

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, APRIL 5, 1912

No. 14



Every Package Leaving our
Factory Guaranteed Pure



**VERIPURE
QUALITY**

You can confidently recommend anything bearing the Veripure trade mark. **BECAUSE** nothing goes into any of our specialties that is not absolutely pure.

ATTRACTIVE IN APPEARANCE
TRUE IN FLAVOR
FULL AS TO STRENGTH

Our Veripure spices, extracts and specialties ensure satisfied customers and repeat orders for you.

Have you stocked our Pure Extracts in flavors of **LEMON**, Almond, **VANILLA**, Pineapple, Raspberry, Cherry, Banana, Peach, Strawberry, Wintergreen, Peppermint; Pure Spices, Curry Powders, Celery Salt, Paprika, Icing Sugar and Icing Sugar specialties.

They are gaining friends every day.

Our Veripure **ORANGEADE** is every bit as delicious as it looks and sells on sight.

Write us for our complete Price List which will show you how to increase your profits on these lines.



Gun Munro Bros. & Co.

Importers, Grinders and Manufacturers

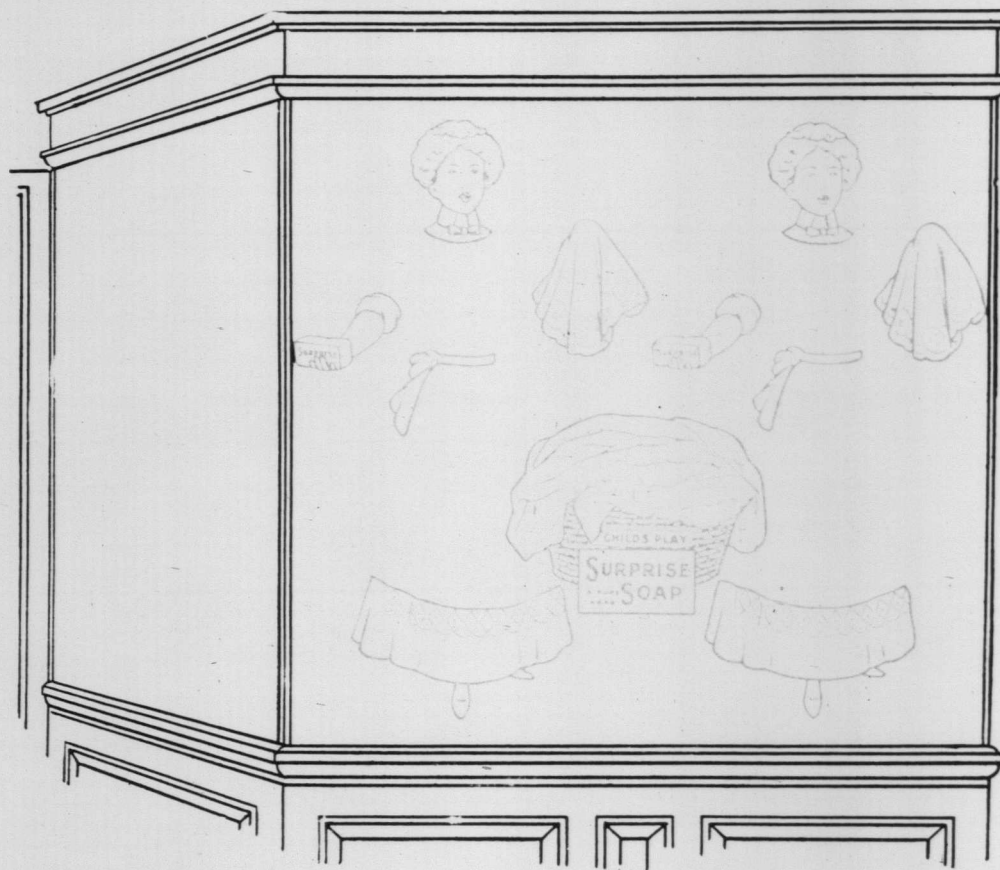
BRANTFORD, CANADA



SURPRISE SOAP Window Display

TO BE USED IN

House Cleaning Window Competition



This gives a general idea of the "Surprise" Soap Window Display to be used in connection with the HOUSE CLEANING WINDOW Competition. It's very easy to attach.

Competition is for:—A HOUSE CLEANING WINDOW, consisting of any or all of the articles used for Spring House-Cleaning, general washing or cleansing, with "Surprise" Soap given a good display and prominent position, and with this Window Display also used. Prizes to be given:—

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

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

Date of Competition:—Window Display can be made any time between the middle of March and middle of May, 1912.

Judges:—The Judges of this Competition will be Mr. H. C. McDonald, President, and Mr. J. L. Maude, Secretary, of the Canadian Window Trimmers' Association.

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

Width of
 Window

Feet

Inches

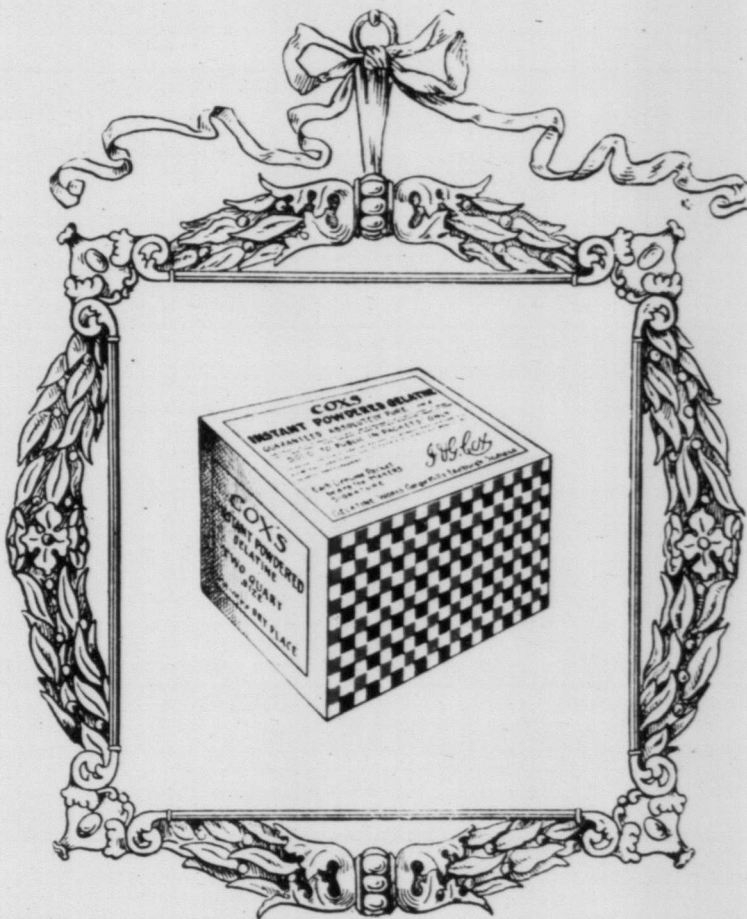
The St. Croix Soap Mfg. Co.
 ST. STEPHEN, N.B.

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

THE CANADIAN GROCER

Over Seventy Years the Leader

BECAUSE ITS EQUAL HAS NOT BEEN MANUFACTURED.



Cox's Gelatine

needs no argument for the grocer to make sales. Its old standing and its perfection of quality makes it well known and much used.

Cox's Gelatine has been on the market for nearly three-quarters of a century without a stop in the cogs of the business wheel. A splendid record for maintained high quality, friend. Pure, absolutely—sure in results—quick in attainment. Made only by J. & G. Cox, Limited, Edinburgh. None genuine without the maker's fac-simile signature.

Sold by leading dealers everywhere.



Arthur P. Tippet & Co'y

Agents

MONTREAL

TORONTO

PERRIN'S

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

Regular Lines put up in :

5c. Parchmentine

10c. Red Label

10c. Cartons

25c. Cardboard

30c. and 35c. Tins



DAIRY

CREAM

SODAS

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

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

Facts Worth Considering

BORDEN'S EAGLE BRAND CONDENSED MILK



Especially prepared for
infant feeding.

Recommended by physicians
everywhere.

For general household use
best value obtainable.

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

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

Sales Offices and Agencies:—

Mason & Hickey, Winnipeg and Calgary

WILLIAM H. DUNN
Montreal, Toronto and Vancouver

SANITARY CANS

FOR

"Winter Pack"

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

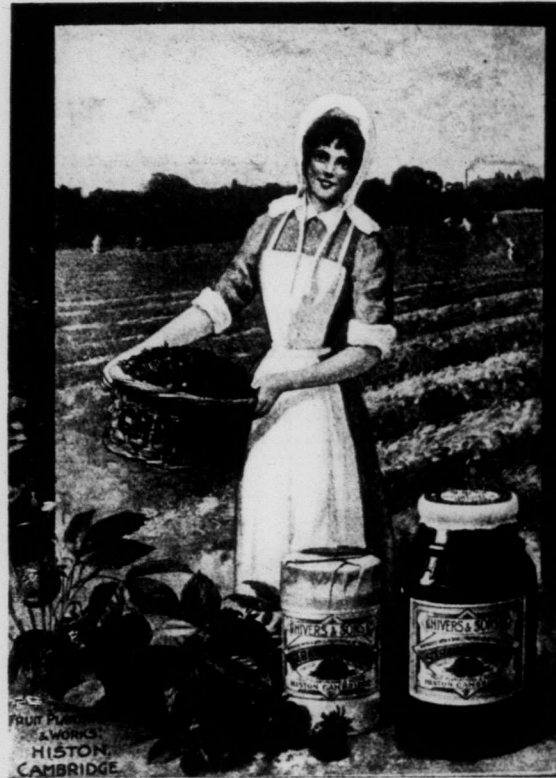


up in:
line
el
rd
Tins

EAM

Purity-Cleanliness-Freshness

AFTER years of experiment in the proper making of jams, Chivers & Sons are now the recognized leaders of the preserved fruit industry in the Old Country. Exhaustive investigation by the world's best critics has pronounced them "excellent."



PURITY—Cleanliness—Freshness—these three, are the hall-mark of this world-famed make of food products. Starting in a very small way with a mere handful of employees, Chivers & Sons have developed into a thoroughly organized concern employing thousands of people.

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skillfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.

57 Water St.

VANCOUVER, B.C.

(British Columbia and Alberta)

THE FRANK L. BENEDICT CO.

144 Craig St. West

MONTREAL

(Canada and Newfoundland)

Hammer Home the Reason

why "Simcoe" Brand Baked Beans are so economical at the present time when other food-stuffs soar in price. One 10c. tin of "Simcoe" Baked Beans (plain or with Chili Sauce) will give sufficient nutriment to an entire family for one meal. **Feature** the 3's Family Size, "the tin with more beans at a lower price."

Dominion Cannery
LIMITED
HAMILTON, CANADA



APPROVED BY ALL AUTHORITIES



**HEALTHFUL
NUTRITIOUS
DELIGHTFUL**

**A DAINTY
DESSERT**



**THE IDEAL
DIET FOR
CHILDREN
AND
ADULTS**

**A NICE
BREAKFAST**

ST. VINCENT ARROWROOT

has all the qualities that go to the making of a rapid seller. In number of uses it has no equal and wherever it is sold has become immediately popular with an ever widening circle of users. The demand has always exceeded the supply. We offer enlarged supply to meet a growing demand. There's money in it for you.

Write the Secretary for information and samples.

ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N
KINGSTOWN, ST. VINCENT, B.W.I.

KEEP YOUR STORE AHEAD



No. 1 STAR EGG CARRIER
PATENTED
U.S. MAR. 10-03
CAN. DEC. 19-05
ENG. APR. 14-08

Made in one and two dozen sizes.

Do not be satisfied to be "just as good": make yours the best and most attractive store in town.

**STAR EGG CARRIERS AND TRAYS
FOR SAFE EGG DELIVERY**

make clerks and delivery men take pride in accurate, quick, careful methods and build up the entire delivery and store service.

This modern egg delivery system for progressive stores pays for itself in a couple of months and then pays an extra profit on every dozen eggs delivered.

Write for our two valuable books "Safe Egg Delivery" and "Advertising Suggestions." They explain everything in full.

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.

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

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S GOLDEN PUFF

PRICES AND SAMPLES ON APPLICATION



ILLUSTRATED ALBUM ON APPLICATION

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

AGENTS:

The W. H. Malkin Co., Limited, Vancouver.

Ruttan & Chipman, Fort Garry Court, Winnipeg.

The Harry Horne Co., 309 and 311 King St. West, Toronto

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



Reduced facsimile of wrapper.

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

ENO'S 'FRUIT SALT'

The Old-Time Ever Popular Household Remedy for

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

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

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

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

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

When Your Customers Want

- A REAL GOOD HAND CLEANER
- A STAIN REMOVER
- A CANVAS SHOE CLEANER
- A CARPET CLEANER
- A CLEANER FOR ANY FABRIC

ASK THEM TO TRY

Golden Ray Cleaner

It will clean absolutely anything and is most pleasing to use. This preparation is certainly a winner and our introduction is enough to make it a regular thing in the household.

GOLDEN RAY--THE MARVEL

WRITE

Waite & Fuller

4 Union Avenue, MONTREAL

A TWO-CENT STAMP

Will Carry a Letter to Europe

You couldn't get more service from the government if you put a dollar stamp in the corner.

You couldn't get better service out of a coffee mill if you paid five hundred dollars for it.

Use as much common sense in selecting a coffee mill as you do in selecting a postage stamp. Your money can't buy more than maximum service and you get it at the minimum when you buy a COLES.



COLES MFG. CO., Philadelphia, Pa.

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

THE CANADIAN GROCER

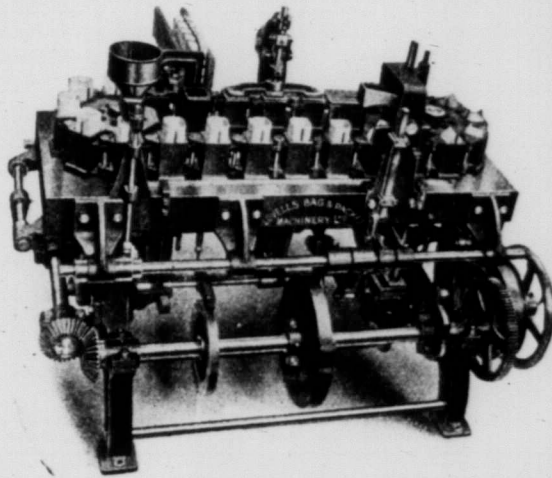
BAG-MAKING & PACKETING

Machinery of Every Description

Labelling

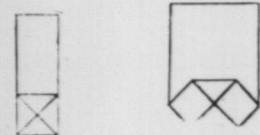
Wrapping

Etc., Etc.



THE LOVELL NEW TYPE PACKETING MACHINE

**Bag
Machines**



With folding in both these methods

Send us Samples and let us suggest where we can save you money

Lovell's Bag and Packet Machinery, Limited

59-60 Gracechurch Street, LONDON

Condensed Milk Growing Popular



A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good:

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

Our lines will bring you new customers and quick returns.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East to Halifax.

J. Malcolm & Son, St. George, Ont.

Every Grocer Knows

—that the faster his stock moves, the more money he makes.

—that well-advertised goods not only move faster than others, but that they are also easier to sell.

Just now

Heinz Baked Beans

(The Oven Baked Kind)

are being very widely advertised.

Millions of people already know their goodness. Others are going to learn about it.

Need we offer you any better reason for keeping an eye on your stock to see that you never run out of HEINZ BAKED BEANS?

H. J. HEINZ COMPANY



**Century
SALT**
"The Salts of Salts"

In the preparation of Century Salt, every step taken from the crude brine to the refined crystals is under the strictest sanitary conditions.

Absolutely pure, it's the salt for table or dairy. Sell the best—all packed ready for delivery.

DOMINION SALT COMPANY, Limited
Manufacturers and Shippers
SARNIA, ONT.

King Brand Jam

has been and is
A Success

BECAUSE—The quality is good, better than most people have been getting, and all agree that it is "worth the price."

You want to have a line with a reputation like this, as you can recommend it freely and be sure of satisfaction on the part of the customer.

Jobbers!

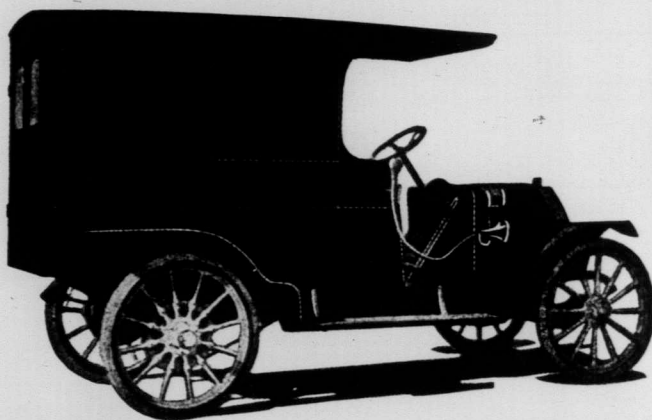
We have a good proposition for you. Can pack the goods to suit your trade, either in glass, carton, or pail.

WRITE

Labrecque & Pellerin

111 St. Timothee St., - Montreal

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



Auto Delivery Curtails Delivery Expenses

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

The Menard Commercial Car

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

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

Send for prices and full particulars.

Menard Commercial Motor Car Co'y

WINDSOR, ONT.

ELEVEN GOLD MEDALS

FUSSELL'S CREAM

PURE, RICH, THICK EATING CREAM
("GOLDEN BUTTERFLY" BRAND)

THE WHIPPING CREAM

Is better than "Devonshire Cream"

In key opening sterilized cans, to sell at
10, 15 and 25 cents.

Single Cream for Tea and Coffee

("PURPLE BUTTERFLY" BRAND)

In key opening sterilized cans, to sell at
15 and 25 cents.

No Preservative or Colouring Matter of any kind is used.
Warranted to comply with the laws of this country. NO
FEAR OF PROSECUTION. ABSOLUTELY PURE.

Guaranteed to keep good for 12 months unopened at all seasons

AGENTS:

For Manitoba and Saskatchewan—Hamblin & Brereton, Ltd.,
Victoria Street, Winnipeg.

For the Provinces of Ontario and Quebec, and the Maritime
Provinces (Prince Edward Island, Nova Scotia and
New Brunswick)—MacLaren Imperial Cheese Co., Ltd.,
Toronto.

For British Columbia and Yukon—Alexander Marshall, 144
Water Street, Vancouver.

For Alberta—Holloway & Reid, 834 First Street, Edmon-
ton, Alta.

PURE

RELIABLE



Have no hesitation

in stocking and recommending

"COW BRAND"

BAKING SODA

It is noted for its strength, purity and reliability, and
is a marked favorite with the cook.

See to your stocks.

Order from your jobber.

CHURCH and DWIGHT

Manufacturers
MONTREAL

LIMITED



Through a little effort at advertising and a big
effort at producing the best article that skilled
mechanics and A-1 materials could produce, our

Klondike and Jubilee Brooms

have become known as the most reliable in the
market. Just now we are devoting special at-
tention to perfecting the handles of these lines
by a new system of polishing—making them
"smooth as glass" Try a sample lot, you'll
be delighted.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO



For delicacy and pi-
quancy of flavor STER-
LING BRAND Canadian
Relish, S.B. Sauce, Chili
Sauce, Chow Chow, etc.,
stand unrivalled.

Can be recommended
with confidence to your
better - class customers,
with the assurance of
handsome profits.

Get Our Prices
and Write To-day

The T. A. Lytle Co.

Limited
Sterling Road Toronto, Ont.

Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

**JOHN GRAY & CO.,
LIMITED
GLASGOW**

Contains neither Glucose
nor preservatives.

Prices and Samples from:

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

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



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

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

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE Telephone St. Louis 3076
Distributing Agents, **WALTER WOODS & CO.,** Winnipeg
Agents at Fort William, Hamilton, Calgary, Moosejaw, Saskatoon



The Food That Serves the Appetite

Sardines preserved in the whole state in oil precludes contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

"KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure, sweet and well packed in pure oil.

They produce satisfaction and incidentally profit. **GET A STOCK TO-DAY.**

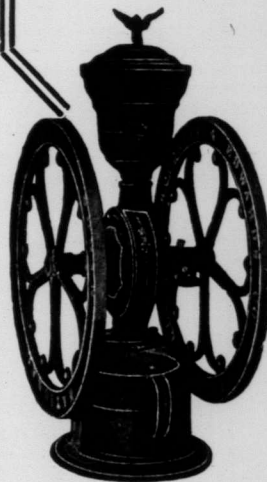
John W. Bickle & Greening
(J. A. HENDERSON)
HAMILTON, :: :: ONTARIO

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue.
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd. Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. Macdonald Co.

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

HERE IS A WELL ADVERTISED LINE

Send for our New Folders and Window display.

There is 50% profit on every package you sell. Goods guaranteed.



PRICES NET :

	Per doz
10c. Packages, 6 doz. in case -	.80
25c., one doz. in Display Box, 3 doz. in case	2.00
50c., one doz. in case	4.00
Complete One Dollar Outfits with Baskets, etc.	7.80
10c. Electros in Packages -	.80
25c. Electros in Packages -	2.00
50c. Large Hotel size	4.00

WONDER-SHINE LIMITED

GENERAL OFFICES—220 King St. West

TORONTO, CANADA

J85



Buy the Best

A line that will give entire satisfaction throughout the year to all of its users is

PURITY SALT

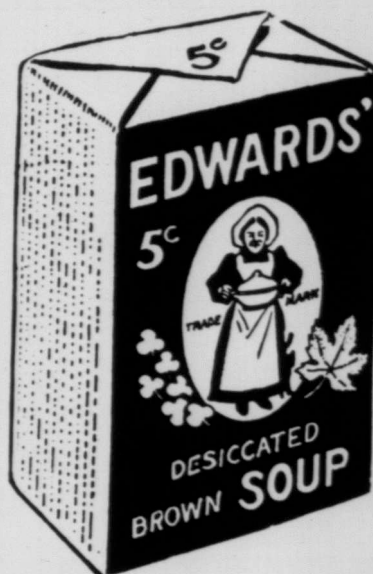
It is rightly named, because it consists exclusively of fine dry, even crystals,

free from all foreign substances.

It is pure—that's why the women think so highly of it.

Your profit is assured. Order a stock to-day.

The Western Salt Co., Ltd.
MOORETOWN, ONTARIO



EDWARDS' DESICCATED SOUP is made in three varieties—Brown (made of best beef and fresh vegetables), Tomato, and White (both vegetable). Retail at 5c. a package, and in canisters at 15c. and 25c.

YOUR Customer

sees the big EDWARDS' DESICCATED SOUP advertisements—sees the goods in your store or your competitor's—tries a package—buys Edwards' Soup steadily.

Are you in line for this new trade or are you letting it slip?

DISTRIBUTORS

WM. H. DUNN, 396 St. Paul St.,	Montreal
W. G. PATRICK & CO.,	Toronto
W. H. ESCOTT & CO.,	Winnipeg

WHITE SWAN YEAST CAKES

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

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals,
LIMITED**
Sole Distributors - TORONTO

Carr & Co. CARLISLE ENGLAND

Purveyors of Biscuits
to H.M. the King

If you stock Carr's you will have varieties to satisfy every taste and suit every occasion.

Carr's Biscuits will reach you in air-tight tins and in as crisp a condition as when they left the factory.

ASK FOR COPY OF OUR ILLUSTRATED PRICE LIST

AGENTS:

Wm. H. Dunn
Montreal and
Toronto

Hamblin &
Brewster
Winnipeg and
Vancouver, B.C.

L. T. Mawburne
& Co., Ltd.,
Calgary

T. A. MacNab &
Co., St. John's,
Newfoundland



If All The Grocers in Canada



WERE LINED UP

you would find the best of them handling

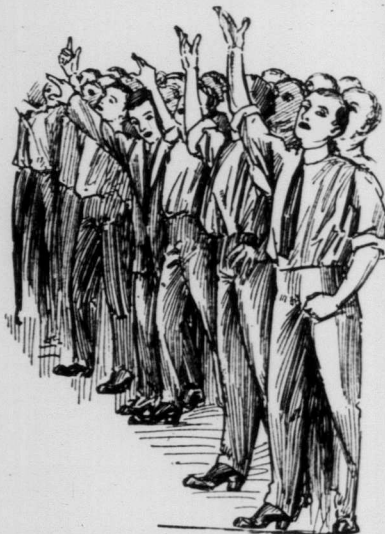
**ST. CHARLES
EVAPORATED
MILK**

That is because this product comprises a line that is a huge seller and always makes good.

**A PERFECT
SUBSTITUTE**

for milk or cream in their unmodified form.

Simply pure milk put up in small tins.



St. Charles Condensing Co.

INGERSOLL, ONT., CANADA

By Royal



Letters Patent.

NELSON'S Powdered GELATINE

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

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



Here It Is,
The Boon
To
Mankind!

Absolutely pure milk and cream that will keep in perfect condition indefinitely without the assistance of any chemical ingredients whatsoever. **HOMOGENIZATION**, a purely mechanical operation, which thoroughly mixes the cream and milk so that it can never be separated again and the cream will not rise to the surface. Then the milk is sterilized in air-tight bottles, rendering it free from all bacteria and germ life.

LAURENTIA MILK AND CREAM is a boon to the invalid and the greatest weapon against infantile mortality.

The demand is increasing—get in line, the profit is good.

LAURENTIA MILK CO., LIMITED
371 Queen Street West, Toronto TORONTO

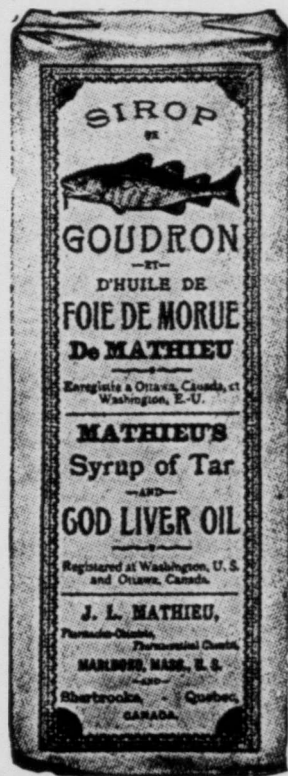
COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing
SWEETER, LIGHTER
than by any other method.
PREPARED ON CORRECT PRINCIPLES.
Never dip a wet spoon in the tin. Always keep in a dry place.

