit—good color and heavy pack.

BANANAS

Several cars arriving weekly. Prices very low for this season of the year. Place your standing order with us now and be one of our satisfied customers.

THE HOUSE OF QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

BUSTER BROWN



LEMONS

Pure Food: Mr. Grocer, you cannot afford to substitute for Lemons, Powders, Syrups, Compounds or Extracts, when you can sell pure Lemon juice. We land our lemons here, as fresh as when picked from the trees.

Order the Brands of Lemons Packed by Follina Bros.

W. B. STRINGER, Sales Agent



FOLLINA BROS., Packers

The Finest Fish Obtainable

Careful selection of the sweetest fish caught in famous

Passamaquoddy Bay, and careful and skillful handling in a modern, sanitary factory have made

Brunswick Brand Sea Foods

the choice of all particular people.

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

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

"BRUNSWICK"

Connors Bros, Limited Black's Harbour, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. DeCarteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; Johnston & Yockney, Edmonton, Alta.



\$5.00 For a Name

We want a name for a private label for our Teas, Coffees, Extracts, Baking Powders, etc.

To the Merchant or Clerk who first sends in the name we adopt as our own brand, we will pay

\$5.00 Cash

Must be original.
The Contest is NOW on.
THINK HARD!

CRANBROOK JOBBERS
LIMITED
CRANBROOK, B.C.



THE BEST of BRANDS

For your own protection you need to handle brands of Canned Fish that are above suspicion.

CONCORD Norwegian Sardines

are packed from the finest freshly-caught autumn fish, no hard, tough fish being packed in our up-to-date sanitary factory.

Only the highest-grade oil is used, notwithstanding the advance in price, and the fish are of excellent flavour mild cured and not too much smoked.

24 to 28 fish go to the can, which will surely please your most fastidious customer.

Order from your nearest wholesaler the brand with the guarantee—CONCORD.

LIST OF AGENTS

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.

THE CANADIAN GROCER

THE WEEK'S TRADE CHANGES.

Many Changes of Interest Among the Grocers of the Dominion.

ONTARIO.—W. P. McCarthy, Prescott, has purchased the grocery business of John Maybury & Co.

David Smith, grocer, Metz, has sold out.

A. Markle, general merchant, Scotland, has sold out.

E. E. Brush, grocer, Kingsville, has sold to A. Cowan.

O. H. Bessey, Grocer, Hamilton, has sold to E. H. Young.

B. F. Goodrich, groceries and shoes, Castleton, has sold out.

B. Leiberman, general merchant, Cochrane, has assigned.

W. H. Stinson, general merchant, Cotnam, suffered loss by fire.

George E. Campeau, general merchant, Alexandria, has sold out.

William H. Ferguson, until recently a grocer at London, deceased.

Henry Gill, general merchant, Ouvry, has sold to F. M. Simpson.

Robert Cuthbert, general merchant, Keewatin, suffered loss by fire.

Richardson & Elliott of Harriston, have sold their grocery to Joseph Pritchard.

Thomas Galbraith & Son, general merchants, Dunnville, have sold to John Nott & Son.

James G. Dalglish, for many years a grocer on Wellington St., Ottawa, deceased.

The general store of the estate of John Sprague, Ameliasburg, has been sold.

C. B. Purvis & Co., general merchants, Leamington, have sold to F. T. Hill & Co., of Markdale.

QUEBEC.—J. S. Deschamp, grocer, Hull, has assigned.

J. H. D. Aragon, grocer, Montreal, suffered loss by fire.

J. B. Robert, grocer, Montreal, has offered to compromise.

Edouard Warren, general merchant, Pointe a Pic, loss by fire.

Beaulieu & Co., general merchants, Viger, voluntary assignment.

Shannon & Fraser, general merchants, Kippewa, suffered loss by fire.

Mrs. A. H. Miller, general merchant, Glen Sutton, sold to H. P. Burnap.

Demand of assignment has been made on Mrs. H. Robinson, grocer, Montreal.

T. Levasseur, general merchant, St. Frs. Xavier De Brompton, has assigned.

R. N. Leblanc, general merchant, Bonaventure River, has offered to compromise.

WESTERN CANADA.—John Young, grocer, Winnipeg, has sold to Cramer & Frerichs.