In the course of the past fifty years three generations of dealers have sold **COOK'S FRIEND**, "The Baking Powder With a Pedigree"—and three generations of users have bought it. The sale is increasing every year. Get after your share of the sales made by the quality and advertising of **COOK'S FRIEND**.

Purer than the Law Demands.
Contains No Alum.

W. D. McLaren, Limited, Montreal

Money in Other People's Coughs



A suggestion, when you hear a cough, that

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

is great for coughs and colds, will nine times out of ten result in a sale for you, and a cured cough for your customer. "Many mickles make a muckle."

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

Where fever accompanies a cold,

Mathieu's Nervine Powders

the great Headache and Neuralgia cure, are very helpful. They break up the fever, stop the pain in bones, and give great physical relief.

Newton A. Hill, 25 Front St. E., Toronto, Ont.
Distributor for Western Ontario.

Chaput, Fils & Cie., Montreal, Que.

Foley Bros. & Larson, Winnipeg, Man.

Don't Worry Unnecessarily

It's a safe bet to say that half the business worries of a grocery proprietor are centred on bookkeeping and accounting.

There is one thing certain, that if you gave more time to grocery selling and grocery buying, your business would be more profitable. Here is the remedy:

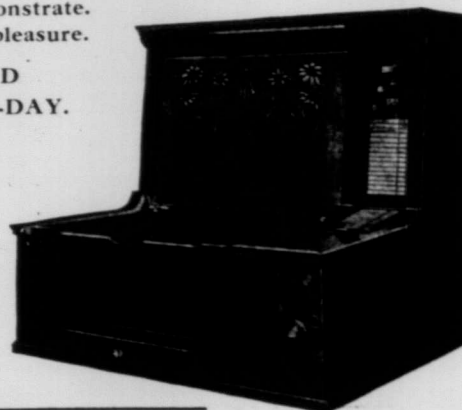
The "BARR" ACCOUNT REGISTER

is the practical one-writing account system. It has demonstrated beyond doubt that it can abolish that drudgery and worrisome retail bookkeeping that robs YOU of the time you should be giving to the commercial end of your business.

Ask us to demonstrate.
It will be a pleasure.

SEND CARD
TO-DAY.

Barr Registers, Limited,
TRENTON,
ONTARIO



Tartan
BRAND
THE SIGN OF PURITY

We are winding up our bookings for
TARTAN Brand Canned Goods

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

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

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

Every Live Grocer

SHOULD KNOW ABOUT

"Walker Bin" Fixtures

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

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

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

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

Walker Bin & Store Fixture Co.
LIMITED

REPRESENTATIVES:—
Manitoba: Watson & Truesdale, Winnipeg, Man. Berlin, Ontario
Montreal: W. S. Silcock, 33 St. Nicholas Street
Vancouver, B. C.: W. W. Burke & Co., 334 Cordova St. W.



Lest We Forget—Again

THAT WEALTH OF FLAVOR

which is so conspicuous in "RIDEAU HALL" Coffee can only be obtained by the most careful selections and expert blending and roasting of the **Highest Grades of Coffee.**

The true value of a coffee is in the cup.
We buy that way and sell that way.

Hence Our Success.

Gorman, Eckert & Co.
LIMITED

LONDON, ONT. WINNIPEG, MAN.

FARROW'S 'A-1' MUSTARD

THE BEST BRITISH MAKE—DIRECT FROM THE GROWERS

In every market of the world FARROW'S "A-1" has forced its way. Write your nearest agent for a sample tin. Compare the get up, the quality and the price—then you'll know the reason why!

CANADIAN AGENTS:—

W. G. PATRICK & CO., 77 York Street, Toronto; T. A. MACNAB & CO., Cabot Bldgs., St. John's, Newfoundland; W. A. SIMONDS, 89 Union St., 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.

THE CANADIAN GROCER

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

St. Lawrence
Granulated

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

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

SYMINGTON'S COFFEE ESSENCE



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

Thos. Symington & Co., Edinburgh and London

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



Shoe 2 IN 1 Polish

POLISHES WET OR OILY SHOES.

CONTAINS NO TURPENTINE—WILL NOT SOIL CLOTHES

Well Advertised and Thoroughly Reliable.

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

EAT—

Purple and Gold Brand

RAISINS

California Raisin Day, April 30th.

PACKED BY

GIFFEN-HOBBS CO., - Fresno, California

We have a limited amount of

**No. 3 TOMATOES
GALLON APPLES
No. 3 APPLES**

All Packed in Sanitary Cans

CHURCH BROS.
PICTON, ONT.

Japan Teas

FURUYA & NISHIMURA

MONTREAL CHICAGO NEW YORK JAPAN

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

AURORA COFFEE

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

W. H. GILLARD & CO., Wholesalers HAMILTON, ONT.



It would be hard to equal the deliciousness and impossible to better the quality of

Rowat's Pickles

and

PATERSON'S SAUCE

These are two "staple" lines with hundreds of grocers. How do they stand with you?

Put in a stock to-day.

Rowat & Co.

Glasgow - - - Scotland

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 225 Coristine Building, Montreal, Quebec.
Ontario, Manitoba and the Northwest: F. K. Warren, Halifax,
N.S.: F. H. Tippet & Co., St. John, N.B.; C. E. Jarvis & Co.,
Vancouver, B.C.

What's the Matter

with your sales of Macaroni? Are they low? If so, we can put them up. You cannot be stocking goods which give complete satisfaction.

"SWALLOW BRAND"

(HIRONDELLE)

is just what you want, and the price is right. Gives you a good profit and does not weigh heavily on the housewife's purse.

"SWALLOW BRAND" SELLS

Get it and you'll see why.

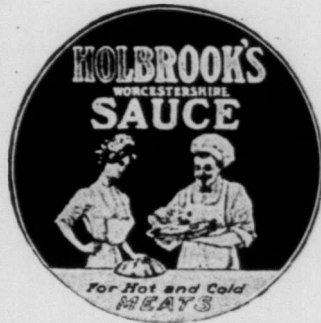
The C. H. Catelli Company, Ltd.
MONTREAL, CANADA

THE CANADIAN GROCER

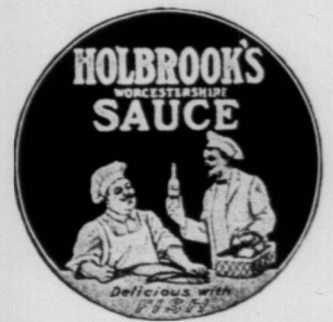
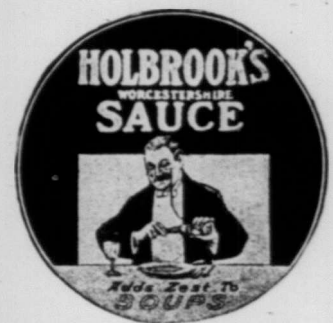
HOLBROOK'S SAUCE Window Trim FREE



HOLBROOK'S
WORCESTERSHIRE
SAUCE
IMPORTED ABSOLUTELY!!



THIS window trim is lithographed in seven colors and makes a very unique and handsome display. The entire trim is in seven pieces and can be fixed to a window in two minutes and taken down in a few seconds. Everything is ready, no pasting is required, no preparation of any kind. The objectionable features of other window displays have been entirely eliminated by the use of patent adhesive fasteners. A tiny adhesive fastener is placed at the corner of each sheet, merely remove the cotton protector and press it to the window and it is on, and it will remain on. When finished with, simply tear down, and not a single mark or sticky impression will be found on the window.



We are running an extensive advertising campaign in the leading newspapers throughout the Dominion. These window displays will draw the benefit of our publicity into your store.

We mail you the complete outfit free of all charges, distance doesn't matter. Yours for the asking. Send us a post card to-day.

Holbrook's Limited, Toronto, Canada

Canadian and U.S.A. Manager, H. Gilbert Nobbs.

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES

The W. H. Escott Co.

WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

Offices at
WINNIPEG and REGINA

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

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - - - MAN.
Domestic and Foreign Agencies Solicited.

WINNIPEG

H. G. SPURGEON

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

20 Chambers of Commerce. P.O. Box 1812

WINNIPEG

THE J. J. TOMLINSON CO.

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

FRANK H. WILEY

MANUFACTURERS' AGENT
and
IMPORTER

757 Henry Ave., WINNIPEG.

WESTERN DISTRIBUTORS LIMITED

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

SASKATOON, - - - WESTERN CANADA

G. C. WARREN

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

Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

DISTRIBUTORS, LIMITED

P. O. Drawer 99

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Mer-
chants, Warehousemen.

Track connection with all Railroads.

TORONTO

STEPHENS' PEELS FOR QUALITY

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

77 York Street, Toronto

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

MACLURE & LANGLEY, Limited

IMPORTERS AND
MANUFACTURERS'
REPRESENTATIVES

Toronto Montreal Ottawa Winnipeg

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale
Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

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

LIND BROKERAGE CO.

73 Front St. East - - - TORONTO

MONTREAL

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

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

LONDON

THE MARSHALL BROKERAGE COMPANY

67 Dundas St., LONDON, ONT.

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

MARITIME PROVINCES

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery
Brokers

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

H. R. SILVER, LTD.

MANUFACTURERS' AGENTS
AND GROCERY BROKERS

HALIFAX - NOVA SCOTIA

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

J. A. TILTON

WHOLESALE GROCERY BROKER

ST. JOHN, N.B.

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

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery
Brokers.

Warehouses

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

NEWFOUNDLAND

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

Importers and exporters. Prompt and careful at-
tention to all business. Highest Canadian and foreign
references. Cable address: "Macnab" St. John's.

Codes: A, B, C, 5th edition, and private.

**MANUFACTURERS' AGENTS AND
BROKERS' DIRECTORY**

(Continued.)

LONDON, ENG.

F. KESSELL & CO.

Railway Approach, London Bridge, London, Eng.

**Fruit Pulp Manufacturers and
Confectioners' Sundriesmen.**

Correspondence Invited.

**BRITISH COLUMBIA
McLEOD & CLARKSON**

Manufacturers' Agents and Wholesale Commission
Agents

832-6 CAMBIE ST., VANCOUVER, B.C.

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

OTTAWA

**L. H. MAJOR and
J. SOUBLIERE, Limited**

Wholesale Brokers and
Manufacturers' Agents

Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

O. E. Robinson & Co.

Manufacturers and Buyers of Dried
Evaporated and Canned
Apples

Ingersoll, - - - Ontario
ESTABLISHED 1886

SUCHARD'S COCOA

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

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager



It drives Common Sense
them up
KILLS { Fleas and Bed-Bugs
Rats and Mice

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

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



The BROWN is the only
convenient Bag Holder

Occupies no counter space.
The bags are held in position
by gravity—no perforation of
bags necessary. Handy. Saves
Time. Will last a lifetime.
For sale by jobbers every-
where. Ask your jobber
or write

The Brown Manufacturing Co.
CRESTON - - IOWA, U.S.A.

The Cocoa of HIGHEST FOOD VALUE

THE IDEAL
BREAKFAST AND
SUPPER BEVERAGE
FOR ALL
WEATHERS.

EPPS'S

Agrees with everybody,
forming one of the
most digestible
and nourishing
articles of
diet known.

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and
a lingering delicacy of flavor.

Special Agents: WILLSON & WARDEN, Toronto.

Manitoba: BUCHANAN & GORDON, Winnipeg

FORBES & NADEAU, Montreal

J. W. GORHAM & CO. Halifax, N.S.

C. A. MUNRO, St. John, N.B.

SALESMEN WANTED

Trained Salesmen earn from \$1,200 to \$5,000 a year
and expenses. There are hundreds of such positions
now open. No former experience needed to get one
of them. We will teach you to be a Salesman in
eight weeks by mail and assist you to secure a
position where you can earn good wages while you
are learning Practical Salesmanship. Write today
for full particulars, list of good openings, and testi-
monials from over a thousand men who have recently
placed in good positions. Address: nearest Office Dept. 243

National Salesmen's Training Association
Chicago New York Kansas City Seattle New Orleans Toronto

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

**Irish Grocer, Drug, Provision
and General Trades' Journal**

10 Garfield Chambers, Belfast, Ireland

McDOUGALL

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

CLAY PIPES

FOR SALE

A Well-established Grocery Business
in the thriving city of Kamloops, B.C.
Sales for 1911 over \$100,000.00. Best
location in the city. This will stand
investigating. Reason for selling on
account of owner's health. Store can
be enlarged for general business and
will give lease on building. Write
owner, P.O. Box 203, Kamloops, B.C.

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

DO YOU KNOW ALL OF YOUR "CREDIT"
CUSTOMERS' PERSONALLY?
IF NOT, YOU NEED

Allison Coupon Books

Because they will enable you to handle a
vastly greater number of credit accounts
profitably and with SAFETY. You don't
need a high salaried organization either, for
they eliminate a great deal of work, simplify
bookkeeping, prevent errors and disputes,
and—best of all—afford an easy means of
checking close on each customer, who might
otherwise let his account run too long. If
you have a few "slow" but perhaps "good"
credit customers, just try ALLISON COU-
PON BOOKS and then keep your eye on
the cash book. See what a difference it makes.

HERE'S HOW THEY WORK:—



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

Manufactured by

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

FOR—

**"Green Mountains,"
"Delawares"**

or other varieties of

POTATOES

for SEED or
TABLE USE.

Bags or bulk in Cars.

Wire or Write

Clements Company,
LIMITED
ST. JOHN, - - N.B.

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

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

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

Don't **TRY** to do without

H.P. SAUCE

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

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

THE STANDARD CASTILE SOAP
OF MARSEILLE

DAILY OUTPUT ABOUT 100,000 LBS.

CAUTION: Other Castile Soaps are offered on the market closely resembling the VIRGIN BRAND—insist on the genuine, stamped: "LA VIERGE" "FELIX EYDOUX"—Marseille.

Law Young & Company

MONTREAL

SOLE AGENTS FOR CANADA

Flour Sense

is a sense very much like common sense, which comes to a grocer after a while, and tells him his best interests are served by handling only flour of whose quality and purity are known and proved.

"Laurentia,"

"Regal,"

"Daily Bread,"

"National."

Four brands of unequalled purity; flour which will establish confidence and build you a steady flour sale.

The best dealers all over Canada are handling the St. Lawrence line of flour. Get in touch with us for a trial order.

The St. Lawrence Milling Co.

Limited

MONTREAL

Brooms

Brooms

"BROOMS OF QUALITY"

are hard to get.

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

TRY A SAMPLE SHIPMENT.

WALTER WOODS & CO.

HAMILTON

WINNIPEG

The Latest Proof of

Redpath

Leadership in Sugars is This New 5-Pound Carton

In 1854 John Redpath & Son established in Montreal Canada's first Sugar Refinery.

Since that time REDPATH Sugar has led all others in the Dominion, both in quality and in sales.

Throughout Canada, for three generations, REDPATH Sugar has been known as the purest and best.

Redpath Sugar is now the first in this country to be put up in this strictly modern way—in 5-pound Sealed Cartons.

In this attractive package Redpath Sugar appeals to the most desirable customers, because they know it is Canada's finest sugar, absolutely clean and pure.

These Cartons save you the time, trouble and inevitable loss involved in weighing out the sugar into paper bags. They make handsome displays in windows and on counters, and look fresh and up-to-date on your shelves.

Besides the Cartons, REDPATH Extra Granulated Sugar is still sold in the usual 20-lb. and 100-lb. bags and in barrels. And don't forget the 5-lb. Cartons of Paris Lump.



The Canada Sugar Refining Co., Limited

M o n t r e a l

Link Arms With The Winner!

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

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

David Morton & Sons, Limited
Victor Soap Works HAMILTON



WONDER FLY KILLER will be the popular fly exterminator with all classes during the fast approaching season. Educate your trade to start **NOW** in the crusade against the fly. Get your stock in early, it doesn't grow old.

WRITE FOR QUOTATIONS

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

Distributors:—BRITISH COLUMBIA, ALBERTA, MANITOBA and SASK., W. H. Escott, 137 Bannatyne Ave., E Winnipeg, Man.; ONTARIO, Jas. Turner & Co., Hamilton; QUEBEC, A. Francis Furecott, Room 16, Morin Block, Quebec, Que.; EASTERN PROVINCES, H. B. McLaughlin, Turo, N.S.

Government Analyses Prove its Superiority.

Every Test Proved **ABSOLUTELY PURE** Maple Syrup



Order "Pride of Canada"
New Maple Syrup
At Once

You have nothing to gain by waiting. You **MAY** be unable to secure it if your order reaches us late.

Pride of Canada will be as notable for its purity this year as last.

Maple Tree Producers' Assoc.
LIMITED

Montreal

FIGS:--

50 Serons, 4 taps to the seron, at 4c. per pound.

DATES:--

50 half boxes, Choice Halloween Dates at 5 3/4c. per pound.

50 full size boxes Halloween Dates at 5 1/4c. per pound.

SAIR DATES:--

Very choice quality 25 full size boxes at 4 1/4c. per pound.

DATES:--

1 pound packages, extra choice quality, a popular brand, 30 packages to the box, at 6 1/2c. per pound.

VALENCIA RAISINS:--

At 7 1/2 c. per pound. We have only a limited quantity to offer at this price.

SULTANA RAISINS:--

No. 1 quality, in 50 pound boxes, at 8 1/2 c. per pound.

SEEDED RAISINS:--

In 3/4 pound packages and 1 pound packages. We are overstocked on these lines and are quoting special prices on same.

MOLASSES:--

Extra good quality in 1/2 barrels at 25c. per gallon.

CEYLON BLACK TEA:--

In chests, extra good cup quality. We have still a limited quantity to dispose of at 16 1/2c. per pound. We think you will find this tea difficult to match for less than 18 to 18 1/2 c. per pound.

Send us your orders and enquiries per mail, which will have our prompt attention.

ROBERT SIMPSON & COMPANY

TEA IMPORTERS AND WHOLESALE GROCERS

29-31 CHARLES STREET,

HAMILTON, ONTARIO



gain by
be un-
ur order



THE MCGREGOR PAPER BAG HOLDER.

The McGregor Patent Bag Holder

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

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



WHITE MOSS

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

McLEAN is the name.

McLean THE CANADIAN COCOANUT COMPANY, - MONTREAL **McLean**

Tea Lead

(Best Incorrodible)

"Pride of the Island"

Manufactured by **BRAND ISLAND LEAD MILLS, LIMITED**

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

A Salt For All Purposes

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

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



THE WILLIS DISPLAY STAND



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

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

Write to-day for complete description.

WILLIS MFG. CO.
GALESBURG, ILL.

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

Wholesalers or Jobbers: write for agency proposition.

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

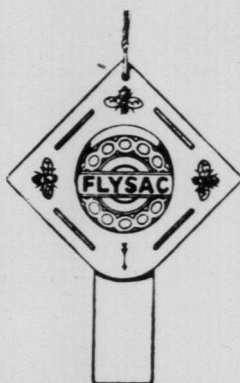


Figure Out For Yourself

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

Write us for quotations for this fast approaching season.

Raymond Bros., - London, Ont.



FLYSAC Flycatcher

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

WRITE
Hodgson, Sumner Co., Limited
MONTREAL

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

"Brighten Up Sales"

with a line that knows no equal for polishing either brass, copper, or any other metal.

VENAUTO METAL POLISH

has qualities that necessitate little work, and gets shining results.

Put up in small tins, half-pints, pints, etc. In cream form.

Stock Up For Spring Trade Now

BANNER MANUFACTURING CO.,
Box 35, Station C, - Montreal



YOU CANNOT AFFORD

to be without a supply of

Carter's Tested English Seeds

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

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

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

A postcard will bring you full information.

Address the Sole Distributors for Canada:

PATTERSON, WYLDE & CO.

P.O. Box 532, Toronto

HEAD OFFICE:

Chamber of Commerce Bldg., Boston, Mass.

Anticipating One's Wants Invariably Saves Time

It's a fact. If you make preparations in advance for trade in any particular line, and not leave them to the last moment, you will save time and obviate a great deal of inconvenience on the part of your customers.

CLUB LEMONADE

will soon be in demand. The hot days are none too far away. Figure out plans now for securing picnic trade, etc., and make this line your leader.

SOLD THROUGHOUT CANADA
AND THE COLONIES

S. H. EWING & SONS

MONTREAL

TORONTO

Sapho Anti-Dust

The green sweeping powder that smells of the pine, keeps carpets bright, and the dust down, kills moths and microbes and lightens labor.

SELLS ON SIGHT

Place a trial order. Display the goods and watch them go. Once your customers use Anti-Dust, they always buy it.

SAPHO METAL POLISH

Keeps brass brighter longer than any other.

Write Dept. G.

SAPHO MFG. CO., LIMITED

586-588 Sanguinet St., Montreal

Toronto

Winnipeg

PROFIT *and* PRESTIGE

will both find their way to your store, if you handle the SHIRRIFF LINE. We make over ninety different flavors in extracts and stand behind each one.

An instant success and a seller that brings "repeats" is

Shirriff's TRUE VANILLA



The flavor of genuine vanilla is unknown to many people, who are used to the crude taste of the chemical imitations of vanilla which flood the market. Our TRUE VANILLA extract is made from the real Mexican vanilla bean, and has a flavor unattainable by any artificial product, however well made.

WE GIVE YOU A GOOD PROFIT ON EACH SALE WITHOUT LOWERING OUR STANDARD OF QUALITY.

IMPERIAL EXTRACT CO., TORONTO



THE Dominion Silent

instant lighting, non-sputtering, satisfaction-giving match should be the staple in your store. Every match in the box has a sure light. The demand is good.

DOMINION MATCH CO., LIMITED

DESERONTO, ONT.

Or The Canada Brokerage Company, Limited, Toronto, Ont.

The A. Macdonald Co., Winnipeg, Man.

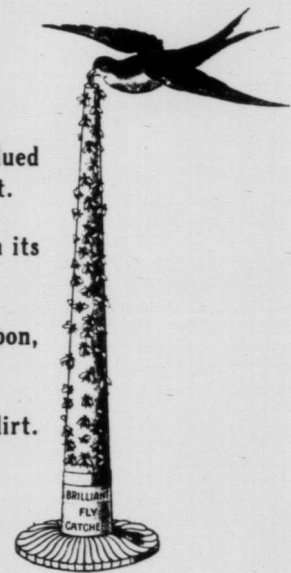
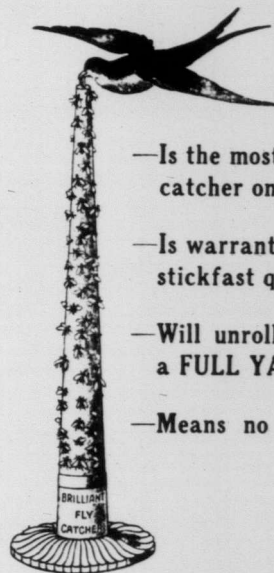
Snowdon & Ebbitt, Montreal, Que.

J. B. Renaud & Co., Quebec, Que.

J. A. Tilton, St. John, N.B.

J. W. Gorham & Co., Halifax, N.S.

Brilliant Fly Catcher



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

\$1.75 per box of 100

FOR JOBBERS' PRICES AND SAMPLES WRITE

GRANGER FRÈRES LIMITÉE

390 St. Paul Street,

MONTREAL

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



Pork and Beans
sell when they're

CLARK'S

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

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

W. CLARK, Montreal

Manufacturer of High-Grade Food Delicacies



RITE

MONTREAL
CO., WINNIPEG

The busy housewife's thoughts turn to spring cleaning at this time and it is the opportune time for the aggressive dealer to display and put his selling powers behind cleaning and **SWEEPING COMPOUNDS.**

SOCLEAN



The Dustless Sweeping Compound

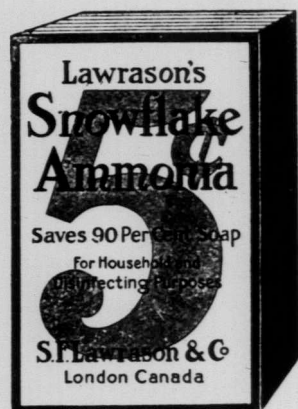
needs little introduction to a good many of your customers, and if introduced in its true light to those who have not been lucky to know of its labor-saving qualities your sales will be enormous. "Soclean" is economical, absolutely lays dust, saves scrubbing and dusting, brightens and preserves carpets, is a disinfectant, leaving a pleasant odor after sweeping.

It sells at 25 cts., 50 cts. and \$1.00, put up in handy sized pails convenient for all uses.

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada

The Equal of Soap—With More Profit!



THE GIANT
5-CENT PACKAGE

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

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

LAWRASON'S SNOWFLAKE AMMONIA

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

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

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



Much Depends on Your Counter Check Books

In weeks past we have been telling the grocers of the merits of McCaskey Account Registers. This week we wish to centre on the most necessary adjunct—Counter Check Books, made by the Dominion Register Co.

The celebrated Surety paper is the stock used in our Duplicating and Triplicating Sales Books. Surety paper banishes all the objectionable features of the old style loose carbon sheet in the duplicating pad.

Surety paper is patented and is a distinctive feature of the McCaskey System. Even if you are not a user of the McCaskey Register we solicit your business in Counter Check Books.

Send Us Your Requirements—We Will Quote You.

We also manufacture all kinds
SINGLE CARBON COUNTER CHECK BOOKS.

Dominion Register Co., Limited

90-98 Ontario St., Toronto, Canada
519-521 Corn & Produce Exchange, Manchester, Eng.
THE LARGEST MANUFACTURERS OF CARBON
COATED SALES BOOKS IN THE WORLD

Only Cereal Food in Biscuit Form

How many of your customers know that

SHREDDED WHEAT BISCUIT

is the only cereal breakfast food made in Biscuit form? How many of them know that it is the only cereal food that combines naturally with fruits? Nothing so delicious and nothing so easy to prepare as Shredded Wheat with canned peaches, pears, plums or other canned fruits. You sell both the Biscuit and the fruit at a profit.



Shredded Wheat is packed in neat substantial, wooden cases. The thrifty grocer will sell the empty cases for 10 or 15c. each, thereby adding to his profits.

The Canadian Shredded
Wheat Co., Ltd.
(J. 86)
NIAGARA FALLS, ONTARIO.



QUEEN QUALITY PICKLES

Your good merchandising sense will bear out the statement that lines possessing the quality and flavor of Queen Quality Pickles will sell, and make you a good profit also—once you have stocked them.

The line includes:
10 and 12 oz. bottles.

Sweet Mixed and Chow Bulk Pickles in pails.
Perry's English Sauce.
English Chow Chow in pails.
Pure Tomato Cats'paw, bottled or in bulk.

Worcester Sauce, bottled or in bulk.
Queen Quality Universal Sauce.

WRITE FOR QUOTATIONS.

Taylor & Pringle Co.
OWEN SOUND, ONT.

EVERYTHING about a successful grocery store is usually bright, attractive and reliable. The prominent qualities of

Banner Brand Jams and Jellies

will help to bring out these points. It is the best in Jams and Jellies; only pure fruit and highest quality sugar are used in their manufacture. Packed in sizes for all requirements.

ASK FOR PARTICULARS

Lindner & Benner, - Toronto

Western Agents—Laing Bros., Wholesale Grocers, Winnipeg



JAMS

This is the JAM SEASON—and if you are careful to see that you handle reliable goods, your sales are bound to increase.

FOR SATISFACTION YOU SHOULD STOCK

HOW
IS
YOUR
STOCK
?

“ANCHOR” Brand PURE JAMS

16 oz. glass RASPBERRY, STRAWBERRY, APRICOT
4 lb. sealed tins BLACK CURRANT, GREEN GAGE

Quality is Guaranteed FRESH FRUIT and PURE GRANULATED SUGAR ONLY USED IN THEIR PRODUCTION.

QUOTATIONS
UPON
REQUEST.

“ANCHOR” Brand MARMALADE

16 oz. glass The finest quality manufactured in
4 lb. sealed tins Scotland, the home of good
7 lb. sealed tins marmalade.

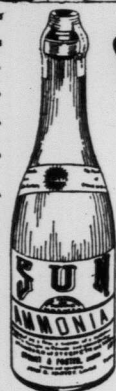
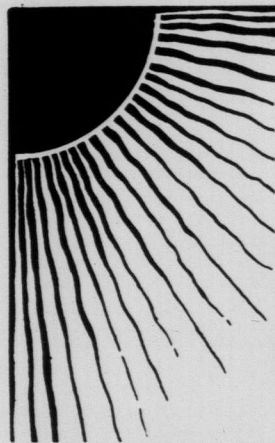
ORDER
NOW

These lines show you a good margin of profit.

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto



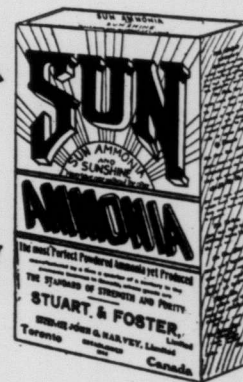
SUN AMMONIA

(HARVEY'S)

For 25 Years

the Standard of Strength and Purity

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



STILL FORGING AHEAD

The following summary of our weekly increases [in sales for the first twelve weeks of 1912, over the same period of 1911, is just another proof of the popularity of

"SALADA" TEA

and the confidence of the public in its unvarying good Quality.

For week ending Jan. 6th, 1912, compared with 1911, "SALADA" sales	increased	22,343 lbs.
" " " " 13th, " " " " " "	decreased	7,071 "
" " " " 20th, " " " " " "	increased	13,756 "
" " " " 27th, " " " " " "	"	28,570 "
" " " Feb. 3rd, " " " " " "	"	19,575 "
" " " " 10th, " " " " " "	"	2,341 "
" " " " 17th, " " " " " "	"	20,734 "
" " " " 24th, " " " " " "	"	32,718 "
" " " Mar. 2nd, " " " " " "	"	1,220 "
" " " " 9th, " " " " " "	"	3,702 "
" " " " 16th, " " " " " "	"	35,556 "
" " " " 23rd, " " " " " "	"	35,006 "

A total increase of **208,450 lbs.** for twelve weeks, or an average weekly increase of **17,370 lbs.** Last year our total increase over 1910 was **1,090,589 lbs.**

The "SALADA" TEA COMPANY

New York, Boston, Buffalo, Detroit, Chicago,
Philadelphia, Pittsburg, Cleveland,
Toronto, Montreal.



t you

MS

OT

SUGAR

DE

ed in
good

D





For Years in the Lead —Still Leading

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

**COLMAN'S MUSTARD
KEEN'S MUSTARD**

Double Superfine Quality
—In square tins

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

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA

403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.



You Can Show Interest in Your Customers by Telling Them

things not in the cook book. These are the kind of suggestions your customers like to get from you. Now, there is Mrs. Brown, maybe, who prides herself on her pastry. Suggest to her that

CROWN BRAND CORN SYRUP

brushed lightly over the top crust will give it that fine glaze that is considered so desirable.

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

Ar

A m
through
officially
Grocers'
the Boat
Hughson
Ont, on
p.m.

For so
izing a p
ally been
The Re
London,
ford, an
trade ha
cause fo

For

Follow
on Wedn
attended
Hamilton

after me
associati
were W
Burns a
Jno. De
Shaw, of
D. W. C
F. C. I
McIntosh

Wm. C
Toronto,
pro tem.
to officia
ciation l
Friday.

out to a
the provi
provincia
the date
Those of
this circu
The fo

RE PRO

"Dear
ronto, on
represent
tail Groc
Toronto,
and Gue
place wit
a Provinc
and it w
such an c
interests
immediat
organizat

"With
the libert
your co-o
movemen
when tho

An Ontario Association to be Formed

Meeting Called for Good Friday Afternoon in Hamilton for This Purpose—Decision Arrived at Meeting Held at Conclusion of Brantford Grocers' Banquet—The Circular Sent Out to the Trade.

A meeting of the grocery trade throughout Ontario for the purpose of officially organizing a Provincial Retail Grocers' Association is to be held in the Board of Trade Building, corner of Hughson and Main streets, Hamilton, Ont., on Good Friday, April 5th, at 2.30 p.m.

For some time now the idea of organizing a provincial association has gradually been advancing towards a reality. The Retail Grocers' Associations in London, Toronto, Hamilton and Brantford, and members of the Guelph retail trade have been lending their aid to the cause for some time.

Post-Banquet Meeting Held.

Following the banquet at Brantford on Wednesday evening last, which was attended by retailers from Toronto, Hamilton, London and Woodstock, an after meeting was held re the provincial association question. Those present were W. J. Mellen, Ed. Church, Jas. Burns and Fred Harp, of Brantford; Jno. Deprose, E. J. Ryan and Thos. Shaw, of London; R. Davies, Wm. Miller, D. W. Clark, D. McLean, D. Bell and F. C. Thorne, of Toronto and J. A. McIntosh, of Hamilton.

Wm. C. Miller, of 632 Yonge Street, Toronto, was appointed acting secretary, pro tem. It was decided that a meeting to officially organize the proposed association be held at Hamilton on Good Friday. A circular which has been sent out to a number of the trade throughout the province pointing out the need of a provincial association and announcing the date of the meeting was adopted. Those of course who have not received this circular will be made welcome.

The following is the circular sent out:

RE PROVINCIAL RETAIL GROCERS' ASSOCIATION.

"Dear Sir,—At a meeting held in Toronto, on February 29th ult., at which representatives from the following Retail Grocers' Associations were present: Toronto, London, Hamilton, Brantford and Guelph, a hearty discussion took place with reference to the formation of a Provincial Retail Grocers' Association, and it was unanimously resolved that such an organization was in the highest interests of the retail trade, and that immediate steps be taken towards the organization of same.

More Unity Desired.

"With that end in view, we now take the liberty of writing to you and asking your co-operation with us in the above movement. The committee feel that when thoroughly organized, we will be

in a position to procure many legislative powers which at the present time and under present conditions we are deprived of. It has been a regrettable feature that hitherto our Associations have not worked together in more unity than they have, and as the wholesale houses are now well organized from coast to coast, through the Wholesalers' Guild, it is most important that we arise to the situation and have an organization to protect any intrusions or unfair measures being forced on us through lack of organization.

The Meeting in Hamilton.

"The committee, which consisted of equal representation from each Association, voiced many benefits which would be derived through this proposed measure. And as we are anxious to go ahead, we would request that your Association take this matter up immediately and be favorable towards it, would appoint a committee of three who would be present at a meeting to be held in the Board of Trade Building, corner of Hughson and Main streets, Hamilton, on Good Friday next, at 2.30 p.m., for the purpose of officially organizing same. If you have no Association in your city or town, might we suggest that you call together as many grocers as possible to discuss the situation.

Some Legislation Desired.

"You will readily realize the great benefits to trade of Association work, and if you think there is any probability of an Association being formed you can be assured we will render you every pos-

sible assistance towards its formation. Some of the questions which shall come before the proposed Association will be, the fighting of the Co-operative Bill, application for an amendment to the Garnishee Act, the pedlar nuisance, inspection of scales, the selling of wholesalers direct to the consumer, and many other greivous questions known to the trade throughout the province.

"With regard to the financing of the Association, an assessment system was suggested, but this with other important matters, will be discussed at the meeting now called, and at which we want your Association or town to be represented. Thanking you in anticipation for an early reply and feeling confident of your co-operation with us in this movement, which will most certainly be of undoubted benefit to the retail grocers throughout this great province.

And again reminding you of the next meeting—Board of Trade Building, Hamilton, Ont., Good Friday, April 5th, 1912, 2.30 p.m.

Yours very sincerely,

D. W. Clark, W. C. Miller,
Acting chairman. Secretary pro tem.

The Canadian Grocer will be present at the above meeting and report fully the proceedings in our next week's issue. This matter has been followed by this paper since the movement began and our readers may expect to see from time to time the reports of the deliberations, whether in committee or general meeting.



The clerk who whistles, or pounds out a tune on the counter while serving a customer is not serving the best interests of the store. This is a prevalent practice that should be eliminated.

Outside Grocers at Brantford Banquet

London, Woodstock, Hamilton and Toronto Represented — Provincial Association Strongly Endorsed—Question of Wholesalers' Selling Direct—Price-Cutting, Loss of Discounts and Other Trade Questions Discussed.

Staff Correspondence.

Brantford, April 4.—Excelling both in attendance and successfulness any that has ever gone before, was the record made at the ninth annual banquet of the Brantford Retail Grocers' and Butchers' Association held in the Masonic Banquet Hall on Wednesday evening, March 27.

Not only was the gathering marked by a record attendance of members of the trade in Brantford, but Hamilton, London, Woodstock and Toronto were also represented around the banquet board, while representatives of the wholesale trade from Brantford and Hamilton were in evidence as well.

There was a wealth of interesting addresses delivered during the evening on various trade questions. The retail trade's reasons for further organization and union and more especially the formation of a provincial association was one of the important questions dealt with by many speakers. The vim put into the addresses and the earnestness which backed them up, makes it apparent that an Ontario Retail Grocers' Association is soon to be a reality.

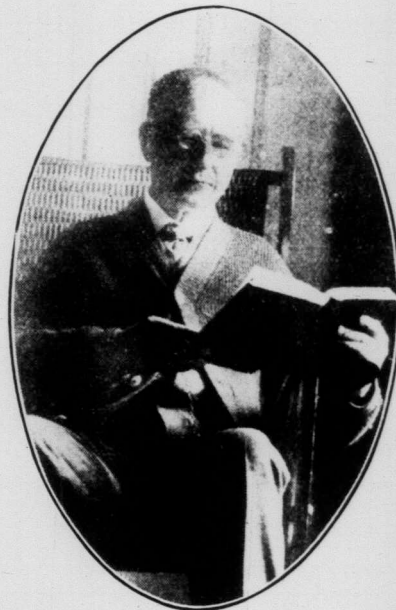
Canada Needs Good Grocers.

When the inner man had been satisfied, Chairman W. J. Mellen announced that the most important part of the evening's programme was about to commence. Having extended a welcome to the visiting grocers, and expressed his pleasure at the record attendance, he called for allegiance to be paid to King and country.

In responding to the latter toast, Thos. McPhail, of Brantford, delivered a statesman's address. He pointed out that Canada was a great country and needed big men to carry it to greater prosperity, "and we need competent and good grocers," he said. "The present movement to form a provincial organization is a praiseworthy endeavor. One of the things that the trade will be able to do will be to watch the measures which are being passed by legislative bodies and to see that the grocer's rights are protected. We must give the grocer credit from the fact that he gives others credit. This is often to his sorrow. I think that the law allows too great a limit to the would-be dead-beat. The grocer does not receive the protection he should. The amount of the limit in garnishment is too large. Some measure reducing this should be put through."

Merchants' Success Means City's Success.

The toast to "Our City" was coupled with the name of Mayor Hartman, who is an old grocer and who assisted in the organization of the first Brantford association. "I am glad to see the grocers united together to protect their interests; it shows they have their business at



W. J. MELLEN,
President of the Brantford R.G.A., who presided over the Annual Banquet.

heart," he said. "Banded together is the only way in which you can make yourself successful, and your success means success for the city in which you reside."

Consumer Buying From Wholesalers.

J. A. McIntosh, of Hamilton, a past-president of the Hamilton R.G.A., lead off the replies to the toast to "Our Guests." He was followed by ex-Ald. John Forth, also of the Ambitious City, who alluded to the grocery trade as the greatest charitable institution in the country. "We do not need to combine to set prices but we do need to unite to protect our interests. We have just cause for getting together, for other trades have found it greatly to their benefit. We are not getting our just dues. I was in a wholesale house the other day and found a druggist there buying a dozen tins of salmon and lobsters although that house say they only sell to grocers. This is one of the things that we should not stand for.

"These social gatherings are a good thing to promote union, but should not alone be followed. We want to do what will mean dollars and cents to the grocer."

Visit Each Other's Stores.

D. W. Clark, of Toronto, advocated the intermingling of the members of the trade together not only for social purposes but also to visit one another's stores. "You can get assistance from visiting the either good or bad. In bad stores you see where others fail; then you should avoid those bad points. In good stores you get direct pointers. This all tends to elevate the grocery trade. The grocery business has been too cheap a business. In many cases farmers and those of other trades have been induced by wholesalers to go into business; when they know nothing about it. This is surely poor judgment on the part of the wholesaler. There are too many in the business who do not understand it and result is that they are demoralizing it."

Advocates Provincial Organization.

Jno. Diprose, president of the London Grocers' Association, also believed it a good thing to exchange ideas by visiting one another. "It is all for the good of trade. The grocery business has gained the name of being a cheap business because the men in it have not recognized what an important factor they are. I advocate a provincial association because it will do for the province, what the local association does for the city—which is a great deal."

"Cutting His Brother's Throat."

"The work of the association," said H. A. Foulds, responding to "Our Association," "is something that we cannot see the benefits of every day, but eventually results will come. We must try to get away from the petty enmity which prevails in the trade. If one man puts a card on some goods in the window showing that they sell at a certain price, his neighbor will not rest until he has a card out offering a 1/2 cent lower. The grocer can't live without a legitimate profit and he can't get it by cutting his brother's throat."

The toast to "The Trade," brought forth some interesting speeches on trade problems. R. Davies, president of the Toronto Retail Grocers' Association, pointed out that anything that furthers interests of grocers at large should be

pushed by each association as well as each individual.

Ontario Body to be Reality.

"Talk of a provincial association has been going on for many years," said Wm. C. Miller, also of Toronto, "but only recently has real activity developed. Grocers from different cities got together and felt it was in their interests to have one. I assure you that it will soon be a reality. Hamilton, London, Brantford, Guelph and Toronto have already signified their approval of such an organization. They have felt that unfair measures were being forced on retail grocers. The benefits of such an organization will be great. For instance one grievance we have is wholesalers selling consumers. This must be stopped. Some of us have no idea of the enormous business done by mail order and departmental stores. If they can send their managers to foreign countries to secure the best and latest and at low cost, surely a provincial association can do this as well."

Mr. Miller also said that grocers were foolish to give up their windows to manufacturers for advertising purposes without remuneration. They have to pay heavily for street car and other advertising and should therefore pay for the grocer's show window.

Actual Accomplishments Necessary.

"Associations that pass resolutions and stop at that are useless," said J. A. McIntosh of Hamilton. "Our provincial association is going to be one to DO things. United together we can make our demands felt. You will find for instance, that in those towns where there are associations, price cutting is not so prevalent."

"The grocers are gradually being squeezed. You know by reading the Canadian Grocer that our discounts have recently been cut off. And I want to say a word about our trade newspaper, The Canadian Grocer, to which we owe a debt of gratitude for its work. I have been benefited a great deal by it. With it the busy man can keep well posted on all the trade problems affecting his business, as well as receive valuable pointers on conducting his store that could scarcely be secured in any other manner. I hope you all take The Grocer. Every grocer should take it because it is a splendid journal."

Wholesalers Selling Direct.

"While other branches of the trade have gradually been getting stronger, the retail trade has not," spoke E. J. Ryan, of London. "I think I am safe in saying that the retail trade is 50 to 1 in numbers compared with wholesalers. If we were organized properly we could

make our just demands with a reasonable assurance of getting them. The wholesalers say they don't sell to consumers but we have scores of instances of it. In other lines of trade, for instance, hardware, you cannot get anything unless you are really SELLING hardware. It should be the same in groceries.

Customers Depend on the Grocer.

"It is the retail man that sells the goods. Unless they get them on our shelves, they don't sell. We must sell the lines that pay the best profit, considering quality is just as good. We can do this too. Customers place dependence in their grocer. I often have customers come in and ask what brand I would recommend. I sell the one that pays best profit, quality considered."

"The Drummer," the jolly good fellow who forms the connecting link between the wholesale and retail branches of the trade was next toasted.

Geo. Smye and Lloyd Warner, of Hamilton, and Ed. Cutmore, of Brantford, in characteristic style of the "Knights of the Grip," responded to this toast.

The toast to "Our Trade Journal," was responded to by W. J. Bryans, associate editor of The Canadian Grocer.

The health of the ladies was last but by no means least toast. Tribute was paid to the fair sex in worthy manner. S. Pellings, of Brantford, and D. Bell, of Toronto, made many complimentary remarks about them that were announced "not for publication."

The singing of Auld Lang Syne brought to a close a banquet that will go down in Brantford association history as a record one.

Visiting Retailers Present.

Those in attendance from outside points were the following:—

TORONTO.—R. Davies, Wm. Miller, D. W. Clark, D. Bell, F. C. Thorne, D. McLean.

HAMILTON.—Ed. Hazel, John Forth, Wm. Smye, J. Knox, M. Semmens, J. A. McIntosh.

LONDON.—Jno. Diprose, E. J. Ryan, Thos. Shaw.

WOODSTOCK.—P. A. Poole, J. R. McAllan.

Notes and Comments.

J. Whittaker, W. Dore, C. Todd and Lloyd Warner, assisted materially in the evening's entertainment by their excellent musical selections.

The location of Hamilton seems a much disputed question. Whether Hamilton is to annex Brantford or Brantford

annex Hamilton is also considered another poser.

The rafters rattled when Dave Bell, of Toronto, again told his political story. He is going to patent it.

Who was the sick man that Thos. McPhail referred to?

F. C. Thorne, of Toronto, nearly got a new overcoat in the excitement.

C. Todd's song, "Come all the way up," gave many of the characteristics of Brantford retailers. It was composed by Jas. Smith, and set to music by Jas. Burns.

They say Donald McLean, of Toronto, carried home more luggage than he brought.

Grocers' Letter Box

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

Editor Canadian Grocer—Will you kindly kindly let me know where I can buy tea lead packages for packing tea and oblige.
Springville, Ont. L. WETTLAUFER.

Editorial Note.—Island Lead Mills, Limited, London, Eng., manufacture tea lead. Their Ontario agents are Hugh Lambe & Co., Toronto.

HE DIDN'T ADVERTISE.

A hardware merchant went home to supper one night and a new silver percolator was on the table. He asked his wife where she got it and she said: "Why, dear, I selected it out of Smith's catalogue and it only cost me \$4.25 and the express." Of course the husband was mad in a moment and said, "Why in the deuce didn't you tell me you wanted the thing? I have lots of them in my store and they only cost me \$3." Then his wife handed him one like this: "Well, John, if you would advertise once in a while so the people would know you were still in business, may be the people wouldn't send away for so much stuff."

If you hope to have a friend to whom you can go for help in an emergency, see that you be that friend to some others. You cannot reap what you have never sown.

THE CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. O. S. Johnston

Toronto—143-149 University Ave. Telephone Main 7324.

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—

New York—R. B. Huestis. 115 Broadway, New York. Telephone 2282 Cortlandt

Western States Representative—A. H. Byrne. 607 Marquette Building, Chicago. Telephone Randolph 3224

GREAT BRITAIN—

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

E. J. Dodd

FRANCE—

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

Subscription: Canada, \$2.00; United States, \$2.50;

Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

VISIT OTHER GROCERY STORES.

At the banquet of the Brantford, Ont., Retail Grocers' and Butchers' Association last week, D. W. Clark, a Toronto grocer who was one of the speakers, advocated dealers getting out among other stores for ideas. He suggested that if this were made a part of the practice of every dealer, there would be much better grocers in the country.

Mr. Clark is perfectly correct. The man who gets out among his neighbors and confers in other towns and cities is bound to obtain a broader view of his trade than he held before. This will serve him in good stead. He will see methods better than some of his own. He will observe mistakes which he must guard against in his business. In fact he will more readily take note of errors which are prevalent at home.

Any opportunity a merchant has to get out among his fellow members of the trade, whether he meets them in their own stores or in association work, should be readily accepted. It is bound to result in better and broader conceptions which can be utilized at home to good advantage.

BANQUET OF BRANTFORD GROCERS.

On another page of this issue will be observed the report of the annual banquet of the Brantford Retail Grocers' and Butchers' Association. This is interesting trade news that should be read by every member of the trade. Men who have sacrificed time and money to bring together their associates in business and who have made a study of retail conditions gave addresses touching upon many questions of importance which no one can know too much about.

Men were present from London, Woodstock, Hamilton and Toronto to take part in the affair and it goes on record as the best banquet the Brantford grocers have ever held.

Among other things the proposal to form a provincial retail grocers association was freely discussed, and at an after meeting it was decided to hold a convention of retailers in Hamilton on Good Friday afternoon to complete arrangements. This means that an Ontario organization of retail grocers is to be a reality, and when it is formed, dealers should lend their support to its progress.

The Grocer believes that much good comes from thorough unity and hopes that the new Ontario association will become a worthy organization whose works will justify its inception.

THE MUSICALLY INCLINED CLERK.

Our cartoon this week illustrates something that shouldn't be in the grocery or any other store. The clerk who whistles, hums, pounds the counter, shuffles his feet or displays his musical tendencies in any other fashion before a customer, is not appreciated.

No one objects to it on state occasions, such as Dominion Day or when Marks Bros. come to town, but when it is carried on in front of a particular customer at the counter, instead of being harmonious it is, on the other hand, repulsive.

Clerks should never forget their good manners when serving patrons. An otherwise good salesman is spoiled by overlooking the fact that he should endeavor to see himself as others see him, so far as his personal appearance and private actions are concerned. There is an overabundance of the type of clerk referred to in the cartoon and it will be not only to the interests of the store but to the clerk as well if such things are eliminated.

HAS BUSINESS OUTGROWN THE RAILWAYS?

Has business in Canada outgrown the railway facilities? This seems to be the reason for the serious situation which has developed during the past month.

The transportation problem in Canada is presenting many difficulties. The extraordinary development of the country in point of industry and commerce has been taxing the railroads for some years. The moving of the Western wheat has become such a gigantic task that each fall the danger of a freight blockade becomes more imminent.

At the present time the freight situation in some sections is causing much worry. Toronto shippers are being seriously hampered by the inability of the railroads to handle goods on time. Consignments of freight which should have been delivered early in the month, are in many cases still on the road or at the place of shipment. Had the weather been more propitious the freight blockade would have developed into a menace. As it is trade has not opened up rapidly and the delay in shipments has not hampered business as seriously as it might had weather conditions been favorable.

The only feasible explanation seems to be that the transportation facilities have not kept pace with the development of the country industrially. In view of the fact that everything points to the present year breaking all records, the necessity for an improvement in the freightage facilities becomes a matter of grave import.

NO PARCELS POST YET.

In our issue of December 8, 1911, an item from a Toronto paper appeared re Parcels Post as follows:—

“That a Parcel Post system will be inaugurated within the next three or four weeks is the prediction The World ventures to make at this date.”

The three or four weeks have passed long ago, and yet we haven't any Parcels Post, and therein The World has been in error. It reminds one of “the best laid schemes of mice and men gang aft a-glee.” The predic-

tion was evidently unfounded—we are thankful to say—and The World's influence as an authoritative news medium has been lowered.

But why have we not yet the Parcels Post system in vogue? It is because some retailers have been busy counteracting the influences of those members of Parliament who are goading on the Postmaster General to gain the popular eye. The head of the post office knows of the opposition of the merchants, and he is in no hurry to attempt to put through the legislation.

Canadian merchants must keep up this opposition. Parliament was prorogued last Monday without going into the matter. Members will be home for the intermission, and they should be seen and convinced that such legislation would be contrary to the country's general interests. The influences in favor of Parcels Post are strong. Delay will be fatal.

THE GROCERY STORE OF OLD.

Shopkeepers in the seventeenth century, states the London Chronicle, were subject to other restrictions than those respecting prices. It was enacted that "Any person using the Trade or Mystery of the Grocer should not either by themselves or any third party, directly or indirectly keep more than one shop at the same time."

Grocers were also forbidden to sell any commodities, except "raysons, currants, sugar, spice, sope, candle, molasses, gunpowder, shot match, tar, pitch, rozen, tobacco and pipes, cotton wool, cotton yarn, starch, blueing, rise, linseed oil, white and red lead, olives, prunes, figs, Spanish white alabaster, alum, almonds, brimstone, lamp-black and candle rushes."

It will be noted that brimstone, gunpowder and matches were among the chosen few. Wonder if they had any fire insurance in those days!