F. S. Heath, general merchant, Tees, Alta., has assigned.

Lawson & Co., grocers, Kelona, B.C., suffered loss by fire.

W. Noel, grocer, Port Essington, B.C., suffered loss by fire.

Charles A. Fowler's general store at Kinley, Sask., burned.

SALESMEN WANTED

Trained Salesmen earn from \$1,200.00 to \$10,000.00 a year, and expenses. Hundreds of good positions now open. No experience needed to get one of them. We will assist you to secure a position where you can get Practical Experience as a Salesman and earn \$100 a month or more while you are learning. Write to-day for our free book "A Knight of the Grip," list of good openings, and testimonials from hundreds of men recently placed in good positions.

Address nearest office, Dept. 293
National Salesmen's Training Association
Chicago New York Kansas City Seattle New Orleans



SUCHARD'S COCOA

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

Highest price paid for DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

INGERSOLL - ONTARIO

Would you like our Weekly Circular?

FOUNTAIN
PENS

SPECIAL OFFER

FOUNTAIN
PENS

THE PORT ARTHUR AND FORT WILLIAM CHRISTMAS CARD AND NOVELTY CO., PORT ARTHUR, ONTARIO

UNIVERSAL VICTORIA
14-KARAT GOLD NIB, CHASED VULCANITE, LARGE CONE CAP, IRIIDIUM TIPPED WITH GLASS FILLER



\$3.25
each

VICTORIA IMPERIAL
MOUNTED WITH 2 HEAVY HAND CHASED 18-KARAT ROLLED GOLD MOUNTS WITH GLASS FILLER, IN PLUSH LINED LEATHER CASE



\$4.50
each

VICTORIA POPULAR
CHASED VULCANITE, TWIN FEED AND SPIRAL INK REGULATOR THE BEST VALUE IN 14-KARAT GOLD NIB PENS



\$2.75
each

ALL OUR PENS ARE GUARANTEED. ALL PENS WITH POCKET CLIPS.

SPECIALS IN SELF FILLING FOUNTAIN PENS

Sterling Silver Cased Self Filling Fountain Pens. Mounted Barrel and Cap in Handsome Plush Lined Leather Case, 14-Kt. Gold Nibs	\$5.50 complete
No. 1-L.C.E.L. Victoria Self Filling Fountain Pens, made of Extra Strong Celluloid. Fitted with Gilt Nibs, Fine, Medium, Broad	75c. each
No. 1-L.C. Self Filling Fountain Pens with Fine Orb Pointed Gilt Nibs and Patent Clip	\$1.25 each
No. 1-G.C. Self Filling Fountain Pens, 14-Karat Gold Nibs. Chased Vulcanite	\$2.25 each
Extra 14-Karat Gold Nibs kept in stock to suit all pens	\$1.00 per Nib

ABOVE PRICES ARE FOR CASH WITH ORDER

Agents wanted in every town and city in Canada to handle our Private Christmas and New Year Greeting Cards for the months of July, August, September and October Handsome Satin Cover Sample Books.

Address: PORT ARTHUR AND FORT WILLIAM CHRISTMAS CARD AND NOVELTY CO.

BRENT ST., PORT ARTHUR, ONT

Government analyses prove its superiority. Every test showed ABSOLUTELY PURE maple syrup.



Order "Pride of Canada" New Maple Syrup at Once

You will ensure prompt delivery of your new "Pride of Canada" Maple

Syrup by ordering immediately. You may be unable to secure "Pride of Canada" if you order late.

This year "Pride of Canada" will be as notable for its purity as in the past.

It is the genuine, pure article—the tree sap of the maple tree—bought and bottled in the Eastern Townships where the best maple syrup in Canada is secured.

Will be packed in usual attractive bottles and tins.

Let us know your requirements NOW. Write if you want information. Above all things, **ACT AT ONCE.**

Maple Tree Producers' Association, Limited

Waterloo - - Quebec



Every farmer is compelled to give a guarantee of purity of the syrup he sells us. In return we guarantee the purity of the goods to you.

Montreal Office:
58 Wellington Street

Toronto Office:
512 Dundas Street

Grocer's Encyclopedia—Cheese Values

Some Pertinent Facts Relating to Experiments Made to Prove the Great Food Properties of This So-Called Indigestible Article—The Different Makes—Why "Stiltons" Should be two Years' Old—The "Roquefort" and its National Grotto—Italian Swiss and Dutch Products.