ATTENTION TO BUSINESS PROBLEMS.

From all appearances we will soon see an Ontario retail grocers' association. When this organization is formed, The Grocer would urge that it give a great deal of its attention to the discussion of business methods—successful methods that will help each member to become a better and more efficient merchant.

Some associations in existence to-day spend too much time on legislation. Legislation which will injure the merchant should, of course, be watched, opposed and prevented, but this phase of the work does not constitute the entire duties of a good association.

When conventions are held business questions should be given the preference. Many a grocer to-day does not understand how to figure margins of profit. Others need to be shown what to take into consideration as cost of doing business; still others are deficient in collecting accounts, and using discrimination in giving credit.

Then there are selling plans, buying, best methods of delivery, bookkeeping, etc., to be considered.

These are all problems in which every dealer is interested, and they should be given every prominence at annual conventions. Legislation, on the other hand, cannot be attended to on such occasions. This question springs up at intervening times, and it ought to be the duty of a special committee to watch it.

If considerable time is devoted to business questions that affect every man's business, associations will be more likely to grow rapidly than otherwise.

HANDING ON INFORMATION.

Something has been said in these pages on several occasions recently with reference to the relations between the retailer and the traveler. We have taken occasion to point out the duty of the retailer to the traveler. Perhaps a word on the other side of the question will now be in order.

The traveler owes it to the retailer to keep him posted on matters of interest to the trade. He should also do his best to impress the practical and selling points of the goods he handles on the grocer and his clerks. He should endeavor to give them the benefit of the information which he himself possesses. It is not so much that he owes this to the dealer as that he owes to himself. The benefits of instilling practical knowledge into the men who sell the goods to the public manifest themselves first in the business of the retailer. The traveler enjoys the benefits immediately, however, for he sells more of that line of goods to the retailer. It is, therefore, in his (the traveler's) own interests that his customers should be sufficiently versed in the goods to sell them intelligently.

A reciprocal attitude is what is needed. The dealer should be anxious to secure all the information that he can; the traveler should be just as willing to give it. Too often, unfortunately, there is neither desire on the one side nor compliance on the other. And both interests suffer as the inevitable result.

Intelligent salesmanship is one of the great necessities in the commercial world to-day. Undoubtedly, the establishment of a closer bond between merchant and traveler in the respect pointed out, would assist in putting selling methods on a higher plane.

EDITORIAL NOTES.

The establishment of local associations should help considerably in the elimination of a number of trade evils.

Potatoes from the Emerald Isle have certainly been appreciated by the Canadian people. The demand for them has been increasing ever since they made their debut on Canadian soil.

The United States market is after our turnips. St. John, N. B., dealers are getting 80 to 90 cents a barrel, and are advising New Brunswick farmers to plant larger acreages this year. They do not want to "turn down" any Yankee orders for the "turnup."

The dealer who does not put down a liberal salary for himself among store expenses must be a misguided philanthropist or he must have a very poor opinion of his own ability. He either wants to give money away or he doesn't believe he is worth anything.

It is estimated by a Lindsay, Ont., farmer, that a healthy maple tree 18 or 20 inches in diameter produces about 10 or 11 quarts of sap per day. This would mean a little less than half a pint of syrup. In say, 24 favorable days at that rate, each tree would produce about six quarts of syrup, or a gallon and a half. At \$1.50 per gallon, a thousand trees would make a nice, big Easter nest-egg for any farmer.

Lesson 13--Complete Course in Cardwriting

Deals With the Popular Flowing Brush Script Lettering—Where to Use It and Where Not—Brushes Required and How to Use Them.

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

Few styles of lettering lend themselves more gracefully to show card writing than does the Brush Script. At the same time it is strong, legible and easily made, unlike its more delicate parent the Outline Script.

There are many styles of this letter taught and some quite as good, perhaps, yet everybody has an individuality, or should have, and this style brings out the author's.

Where to Use it and Where Not.

Brush Script may be used where any other style of fancy letter could be employed, but never, or rather seldom where the card proclaims a bargain. No fancy letter is in keeping with bargains. This mistake is too often made to the detriment of the sale and cheapening of card writing.

Capitals should be used only at the beginning of a sentence or as is shown in the card, capitals may be used on each word of a heading, providing, of course, there are no small words such as "and," "in," "it" and such like. The lower case is much more flowing and readable when alone, than if broken up by caps. Any proper noun should, as in ordinary writing, have a capital but in no case must a word be composed of all capitals.

Speed May be Acquired.

With diligent practice, considerable speed may be acquired in lettering with this style of letter. The whole aim is to get a neat flowing letter, all on the same slant. Few people nowadays do

Stroke Script, such as pin lettering, which will be taught in subsequent lessons. Suppose that you associated this letter with a heavy face letter such as Brush Block, the result would be disastrous—simply a black blotch without character, without style. To bring out the main words of a card, use the Brush Script. A fine line letter such as Small Brush Stroke Roman made with small brush or pen, may be used as a reader, giving a pleasing, strong effect.

The card here shown is a combination of these two letters and gives a fair idea of the style obtained by their combined use.

The Brush to Use.

In the execution of this letter, a brush should be used that will give the maximum width of stroke of the capital and which will also draw down to a smaller stroke for the lower case letter. The fine line, of course, is merely an edge-wise stroke of the brush. The brush should be held so as to give the correct angle to every line. Keep the card always squarely in front of you when writing. Don't fail in this or the proper angle will not be obtained.

Overloading the Brush.

Some pupils insist that it is difficult for them to get a clear-cut line or stroke. This is due, largely, to the student's carelessness in rubbing out the surplus ink and his fear of the card. Seems funny to say a living being is liable, very liable to be afraid of an inanimate

Do it first on rough paper then on old cardboard, then on clean white board. Waste a few pieces, but practice. Don't be afraid to practice. Practice this alphabet well and put it into use when you have mastered the following plate No. 14, as the two are inseparable.

For further particulars re brushes, etc., write The Editor if this paper at 143 University Ave., Toronto.

A GROCER'S PROFITS.

This table may be of use to some grocers:

50 per cent. profit is 100 per cent. above cost.

40 per cent. profit is 66-2-3 per cent. above cost.

30 per cent. profit is 42-6-7 per cent. above cost.

25 per cent. profit is 33-1-3 per cent. above cost.

20 per cent. profit is 25 per cent. above cost.

FARRINGTON PHILOSOPHY.

Don't air your troubles over the counter. I might add that it's poor business to air them anywhere. Your unwilling listeners have trials of their own.

Because it is necessary for you to spend a certain time in waiting for somebody or something, it does not follow that that time need be spent in idleness.

People do not associate loud voices or slangy talk with the high class store or with high class salespeople.

The man who reads his trade paper carefully from cover to cover will not be troubled with sluggish liver or a torpid business.

Canada imported 2,500,000 dozen eggs from the United States during the fiscal year 1911, when the exportation of eggs from the Republic was the largest ever recorded.

A Japanese confectioner in Tainan, South Formosa, claims to have discovered a process by which the banana may be canned. He has interested several wealthy Japanese, and a \$100,000 company has been organized to build two factories, in Taihokhu and in Tainan. As canned or conserved bananas have been very unsatisfactory, the new process in Formosa will be watched with much interest.

Brush Script

may be used where any other fancy letter is appropriate.

Never use capitals, only at the beginning of a sentence, except in headings as above or to signify a proper noun.

Application of the Brush Stroke Script and harmonizing letter.

not know the proper slant of business-college-taught writing. This letter should be made the same with each letter joined as shown in the accompanying card.

The Combination Card.

Only light face alphabets should be used in conjunction with the Brush

object like a piece of plain white cardboard. Nevertheless, it is true. He is afraid to touch the brush to it, and the sooner a person gets over that fear the sooner a clear straight-edge stroke will be accomplished. Practice making quick sure-stroke lines. Do it quickly but with a dash that will at first seem reckless.

Plate N^o 13 Eccentric Brush Stroke Script

~ Capitals ~



A A B I P B C
 C C C D D D E E
 E F T F C C G H I
 J K L M N O P
 Q R S S T U
 V W X Y Z

Arrows indicate direction of brush stroke. Practice will soon master this letter.

Correct Computation of Profit Margin

An Interesting Letter Stating That Profit Should be Figured on Cost—Profit and Margin Defined—Value of Conservatism — Computation on Selling Price is Safe, Sane, Sound and Sure.

By Henry Johnson, Jr.

It is upward of nine years since I wrote up the New Year precept: "Compute your Margins on Your Selling Price, not on your Cost."

I do not know just why I wrote that. I suspect it was because I found one man somewhere who did not seem to understand this method. Well, what happened was a revelation to me. Two solid years of unbroken correspondence on this one subject followed the publication of that little precept. Because it was familiar to me it looked innocent enough; but it soon took on new meaning. In fact, I had to study hard to keep up. I have been studying ever since. Looks like I should have to keep on. But nemmine. It all looks good to me. Also, I get more out of it than anybody else, since to teach is to learn. Hence, moreover and again, ergo, let 'er come!

Tapping a New Vein.

Now when one writes to me I feel that I have tapped a new vein. I have awakened yet another; and in telling him the what and why hereof, I shall be enlightening others who are wondering, yet have not written. So let us see this letter:—

Vancouver, B.C., Feb. 19, 1912.
The Canadian Grocer,

Gentlemen.—Why is it that Henry Johnson, Jr., periodically fills his page with examples of percentages on gross profits? No one has contradicted him, or at least no contradiction has been published; and yet, it seems some one ought to, for surely not all of us have forgotten our knowledge of mathematics and especially percentage.

We were taught that the cost of any article is the base upon which loss or gain is figured and that the base is the unit, or 1. These values may change in the course of business, where an article is passed from one to another; but the unit is the same. In explanation, the manufacturer assembles certain amounts of labor and cost of finishing ready for sale, and so finds the cost of the finished product. To arrive at a fair selling price, he adds an amount which is a certain per cent. of the cost. Now the margin of profit is the difference between cost and selling price. The expense of selling this article is of course taken into consideration and the margin less the selling expense should represent the net profit.

For example, we might say that the cost of the article is \$1.00 and that 20 per cent. is a fair profit. He, therefore, sells to the jobber for \$1.20 the article which cost him \$1.00. When the jobber names his selling price he takes \$1.20 as a unit and to this adds his percentage of profit, say 10 per cent., and the article comes to the retailer for \$1.32. The retailer desires a profit of 25 per cent. and so he asks for this article \$1.65. Now this is simple arithmetic exactly as you found it when you went to school and as your boy finds it to-day; and I was going to say as our grandson will find it when he learns percentage; because loss and gain for which margin is only another term, is figured on the base of cost.

Now let us figure on some other investment in the business besides merchandise. Out of the profits, let us say we bought ten shares of bank stock for which we paid par, \$1,000. Last year it paid a semi-annual dividend, \$50 each time. Now shall we say the profit, or the margin, or the gain, or whatever you wish to call it was, 9 per cent. or 10 per cent? We are sure the bank declared 10 per cent. profit, but Henry Johnson, Jr., would no doubt argue 9 per cent.

Again we loaned out a little surplus as 8 per cent. interest. When the business was figured at the end of the year, did we say this money made a profit of 7.4 per cent? No, we didn't; because it had made 8 per cent. and 8 per cent. went into Loss and Gain Account.

Personally, I cannot see that it makes much difference whether you figure from one end or the other except that when an article comes into your store and you figure a price on it, you add a per cent. to the cost and this gives you the selling price. On the other hand, I find that many merchants figure the percentage of profit on the amount of goods sold, for the reason that not many concerns keep a separate account of merchandise purchased while they do keep a record of sales.

In reply to W. A. E. I think he missed what was in the question but what was evidently intended in the letter writer's mind. When he speaks of the per cent. of profit in these canned tomatoes, he has in his mind the paper profit which has accrued by reason of the advance in cost since he bought, and if I understand him, he intends to ask if it is proper in taking his inventory to figure them at

the advanced price, thereby showing in his final figures an added profit on the goods which, though accrued, is not actually earned because not sold.

Yours truly,
W. F. R.

A Man Who Thinks.

The most important thing in all education, whether arithmetical, editorial or such as is gained in our daily business, in that we shall be aroused and think. This man has been aroused. He thinks. Therefore, he will become educated on this subject of correct margin-computation before he quits. And again, he can't quit. He has started on that line of philosophical thought which will last him so long as he shall live. From now onward he will unconsciously, or purposely, analyze every problem down to its final factors; and in the end such a man cannot be beaten.

And then what? Simply this: That it is no slight thing, but something well worth all the years of work, to know that I am making men think. What they think is of secondary importance; how they think is trifling in comparison; that they should agree with me is nothing whatever. So long as they think, they will grow. If I can continue to do this I shall be well content. What?

A Problem To Be Worked.

I shall not have space to fully cover this interesting letter this week, so I shall mostly prepare the way for its handling next week. Meantime, I shall ask Mr. R. to work out and send me the solution of this little problem—alone, without aid, by his own methods. I am inclined to think he will get it right. If he does, I shall conclude that he can take care of himself. Then I shall show why, and incidentally try to show him a yet better way. So now I am trusting you to play fair—no looking in the back of the book for your answer—work it all out and send me the process and solution. Here it is.

I sold two pieces of property for \$2,500 each. I made 25 per cent. on one and lost 25 per cent. on the other. Did I gain or lose as a result of the two transactions: if so, how much did I gain or lose—or did I "play even?"

Dictionaries, arithmetics, etc., are not infallible—no, by no means. I shall have something further to say on this next week. But Old Noah Webster has just agreed with me, so him I endorse!

What Cost and Profit Are.

For about eight months now I have consistently used the term, Margin, to denote the entire difference, or "spread" between cost, as I define cost, and selling price. I may say I hold cost to be the

price paid for any article plus the cost of getting it into my store, ready to sell and in shape for selling, all incidentals to delivery, such as probable shrinkage in transit, being included in the cost. The term, Profit, has been held to mean the net return, the "velvet," on articles sold. It is also used to designate that boiled-down, double-distilled gain which is carried over to Surplus Account. Webster, as I say, agrees with me, for he says:

Margin—The difference between the price of purchase and sale of an article, which leaves room for profit.

See? "Which leaves room for Profit." That is it. Then further:

Profit—Acquisition beyond expenditure.

That is it. What is left of gross gain after all expenditure; which will include interest and all other charges. Think a moment and you will see that Profit is not a word to be used loosely or carelessly.

Note further, that you may have a margin which is not a profit.

Works Conservatively.

As to W. A. E.—whose letter I dealt with some time ago—I thought I had got

his meaning O.K., but he certainly did fall down either in expressing himself or in his figures. He stated that his margins were computed on selling price, but did not figure them that way. I thought I also told him clearly how to conservatively take those tomatoes into inventory. Come to think of it, all inventories must be based on estimated values. Losses must be computed on a hypothetical basis and advances must be taken the same way. One may not be so bad as we carefully and conservatively estimate and the other may not pan out to fully the estimated accrued margin or advance. Same with book accounts. Frequently I get more than I expect on these for see how I handle them. First, I go over them individually, knifing them mercilessly where I have any cause for doubt—where, in fact, I would not buy them at par for cash. Then I take off a clean 10 per cent. additional for good measure. That, I take it, is the only safe way to work that end of the business. In that way only can a merchant avoid fooling himself on book accounts.

The object in computing margins on the selling end is to likewise avoid fooling ourselves in this matter of margin-computaton.

and although his voice grew husky owing to the density of the smoke, he made a very appropriate address and created some amusement by stating that he was glad to recognize that travelers of the present day were men of splendid type and he believed superior to travelers of the olden days whom he characterized jokingly as "booze artists," but nothing worse could be said of the travelers of to-day than that they were "hot air artists." He believed that after the evolution continued the traveler could conquer not only the grocers, but "the world, the flesh and the devil."

Stage Artists in Abundance.

A feature of the programme was the comic songs and recitations rendered by men in the trade. It was not revealed until this occasion that there were so many capable stage artists connected with the trade and it looked as if T. E. Kent; Geo. Brown and F. Wray had missed their calling, as their selections were very much enjoyed.

The presence of the Mayor and three representatives from local wholesale houses added to the attractiveness of the programme and although the Mayor's stay was brief, he took advantage of the opportunity to give those present a splendid oration on the high qualities of citizenship enlarging on the fact that every citizen irrespective of his business or his association had responsibility as a citizen and was not just to himself or to his city when he did not exercise that responsibility.

The presentation of the cup donated by Dingle & Stewart, Winnipeg, to the Grocers and Travelers' Curling Association, was presented by D. Dingle to the Travelers' winning rink, namely, Messrs. Congalton, Ryley, Weidman and Boxer. At the same time the lockets presented to the Association by Richards & Brown, were formally presented to the winning rink by S. C. Richards. Later in the programme souvenirs were presented to prominent grocer curlers by the Comfort Soap Co.

Forty-One Years in Winnipeg.

On behalf of the wholesale trade, Alexander MacDonald, Winnipeg's veteran wholesaler, was called upon and he gave a brief reminiscence of his life in Winnipeg, covering a period of forty-one years. He was a pioneer of the grocery trade in Western Canada and stated it required a great deal of sacrifice and faith in the future of the country to patiently wait through the olden days until business became brighter. Mr. MacDonald was present in Winnipeg when the first steam engine entered the city

Winnipeg Grocers Banquet Travelers

Rink of Latter Victorious in Curling—Addresses by Retailers, Travelers and Wholesalers as Well as Musical Entertainment Constitutes a Profitable Evening—Three Hundred and Ten Present.

Winnipeg, April 4.—(Special)—As a fitting close to a successful season of curling between the retail grocers and grocery travelers of Winnipeg, the vanquished banqueted the victors at the Empire Hotel, Winnipeg, on the evening of March 28. There was scarcely any evidence at the banquet as to who were the vanquished and who were the victors as they seemed to be all in one accord with all competitive feelings put away for the occasion. The vanquished, however, were the grocers and they spared neither time, money or energy in preparing an elaborate feast for the travelers.

The occasion was a remarkable one taking into consideration the number present and the extreme felicity which was demonstrated. Three hundred and ten sat down at the banquet tables and

from the moment they began to gather, until the hour of 1.30 p.m., every one's face bore a pleasant smile and everywhere was demonstrated the goodwill of the occasion.

Aided Business Conditions.

It was remarked often in the numerous toasts that such a gathering meant a great deal for the betterment of trade conditions, as notwithstanding whatever competition in trade might do to divorce from the social side of life, such occasions must surely have the effect of uniting men in a desirable bond of felicity.

The banquet committee consisted of Geo. D. Sinclair, chairman; M. M. Kellogg, secretary; and S. Penwarden; J. Congalton, J. O'Hare, J. A. Campbell and R. L. Waugh. The Grocers' chose as their chairman for the evening, J. A. McKereher, one of the senior and most popular retail grocers of the city. Mr. McKereher made an admirable chairman

from the East and took part in the demonstration on that occasion.

Coupled also with the toast to the wholesale trade was the name of R. R. Wilson, of Campbell Bros. & Wilson. Mr. Wilson referred briefly to the difficulty of co-operation between grocers and wholesalers throughout the city and the West, on account of the rapidly growing population and on account of the many changes which were continually going on. Not long ago he knew almost every retailer and clerk in Winnipeg, but now he knew few and for that reason he was glad of such an occasion as this.

Watering Places Widely Separated.

Mr. Bonny, of the Colville Co., was an additional speaker to this toast and told those present something about the hardships of the travelers in the olden days and contrasted it with the condition of affairs to-day. The travelers of the olden days could be excused if they did have a failing for strong drink as very often they were forced to go a long way between watering places.

The last half of the programme was in the hands of the vice-chairman, S. M. Sereaton, traveler for Mason & Hickey. Mr. Sereaton referred in a touching manner to the loss of one of their comrades in the trade in the person of Earnie Clarke and it was impressive indeed to see three hundred men rise in deadly silence and drink a toast to their departed friend.

Among other toasts were those to the victors, responded to by three representatives of the travelers; followed by a toast to the vanquished, responded to by three grocers, and also a toast to the retailers, responded to by Archy White, manager of W. H. Stone Co., and P. H. Penlove.

After a humorous toast to the ladies by Michael O'Connor, a traveler well known among the fair sex, the toast to the press was called and responded to by the representative of The Canadian Grocer.

ANOTHER LETTER FROM M. MOYER.

Reply to Communication in Last Week's Grocer From E. J. Ryan.

Editor Canadian Grocer:—I am glad that Mr. E. J. Ryan has replied to my recent letter, for it gives me an opportunity to state a few more facts. When he conveys the idea that because

I am at present not in the grocery business, I cannot know anything about it, he is mistaken. When a man has spent 18 years as a successful grocer in the city of Toronto, and then travelled several years among grocers, discussing grocery conditions with thousands of grocers all over the Dominion as I have done, then his knowledge should compare favorably with a man who is tied up in his own business; and if Mr. Ryan or any other grocer, understood trade conditions as I have found them by experience, he would see the uselessness of a single line association and would never again say a word in its favor.

Mr. Ryan does not produce a single argument to support their cause for the simple reason that one cannot be found when the whole question is considered. Mr. Ryan cannot see anything in common with tailors or milk men and yet all are retailers, and it is the retail interests that should concern them all.

The Manufacturers' Association.

He might say what has a manufacturer of biscuits in common with a manufacturer of furniture and yet all belong to the Manufacturers' Association. Have we not examples all over the United States of failures of single line associations, and who are now copying our plan and all uniting as retailers in defence of their much neglected cause?

I am quite aware of the high cost of doing business, smaller profits, and the many difficulties the grocer has to face, but one must not forget that retailers in other lines have the same troubles and for that reason they need the assistance of each other, and should not stand alone powerless in defending their own right.

Mr. Ryan asks: "Who gave any one connected with the R. M. A. authority to appear before the 'Guild' and speak for the retail grocers?" and he says "surely not the grocers." The authority came from up-to-date grocers who are members of the Grocers' Section of the R. M. A., and who elected a committee at their properly called convention. This committee is authorized to look after the interests of all retail grocers, which includes even those who are not giving us any support, but are smiting the hand that has been kind to them.

Wholesalers Selling Direct.

Mr. Ryan asks another question: "Did you ever hear of one of their officers asking the 'Guild' to discontinue selling to consumers?" To satisfy him on this point I would ask him to read my letter on page 48 of The Canadian Grocer, March 29. I am not surprised when he and his single line friends do not know what is going on because the time of a

grocer is so fully taken up in his store that he cannot spend any time in looking after matters that pertain to the general trade, and, therefore, should realize the need of watchful officers who should be supported and not hindered.

A grocer is not wasting his time when he meets to discuss his own trade conditions, but why not meet as a section of the R. M. A.; and in that way have the good will and assistance of other retailers? If the grocers need organization, then other lines do also, and as it is impossible for them all to keep up the expense, they have a right to expect the help of the grocers, and the grocers are unfair if they do not unite with them.

What does Mr. Ryan mean when he says that they will look after their own side of the case, and "not leave it to any one to work into the hands of the enemy?" Does he regard the men he does business with as his enemies? This is an age of coming together and any one who regards the men with whom he does business as enemies is still under the old-time delusion which has altogether too long been the greatest hindrance in trade, and which is to-day despised by all up-to-date business men. Social unity and modern ideals are shaping and moulding trade methods for a higher standard of buying and selling. A single line association can offer no advantages, is unfair to other retailers, and is injuring the one which has all the equipments and which deserves the hearty support of every retailer in Canada.

Co-operative Bill Defeated.

To say nothing of the many other things which had been achieved, I consider the defeat of the co-operative bill alone is worth millions to the retail trade of the country, and I say it without fear of contradiction, that had it not been for the increasing work of the Secretary of the Retail Merchants' Association of Canada and his associates that bill would be law to-day.

Should men, therefore, who have grievances not drop them, and like business men support the work which has given them such splendid results? Can any merchant in the whole country be found who understands the value, and who does not feel he owes the R. M. A. a debt of gratitude for what has been accomplished.

The association is entirely in the hands of the retail merchants and if the officers are not doing their duties, it is the privilege of the members to elect others. What more do they want?

M. MOYER.

Toronto, April 2nd, 1912.

Pr
Prune
Dates.
Sugar.
Montr
week ha
of more
and app
Prune
siderably
Hallov
shortage
SUGA
cents pe
York m
Cuban s
Granulated,
granulated,
granulated,
granulated,
granulated,
Paris lump,
Paris lump,
Paris lump,
Red Seal,
Crystal dia
Crystal dia
Crystal dia
Crystal dia
Crystal dia
Extra grou
Extra grou
Powdered,
Powdered,
Phoenix
Bright coff
No. 3 yell
No. 2 yell
No. 1 yell
Blk. gram
above b
SYRU
situation
during t
changed.
is receiv
citing h
Fancy Bar
Fancy Bar
Fancy Bar
Choice Bar
Choice Bar
Choice Bar
New Orleans
Antigua
Portio Rice
Corn syrup
Corn syrup
Corn syrup
Corn syrup
Cases, 2 lb.
Cases, 5 lb.
Cases, 10 lb.
Cases, 20 lb.
TEAS
in tea.
change,
markets
Japans—
Choice—
Choice
Fine
Medium
Good co
Common
Yamashi
Ceylon—
Broken
Pekoes
Pekoe S
India—
Pekoe S
Ceylon Gre
Young I
Hyson
Gunpow

Prunes Easier at Several Centres

Lower Prices Quoted at Montreal and Toronto—Jobbers in General Carrying Good Sized Stocks—Break in New York Also—Sugar Shows Easier Tone—Peels Will be Higher This Year Than Last—Railway Teamsters' Strike in Toronto Holds Up Shipments of Goods.

QUEBEC MARKETS.

Prunes.—Down.
Dates.—Advanced.
Sugar.—Down 10 cents.

Montreal, April 4.—Business for the week has been favorable, showing signs of more activity with the milder weather and approach of spring.

Prunes are again active dropping considerably during the week.

Hallowee dates advanced owing to the shortage in local supplies.

SUGAR.—Sugar market declined 10 cents per cwt. on Tuesday. Raws cents per cwt. on Tuesday. The New York market is still declining, with Cuban shipments running freely.

Granulated, bags	5 25
Granulated, 20-lb. bags	5 45
Granulated, 5-lb. cartons	5 25
Granulated, Imperial	5 20
Granulated, Beaver	5 20
Paris lump, boxes, 100 lbs.	6 10
Paris lump, boxes, 50 lbs.	6 20
Paris lump, boxes, 25 lbs.	6 40
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	6 00
Crystal diamonds, 100-lb. boxes	6 10
Crystal diamonds, 50-lb. boxes	6 20
Crystal diamonds, 25-lb. boxes	6 40
Crystal diamonds, 5-lb. cartons	6 90
Crystal Diamond Dominoes, cartons	7 10
Extra ground, bbls.	5 75
Extra ground, 50-lb. boxes	5 95
Extra ground, 25-lb. boxes	6 15
Powdered, bbls.	5 55
Powdered, 50-lb. boxes	5 65
Powdered, 25-lb. boxes	5 95
Phoenix	5 55
Bright coffee	5 20
No. 3 yellow	5 20
No. 2 yellow	5 10
No. 1 yellow, bags	4 95

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP and MOLASSES.—Molasses situation has shown no particular change during the week; quotations remain unchanged. Demand is seasonable. Syrup is receiving a good call, but nothing exciting has affected the market of late.

Fancy Barbados molasses, puncheons	40 38	40 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 34	0 36
Choice Barbados molasses, barrels	0 37	0 39
Choice Barbados molasses, half-barrels	0 39	0 41
New Orleans	0 25	0 30
Antigua	0 40	0 40
Porto Rico	0 03 1/4	0 03 1/4
Corn syrups, bbls.	0 03 1/4	0 03 1/4
Corn syrups, half-barrels	0 03 1/4	0 03 1/4
Corn syrups, quarter barrels	0 03 1/4	0 03 1/4
Corn syrups, 38 1/2-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	3 10	3 10
Cases, 5-lb. tins, 1 doz. per case	3 00	3 00
Cases, 10-lb. tins, 1/2 doz. per case	3 00	3 00
Cases, 20-lb. tins, 1/4 doz. per case	2 95	2 95

TEAS.—Routine trade is being done in tea. Local prices generally show no change, but hold steady. In primary markets firm tone prevails.

Japanes—		
Choiceest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	0 24	0 25
Gunpowders	0 19	0 35

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

COFFEE.—Quotations on coffee remain as last week and steadiness prevails. Business is fairly brisk.

Mocha	0 25	0 28
Rio	0 21 1/4	0 23 1/4
Nutmeg	0 25	0 28
Santos	0 22	0 24
Maraçibo	0 23	0 26 1/4

SPICES.—Spices are in fair demand for the season. Prices in general are only steady but may firm up with the spring demand close at hand.

Allspice	0 13	0 14
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 30
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—Shelled varieties are moving freely. Nuts in shell are rather quiet. A general tone of steadiness prevails both locally and in primary markets.

In shell—		
Brazil	0 16	0 17
Filberts, Sicily, per lb.	0 10 1/4	0 12
Filberts, Barcelona, per lb.	0 10 1/4	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Mvette, Grenoble, per lb.	0 11	0 15
Walnuts, Marbots, per lb.	0 11 1/4	0 15 1/4
Walnuts, Comers, per lb.	0 11	0 15
Hungarian	0 13 1/4	0 15

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

Peanuts—		
American—		
Japanese roasted	0 08 1/4	0 09 1/4
Coon, roasted	0 08 1/4	0 09
Diamond G. roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	0 10	0 12
Virginia, No. 1	0 13	0 15
Pecans, Jumbo	0 18	0 19
Pistachios, per lb.	0 18	0 19
Walnuts—		
Bordeaux halves, bright	0 28	0 30
Brokens	0 28	0 30

RICE AND TAPIOCA.—Market is featureless this week. Demand is steady and the situation remains firm.

Rangoons—		
Rice, grade B, bags, 250 lbs.	3 45	3 55
Rice, grade B, bags, 100 lbs.	3 45	3 55
Rice, grade B, bags, 50 lbs.	3 45	3 55
Rice, grade B, pockets, 25 lbs.	3 55	3 65
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 65	3 75
Rice, grade C.C., bags, 250 lbs.	3 35	3 45
Rice, grade C.C., bags, 100 lbs.	3 35	3 45
Rice, grade C.C., bags, 50 lbs.	3 35	3 45
Rice, grade C.C., pockets, 25 lbs.	3 45	3 55
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 55	3 65
Fancy Patna—		
Patna, polished	4 00	4 10
Pearl	4 40	4 50
Imperial Glace	4 70	4 80
Sparkle	4 90	5 00
Japanes—		
Crystal	4 95	5 05
Snow	5 15	5 25
Ice Dips	5 40	5 50
Carolina rice	7 00	7 10
Brown Sago, lb.	8 25	8 35
Tapioca, medium pearl, lb.	0 07	0 08
Seed lb.	0 07	0 08

DRIED FRUITS.—Prunes are again active and the feature of the market. Prices are still declining and promise further excitement. Hallowee dates have

advanced 1/2 cent. The market in general offers a firm tone.

Evaporated apricots	\$0 22	\$0 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 06 1/2	0 09 1/2
Currants, fine filiatras, per lb., cleaned	0 07 1/2	0 09 1/2
Currants, 1-lb. packages, fine filiatras, cleaned	0 09	0 09 1/2
Currants, Filatras, per lb.	0 09 1/2	0 10
Currants, Vostizas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 06 1/2	0 06 1/2
Dates, Hallowee, loose	0 06	0 06
Figs	0 11	0 11
Figs, 3 crown	0 07 1/2	0 10 1/2
Figs, 4 crown	0 08 1/2	0 10 1/2
Figs, 5 crown	0 08 1/2	0 10 1/2
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33 lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 07	0 07 1/2

Prunes—		
35-50	0 12	0 12
40-50	0 11 1/2	0 11 1/2
50-60	0 11 1/2	0 11 1/2
60-70	0 10 1/2	0 10 1/2
70-80	0 10	0 10
80-90	0 09 1/2	0 09 1/2
90-100	0 09	0 09
100-120	0 08	0 08
Boston prunes	0 08	0 09

Raisins—		
Choice seeded raisins	0 08	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08 1/2	0 09 1/2
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 09	0 09
Seedless, new, in packages	0 09	0 10
Select raisins, 7-lb. box, per box	0 63 1/2	0 63 1/2
Sultana raisins, loose, per lb.	0 12	0 12
Sultana raisins, 1-lb. cartons	0 15	0 19
Malaga table raisins, clusters, per box	2 50	5 75 1/2
Malaga table raisins, clusters, per 1/2 box	0 80	1 90
Valencia, fine off stalk, per lb.	0 08	0 08 1/2
Valencia, select, per lb.	0 08 1/2	0 09 1/2
Valencia, 4-crown layers, per lb.	0 09	0 10

ONTARIO MARKETS.

POINTERS.—
Prunes.—Easier and lower.
Beans.—Stronger.
Sugar.—Down 10 cents.
Peels.—To be higher this year.

Toronto, April 4.—The strike of the Railway Teamsters for better wages and consequent tying up of shipments and deliveries was one of the features of interest with Toronto wholesalers this week. Without a word of warning, the teamsters discontinued work on Tuesday morning and if the strike continues for any length of time, it is feared that business will be hampered considerably. Three cartage companies handling the railway goods are affected. While several houses have cartage facilities of their own, they are far from adequate to handle all their business.

Trade continues a little on quiet side. Bad roads have interfered with trade in country districts while retailers report that people have been curtailing purchases of groceries during past few weeks. Easter and spring clothes engaging their attention and taking their money. Passing of Lent has brought greater activity in certain lines.

Perishable goods such as catsup, pickles, sauces and vinegar are now being shipped out by freight by most jobbers except for long distances where it would be unsafe.

Some manufacturers have advanced prices slightly on some grades of bottled pickles.

SUGAR.—This market declined 10c per cwt. on Tuesday. Raws continue easy while New York was lower again at beginning of week. Canadian market in absence of buying has weaker tone at present also.

Cuba gives quite bright prospects of coming up to her promised 1,800,000 tons but there is always the possibility lurking in the background that unfavorable conditions may set in. English strike has caused the closing of refineries and a marked decrease in consumption of sugar in Great Britain, while unsettled business conditions there have also weakened market. There is rather a better outlook in this particular, however.

Refined in Toronto is quoted at \$5.45 as against \$4.60 one year ago. Demand is rather quiet.

Extra granulated, bags	5 45
Extra granulated, 20-lb. bags	5 55
Extra granulated, 5-lb. cartons	5 75
Imperial granulated	5 30
Beaver, granulated	5 30
Yellow, bags	5 05
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 85
Extra ground, 50-lb. boxes	6 05
Extra ground, 25-lb. boxes	6 25
Powdered, bbls.	5 65
Powdered, 25-lb. boxes	6 05
Powdered, 50-lb. boxes	5 85
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	6 20
Paris lumps, in 50-lb. boxes	6 30
Paris lumps, in 25-lb. boxes	6 60

SYRUP AND MOLASSES.—This is syrup time and there is a good demand. Supplies for new make of maple syrup have been increasing, considerable quantities being offered at country points while there have also been quite a quantity coming to the city markets. Where the new make is not obtainable or high in price, the old article has come in for a good demand, while compound maple syrup and corn syrups are also moving well.

Ideas of molasses shippers in Barbados are quite firm, especially for fancy. One report from Barbados says that three-quarters of this season's crop of fancy molasses has already been marketed.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	3 40
5-lb. tins, 1 doz. in case	2 75
10-lb. tins, 1/2 doz. in case	2 65
20-lb. tins, 1/4 doz. in case	3 60
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 03 1/2
Pails, 38 1/2 lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gals, 12 to case	5 40
1/4 gals, 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
1/2 gallons, 12 to case	7 20
Quarts, 24 to case	7 20
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, medium	0 30 0 35
New Orleans, barrels	0 25 0 32
Barbados, extra fancy	0 45
Porto Rico	0 45 0 52
Muscovado	0 30

DRIED FRUITS.—Trade in dried fruits still continues at low ebb, many firms reporting it decidedly quiet.

Prunes are easier and lower this week. It will be remembered it was pointed out

that jobbers in general were carrying good sized stocks of prunes and in absence of any brisk demand break in prices was not an unlikely thing. Following lower prices in New York and in face of conditions here, market is easier and lower prices are quoted by many houses. It is somewhat difficult to get an exact line on prune values as different firms find themselves differently situated on certain sizes. There is an easier feeling, however.

Other lines hold a fairly steady position. Eleme figs are quite scarce and tapnets are also cleaning up well.

Candied peels this year will be considerably higher than last year as reflected in opening prices on this year compared with last. Higher price for sugar has much to do with the advanced figures on this line. While all lines will be higher, citron will show the greater advance. One jobber said latter would probably sell around 18 cents. Jobbers are ordering now although goods do not come along until September or October.

Better prices on evaps has brought out more offerings, causing slightly easier turn to market.

30 to 40, in 25-lb. boxes	0 14	0 15
40 to 50, in 25-lb. boxes	0 13	0 14
50 to 60, in 25-lb. boxes	0 12 1/2	0 13
60 to 70, in 25-lb. boxes	0 11 1/2	0 12
70 to 80, in 25-lb. boxes	0 10 1/2	0 11
80 to 90, in 25-lb. boxes	0 10	0 10
90 to 100, in 25-lb. boxes	0 9 1/2	0 9 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.	0 08 1/2	0 09
Bonnia prunes	0 08 1/2	0 09
Apricots—		
Choice, 25-lb. boxes	0 22	0 23
Slabs	0 20	0 20
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12 1/2
Citron	0 15	0 17
Figs, 2 to 2 1/2 inches, per lb.	0 09	0 13
Tappeta	0 04	0 04 1/2
Rag figs	0 04 1/2	0 07
Evaporated peaches	0 15	0 17
Dried apples	0 08 1/2	0 10
Evaporated apples	0 10 1/2	0 11 1/2
Currants—		
Fine Filiatras	0 07 1/2	0 08
Patras	0 08	0 08 1/2
Vozizzas	0 10	0 12
Uncleaned, 1/4 cent less.		
Raisins—		
Sultana	0 11	0 12
Sultana, fancy	0 14	0 14 1/2
Sultana, extra fancy	0 14	0 17
Valencia, selected	0 08	0 08 1/2
Seeded, 1 lb. packets, fancy	0 09	
Seeded, 16-oz. packets, choice	0 08 1/2	
New Dates—		
Halloweens—		
Pull boxes	0 06	
Package dates, per 1 lb.	0 07	
Pards, choicest, 12-lb. boxes	0 09 1/2	0 10 1/2
Pards, choicest, 60-lb. boxes	0 06 1/2	0 07

TEA.—No particular change can be said to have taken place in tea situation. Markets both here and abroad continue steady with trade mostly of a routine character.

COFFEE.—Stronger tone noted in coffee still prevails. New York prices have continued to gradually increase, reflecting firmness in local situation, making dealers here hold slightly firmer ideas. Trade continues routine in character but fair for season and considering high prices.

Rio, roasted	0 23	0 24
Green, Rio	0 19	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 24	0 25
Bogotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Conditions relative to prices on different spices are about the

same as hitherto reported, with cream tartar still fluctuating and peppers steady and cloves rather firm. Seasonable trade is reported by most dealers.

	Tins.	1/4-lb. pkgs.	1/4-lb. tins doz.
Allspice	15-18	50-0 70	70-0 80
Cassia	20-30	85-1 15	95-1 25
Cayenne pepper	22-28	80-1 05	90-1 15
Cloves	23-28	75-0 95	85-1 10
Cream tartar	27-00	90-0 00	
Curry powder	25-00		
Ginger	22-27	65-0 85	75-0 95
Mace	50-85		0-2 75
Nutmegs	30-45	90-0 00	1 60-2 60
Peppers, black	18-22	67-0 75	80-0 90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-0 95	75-1 10
Pickling spice	16-20	75-0 00	75-0 00
Turmeric	16-00		
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Mustard seed, per lb. in bulk			0 12
Celery seed, per lb. in bulk			0 20
Shredded coconut, in pails			0 15 1/2 0 17 1/2

NUTS.—Purchases in anticipation of Easter trade have not been heavy. Shelled varieties move fairly free but briskness is not present in unshelled. Some retail dealers are making a kind of a specialty of new Brazil nuts. May delivery of Brazils is lower than spot prices.

Primary markets are well cleaned up on both almonds and filberts.

Almonds, Formigetta	0 15	0 15 1/2
Almonds, Tarragona	0 16 1/2	0 17
Almonds shelled	0 36	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled, new	0 30	
Filberts	0 11	0 12
Pecans	0 17	0 18
Brazils	0 20	0 21
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08 1/2	0 09 1/2
Peanuts, green, jumbo	0 10	0 10

RICE AND TAPIOCA.—No prominent features in either rice or tapioca. Demand is normal and with warmer weather consumption of these lines should be larger.

Correspondence from abroad continues to report firm tone on all desirable styles of rice. Condition of supplies in East is shown by fact that movement of Burmah, Japan, Patna and Siam to Europe from Jan. 1 to Mar. 14 was only 897,000 bags as compared with 1,993,000 last year.

Standard B. from mills, 500 lbs., or over.	3 45
f.o.b. Montreal	3 55
Rice, standard B., f.o.b. Toronto	Per lb.
Rangoon	0 03 1/2 0 04
Fancy rangoon	0 05
Patna	0 05 1/2 0 06
Japan	0 05 0 07
Java	0 06 0 07
Carolina	0 08 0 10
Sago, medium brown	0 06 1/2 0 07
Tapioca—	
Bullet, double goat	0 08
Medium pearl	0 06 1/2 0 07
Flake	0 08
Seed	0 06 1/2 0 07

BEANS.—A much stronger tone is noted in bean market. Supplies in Ontario are comparatively small, while demand continues steady.

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

CANNED GOODS.

TORONTO.—Trade in canned goods may be described as fair but is by no means overly brisk. Retailers' stocks are apparently not reduced to small enough compass to induce any great volume of business.

Stocks plete for berries, which with.

Jams while w fish bee of weat ned fish Now is should b tions to serves in tables se sell well.

Winni new to here.

spring, b the mont Farne to get to demand be more the mont sans that ing trade give a de

Butter and will of grass Eggs are a r pected.

Wholes starting Stock tak of the y stocking SUGAI per cwt. the weak

Montreal and Montreal, yd Montreal, ye being sugar. being sugar. Powdered su Powdered sug Lump, hard. Lump, hard. Lump, hard.

SYRUP

Further el Syrups— 2 1/2 lb. tins, 12 5-lb. tins, 6 10-lb. tins, 3 20-lb. tins, Half barrels, Barbados mo New Orleans

COFFE

no new fe Roasted Rio, Green Rio, 5 Green Rio, 7

RICE

tapioca p Rice— B. in 22 4 Japan ... Patna ... Siam ... Tapioca, sacks

DRIED

be looked

THE CANADIAN GROCER

Stocks of jobbers continue fairly complete for season with exception of strawberries, raspberries and blueberries which were in small supply to start with.

Jams are moving well at present time while with handling of fresh and frozen fish becoming more difficult on account of weather conditions, demand for canned fish should be greater.

Now is time of the year when retailers should bring canned goods of all descriptions to the fore. With homemade preserves in scant supply and dried vegetables scarce, the canned article should sell well.

MANITOBA MARKETS.

Winnipeg, April 4. — There is little new to report on the trade situation here. Given an early and favorable spring, business will beat all records for the month of April.

Farmers and contractors are anxious to get to work and there is a pressing demand for labor already. This will be more in evidence before the end of the month. The large number of artisans that will be employed in the building trades in towns at good wages will give a decided boost to the retail trade.

Butter in the West is scarce and dear and will not be otherwise until growth of grass increases the milk supplies. Eggs are now becoming fairly plentiful and a rapid fall in price may be expected.

Wholesalers report many new concerns starting up in the new western towns. Stock taking is also general at this time of the year, followed by a general restocking in all lines.

SUGAR.—Sugar prices declined 10c per cwt. on Tuesday afternoon, due to the weak condition of New York raws.

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

SYRUP. — Syrups are firm with no further changes.

Syrups—	
2-lb. tins, per case	2 33
5-lb. tins, per case	2 73
10-lb. tins, per case	2 61
20-lb. tins, per case	2 62
Half barrels, per cwt.	3 96
Barbadoes molasses, in half bbls., per gal	0 45
New Orleans molasses, half bbls., per gal	0 30

COFFEE.—Market is still firm with no new features.

Roasted Rio, per lb.	0 22
Green Rio, 5's, lb.	0 17
Green Rio, 7's, per lb.	0 16 1/2

RICE AND TAPICOA.—Rice and tapioca prices are quoted as follows:—

Rice—	
B. in 224 or 100 lb. sack	0 04 1/2
Japan	0 04 1/2
Patna	0 04 1/2
Siam	0 04 1/2
Tapioca, sacks	0 06 1/2

DRIED FRUITS.—An advance may be looked for in peaches and apricots as

stocks are reported low.

Evaporated apples—	
50 lb. boxes	0 10 1/2
25 lb. boxes	0 11 1/2
New Prunes—	
90-100s, 25s, s.p.	Per lb. 0 10 1/2
90-100s, 10s, s.p.	0 10 1/2
80-90s, 25s, s.p.	0 10 1/2
80-90s, 10s, s.p.	0 11 1/2
70-80s, 25s, s.p.	0 11
70-80s, 10s, s.p.	0 11 1/2
60-70s, 25s, s.p.	0 11 1/2
60-60s, 25s, s.p.	0 11 1/2
40-50s, 25s, s.p.	0 13
Cooking Figs—	
Choice boxes	0 05 1/2
Half boxes	0 05 1/2
Half bags	0 04 1/2
Valencia Raisins—	
Fine, l.o.s., 25s, s.p., per box	2 30
Fine selected, 25s, s.p., per box	2 35
4-crown layers, 25s, s.p., per box	2 45
4-crown layers, 15s, s.p., per box	1 30
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 25s, s.p., per box	2 40
Currents—	
Dry, clean, per lb.	0 07 1/2
Washed, per lb.	0 08
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

BEANS AND PEAS.—Following are existing prices in beans and peas:—

Beans, 3-lb. picker, per bushel	2 70
Hand-picked, per bushel	2 80
Peas, split, 100 lbs.	4 00

NUTS.—This market is rather quiet just now, with no new features.

Filberts, per lb.	0 12 1/2
Walnuts, per lb.	0 13 1/2
Walnuts, shelled, per lb.	0 17 1/2
Almonds	0 17
Peanuts	0 13 1/2
Brazil	0 18

BUTTER.—No immediate reduction in butter prices need be looked for. Small lots of farm butter are now being handled at country stores.

Creamery butter	0 36
Dairy prints	0 24
Tubs	0 24
Cooking	0 19

EGGS.—Eggs are becoming plentiful and will likely drop considerable after the demands of Easter trade have been supplied.

Strictly fresh	0 28
Candled	0 26
Cooking	0 22

CHEESE.—Prices are up 1-2 cent.

Ontario large	0 18
Ontario twins	0 18 1/2

NEW BRUNSWICK MARKETS.

St. John, April 3.—With local grocers, past week has seen fair business transacted both wholesale and retail, and they are looking for finer weather before any great increase in the amount of trade put through, takes place. It is expected that it will be a few weeks yet before the opening of the river, but when this occurs there should be a livelier tone to business in general.

Markets have been steady, but quiet and few changes of interest are noted. Sugar still occupies a prominent position with the local wholesaler, and despite the drop of ten cents which occurred in all grades last week, there is a feeling with local dealers, that this commodity may show a firmer tone before long. The fact that Cuban market is uncertain and that estimates cannot be relied upon to any great extent is given as one reason why little trust can be placed in sugar market.

With molasses, reports from Barbadoes received, show a marked firmness and that at least 70 per cent. of the

fancy stock has been placed on market with demand brisk for remainder. Although high prices are prevailing, there is no tendency towards a decline, but Southern dealers and brokers on the contrary are advising that those having Fancy Barbadoes will hold rather than sell at lower prices than are now asked.

Beans are still firm; in lard there has been an advance during the past week. American clear pork has been increased and beef is also higher. Starches are on the rise, both Canadian corn and culinary and boiling starch an increase of 1/4 and 1/2 cent being marked.

Butter remains steady with no drop in price since New Year, and practically same may be said of cheese. Eggs have been decidedly plentiful during the past fortnight, but last few days of last week saw marked scarcity so that there is possibility of higher prices. It was said that many farmers would hold off until this week to cause an advance on first of Easter market.

NOVA SCOTIA.

Halifax.—There was a marked falling off in receipts of fresh fish on the local market last week. The weather has been fairly favorable for fishing, but few vessels reached port with fares. Good haddock are scarce. No large fish are offering. The supply of halibut is equal to the demand. Fresh smoked haddies are scarce. To supply the demand, dealers had to use stock that had been in cold storage for several weeks. Smelts are off the market.

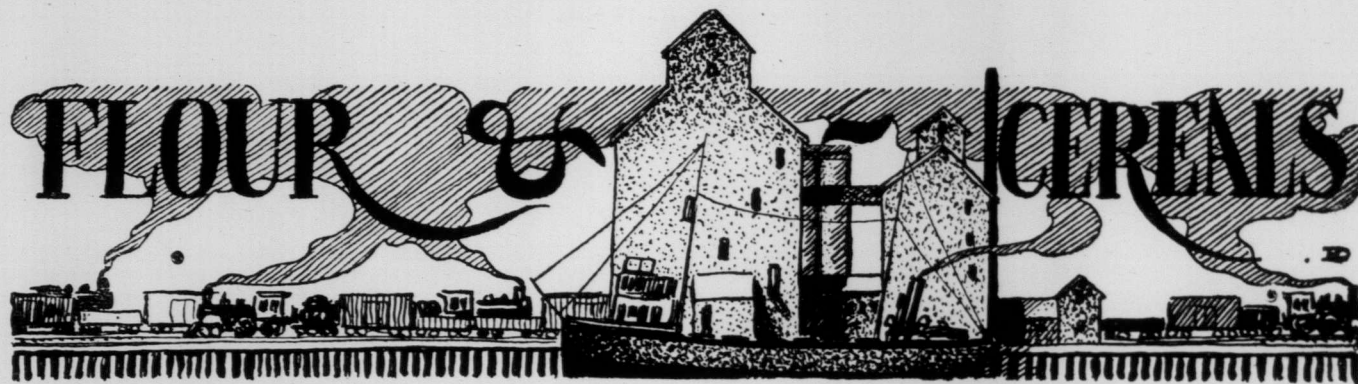
For first time in nearly two months, lobsters were offered for sale on local market. They were of the smallest kind and sold at \$1.20 per dozen. Demand was light. Reports received here from shorepoints state that lobster fishermen are preparing to vigorously prosecute spring lobster fishery. Hundreds of traps are being prepared to replace those destroyed by storms, and canneries expect busy season.

There has been a decided falling off in demand for salt fish, and prices are unchanged. Consumption of dry fish this season has been heavy, and some dealers attribute this to high price of beef. Shipments of fish to foreign markets are light at present. Some small lots have been sent to the West Indies and Cuba.

Oysters now offering are below average—that is, the stock in barrels. They are of a smaller run and not fat.

Shape the Same.

Customer: "What have you in the shape of oranges?"
General Storekeeper: "Well we have baseballs."



Cornmeal Higher—Rolled Oats Firmer

Cornmeal Firmer and Higher This Week — Rolled Oats Quite Firm Under Higher Raw Material — Cereals Moving Fairly Well For Season—Firmer Ideas On Manitoba Flour For Export — Freight Situation Somewhat Improved.

Firmer and higher prices for cornmeal and firmness noted in rolled oats are the chief features of the week.

Corn has for some time been gradually crawling up to a higher level following the trend of values across the line. Under the quite substantial gains made by raw material, cornmeal has taken on a firmer feeling and is quoted higher this week.

Rolled oats are also firm although no change in price has been announced. Here again the raw material has been moving upward under a good demand for both domestic and export account. Firmness in the finished product, therefore follows. Mills seem to be in a better position regarding supplies of raw material of late although conditions are by no means all to be desired yet. Demand for cereals in general is fair for the season, spring lull apparently having had little effect as yet on consumptive demand.