There seems to be a mistaken idea in the minds of great many people that cheese is an indigestible article of food.

It is policy for the grocer to convince these folk that it is not, and also to use this and other information in such a manner as to bring about an increased trade in this line.

Recent experiments have shown that a pound of cheese has nearly the same food value as two pounds of fresh beef, or of any other fresh meat. It is worth as much or more than a pound of ham, and is more digestible, and is equal to two pounds of eggs and three pounds of fish. With this information the grocer should, indeed, be able to boom the sale of cheese. It is also shown that there is little or no difference in the comparative digestibility of cheese at different stages of ripening. Experiments have shown that the green curd is apparently as digestible, and so far as nutritive value was concerned as good a food as the cheese at any stage of ripening.

The Makes of Cheese.

There are many different makes of cheese. Some of those in which the grocer may be interested are described here.

Most dealers are well acquainted with the Canadian cheese both when green and mature.

Stilton cheese is a rich white and solid cheese that is imported from England. It is made of new milk with added cream. The cheeses are made of all sizes, although the average is about 16 pounds, and in form are generally twice as high as they are broad. They are not considered sufficiently ripe and mellow for cutting until two years' old at least. On the renneting of the milk and the amount of acidity retained depends the peculiar excellence of Stilton. It is said that the Stilton when ripe should be kept in a cool, damp cellar and never under any circumstance be left in a draught, as the cheese is very liable to crack and dry.

One of the French.

Roquefort is considered one of the richest and best French kinds. It is said to have been made by the same process for over 2,000 years in the little village of Roquefort, in the South of France. It is made from sheep's and goats' milk and is of a pale white color. It somewhat resembles "Stilton" but is hardly as rich and possesses a peculiar flavor. It is not upon the milk or of the preparation but upon the unique method of curing that the character of the cheese is thought to depend. They come in sizes from four to six pounds, are about 8 inches high and 4 inches wide. The cheese is stored in the national grottoes of the Valsassina, which are

damp and form an immense cave—a perfect cheese citadel—in the limestone rock at Roquefort. These caves probably impart to the cheese its unchanging character.

An Italian Make.

Gorgonzola is a very rich Italian cheese made in weights of about 16 pounds. It is somewhat like ripe Stilton in quality, though differing in shape and size. The mixing of the curds of the morning's and evening's milk is said to be the cause of the peculiarity of Gorgonzola cheese. The two curds of morning and evening milk, one cold and one warm, never thoroughly amalgamate and it is in the cracks thus left that the blue mould grows as the cheese ripens. Being brittle and easily broken, great care should be taken in removing them from packages. They should be kept cool but never in a draught, nor should they be allowed to freeze, and they should be cut with a wire.

From Old Holland.

Dutch cheese is a small, hard, salty variety, made in Holland, muriatic acid being used instead of rennet acid, as is usual. They are good keepers, Edam being one of the popular makes. The northern part of Holland is the seat of the industry, and the consequent cleanliness of the relish is therefore doubly assured. The ripening process lasts from two to three months, the round balls growing the fine yellow or reddish color peculiar to Edam cheese.

Swiss Cheese.

Swiss cheese is remarkable for its peculiar flavor. It is quite firm and dry, is of a yellowish color and is filled with numerous cavities or cells which are due to the chemical action of the whey, the

sugar contained becoming during the ripening, converted into alcohol and carbonic acid, which by its expansion, while escaping, produces these cavities, so peculiar to this cheese.

Tell Your Customers That

**SHAMROCK
BIG PLUG
SMOKING TOBACCO**

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

McDOUGALL

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

CLAY PIPES

TANGLEFOOT



THE ORIGINAL FLY PAPER

**FOR 25 YEARS THE STANDARD
IN QUALITY.**

ALL OTHERS ARE IMITATIONS

Black Watch

**The Big Black Plug
Chewing Tobacco**

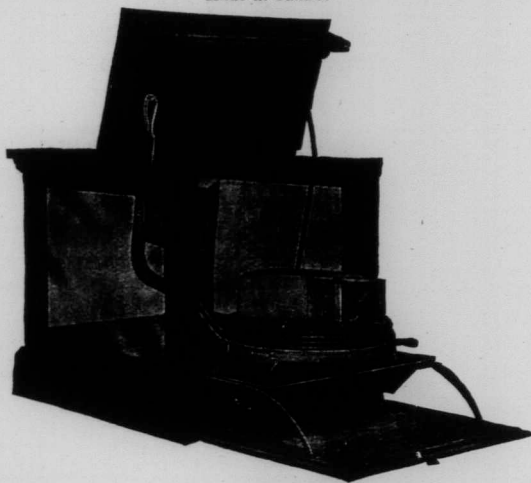
"A Trade Bringer"

Sold by all the Wholesale Trade



Perfection Computing Cheese Cutter

Made in Canada



Automatic Cutter Cabinet.