Seasonable trade is also being transacted in flour with prices holding steady. There has been a good export demand and some millers are asking 5 to 10 cents per barrel more for Manitoba flour for export, although little or no business has been transacted at the higher figure. Offerings of winter wheat flour continue on rather stunted scale with values steady.

Freight congestion does not appear to be quite so bad as has been the case for some time back, grain and flour moving somewhat more rapidly from Port Arthur and points west. Conditions are far from reaching the ideal as yet, however.

MONTREAL.

FLOUR.—Flour situation is waiting for developments, no feature of importance being reported for the week. Prices are on last week's level and tend to remain the same for some time. Retail demand is normal.

Winter wheat patents, in bags	4 80
Straight rollers, in bags	4 30 4 50
Manitoba 1st Spring wheat patents, bags	5 70
Manitoba straight patents, in bags	5 20
Manitoba strong bakers, in bags	5 00
Manitoba second, in bags	4 60

CEREALS.—Market for the week has been uninteresting with the exception of Bolted Cornmeal, which has advanced. Other prices remain the same. Demand is brisk with supplies fairly good.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 75
Granulated oatmeal, single bag lots	2 75
Bolted Cornmeal, 100 bags	2 15
Rolled oats, jute bags, 90-lb., single bag lots	2 50
do cotton bags, 90-lb., single bag lots	2 55
Rolled oats, barrels	5 25
Rolled wheat, bbl.	2 25

TORONTO.

FLOUR.—A fairly steady trade for season of year is reported in flour. Prices hold steady position under similar conditions existing in raw material.

Ontario wheat holds firm and just at present there is little Ontario flour offering. Spring freshets have commenced and are interfering somewhat with those mills run by water power.

Manitoba Wheat.	
1st patent, in car lots	5 60
2nd patents, in car lots	5 30
Strong bakers, in car lots	5 00
Feed flour, in car lots	3 00 3 20

Winter Wheat.	
Straight roller	4 00
Blended	4 50 5 00

CEREALS. — Quite a firm feeling is reported in rolled oats market, under steady and advancing prices for raw material. Firmness is quite marked according to some mills. Arrivals of raw material at mills is somewhat better of late.

Corn has for some time now been moving gradually to a higher level and this is having its effect on cornmeal which is higher at \$2.10 to \$2.25 per cwt.

Trade in general cereals continues fair, consumptive demand still being on a good scale.

Rolled oats, small lots, 90-lb. sacks	2 60
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 90-lb. sk	2 75
Rolled wheat, small lots, 100-lb. bbls.	2 80
Rolled wheat, 5 barrel to car lots	2 80
Cornmeal, 100 lb. bags	2 10 2 25
Rolled oats in cotton sacks, 5 cents more.	

MILL FEED.—Demand still continues on a good scale for feed; throughout

country districts it is scarce. Some millers are still selling only in mixed cars of flour. Bran in car lots is quoted at \$25 per ton and shorts at \$27.

WINNIPEG.

FLOUR.—Flour prices are unchanged with no immediate prospects of either advance or decline.

Galvick Milling Co., net price to trade—	
Royal Household	2 90
Glenora	2 65
Manitoba S. B.	2 35
Western Canada Flour Co.—	
Purity	3 00
Three Star Patent	2 70
Battle Patent	2 65
Strong Bakers	2 35
Huron	2 20
Lake of the Woods Milling Co., Net prices to trade—	
Five Roses, bbl.	5 90
Lake of the Woods, bbl.	5 50
Harvest Queen, bbl.	5 10
Medora, bbl.	4 30
XXXX	3 20

CEREALS.—Quotations are as follows:—

Rolled oats—	
80 pound sack	2 25
40 pound sack	1 15
20 pound sack	0 65

OVERDUE ACCOUNTS.

This is a time of year when the retail merchant may with profit attend to collecting overdue accounts. It will be good policy to get in touch with people whose accounts are of long standing and demand payment. It can be done without giving offence, if the retailer considers it desirable to avoid doing so. A little talk, face to face, will have effect; but if you can't get cash, at least demand a note, bearing interest.

HANDLING COMPLAINTS.

A time and place where good judgment and cheerfulness are necessary is in the handling or treatment of complaints. For the few customers who will bring complaints to headquarters, there are many who will say nothing, but will deal elsewhere and many more who will complain elsewhere. Some people are habitual complainers and should be treated as courteously and cheerfully as possible, yet, without waste of time. A complaint of reasonably minded people should always be carefully looked into. Mistakes will happen in any business and the quicker they are remedied, the less harm they will do.



FRUIT & VEGETABLES



Easter Demand Helps Fruit and Vegetables

But Weather Has Not Been Altogether Favorable — Florida Celery Much More Reasonable In Price—Will Mean Increased Consumption—Tomatoes Firmer At Primary Points — More Spanish Onions Arrive—Steadiness In Potatoes.

Demand in anticipation of Easter trade helped movement of fruits and vegetables somewhat this week. The touch of the festive season which surrounds this day naturally works for a better demand, especially for the fancy lines. Florida celery and tomatoes have been the favorites in the vegetable list this week, with other new green goods running as close seconds, while in fruits honors have been divided among oranges, strawberries and pineapples.

Warmer weather would be welcomed by fruit and vegetable men. It would no doubt instil greater activity into these lines. "Don't forget to bring warmer weather next time you come," was the final comment of one dealer. "We need it in our business."

Florida celery prices, as we pointed out last week could be expected, have experienced a sharp break this week and have come down to a quite reasonable level. Shipments have been on a much larger scale and thus the easier feeling. This will mean a much larger consumption of this line, for high prices that have prevailed for some time have prevented the public appetite for this line from being appeased. Florida tomatoes have, however, been moving in opposite direction on primary markets under smaller offerings. The stock that has been coming to Canadian markets has been of excellent quality and has consequently been well taken up.

Another shipment of Spanish onions arrived on Eastern Canadian markets this week. This will probably be the last shipment of season. Egyptian onions have not yet arrived but are expected to be fairly reasonable in price this year when they do come along.

Potato values were easier for a time under large arrivals of English and Irish stock but with a smaller quantity of these arriving steadiness has set in. Although a considerable quantity of potatoes have been imported this year, general supplies are on a small scale and some little time yet to run before new stock will become a factor in supply.

HOLDERS IN New Brunswick are firm in their ideas and are apparently not shading prices, feeling confident of the future. Purchases of potatoes are now in smaller lots than earlier in the year. There is quite a demand for potatoes for seeding purposes.

MONTREAL.

GREEN FRUITS.—Green fruits are still active; imports are coming freely. The market prices generally show declining tendencies resulting from increasing supplies. Easter call has livened the situation.

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

VEGETABLES.—Vegetables offer a lively market. Shipments are free as a result of milder weather. Some prices declined during the week while others show declining tendencies. Celery, sweet potatoes and spinage are the declining features for the week.

Beans, green, hamper	6 00	7 50
Brussels sprouts, per qt.	0 30	0 35
Cabbages, bag	2 00	2 25
Florida celery	5 50	6 00
Caulliflower, dozen	3 50	
Garlic, 2 bunches	0 45	
Green peppers, bus, basket	2 50	3 00
Lettuce, Boston, per box of 3 doz.	2 00	2 25
Leeks, dozen	1 50	1 75
Onions—		
Spanish, crate	4 00	
Half crate	2 25	
Canadian reds, 100 lbs., per lb.	0 05	
American radishes, dozen	0 50	
Sweet potatoes, per basket	2 25	
Montreal potatoes, bag	2 00	
New potatoes, per bbl.	8 50	
Spinage, per bbl.	8 25	25
Parsnips	1 50	2 00
Tomatoes—(Florida)—		
Choice	4 25	
Fancy	4 75	
Treasez	0 20	
Turnips, per bag	1 00	

TORONTO.

GREEN FRUITS.—More interest, as pointed out last week, has developed in

apples which dealers report moving out fairly freely. There is considerable stock still held, however, although some of the more fancy lines, as it natural at this time of year, are not plentiful. No. 1 Spies are quoted at \$5 per barrel. No. 1 Ben Davis may be had at \$4. Box apples are meeting with considerable demand at \$1.50 to \$1.75 for ordinary varieties. A year ago box apples were being brought in from across the line but are not needed this year.

Florida strawberries are easier at 60 cents, while the same tendency is present in pineapples. Lemons are moving fairly freely at steady prices, as are also oranges and grapefruit.

Bananas	1 25	1 75
Lemons, Messina, new crop	3 75	3 25
Oranges—		
California navela	3 00	3 50
Tangerines, strap of 2 boxes		6 00
Grapefruit—		
Florida, case	6 00	6 50
Alban, case	5 50	6 00
Grapes, Almeria, per keg	4 00	6 00
Cranberries, bbl.		13 50
Cranberries, per box		4 50
Apples, bbl.	3 50	4 50
Apples, boxes	1 50	2 00
Northern Spies No. 1		5 00
Pineapples, case of 24	5 00	5 50
Pineapples, cases of 30	4 50	5 00
Florida Strawberries, box		0 60

VEGETABLES.—Weather at beginning of week was rather adverse to vegetable trade but movement was better towards latter part in anticipation of Easter demand.

The lower prices, which it was pointed out last week could be expected, in Florida celery have arrived with arrivals on a larger scale. From \$3.75 to \$4.50 is the ruling price. One dealer quoted 8's at \$3.25 and 4's and 6's at \$3.75. Lower prices will mean a much larger consumption.

Another, and probably the last shipment for season of Spanish onions, arrived on Monday. First shipment of Egyptian onions has not yet arrived. Tomatoes are moving out freely and prospects apparently are for firmer prices as that is tendency on primary markets.

Easier feeling in potatoes is disappearing and steadiness setting in. That New Brunswick dealers are firm in their ideas is shown from fact that offer received from that province on Monday would mean laid down here practically the price that is being asked retailer now.

Asparagus, large	0 65	
Asparagus, small, doz.	2 00	
Cabbage, new, per crate	5 50	
Canadian beet, per bag	1 50	
Carrots, bag	1 75	
Caulliflower, Cal., case	3 50	
Celery, Cal., per case, 6 1/2 to 10 doz.	7 50	
Celery, Fla., per case, 5 to 8 doz.	3 75	4 50
Turnips, bag	0 00	0 00

Boston cucumbers, dozen	2 25	2 75	Spanish, half cases	2 25
Boston head lettuce, dozen	1 25		Canadian, 75-lb. bags	3 00
New radish, per dozen	0 40	0 80	Parasnips, per bag	1 75
New lettuce, per dozen	0 80		Potatoes, N. B.	1 80
Mushrooms, 1-lb. boxes	0 75		Potatoes, Ontario, bag	1 70
Onions—			Potatoes, Irish	1 65
Green onions, dozen	0 25		Tomatoes, Florida, crate	4 00
Spanish, case	4 00	4 50	Sweet potatoes, hamper	2 00
				2 25

Making Savings in Freight in Summer

What Opening of Navigation Means to Dealers in Western Canada and in Lake Port Towns — Advantage Not Always Taken of This—Waking of The Great Lakes Expected End of April.

April 15 is the standard time for throwing open the flood gates for navigation on the Canadian Great Lakes. This year, however, the opening time will be probably nearer the end of the month. At any rate we shall soon see the waking of the waters to greet the big freighters that ply on our great bodies of fresh water.

Where the Merchant Comes In.

What has this got to do with the retail or wholesale merchant?

With many it hasn't much association, but with those doing business at lake points as well as those in Western Canada, it gives an opportunity of saving \$7 or \$8 freight in a car load of goods.

The bulk of the groceries that go by freight is placed in classes four and five—that is they are scheduled as either 4th or 5th class goods. There are, of course, first, second and third class goods as well, but the major portion goes into either one or the other above mentioned classes.

"It is difficult to understand," remarked a representative of a lake freight line to the Grocer the other day, "why wholesalers do not take more advantage of the lower water rates in summer. A number of them do; they always anxiously await the opening of navigation holding many shipments for that time, but the majority continue to pay the higher rates."

Means Considerable Saving.

As a matter of fact the saving on a shipment of fourth class goods means a saving of three cents per hundred pounds over railway rates from Montreal, Toronto, Hamilton, etc., and all intermediary points and from any of these ports to points on Lake Superior where goods are transhipped to the railways for the Western market. On fifth class goods the saving is two cents per cwt.

On first class—such as bottled fruit—it is five cents and on second and third four cents.

It looks therefore, as if retailers who have to pay freight and whose places of business are in Western Canada, or at

Lake Ports or within easy access of them, would save a good deal of money in a year by taking advantage of the lake freighters to have their goods shipped.

Saving on a Car Load.

On 33,000 lbs. or 330 hundredweight—approximately a car load—at three cents per hundred the saving would be more than \$9; at two cents it would mean almost \$7.

The question of expediency in handling this freight by lake freighters may arise. But according to the representa-

Retailer's Troubles Collecting Debts

Dealer Tells of Case Where Woman Who Owed Him Grocery Bill Refused to Pay Him Because She Had to Buy Coal—References to High Cost of Living.

Lindsay, Ont., Apr. 4.—(Special)—"Really I cannot understand how the poorer people of Lindsay, (or for that matter any other town of its size) are standing the high prices these days."

The above remark was made J. E. Adams, of Adams Bros., retail grocers. Continuing, he said, "If any person told me last year at this time that the grocers of Lindsay would be importing potatoes from Ireland and New Brunswick and selling them at a profit I would have told him he was crazy, but yet it is true. These Irish potatoes have been selling at \$2 per bag, and we cannot meet the demand. It has been surprising the number of unusual prices this year, many articles, which are usually sold at reasonable prices are beyond the reach of the average housekeeper. Many of the people cannot pay their bills and this is where the grocer suffers. For instance, we are lenient with them and give credit, but the same woman will go to the coal man and lay down her \$7.50, simply because she cannot get credit. Why should this be?"

"The other day a woman entered the store, who had but \$5 in her purse and when asked to pay her grocery bill she demurred and said that she simply had to pay her coal bill, and consequently

tive of one company they are able to handle it quite frequently to better satisfaction in this respect than the railways. There can be no such a thing as congestion or freight tied up anywhere. The lakes are two wide for that.

The port of Toronto alone can supply sufficient tonnage to carry 12,000 tons of freight a week and with evident inefficient railway facilities at times during the year it would appear that much saving of time could be frequently effected.

Up to Retailers.

With these points in view, retailers, who are favorably situated, can well afford to go into this question. By ordering goods early, so that they do not need to be expressed, they can frequently save money during the summer months. If wholesalers do not offer suggestions in shipping by water retailers could stipulate that the goods be sent by water when sending in or giving their orders.

Opening of navigation is expected during the last week of April. Where advisable, orders could be held for shipment until that time.

we had to let our bill stand. The prices for many articles are high, and as I said before I cannot understand how many of the poorer families are living. The merchants also suffer, that is, where they give credit. Its too bad we could not force payments like the coal men do."

Mr. Adams further stated that he was perfectly in sympathy with the idea of giving no "tick." Thousands of dollars were lost annually in this manner, and if merchants in other lines of business could force or demand cash payments then, he maintained, the grocers should demand like concessions. Mr. Adams would like to see the matter brought up before the retail associations.

CATALOGUES AND BOOKLETS.

The T. A. Lytle Co., Toronto, have just issued a handsome catalogue of their products. Prominent on the covers is the "Sterling" trade mark of the Company in three colors. The different bottles containing their products are shown in original colors both as to the label and contents. For instance, the pickles have a green tint, catsup red, extracts in yellow, pink and red tints, etc. The booklet is certainly an attractive production.

Fi

Fi
period
other
anyin
passe
Lent,
and
variet
the s

Ger
the s
starte
althou
what
weeks
tailers
a safe
quite
being
fish is

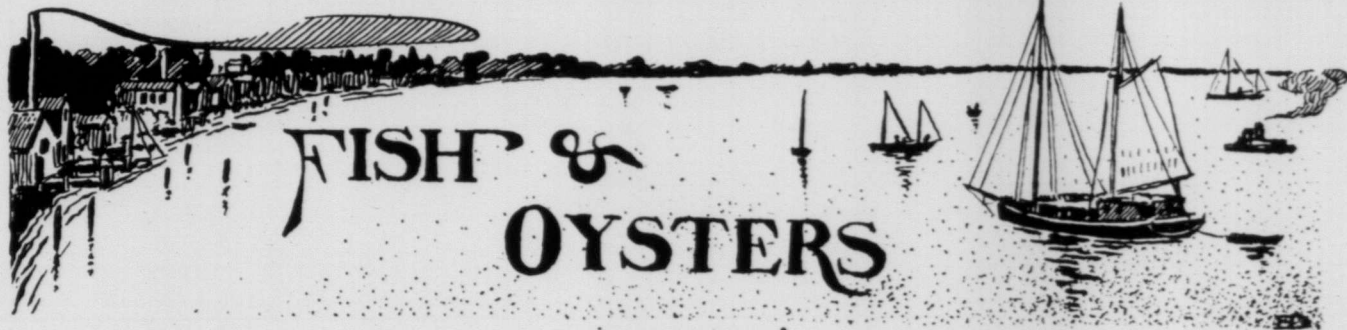
For
of the
receiv
ideal
mum
helped

Eve
season
with
up to
to so
prices
clean

Oyst
many
of thi
still n
them,
trade.
Canadi

MOY
again
Week
all var
are pe

Market co
Less than
Smelts, fr



Final Bid for Fish Business Being Made

Good Lenten Season Is About to end—Trade Will Return to Regular and Even Channels—Fresh Fish Will Be In Greater Prominence as Season Advances—Prices Hold Steady

Final bid for fish business during rush period is now being made. Soon another Lenten season with its accompanying big demand for fish will have passed into history. With passing of Lent, fish trade will return to regular and even demand, with fresh caught varieties coming into greater favor as the season advances.

General satisfaction is expressed with the season now about to close. Lent started off with marked briskness, and although demand slackened off somewhat along about the third and fourth weeks, this was to be expected, as retailers like to clean their stocks up to a safe margin. The last week has been quite up to the standard, Good Friday being a day when a large quantity of fish is consumed.

For a goodly portion of the success of the season, the weather man has to receive credit. Conditions have been ideal for the selling of fish with minimum expense and trouble, and this has helped a great deal, as it always does.

Even now on the eve of the quieter season, prices on fish are holding steady with most wholesalers' stocks cleaned up to safety mark. This is a contrast to some other years when a break in prices of some varieties in order to clean them up, has not been uncommon.

Oyster trade is at a rather low ebb, many retailers having given up the sale of this line for the season. There are still many, however, who are selling them, and still getting considerable trade. Stocks are still coming along to Canadian markets in first class shape.

QUEBEC.

MONTREAL.—Fish dealers were again rushed this week filling the Holy Week demand. Prices remain firm on all varieties; but shortages in some lines are perceptible.

FRESH AND FROZEN.

Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04½
Smelts, fancy	0 10

Haddock	0 04½	0 05
Halibut, per lb.	0 09	0 10
Herring, frozen, per 100 fish	1 90	2 00
Mullet	0 04½	0 05
Pike, dressed and headless, lb.	0 06	0 06½
Pike, dressed and headless, lb.	0 06½	0 07
Steak, cod	0 07	0 10
Mackerel	0 10	0 10
Dressed perch	0 10	0 11
B. C. red salmon	0 10	0 11
Gaspe salmon, per lb.	0 10	0 11
Qualla salmon	0 07½	0 08
No. 1 smelts per lb.	0 08	0 09
Lake trout, per lb.	0 10	0 10
Whitefish, large, per lb.	0 09	0 10
Whitefish, small, lb.	0 05	0 05½

PREPARED FISH.

Roneless cod, in blocks or packages, lb.	8, 10, 11, 13
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 25
Boneless strip cod, 30-lb. box	0 13

SALTED AND PICKLED.

New green cod, per bbl., 300 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, rail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, keg	8 00
No. 1 green haddock, per 300 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half barrel	6 50
Scotch herring	6 50
Scotch herring, keg	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	9 75
Boneless new herring, 18-lb. boxes	0 13½

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Filets, fancy, 15-lb. boxes, per lb.	0 07
Herring, new, smoked, per box	0 13
Kippers (small) per box of 50 fish	1 25
Smoked salmon, per lb.	0 25

SHELL FISH.

Oysters, choice, bulk, imp. gallon	1 40
Oysters, bulk, select	1 50
Oysters, fancy cape, large bbls.	9 00
Solid meats—Standards, gal. \$1.75; select, gal.	\$2.00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—Last week of Lenten season is here and about to pass into history. First of week did not find any special briskness in demand, but as Friday approached business showed more activity. With mild weather dealers operate on safe side, believing in getting shipments oftener and in smaller quantities. With passing of Lent trade will revert back to steady and regular channels, turning more to fresh caught as the season advances.

Prices hold steady even on the brink of the passing of the fast season, showing that stocks held are well on the safe side.

Fresh halibut is offered this week.

FROZEN FISH.

Gold eyes	0 05
Pike	0 10
New pink sea salmon	0 09
Whitefish	0 09
Halibut	0 09
Smelts, extra, per lb.	0 15
Red salmon, headless and dressed	0 11
Mullet	0 04
Bluefish	0 11
Steak, cod, per lb.	0 06½
Flounders, per lb.	0 05
Tullibees, per box	0 05

FRESH CAUGHT FISH.

Steak, cod	0 08	0 09
Haddock	0 07	0 09

SMOKED.

Kippers, per box	1 15
Bloaters, per box	1 00
Finnan Haddie, per lb.	0 08
Digby herring, per bundle	0 85
Filets of haddie	0 13
Ciscoes, basket	1 00
Ciscoes, per lb.	0 09
Scotch haddies, per box	1 50
Scotch kippers, per box	1 65

PICKLED.

Oysters, select, per gallon	1 70	1 75
Oysters, standards, per gallon	1 50	1 55
Pickled trout, per half bbl.	7 25	7 75
Labrador herring, half bbls.	3 25	3 40
Shrimps, 1-gallon cans	1 25	

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 30
Cod in loose strips, 25-lb. to box, lb.	0 06½
Pure cod tablets, 20 1-lb. tablets	2 30

CANADIAN CANNERS ADMITTED.

It has been decided by the executive of the National Canners' Association of America to admit as members Canadian canners. The latter have frequently made requests to be admitted and their eligibility has been finally agreed upon.

STARTED LIFE WITH A SMALL CAPITAL.

John R. Booth, the Ottawa lumberman, started life with a capital of \$9. But he had energy and ideas and is today one of the leading capitalists of the Dominion. Some interesting incidents of his career are related in "Booth, the Timber King," published in MacLean's Magazine for April, a copy of which may be secured from the MacLean Publishing Co., University Avenue, Toronto. The sketch tells how he revolutionized the lumber industry, how he made his influence felt in big business deals and throws some unique side-lights on his personality and career.

J. J. Fisher, of Fisher & Stait, Port Arthur, Ont., has bought out Wansen & Kotanen, grocers, corner of Bay and Algoma streets.

Canadian Grocery News of the Past Week

Changes in Business Numerous—New Wholesale Grocer in Prince Rupert—Another Brush Factory in the Maritimes—Stratford Merchant's Association Deal With Donations—London Grocers Complain of Hucksters' Methods.

Western Canada.

W. P. Yeo, general merchant, Lloydminster, Sask., is succeeded by Yeo & Greening.

McDonald Bros., grocers, Edmonton, Alta., is succeeded by D. J. Chapin.

Rebecca Lockwood, grocer, Winnipeg, is succeeded by E. H. Rogers.

F. Jaynes, grocer, Greenwood, B.C., has sold to W. E. Brown.

M. Brown, grocer, Cardinal and Winnipeg, Manitoba, has sold to John Smith.

Fred. G. Dawson has opened a wholesale grocery establishment in Prince Rupert, B.C. He has been in the brokerage and manufacturers agency business there for four years. His place of business will be on Railway Avenue, where he has leased two floors 50 x 50 feet each of the Piercy-Morris warehouse.

The new grocery store of J. Holmes, Cardston, Alta., has been opened. The building presents a neat appearance with its nicely painted interior and the large show windows facing the street. The building proper is of brick veneer, while a large frame warehouse has been erected at the rear. The business of the new firm will be conducted under the personal management of Mr. Holmes while the other store at Glenwood will be in charge of Mr. Savage.

Quebec and Maritime Provinces.

Henry Daoust, grocer, Montreal, has sold to H. Lefebvre.

Brosseau & Collette, grocers, Montreal, have registered.

Langevin, Phillipe & Cie, grocers, Montreal, have registered.

P. Carroll, who has been for the past twenty years with the T. S. Simms Co., Ltd., St. John, N.B., has severed his connection with that firm to take up his duties with the Canada Brush Co., Ltd. He has left on an extended trip through the principal brush manufacturing centres in the United States. The Canada Brush Co., Ltd., expects to have their factory in operation about May 1st. The employes of the brush department of Messrs. Simm's factory, as a mark of their regret at Mr. Carroll's departure, presented to him a handsome travelling bag, accompanying the gift with many warm expressions of good will.

Dr. E. S. Kirkpatrick, former trade commissioner for Canada with the West Indies, was in St. John, New Brunswick, this week in connection with his organization of the Canada West India Co. Its aim is to develop trade between Canada and the West Indies and its capital is one million dollars. He now has offices open in Woodstock, N.B., and ex-

pects by next fall to open a suite in St. John, where it is proposed to have the headquarters.

Lewis Connors, a member of Connors Bros., Ltd., of Black's Harbor, Charlotte county, N.B., was in St. John, N.B., last week and spoke interestingly of matters connected with fishing in that vicinity. Up to the present, he said, the unfavorable weather has been practically prohibitive to lobster fishing but with better weather conditions a fair catch might be expected. At present the men were engaged in dragging for scallops, digging clams, and trawl fishing. The latter is expected to be quite satisfactory, and line fishing, including cod and haddock, appears indicative of good prospects. Owing to the large amount of stock carried over, the outlook for sardines is only considered fair

Ontario.

A. M. Rosa, grocer, Niagara Falls, is succeeded by F. A. Berryman.

T. E. Hanna, general merchant, Rosemont, Ont., has sold to R. W. Hadgraft.

Bain & Adams, grocers, Hamilton, have dissolved, A. G. Bain continuing.