A Perfection Computing Cheese Cutter saves its cost in less than a year.

It cuts accurately.

Saves trouble trying to cut accurately with a butcher knife.

It prevents the giving of overweight and accumulation of dried-up scraps and crumbs.

The Cabinet protects the cheese cutter and cheese from germ-carrying dust, and is the sanitary way of handling cheese.

Write for Prices.

The American Computing Co. of Canada
Hamilton, - Ontario

MAPLE SUGAR

CHEWING TOBACCO

Rock City Tobacco Co.

Quebec - and - Winnipeg

Tuckett's

Orinoco

Tobacco

NO BETTER
JUST
A LITTLE MILD
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS CHANGES.

GROCERY FOR SALE in city of 18,000. Last year's turnover \$17,000. Must sell; ill-health. Apply Box 383, CANADIAN GROCER, Toronto

RETAIL BUSINESS WANTED, good grocery business; also two general businesses; turnover \$15,000 and \$30,000. Must be West or North of Toronto. Give full information. A. MOFFAT, 81 Charles Street, Hamilton.

FOR SALE.

TENDERS will be received by undersigned up to Thursday, May 4, for grocery stock and fixtures of R. C. Fraser Estate, amounting approximately to \$1,500. Store can be leased at low rental; location is one of best in city. W. C. LILLIE, Assisgoce, Fort William, Ont.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

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

BUCKWHEAT Flour guaranteed pure and unsurpassed by any mill in the Province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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.

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.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

DOUBLE your floor space. An Otis-Pensom 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-Pensom Elevator Co., Traders Bank Building, Toronto. (tf)

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

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

MISCELLANEOUS.

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.

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.

HUNDREDS OF TYPEWRITERS of every make and condition are being traded in as part payment on the famous MONARCH. Price and quality are the levers we use to prevent over stock. We believe we can give the best bargains in rebuilt typewriters in Canada. A postal will bring our catalogue and full information. THE MONARCH TYPEWRITER CO., Limited, 46 Adelaide Street West, Toronto.

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full postage, customs, banking, insurance, legal, educational, newspaper, army, clerical, governmental, particulars of leading institutions and societies. Paper cover, 60c.; cloth, leather back, 75c. All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. Write for a copy—it's free. John Kay Company, Limited, 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any 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.

MULTIPLE TYPEWRITING and real printing turned out by the Multigraph in your own office will get more business and reduce printing bills—saves 25% to 75% of average annual printing cost and stationery, system forms and circulars. Write for particulars. AMERICAN MULTIGRAPH SALES CO., Limited, 129 Bay Street, Toronto, Ont.

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

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

725,000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

TECHNICAL BOOKS.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

AGENTS WANTED.

AGENTS WANTED throughout Ontario with good connections with grocery trade, to handle well advertised line. References required with application. Apply Box 385, CANADIAN GROCER, Toronto. (2w)

POSITION WANTED.

TEA TASTER AND TRAVELER, at present in England traveling for first-class London house, Midland Counties, wishes similar post in Canada and invites offers. Age 31, energetic and abstainer. Box "Taster," CANADIAN GROCER, Toronto

NOTICE TO MANUFACTURERS.

CANADIAN TRADING COMPANY wishes to announce that they are open for business in Winnipeg and desires to get in touch with manufacturers and exporters of high class grocery lines. Address 11, Bank of Hamilton, Winnipeg. (17)

PERIODICAL DEPT.

THE MACLEAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. MACLEAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. The Maclean's Magazine, Toronto.

**TRY A
CONDENSED AD.
IN
THE CANADIAN GROCER**

**Grocery
Advertising**

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.

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



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

The Polish of Preference

It pays to handle a quick-selling line like

2 IN 1

SHOE POLISH

A line that always gives satisfaction and is always in demand.