E. Lees, grocer, Hamilton, has sold to E. House.

Mary Condry, grocer, Markham, Ont., has sold to E. C. Urquhart.

J. J. McCabe, wholesale fruit broker, Toronto, has sent out a neat blotter containing the April calendar and an attractive illustration entitled "Apple Blossoms," by Kenyon.

A meeting of wholesalers in Hamilton, Ont., presided over by Fred. T. Smye, was held last Thursday in connection with the Canadian Credit Men's Association.

W. H. Thompson, Hamilton, Ont., who has been with The F. F. Dalley Co., Limited, for the past six years has resigned. He has covered the entire United States field for that firm.

O'Donnell Bros., Peterboro, Ont., have purchased the grocery business of R. P. Carey at the corner of Hunter and Aylmer Streets.

Campbell & Pinkerton, who for 21 years have conducted a general store in Pinkerton, Ont., have dissolved partnership, J. B. Campbell retiring and leaving Albert Pinkerton in control. The former is going west.

A short time ago it was announced that a pork packing factory would be erected in East London, on the site of the one destroyed by fire some years ago. The project has fallen through, it is now stated.

The Merchants' Association of Stratford, Ont., has decided to adhere to its rule in regard to canvassing for charity in the stores. The question of allowing representatives of the Salvation Army and Children's Aid Society to solicit subscriptions was raised, and it was thought better for all concerned that the merchants be approached in their homes.

C. A. McNeill, grocer, Ingersoll, Ont., died suddenly last week. While at work in the store he fell to the floor behind the counter and was dead when medical aid arrived. Death was due to heart failure.

A deputation from the butchers and another from the Retail Grocers' Association of London, Ont., have grievances which they aired at the last meeting of the Fire, Water and Light Committee. The meat men protested against the removal of the present market house, while the grocers condemned the practice of huckstering on the market, and asked for relief. Their representations will be considered at the special meeting of the council regarding the market.

Frank Menzie, who has been with The F. F. Dalley Co., Limited, of Hamilton, Ont., for 18 years, has severed his connection with that firm and will in a few months time manufacture a shoe polish in both Canada and the United States. Mr. Menzie was for six years sales manager of the above company in the United States.

NOT CONNECTED WITH CHEESE FACTORY PROPOSITION.

The Editor of The Canadian Grocer.—Numerous inquiries having made it evident that the name of this company is associated in the minds of many people in respect of the activities of a concern reported in several papers in the West as arranging to acquire and incorporate cheese factories throughout the country, we take this opportunity of stating that the MacLaren Imperial Cheese Company has no interest whatever in these undertakings, nor has any director or officer of this company any connection with them, or any interest in the sale of milk here or elsewhere.

Yours very truly,
MacLaren Imperial Cheese Co., Ltd.
Henry Wright,
Pres. and General Manager.
Toronto, April 2, 1912.

ANNUAL R. M. A.

The annual meeting of the Retail Merchants' Association of Canada will be held in Toronto on April 8 and 9. All members of the association are urgently requested to be presented.



Produce & Provisions



What Will Week Bring Forth in Eggs?

Dealers Wondering How Supply and Demand Will Measure Up at End of Week—Hogs Hold Steady—Firmer Feeling in Provisions and Lard—Hams and Bacon Sold Well for Easter—No Material Change in Butter as Yet.

While most of the orders for Easter provisions were taken some time ago, late last week and beginning of this week was marked by appearance of a considerable number of belated orders sent in by those dealers who hold off to the last moment. Last few days of this week, the retail dealer will find a good demand for hams and bacons and now that Lent has passed there will be much greater general activity in provisions which should warrant a little more than usual attention to this department.

Live hogs in past month have made a considerable upward movement in price. Since early in the year certain dealers had been looking for a let-up in the hog supply but it was only until about a month ago that this became apparent. Combined with a good demand from packers as Easter with its heavier demand was approaching, prices made a substantial gain. Demand will hardly be so keen when Easter has passed although supplies of porkers will probably continue on the short side.

In sympathy with higher prices for hogs on the hoof and a good demand induced by Easter, provisions have held a steady and firm tone with advances announced from some centres. Lard has been in good demand and is firm and in some cases higher.

This is a big week in eggs and also a somewhat critical one, through the uncertainty of how supply and demand will measure up at the end of the week. First of the week showed no drastic changes from values ruling last week but it was uncertain what the end might bring forth. It was claimed at certain centres that supplies were being held back in anticipation of higher prices as Easter approached. It is probable that bad roads have interfered considerably with shipments but no doubt every effort will be put forth to get supplies to market for the Easter demand. Consumption has shown a wonderful increase since prices became more reasonable.

What can be said of butter? The old make is well cleaned up, and while the new make is increasing, it has not, however, made any gain as yet over demand. Bad roads in the country have interfered with bringing of butter to market as well as sending milk to factories, so that some centres have experienced slight pinches on odd days. This week will find many more factories commencing on the new season's make and a more material increase can be expected from now on. As pointed out before the tendency is to easiness when increase in new make becomes substantial enough.

MONTREAL.

PROVISIONS.—Lard continues in demand at steady prices and stocks are kept quite closely cleaned up. Provisions still continue a little on quiet side; values are stationary. Some firmness is noted in hams, probably due to the fact they will shortly be in brisker demand.

Long clear bacon, heavy, lb.	0 19 1/4
Long clear bacon, light, lb.	0 11 1/4
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 11
Large sizes, 15 to 25 lbs., per lb.	0 13
Medium sizes, 10 to 15 lbs., per lb.	0 14 1/4
Extra small sizes, 5 to 10 lbs., per lb.	0 14 1/4
Rone out, rolled, large, 16 to 25 lbs., per lb.	0 14
Rone out, rolled, small, 9 to 12 lbs., per lb.	0 15 1/4
Breakfast bacon, English, boneless, per lb.	0 14 1/4
Windsor bacon, skinned, backs, per lb.	0 16
Spiced roll bacon, boneless, short, per lb.	0 11 1/4
Roller ham, small skinned boneless	0 24
Hogs, live, per cwt.	7 50
Hogs, dressed, per cwt.	10 25
Pure Lard—	
Boxes, 50 lbs., per lb.	0 17 1/4
Cases, tins, each 10 lbs., per lb.	0 17 1/4
Cases, tins, each 5 lbs., per lb.	0 17 1/4
Cases, tins, each 3 lbs., per lb.	0 13
Pails, wood, 20 lbs. net, per lb.	0 17 1/4
Pails, tin, 20 lbs. gross, per lb.	0 17 1/4
Tubs, 50 lbs. net, per lb.	0 17 1/4
Tierces, 375 lbs., per lb.	0 17 1/4
One pound bricks	0 15 1/4
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 08 1/4
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 09 1/4
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 09 1/4
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 09 1/4
Pails, wood, 20 lbs. net, per lb.	0 09 1/4
Pails, tin, 20 lbs. gross, per lb.	0 09 1/4
Tubs, 50 lbs. net, per lb.	0 09
Tierces, 375 lbs., per lb.	0 08 1/4
One pound bricks	0 10
Pork—	
Heavy Canada short cut mess, bbl. 36-45 pieces	22 50
Bean Pork	16 50
Canada short cut back pork, bbl. 46-55 pieces	22 00
Heavy short cut clear pork, bbl.	22 00
Clear fat backs	23 00
Heavy flank pork, bbl.	22 00
Plate beef, 100 lb. bbls.	0 00
Plate beef, 200 lb. bbls.	15 00
Plate beef, 300 lb. bbls.	22 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11

BUTTER.—High prices still hold. Market stocks are still decreasing with no prospects of getting much further supplies from New Zealand or the Old Country. The United States markets are in pretty much the same shape and can offer little assistance. Dealers must depend on the home manufacturers to relieve the situation.

Creamery	0 38	0 38 1/4
Dairy, tubs, lb.	0 30	0 32
Fresh, dairy rolls	0 34	

EGGS.—Effects of the mild weather can readily be seen in the market. Prices under freer shipments are again declining and can soon be expected to reach the 25 cent mark. Business has increased to fill the Easter demand.

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

CHEESE.—"Not moving" is said of the cheese market. The same lack of interest prevails with no signs of becoming active.

Quebec, large	0 17	0 17 1/4
Western, large	0 17	0 17 1/4
Western, twins	0 17	0 17 1/4
Western, small, 20 lbs.	0 17	0 17 1/4
Old cheese, large	0 18	0 18 1/4

POULTRY.—Poultry is again featureless. No change in price or demand has developed; but a change can soon be expected with the opening of navigation.

Fowl	0 13	0 14
Chickens	0 13	0 14
Geese	0 14	0 15
Turkeys	0 22	0 23
Ducks	0 18	0 20

HONEY.—There is a fair business being done in honey, with no particular market features at present.

White clover, strained	0 13
White clover, in comb	0 14
Buckwheat, in comb	0 12
Buckwheat, strained	0 08 1/4

TORONTO.

PROVISIONS.—Hams, bacon and other pork products have come into greater prominence of late. While most of the orders for Easter trade were taken some little time ago, there was a certain number of belated ones that made their appearance this week.

Live hogs have held steady at last week's figures. Stinted supplies combined with a good demand has caused recent upward movement. Whether small receipts of hogs is temporary or not is a question but demand with passing of Easter will hardly be so keen.

Pork products have taken another general upward movement during week. Hams and backs are 1-2 cent higher. Lard is stronger at 13 to 13 1/4 for pails

with some firms asking a little higher figure. Short cut pork and cooked hams are also firmer.

Smoked Meats—		
Light hams, per lb.	0 16	0 16½
Medium hams, per lb.	0 15½	0 16
Large hams, per lb.	0 15	0 15½
Backs, plain, per lb.	0 19	0 20
Backs, pea meal	0 20	0 21
Breakfast bacon, per lb.	0 16	0 17
Roll bacon, per lb.	0 11½	0 12
Shoulders	0 10½	0 11
Pickled Meats—ie less than smoked.		
Long clear bacon, per lb.	0 12	0 12½
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	19 00	20 00
Cooked hams	22 00	24 00
Lard, tierces, per lb.	0 12½	0 13½
Lard, tubs, per lb.	0 12½	0 13
Lard, pails, per lb.	0 13	0 13½
Lard, compounds, per lb.	0 09	0 09½
Live hogs, at country points	7 50	
Live hogs, local	7 80	
Dressed hogs	10 50	

BUTTER.—While time continues to roll on, butter situation shows no material change. "In just about same situation as a week ago, waiting for a bigger increase in new make" was one dealer's summing up of the situation. Old stocks are well cleaned up, and while new make is certainly showing an increase, it has a difficult problem in keeping ahead of demand and there have been slight pinches on odd days. However, when new goods increase enough, tendency will be downward. Bad roads in country are interfering with delivery of milk to factories as well as with shipments of butter.

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

EGGS.—First of week found no change in egg prices but dealers were wondering just what the week might bring forth. Demand has been on a large scale measuring well up with receipts and it has been hinted that those at producing sections were holding up receipts in anticipation of better prices with the big Easter demand. Some dealers report considerable difficulty in getting enough eggs to supply the demand. Receipts are no doubt being held up to some extent by bad roads. This is a big week in eggs. The last few days of it will find a big demand for the new laid. How will receipts compare with demand? That is a question which only time can answer.

New laid eggs	0 24	0 28
---------------	------	------

CHEESE.—Prices are unchanged but hold firm. Stocks are comparatively small and firmness likely to continue. Some interest is being directed towards the new make now.

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

HONEY.—"Routine trade at unchanged but steady prices," sums up the situation.

Honey—strained—		
White clover, 60-lb. tins, per lb.	0 12	
White clover, 10-lb. tins, per lb.	0 12½	
White clover, 5-lb. pails, per lb.	0 13	
Dark clover, 5-lb. pails, per lb.	0 12	
Amber honey, 60-lb. tins, per lb.	0 08	
Buckwheat, 60-lb. tins, per lb.	0 07	
Comb white clover	2 25	3 00

POULTRY.—Business in poultry is on a small scale. Receipts are not large

and prices vary considerably. Poultry has been in quite keen request this week by Jewish population as this is Passover week.

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

Fancy Cheese on the Canadian Market

Something About the Varieties Not Generally Pushed but Which Carry a Good Margin of Profit—Details on Such Cheese as Limburger, Edam, English Stilton, Gorgonzola, etc. — Prices to Retail Trade.

While every grocer is well enough acquainted with the common Canadian cheese, there are many who do not know fancy cheese so well, and to whom some information on this variety will be both interesting and helpful.

The sale of fancy cheese in Canada is steadily on the increase. Grocers are beginning to recognize that a substantial trade can be built up in this line by a little pushing. The better profit on many lines is also an inducement to handle them.

Roquefort a Good Seller.

Roquefort cheese is principally made at Roquefort in the South of France. It has shown a great advance in price, both on account of the excessive drought and the disease which set in among the cattle in that country. To the retail trade it has advanced about 10 cents per pound from the prices quoted last year. It is packed in cases of 12 cheese, weighing about 4½ to 5 pounds each.

Gorgonzola From Italy.

Gorgonzola cheese is an Italian manufactured cheese and like Roquefort, during the past few months has shown quite an increase in price, and market still has an advancing tendency. Gorgonzolas are usually packed in baskets or small tubs weighing about 20 pounds.

Gruyere cheese (Swiss) is principally made in Switzerland, although there is a considerable quantity made in the United States called "Swiss type," or "American Swiss." It usually comes in large tubs, four cheese to the tub, weighing about 150 pounds per cheese. This also has shown a considerable advance compared with other years, which only goes to show that the terrible heat which was experienced in Canada last year was universal.

Uses of Edam Cheese.

Edam cheese is a Dutch cheese, largely used for grating purposes and is made in the shape of a cannon ball. They come in a case containing 12 cheese weighing about 4 pounds each.

Genuine imported Camembert cheese is made in France, but it is also largely made in the States and called "Camembert type." It is usually packed in wooden boxes weighing about one-half pound. It also comes in tins of about the same weight.

The Famous Limburger.

Limburger cheese is a line which has

previously been largely brought from the United States and is called "imported Limburger," but on account of the domestic made cheese having attained such a state of perfection this is largely replacing any imported cheese. It is put up also in 1-pound bricks which are easily handled by the retail trade.

Dealers say that English Stilton cheese is gaining favor in this country, possibly on account of the number of English people who are migrating here and who bring the taste for it with them. This cheese weighs about 12 pounds each and is packed in cases of six and twelve cheese to the case.

A Cheese Made by Monks.

Oka cheese is a line similar to Camembert in make and is made by the Trappist, Monks of La Trappe, Quebec. They weigh about 5 pounds each and are packed 6 to the case.

Neufchatel cheese is a popular line, especially in the United States, but is growing largely in this country. It is a facsimile of cream cheese, only made from skim milk.

Brick cream cheese is a line which is not very familiar to the ordinary retail trade, but is especially made for the Jewish trade. It is usually packed 10 or 14 bricks to a case, weighing about 5 pounds each.

Pimento cheese is a new line on the market which is selling well.

Those dealers who will put a little time and effort behind their fancy cheese department should reap good results. A substantial and profitable trade may be built up if the required amount of attention is given.

Prices of Fancy Cheese.

The following are the prices of the above fancy cheese to the retailer on the Toronto market: Roquefort, 35c. in 4 case lots and 36c. in single cases; Gorgonzola, 22c. per pound; Gruyere (Swiss), 26c. in tubs and 27c. in wheels; Edam, \$10 per case containing 12 cheese of about 4 pounds each; Camembert, \$3.25 per dozen; English Stilton, 37 cents per pound; Oka, 23c. per pound; brick cream cheese, 20c. per pound.

Imported Limburger is worth 24 cents per pound. The domestic is 20 cents. The supply of domestic at present moment is practically exhausted. There will be no more to offer for the next week or so.



BOUTILIER'S Smoked Fillets

Here, Mr. Grocer, is a line you can do a good trade in ALL THE TIME, and we would advise you to consider it. You can easily start a good fish department and work it successfully. Make a selection from our lines. Instruct the driver or delivery clerk to tell your customers that you are open to handle their fish orders; or get out a neat circular (a few dollars will cover the expense) and send it round. The results will be good, because the housewife likes to give her order for everything to one store and dislikes having to go here for her groceries and there for her fish.

BOUTILIER'S SMOKED FILLETS

1. LARGE
2. PLUMP
3. FLESHY

OCEAN BRAND

HADDIES KIPPERS BLOATERS

Three more good lines with three strong points in their favor.

"Canada" Brand Pure Boneless Cod Fish

ASK US ABOUT THESE GOODS.

WE HAVE AN INTERESTING PROPOSITION FOR YOU.

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

YOUR PROFIT

Mr. Manufacturer, depends considerably on the extent of your sales, and to increase these you must necessarily have ample representation over the large field at your disposal. The Hustling Canadian West offers a splendid market for the manufacturers and shippers of Eastern Canada, Europe and United States, and our intimate knowledge of the commercial conditions, combined with conscientious and adequate service, gives you unequalled facilities to enter this field of opportunity.

WRITE US RE YOUR ACCOUNT FOR THE GREAT WEST.

NICHOLSON & BAIN, Wholesale Commission Merchants
and Brokers

HEAD OFFICE, WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

QUOTATIONS FOR PROPRIETARY ARTICLES

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

Goods made by

E. W. GILLETT CO., LTD.

(Ontario and Quebec Prices.)

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6-dozen.....	5c	50
4-dozen.....	4-oz.	75
4-dozen.....	6-oz.	1 00
4-dozen.....	8-oz.	1 30
4-dozen.....	12-oz.	1 80
2-dozen.....	12-oz.	1 85
4-dozen.....	16-oz.	2 25
2-dozen.....	16-oz.	2 30
1-dozen.....	2 1/2-lb.	5 00
1/2-dozen.....	5-lb.	9 60
2-dozen.....	6-oz.	Per case
1-dozen.....	12-oz.	Per case
1-dozen.....	16-oz.	\$6.00

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

MAGIC SODA.

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

GILLETT'S CREAM TARTAR.

Per doz.	
1/4-lb. paper pkgs., 4 doz. in case	\$1 00
1/2-lb. paper pkgs., 4 doz. in case	2 00
Per case	
4 doz. 1/4-lb. paper pkgs.	88 00
2 doz. 1/2-lb. paper pkgs.	0 16
Per doz.	
1/2-lb. cans with screw covers, 4 doz. in case	\$2 20
1-lb. cans with screw covers, 3 doz. in case	4 10
Per lb.	
5-lb. sq. canisters, 1/2 doz. in case	33
10-lb. wooden boxes	30 1/2
25-lb. wooden pails	30 1/2
100-lb. kegs.	28 1/2
360-lb. barrels	28

GILLETT'S PERFUMED LYE.

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

YEAST.

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

BAKING POWDER.

W. H. GILLARD & CO.
Diamond.
1-lb. tins, 2 doz. in case .. \$2 00
1/2-lb. tins, 3 doz. in case .. 1 25
1/4-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER

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

IN TIN BOXES—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

CEREALS.

WHITE SWAN SPICES & CEREALS, LTD.

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

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

DOMINION CANNERS,

Aylmer Jams.

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

Jellies.

Red currant	2 00
Black currant	2 15
Crabapple	1 45
Raspberry and red currant	1 95
Raspberry and gooseberry	1 80
Plum jam	1 65
Green Gage plum, stoneless	1 75
Gooseberry	1 75
Plum	1 70
Grape	1 85

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.
Strawberry

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

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

Unsweetened Chocolate—

Supreme chocolate, 1/2's, 12-lb. boxes, per lb. 0 35
Perfection chocolate, 20c size 2 doz. in box, doz. 1 80
Perfection chocolate, 10c size 2 and 4 doz. in box, per doz. 0 90
Sweet Chocolate— Per lb.
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes

Iceings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in 1/2-lb. packages, 2 doz. in box, per doz. 0 90
Chocolate Confections— Per lb.
Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1,

5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonparell wafers, No. 1, 5-lb. boxes	0 30
Nonparell wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ...	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box .	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box .	1 35
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

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

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

Smaller quantities ... 0 37

JOHN P. MOTT & CO'S.

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

Elite, 10c size (for cooking) dozen

 dozen | 0 90 | Mott's breakfast cocoa, 2 doz. 10c size, per doz. | 0 85 | Nut milk bars, 2 dozen in box | 0 80 | " breakfast cocoa, 1/4's and 1/2's | 0 36 | " No. 1 chocolate | 0 30 | " Navy chocolate, 1/2's.. | 0 26 | " Vanilla sticks, per grs 1 00 || " Diamond chocolate, 1/2's 0 24 |
| " Plain choice chocolate liquors | 20-30 |
| " Sweet chocolate coatings | 0 20 |

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, 1/4 and 1/2-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, 1/4, and 1/2-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, 1/4 and 1/2-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquemine sweet chocolate, 1-5 lb. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, 1/2-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.
The above quotations are f.o.b. Montreal.

COCOANUT.

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

ES

No. 1, 0 30
 No. 2, 0 25
 No. 1, 0 30
 No. 2, 0 25
 b. bxs. 0 30
 s, 5-lb. 0 30
 res ... 0 30
 res .. 0 30
 andles,
 box . 1 35
 cakes,
 box . 1 35
 4's, 6- 0 30
 4's, 6- 0 30
 c bars 0 00

Varden, To-
 deau, Mon-
 k Co., Hall-
 & Gordon.

s, 14- 0 35
 0 37

CO.'S.
 John, N.B.;
 real, P.Q.;
 onto, Ont.;
 awa, Ont.;
 Winnipeg,
 t, Calgary,
 rkney, Ed-
 rty & Co.,
 in.

(ing) 0 90

2 doz. 0 85

in in 0 80

1/4's 0 35

..... 0 30

5's... 0 26

grs 1 00

e, 1/2's 0 24

plate

..... 20-30

out- 0 20

CO., LTD.

colate, 1/4

Breakfast

and 5-lb.

1's sweet

lb. cakes,

scas sweet

b. cakes,

sto sweet

res, 6-lb.

me sweet

res, 6-lb.

ocoa (hot

1, 34c lb.;

kgs., 6-lb.

nblets, 5c

box, \$1.25

ire f.o.b.

FT CO.,

and 40c

5-lb. and

Per lb.

... 0 26

LARD LOGIC

—Gunns Quality holds trade and brings new business—



Standards of Excellence

Maple Leaf Brand
 Pure Lard

Our Quality Brand
 Kettle Rendered
 Pure Leaf

Easifirst
 Shortening

All sizes in wood and tinware.