"2 in 1" is positively waterproof, contains a natural preservative for softening the leather, does not clog or stain the clothes, and is free from acid or turpentine.

Makes an excellent display—
get a generous supply.

The F. F. DALLEY CO., Limited
HAMILTON, CAN., and BUFFALO, N. Y.



CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them **TEN DAYS**, and if you do not find that they give you **BETTER and QUICKER SERVICE** than any other **WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS**, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO ONT
EUROPEAN OFFICE: 116 HOLBORN LONDON E.C. ENG

NO KITCHEN COMPLETE WITHOUT

KOKOBUT

PURE COCOANUT BUTTER.

Delicious flavor. Is much more economical to use than animal butter, 12 oz. of "KOKOBUT" being equal to 16 oz. of any other cooking material. Absolutely pure, never becomes rancid, and keeps indefinitely. Highly digestible and nutritious. Unrivalled for frying, cooking and pastry. Every housewife wants "KOKOBUT" and you can do a very profitable business if you will only tell your customers about it. Packed in 1, 5, 10, 20, and 50 lb. packages and tins.

Sole Manufacturers

COCOA-NUT BUTTERS, Limited
206 Papineau Avenue, MONTREAL

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.

The Season when Appetites Need Coaxing!

Your customers are buying a greater quantity of
PICKLES, SAUCES, RELISHES, JAMS, PRESERVED FRUITS
 and other delicacies to tickle the palate.

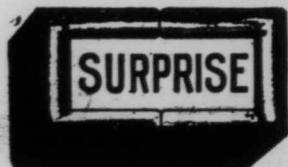
Be Prepared. Look over Stocks.

We have the very goods you require, and can supply promptly at closest prices.

Write us To-day for Details.

THE YOUNG COMPANY, LIMITED - North Bay and Sudbury

Soap and Washing Powders



For sale by all grocers.

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	\$10 20
Maypole soap, black, per gross	15 30
Orloie soap, per gross	10 20
Florida soap, per gross	12 00
Straw hat polish, per gross	18 20



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



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



starch

EDWARDSBURG STARCH CO., LIMITED

Laundry Starches—	Per lb
No. 1 white or blue, 4-lb. carton	\$0 06½
No. 1 white or blue, 3-lb. carton	0 06½
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edwardsburg silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07
No. 1 white, bbls. and kegs	0 05½
Canada white gloss, 1-lb. pkgs.	0 05½
Benson's enamel, per box	1 50 & 3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 04½
20-lb. boxes, ¼c higher	
Celluloid—Boxes of 45 cartons, per case	3 60

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb.	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05½
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 08
6-lb. toy drums, with drumsticks	
8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1 lb. fancy boxes, cases 36 lb.	0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Canned Haddies. "Thistle" Brand

A. P. TIPPET & CO., AGENTS

Cases 4 doz. each, flat, per case	\$5 00
Cases 4 doz. each ovals, per case	5 00

Milk.

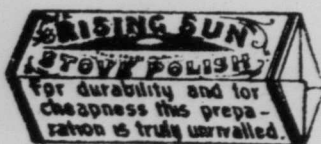
CANADA FIRST BRAND

The Aylmer Condensed Milk Co., Ltd.

Per case	
Canada First Evap. Cream family size	3 50
Canada First Evap. Cream medium size	4 80
Canada First Evaporated Cream, hotel size	3 70
Canada First Evaporated Cream, baby size	2 00
Canada First Condensed Milk	4 55
Beaver Condensed Milk	4 00
Rosebud Condensed Milk	4 25

Stove Polish

Rising Sun, No. 1 cakes, ¼ & ½ grs. boxes	\$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, ¼ gross boxes	5 40
No. 10 Sun Paste, ¼ gross boxes	9 00



JAMES DOME BLACK LEAD

6a size, gross, \$2.40. 2a size, gross, \$2.50

Syrup

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup	
Barrels, 700 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03½
¼-barrels, 175 lbs.	0 03½
Pails, 25 lbs.	1 20 each
38½ lbs.	1 70
Lily White Corn Syrup.	
Plain tins, with label—	Per case
2 lb tins, 2 doz. in case	2 57
5 " " 1 " " " "	2 85
10 " " " " " " " "	2 75
20 " " " " " " " "	2 70
(5, 10 and 20 lb. tins have wire handles)	

Beaver Brand Maple Syrup. Case

2 lb. tins, 2 doz. in case	\$3 50
5 " " 1 " " " "	4 00
10 " " " " " " " "	3 95
20 " " " " " " " "	3 90

(5, 10 and 20 lb. tins have wire handles)



Teas

THE "SALADA" TEA CO.

Wholesale Retail

Brown Label, 1's and ½'s	\$0 25	\$0 30
Green Label, 1's and ½'s	0 27	0 35
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60
Red-Gold Label, ½'s	0 55	0 80



Blue Label, ½'s	0 21	0 26
Orange Label, 1's and ½'s	0 23	0 30
Blue Label, 1's	0 30	0 35
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60



MELAGAMA TEA

MINTO BROS., 45 Front St. East

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

Wholesale Retail

Brown Label, 1 lb. or ½	0 25	0 30
Red " 1 lb. or ½	0 27	0 35
Green " 1s, or ½	0 30	0 40
Blue " 1s, or ½	0 35	0 50
Yellow " 1s, or ½	0 40	0 60
Purple " ½ only	0 55	0 80
Gold " ½ only	0 70	1 00

Jam

30-lb. wood pails	0 06½
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75



WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



List price.

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



Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.

Black Label, 1-lb., retail at 25c	\$0 20
Black Label, ½-lb., retail at 25c	0 21
Blue Label, retail at 30c	0 24
Green Label, retail at 40c	0 30
Red Label, retail at 50c	0 35
Brown Label, retail at 60c	0 42
Gold Label, retail at 80c	0 55

Cream Tartar.

GILLETT'S CREAM TARTAR

Ontario and Quebec Prices.

Per doz	
½-lb. paper pkgs., 4 doz. in case	\$1 00
½-lb. paper pkgs., 4 doz. in case	2 00
Per case	
4 doz. ½-lb. paper pkgs. assorted	\$8 00
Per doz	
½-lb. cans with screw covers, 4 doz. in case	\$2 20
1-lb. cans with screw covers, 3 doz. in case	4 10
Per lb	
5-lb. sq. canisters, ¼ doz. in case	0 33
10-lb. wooden boxes	0 30½
25-lb. wooden pails	0 30½
100-lb. kegs	0 28½
360-lb. barrels	0 28



H.P. Sauce, packed in cases of 3 doz. \$1 80
 H.P. Pickle, packed in cases 2 doz. pks. \$2 35
 H.P. Pickle, packed in cases 3 doz. ¼-pks. 2 25

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6c	44
Black Watch, 12c	45
Bobo, 6c and 12c	44
Bully, 6c	44
Currency, 6c and 12c	44
Stag, 6 2-6c	44
Old Fox, 12c	44
Pay Roll, 7c	56
War Horse, 6c	56
Plug Smoking—Shamrock, 6c., plug or bar	42
Rosebud Bars, 6c.	45
Empire, 6c and 12c	44
Ivy, 7c	56
Starlight, 7c	50
Out Smoking—Great West Pouches, 6c.	59

Yeast

Ontario and Quebec Prices.

Royal Yeast, 3 doz. 5 cent pkgs.	\$1 15
Gillett's Cream Yeast, 3 doz. in box	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

■ ■ ■ ■ ■
■ **Boat and Rail** ■
■ Shipment ■
■ ready for both ■
—
■ **VERRET, STEWART & CO.** ■
LIMITED
■ SALT SELLERS ■
■ MONTREAL ■
■ ■ ■ ■ ■

Your Customers

look to you for ideas for desert, especially when apples are scarce.

Have you suggested pies made from

**WETHEY'S
MINCE MEAT?**

(IN SANITARY CARTONS)

You have them. If not, get some quickly from your jobber and **PUSH IT, IT WILL PAY YOU.**

J. H. Wethey, Limited
ST. CATHARINES, - ONTARIO

**Take Advantage of Our Big Spring
Number of May 19 and tell the Dealer
more about Your Goods.**

You get the benefit of greatly increased distribution, attentive readers and an attractive paper that dealers keep on file the year round.

It has many editorial features that will make it more valuable to our readers than any of the past.

Miss placing your advertisement in the Spring Number and you miss an exceptional opportunity.

It will excel its past high standards— which is saying a great deal. Copy should be in early. Forms close May 17.