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

GUNNS LIMITED

Pork and Beef Packers

WEST TORONTO

ROYAL



BAKING POWDER

Absolutely Pure
The only baking powder
made with Royal Grape
Cream of Tartar
No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

THE CANADIAN GROCER

½-lb pkgs, White Moss .. 0 27
 ¼-lb pkgs, White Moss ... 0 28
 1 and ½-lb. pkgs., assorted 0 26½
 ½ and ¼-lb. pkgs, asstd... 0 27½
 ½-lb. pkgs, astd., in 5-lb. boxes 0 28
 ¼-lb. pkgs., astd., in 5-lb. boxes 0 29
 ¼-lb. pkgs., astd., 5, 10, 15-lb. cases 0 30
 Bulk—
 In 15-lb. tins, 15-lb. pails and 10, 25 and 50-lb. boxes.
 Pails Tins Bbls.
 White Moss, fine strip ... 0 12 0 21 0 17
 Best shredded... 0 18 ... 0 17
 Special shred... 0 17 ... 0 16
 Ribbon .. 0 19 ... 0 15
 Macaroon .. 0 17 ... 0 17
 Desiccated .. 0 16 ... 0 16
 White Moss in 5 and 10-lb. sq. tins 21c
CONDENSED MILK.
BORDEN'S CONDENSED MILK
 Wm. H. Dunn, Agent, Montreal and Toronto Per Case
 Eagle Brand, each 4 doz... \$6 00
 Gold Seal Brand, each 4 dz. 5 25
 Challenge Brand, each 4 dz. 4 50
 Peerless Brand, "Hotel," each 2 doz. 4 00
 Peerless Brand, "Tall," each 4 doz. 4 50
 Peerless Brand, "Family," each 4 doz. 3 75
 Peerless Brand, "Small," each 4 doz. 2 00
CANADA FIRST BRAND.
 The Aylmer Condensed Milk Co., Per case.
 Canada First Baby Evaporated Milk 2 00
 Canada First Family Evaporated Milk 3 65
 Canada First Medium (20 oz.) Evaporated Milk ... 4 40
 Canada First Hotel Evaporated Milk 3 90
 Canada First Condensed Milk (sweetened) 5 05
 Rose Bud Condensed Milk (sweetened) 4 90
 Beaver Condensed Milk (sweetened) 4 15
REINDEER LIMITED.
 "Jersey" brand evaporated milk, family size, per case, (4 doz.)..... \$3 75
 "Reindeer" brand, case (4 doz.) 5 50
 "Reindeer" Condensed Coffee, case 5 00
 "Reindeer" Condensed Cocoa, case 4 80
 "Reindeer" Condensed Coffee, in glass jars, case.. 6 20
ST. CHARLES CONDENSING CO.
 Prices—
 St. Charles Evaporated Milk (baby size) 2 00
 St. Charles Evaporated Milk (family size) 3 75
 St. Charles Evaporated Milk (hotel size) 4 00
 Silver Cow Milk 5 40
 Purity Milk 5 25
 Good Luck Milk 4 50
COFFEES.
EBY-BLAIN, LIMITED.
 Standard Coffees
 Roasted whole or ground, packed in damp-proof bags.
 King Edward 0 34
 Club House 0 33
 Nectar 0 32
 Royal Java and Mocha.. 0 32
 Empress 0 30
 Duchess 0 29
 Ambrosia 0 28
 Plantation 0 26½
 Fancy Bourbon 0 26

Crushed Java and Mocha 0 19
 Package Coffee.
 Gold Medal, 2-lb. tins, whole or ground 0 31
 Gold Medal, 1-lb. tins, do. 0 32
 Gold Medal, ½-lb. tins, do. 0 33
 Anchor Brand, 2-lb. tins, do. 0 31
 German Dandelion, 1-lb. tins, ground 0 26
 German Dandelion, ½-lb. tins, ground 0 28
 English Breakfast, 1-lb. tins, ground 0 19
 Grand Prix, 1 and 2-lb. tins, ground 0 30
 Demi-Tasse, 1 and 2-lb. tins, ground 0 30
 Flower Pot, 1-lb. pots, ground 0 23
WHITE SWAN SPICES & CEREALES, LTD.
WHITE SWAN BLEND.
 1-lb. decorated tins, lb. 0 32
 Mo-Ja, ½-lb. tins, lb. 0 30
 Mo-Ja, 1-lb. tins, lb. 0 28
 Mo-Ja, 2-lb. tins, lb. 0 28
 Cafe des Epiceurs, 1-lb. fancy glass jars, per doz., \$3.60.
 Cafe l'Aromatique, 1-lb. amber glass jars, per doz., \$4.00.
 Presentation (with tumblers) \$3 per doz.
MINTO BROS.
MELAGAMA BLEND.
 Ground or bean— W.S.P. R.P.
 1 and ½ 0 25 0 30
 1 and ½ 0 32 0 40
 1 and ½ 0 37 0 50
 Packed in 30's and 50-lb. case.
 Terms—Net 30 days prepaid.
BRANSON'S SHEKEEF COFFEE.
AGENT: F. COWARD.
 402 Spadina Avenue, Toronto.
 Small size..... \$1.45 per doz., net
 Large size..... \$2.85 per doz., net
 In 3 dozen free cases. Freight paid on ½ gross order.
CONFECTIONS.
PEANUT BUTTER.
Ontario Prices.
 MacLaren's Imperial— Per doz.
 Small, 2 doz. 0 95
 Medium, 2 doz. 1 80
 Large, 1 doz. 2 75
 Tumblers, 2 doz. 1 35
 Pails, 24 lbs., per lb. 0 15
CHEESE.
MACLAREN'S IMPERIAL
Ontario Prices
 Individual (each 2 doz.) .. 1 00
 Small (each 2 doz.) 2 40
 Medium (each 1 doz.) 4 50
 Large (each ½ doz.) 8 25
 MacLaren's Roquefort—
 Small (each 2 doz.) 1 40
 Large (each 1 doz.) 2 40
 MacLaren's Canada Cream—
 Small (each 1 doz.) 0 90
 Medium (each 2 doz.) ... 1 30
 Large (each 1 doz.) 2 30
CREAM.
FUSSELL & CO., LTD., LONDON, ENG.
 "Golden Butterfly" Brand Cream, 8 doz. 10c size, cases, \$7.00.
 "Golden Butterfly" Brand Cream, 8 doz., 15c size, cases, \$11.50.
INFANTS' FOOD.
 Robinson's patent barley, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.
FLAVORING EXTRACTS.
SHIRRIFF'S.
 1 oz. (all flavors) doz. 1 00

2 oz. (all flavors) doz 1 75
 2½ oz., (all flavors) doz. .. 2 00
 4 oz. (all flavors) doz. 3 00
 5 oz. (all flavors) doz. ... 3 75
 8 oz. (all flavors) doz. 5 50
 16 oz. (all flavors) doz. ... 10 00
 32 oz. (all flavors) doz. 18 00
 Discount on application.
CRESCENT MFG. CO.
 Mapleine— Per doz.
 2 oz. bottles (retail at 50c) 4 50
 4 oz. bottles (retail at 90c) 8 80
 8 oz. bottles (retail at \$1.50) 12 50
 16 oz. bottles (retail at \$3) 24 00
 Gal. bottles (retail at \$20) 15 00
CLARK'S PORK AND BEANS IN TOMATO SAUCE.
 Per doz.
 No. 1, 4 doz. in case 0 50
 No. 2, 2 doz. in case 0 90
 No. 3, flats, 2 doz. in case 1 00
 No. 3, talls, 2 doz. in case 1 25
 No. 6, 1 doz. in case ... 4 00
 No. 12, ½ doz. in case ... 6 50
LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.
 These prices are F.O.B. Montreal. Imported Peas "Soleil"
 Per case
 Sur Extra Fins, ½ flacons.
 40 bou. 11 00
 Sur Extra Fins, tins, ½ kilo, 100 tins ... 15 50
 Extra Fins, tins, ½ kilo, 100 tins 15 00
 Tres Fins, ½ kilo, 100 tns 14 00
 Fins, tins, ½ kilo, 100 tins 12 50
 Hi-Fins, tins, ½ kilo, 100 tins 11 00
 Moyens No. 1, tins, ½ kilo, 100 tins 10 00
 Moyens No. 2, tins, ½ kilo, 100 tins 9 50
 Moyens No. 3 8 75
 Asparagus, Haricots, etc.
MINERVA PURE OLIVE OIL,
 Case—
 12 litres 6 50
 12 quarts 5 75
 24 pints 6 25
 24 ½-pints 4 25
 Tins—
 5 gals, 2s 23 00
 2 gals, 6s 29 00
 1 gal., 10s 25 00
 ½-gal., 20s 26 00
 ¼-gals., 20s 13 50
 ½-gal., 48s sq. 17 00
 ¼-gal., 48s rd. 15 50
BASSIN DE VICHY WATERS.
 La Capitale, 50 qts. 5 00
 La Neptune, 50 qts. 6 00
 St. Nicholas, 50 qts. 7 00
 La Sanitas Sparkling, 50 quarts 8 00
 La Sanitas Sparkling, 100 pints 9 00
 La Sanitas Sparkling, 100 splits 4 00
 Lemonade Savoureuse, 50's 7 50
CASTILE SOAP.
 "Le Soleil," 72 p.c. olive oil.
 Case 25 lbs., 11-lb bars, lb 0 07½
 Case 12 lbs, 2½-lb. bars, lb. 0 08½
 Case 50 lbs, ¾-lb bars case 3 50
 Case 200 lbs. ¾-oz., case 3 75
 "La Lune," 65 p.c. olive oil.
 Case 25 lbs, 11-lb bars, lb.. 0 07
 Case 12 lbs. 2½ lb. bars, lb. 0 08
 Case 50 lbs, ¾-lb. bars, case 3 25
 Case 100 lbs. ¾-oz. bars, case 1 80
 Case 200 lbs., ¾-oz. bars, case 3 40
ALIMENTARY PASTES.
BLANC & FILS.
 Macaroni, Vermicelli, Animals, Small Pastes, etc.
 Box, 25 lbs., 1 lb. 0 07½

Box, 25 lbs., loose 0 97
DUFFY & CO. BRAND.
 Grape Juice, 12 qts. 4 75
 Grape Juice, 24 pts. 5 15
 Grape Juice, 36 splits ... 4 75
 Apple Juice, 12 qts 4 50
 Apple Juice, 24 qts. 4 75
 Champagne de Pomme, 12 q. 5 00
 Champagne de Pomme, 24 p. 5 50
 Matts Golden Russett—
 Sparkling Cider, 12 qts.... 5 00
 Sparkling Cider, 24 pts. ... 5 50
 Apple Vinegar, 12 qts. 2 50
CEREALS.
 Grape Nuts—No. 22, \$3; No. 23, \$4.50.
 Post Toasties—No. T3, \$2.85.
 Postum Cereal—No. 9, \$2.25; No 1, \$2.70.
 Force, 36's 4 50
 Gusto, 36's 2 85
MUSTARD.
COLMAN'S OR KEEN'S
 Per doz. tins
 D. S. F., ¼-lb 1 40
 D. S. F., ½-lb 2 50
 D. S. F., 1-lb 5 00
 F. D., ¼-lb 0 85
 F. D., ½-lb. 1 45
 Per jar
 Durham, 4-lb jar 0 75
 Durham, 1-lb jar 0 25
IMPERIAL PREPARED MUSTARD.
 Ontario Prices.
 Small, case 4 doz., per doz. 0 45
 Medium, cases 2 doz., doz. 0 90
 Large, cases 1 doz., doz... 1 35
CANNED HADDIES "THIS-TLE" BRAND.
 A. P. TIPPET & CO., Agents.
 Cases 4 doz. each, flats, per case 5 40
 Cases 4 doz. each, ovals, per case 5 40
LARD.
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.
 Tierces 09%
 Tubs 09%
 Pails, 20 lbs. 09%
 Tins, 20 lbs. 09%
 Cases, 3 lbs., 20 to case.. 10%
 Cases, 5 lbs., 12 to case.. 10%
 Cases, 10 lbs., 6 to case.. 10%
 F.O.B. Montreal.
GUNN'S "EASIFIRST" SHORTENING.
 Tierces 0 08%
 Tubs 0 09
 20-lb. pails 0 09½
 20-lb. tins 0 08%
 10-lb. tins 0 09½
 5-lb. tins 0 09½
 3-lb. tins 0 09½
 1-lb. cartons 0 10%
MARMALADE.
SHIRRIFF BRAND.
 "Imperial Scotch"—
 1-lb. glass, doz. 1 55
 2-lb. glass, doz. 2 90
 4-lb. tins, doz. 4 65
 7-lb. tins, doz. 7 35
 "Shredded"—
 1-lb. glass, doz. 1 90
 2-lb. glass, doz. 3 10
 7-lb. tins, doz. 3 35
VERMICELLI AND MACARONI
D. SPINELLI C.Y., MONTREAL
 Fine.
 4-lb. box "Special" per box 0 22
 8-lb. box "Special" box 0 44
 5-lb. box "Standard" box 0 27½
 10-lb. box "Standard," box 0 55
 60-lb. cases or 75-lb bbls. per lb. 0 05
 25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. 0 06
 Globe Brand.
 5-lb. box "Standard," box 0 30

MAGIC BAKING POWDER

MAGIC BAKING POWDER MAGIC BAKING POWDER

Read The Label

Magic Baking Powder is guaranteed to be composed of the ingredients named on the label—and none other. It is the only baking powder manufactured in Canada that has all the ingredients printed on the label. There are several brands of Alum baking powder being offered that are labeled and advertised as containing "No Alum." This is unfair and is a direct misrepresentation. See that all ingredients are printed on the labels.

MAGIC BAKING POWDER



THE WHITEST LIGHTEST
MAGIC BAKING POWDER
CONTAINS NO ALUM

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

E.W. GILLETT COMPANY LIMITED

TORONTO, ONT.

MONTREAL WINNIPEG



MAGIC BAKING POWDER
HEALTHFUL BISCUIT, CAKE, ETC.
DIRECTIONS
THIS BAKING POWDER IS COMPOSED OF THE FOLLOWING INGREDIENTS AND NONE OTHER: PHOSPHATE, BI-CARBONATE OF SODA AND STARCH.
E.W. GILLETT CO. LTD.
CONTAINS NO ALUM

MAGIC BAKING POWDER MAGIC BAKING POWDER

H A M S

are already advancing in price and will undoubtedly be higher before Easter. We expect a keen demand for them at that time. Place your orders early.

We have cheaper cuts of Sugar-cured Smoked Meats, such as Shoulders and Rolls, both very acceptable and attractive in the present high run of prices.

=====
F. W. FEARMAN CO., Limited
HAMILTON

The quality of
WETHEY'S
Condensed
Mince Meat

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

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE"

THE CANADIAN GROCER

10-lb. box "Standard," box 0 60
 25-lb. cases (loose) per lb. 0 06
 25-lb. cases, 1-lb pkgs., lb. 0 06 1/2

JELLY POWDERS.

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

JELL-O ICE CREAM POWDER.

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

IMPERIAL DESSERT JELLY.

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

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS
 Crisole soap, per gross .. \$10 20
 Florida soap, per gross .. 12 00
 Straw hat polish, per gross 18 20

SNAP HAND CLEANER.

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

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

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

FELS NAPHTHA.

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

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

1-16 gall., doz. \$ 2 00
 1/4 gall., doz. 6 00
 1/2 gall., doz. 10 80
 1 gall., doz. 19 20
 1-16 gall. gross lot 20 00

"ANTI-DUST" SWEEPING POWDER.

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

STARCH.

EDWARDSBURG STARCH CO.
 Boxes Cents
 Contain per lb.
 Laundry Starches—
 40 lbs., Canada Laundry .05 1/2
 40 lbs., Canada white gloss, 1 lb. pkgs.06 1/2
 48 lbs., No. 1 white or blue, 4 lb. cartons07
 48 lbs., No. 1, white or blue, 3 lb. cartons07
 100 lbs., kegs, No. 1, white .06 1/2
 200 lbs. bbls., No. 1, white .06 1/2
 30 lbs. Edwardsburg silver gloss, 1 lb. chromo packages07 1/2
 48 lbs. silver gloss, in 6-lb. tin canisters08
 36 lbs. silver gloss, 6-lb. draw lid boxes08
 100 lbs. kegs, silver gloss, large crystals07
 28 lbs. Benson's satin, 1-lb. cartons, chromo label .. .07 1/2
 40 lbs. Benson's Enamel (cold water) per case .. 3 00
 20 lbs. Benson's enamel (cold water) per case .. 1 50
 Celluloid—boxes containing 45 cartons, per case 3 60
 Culinary Starch
 40 lbs. W. T. Benson & Co.'s celebrated prepared corn07 1/2
 40 lbs. Canada pure corn starch (20-lb. boxes 1/4c. higher).

BRANTFORD STARCH WORKS

Ontario and Quebec.
 Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs.05 1/2
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs.06 1/2
 First Quality White Laundry—
 3lb. canisters, cases of 48 lbs.07 1/2
 Barrels, 200 lbs.06 1/2
 Kegs, 100 lbs.06 1/2
 Lilly White Gloss—
 1 lb. fancy cartons, cases 30 lbs.07 1/2
 6 lb. toy trunks, lock and key, 8 in case.... .08 1/2
 6 lb. toy drums, with drumsticks, 8 in case.. .08
 Kegs, extra large crystals, 100 lbs.07 1/2
 Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case 3 00
 Celluloid Starch—
 Boxes containing 45 cartons, per case 3 75
 Culinary Starches—
 Challenge Prepared Corn—
 1 lb. packets, boxes of 40 lbs.06
 Brantford Prepared Corn—
 1 lb. packets, boxes of 40 lbs.07 1/2
 "Crystal Maize" Corn Starch—
 1 lb. packets, boxes of 40 lbs.07 1/2
 (20 lb. boxes 1/4c. higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1-lb., per case \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50;

1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., \$4; Ocean borax, 48 8-oz. \$1.60; Ocean cough syrup, 36 6-oz. \$6.00; 36 8-oz. \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED. CHATEAU BRAND.

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

SYMINGTON'S SOUPS.

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

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, \$3.00.
 Case of 1/2-lb., containing 120 packages, per box, \$3.00.
 Case of 1-lb. and 1/2-lb., containing 30 1-lb. and 60 1/2-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

EDWARDSBURG STARCH CO., Crown Brand Corn Syrup

2-lb. tins, 2 doz. in case, per case \$2 40
 5-lb. tins, 1 doz. in case, per case 2 75
 10-lb. tins, 1/2 doz. in case, per case 2 65
 20-lb. tins, 1/4 doz. in case, per case 2 60
 Barrels, 700 lbs. \$0 03 1/2
 Half barrels, 350 lbs. 0 08 1/2
 Quarter barrels, 175 lbs. . 0 03 1/2
 Pails, 38 1/2 1 75
 Pails, 25 lbs., each 1 25
 Lilly White Corn Syrup.
 Plain tins, with label—
 Per Case.
 2-lb. tins, 2 doz. in case. \$2 75
 5-lb. tins, 1 doz. in case. 3 10
 10-lb. tins, 1/2 doz. in case. 3 00
 20-lb. tins, 1/4 doz. in case 2 95
 5, 10 and 20-lb. tins have wire handles.

Beaver Brand Maple Syrup—

Case
 2-lb. tins, 2 doz. in case \$3 50
 5-lb. tins, 1 doz. in case 4 00
 10-lb. tins, 1/2 doz. in case 3 95
 20-lb. tins, 1/4 doz. in case 3 90
 5, 10 and 20-lb. tins have wire handles.

MOLASSES.

DOMINION MOLASSES CO.
 Gingerbread Brand (Toronto)
 2's—2 doz. to case, per doz. 95
 3's—2 doz. to case 1 45
 Winnipeg.
 2's—Tins, 2 doz. cases, per doz. 1 30
 3's—Tins, 2 doz. cases, per doz. 1 75
 5's—Tins, 1 doz. cases, per doz. 3 20
 10's—Tins, 1/2 doz. cases, per doz. 5 30
 20's—Tins, 1/4 doz. cases, per doz. 19 40
 Pails—1's each 0 65
 Pails—2's, each 1 12
 Pails—5's, each 2 55

DOMOLCO BRAND

Maritime Provinces and Ontario:
 2's. 2 doz. case, per doz ... \$1 35

3's. 2 doz. case, per doz. ... 1 95
 5's. 1 doz. case, per doz. ... 3 75
 10's. 1/2 doz. case, per case... 3 40
 20's. 1/4 doz. case, per case... 3 05
 Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz. ... 1 60
 3's, 2 doz. case, per doz. ... 2 35
 5's, 1 doz. case, per doz. ... 4 90
 10's, 1/2 doz. case, per case 4 15
 20's, 1/4 doz. case, per case 3 80

SAUCES. PATERSON'S WORCHESTER SAUCE.

1/2-pint bottles, 3 and 6 doz. cases, doz \$0 90
 Pint bottles, 3 doz. cases, doz. 1 75

H. P. Sauce— Per doz.

Cases of 3 dozen \$1 90
 H. P. Pickles—
 Cases of 2 doz. pints ... \$3 35
 Cases of 3 doz. 1/2-pints 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

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

HOLBROOK'S IMP. WORCHESTERSHIRE SAUCE.

Per doz.
 Rep. 1/2 pints, packed in 6-doz. case \$2 25
 Imp. 1/2 pints, packed in 4-doz. case 3 15
 Rep. qts. packed in 2-doz. case 6 50

STOVE POLISH. JAMES DOME BLACK LEAD..

6a size, gross \$2 40
 2a size, gross 2 50

NUGGET POLISHES.

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

TOBACCO. IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s .. 44
 Black Watch, 12s 45
 Bobs, 6s and 12s 46
 Bully, 6s 44
 Currency, 6 1/2s and 12s ... 46
 Stag, 5 1-3 to lb. 38
 Old Fox, 12s 44
 Pay Roll Bars, 7 1/2s 56
 Pay Roll, 7s 56
 War Horse, 6s 42
 Plug Smoking—Shamrock, 6s, plug or bar 54
 Rosebud Bars, 6s 54
 Empire, 6s and 12s 44
 Ivy, 7s 80
 Starlight, 7s 50
 Cut Smoking—Great West Pouches, 8s 59
 Regal Cube Cut, 9s 70

TEAS. THE "SALADA" TEA CO.

East of Winnipeg. Wholesale R't'l.
 Brown Label, 1's and 1/2's .25 .30
 Green Label, 1's and 1/2's .27 .35
 Blue Label, 1's, 1/2's, 1/4's and 1/8's 30 .40
 Red Label, 1's and 1/2's .36 .50
 Gold Label, 1/2's 44 .60
 Red-Gold Label, 1/2's 55 .80

LUDELLA CEYLON TEA.

Orange Label, 1/2's 24 30

Every Little Purchase Should Have a Profit All Its Own.

When buying tea, Remember **LUDELLA**. This is the tea that not only insures your trade with your customer, but with every sale you make a reasonable profit.

Orange Label Ludella Tea,	-	1s, 23c,	retails	30c.
Orange Label	do do	$\frac{1}{2}$ s, 24c,	do	30c.
Brown Label	do do	1s and $\frac{1}{2}$s, 28c,	do	40c.
Green Label	do do	1s and $\frac{1}{2}$s, 35c,	do	50c.
Red Label	do do	$\frac{1}{2}$ s, 40c,	do	60c.

Packed in 30, 60 and 80 lb. cases. We allow the freight on case lots or over.

ENGLISH JAMS

At this time of year most of the cupboards are bare of the good old home-made Jam, but we have a brand of English Jam, the quality of which is so fine that once tried even Mother would sit up and take notice.

"Chivers" Raspberry and Strawberry, cases,
4 doz. 1 lb. tall glass jars at - - **\$2.25 doz.**

PRUNES

Some of the trade bought prunes at rather fancy figures. On account of bashfulness we refrain from publishing our prices, but if you are in the market to buy let us hear from you and we think our quotations will prove interesting.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. = TORONTO

Orange Label, 1's	23	30
Brown Label, 1/2's & 1's	28	40
Brown Label, 1/4's	30	40
Green Label, 1/2's & 1's	35	50
Red Label, 1/2's	40	60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

Wholesale R't'l.

Brown Label, 1-lb. or 1/2	.25	.30
Red Label, 1-lb. or 1/2	.27	.35
Green Label, 1's, 1/2 or 1/4	.30	.40
Blue Label, 1's, 1/2 or 1/4	.35	.50
Yellow Label, 1's, 1/2 or 1/4	.40	.60
Purple Label, 1/4 only	.55	.80
Gold Label, 1/4 only	.70	1.00

"KOLONA" TEA.

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

Black Label, 1-lb., retail at	
25c	.20
Black Label, 1/2-lb. retail at	
25c	.21
Blue Label, retail at 30c	.24
Green Label, retail at 40c	.30
Red Label, retail at 50c	.35
Brown Label, retail at 60c	.42
Gold Label, retail at 80c	.55

JAMS AND JELLIES.

T. UPTON & Co.

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

in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9 oz. glass tumblers, 2 doz. in case, 95c. per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate 37 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.

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

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

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

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

List Price.

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

Discounts on application.

YEAST

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

Florida Tomatoes,
CABBAGE and CELERY

arriving fresh every few days.

Our VOLUNTEER Brand Navels is as usual giving good satisfaction, two cars of this brand arriving each week, this enables us to fill your orders with latest pack.

Full lines of Lemons, Nuts, Figs, etc.



25-27 CHURCH TORONTO
are Largest Receivers

Butter, Eggs
AND
Dried Apples

We invite enquiry

Prompt attention and first-class service.

We have also

1000 BARRELS No. 1 HARD

Georgian Bay District

WINTER APPLES

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

"ST. NICHOLAS"

are always

VERY FINE

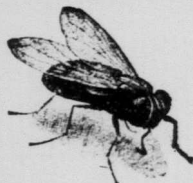
It will pay you to insist on this Brand.

J. J. McCABE

AGENT

TORONTO, : : ONT.

TANGLEFOOT



THE ORIGINAL FLY PAPER

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

NO RISK
WITH OUR FRESH TOMATOES

OUTDOOR GROWN

Supplies Guaranteed All Winter 6 BASKETS TO THE CRATE.

Under the "Crown" Brand every Tomato is carefully examined and all green or poor ones are removed.

Good Color
Clean
Firm

Every Crate Guaranteed
Something Unusual

WEST INDIES FRUIT CO.

30 William Street, Montreal

Headquarters for
Maple Flavor

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

Sold in bottles or in bulk.

Let us quote you prices and submit sample.

THOS. HENDERSON

Manufacturing Chemist

86-88 Fulton St., - New York

Fancy Florida Tomatoes

This is the season when one wants to buy the best Florida Tomatoes.

The crop is only 25% and generally poor quality. We are handling only the celebrated

Peters Pack

Acknowledged to be the very best leaving the State.

We have 15 cars of this pack contracted for, so our trade are assured of getting top-notch quality in these goods.

WHITE & CO., LIMITED

Dealers in Fancy Fruits, Vegetables and Fish
TORONTO and HAMILTON

Tomatoes--New Cabbage--Celery Lettuce--Cucumbers--Radish Rhubarb--Green Onions Spinach

These are some of the things you should be selling just now. Your trade is looking for nice fresh green vegetables. But they must be fresh and of the very best quality. This is why you should order here.

ORANGES LEMONS BANANAS
PINEAPPLES GRAPE-FRUIT

THE HOUSE OF QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

FRATELLI FOLLINA'S BUSTER BROWN LEMONS

IF ONLY ONCE THIS BRAND
YOU'LL TRY.

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

"WE KNOW THE REASON"

FRATELLI FOLLINA, PACKERS
Palermo, Messina

W. B. STRINGER

Can. Agent

Toronto



ANOTHER REASON

why you should use

CONTINENTAL GROCERY BAGS

Besides being GERM PROOF and having the MOST PERFECT BOTTOMS of any bags manufactured, our bags are counted by the newest special mechanism, insuring absolutely FULL COUNT and MAXIMUM NUMBER OF PERFECT BAGS in each package.

If your Wholesaler does not handle
CONTINENTAL BAGS, accept no other,
but send orders to the Distributors.

ONTARIO: Victoria Paper and Twine Co., Ltd., Toronto; Davidson & Hay, Limited, Toronto; Walter Woods & Co., Hamilton; The Young Co., Limited, North Bay and Sudbury.

MANITOBA, ALBERTA and SASKATCHEWAN: Walter Woods & Company, Winnipeg.

QUEBEC and MARITIME PROVINCES: The Continental Bag and Paper Company, Limited, 427 St. James St., Montreal.

The Continental Bag & Paper Co., Limited

SOLE MANUFACTURERS

OTTAWA, CANADA

"What It Does"

Put Fels-Naptha soap "where it is"—on a firm foundation of popularity with women—and the same qualities keep it there. After all the only thing that counts is "satisfaction."



Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Coconut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.

The demand is great—the profit is good—Order NOW.

W. P. Downey
MONTREAL, QUE.

Get Down To Date

Carry A Stock of

MAPLEINE

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

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

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



Mooney's Perfection Cream Sodas

Satisfying and delicious—satisfying from the point of "Quality" and "Price." Delicious because they are rich, of that creamy flavor. They are packed in air-proof packages, keeping them always crisp and tasty. Never suggest a substitute because there can be no substitute as good when "Perfection" have once been used.

The MOONEY

Biscuit and Candy Co.
LIMITED

Factories at
Stratford, Ont. Winnipeg, Man.

BRANCHES at Hamilton, Ottawa,
Sydney, C. B., Halifax, N. S.,
Fort William, Calgary, Vancouver,
St. John's, Nfld.

BUY

Star Brand

Cotton Clothes Lines

AND

Cotton Twine

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

STORE MANAGEMENT—COMPLETE

16 Full-Page
Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

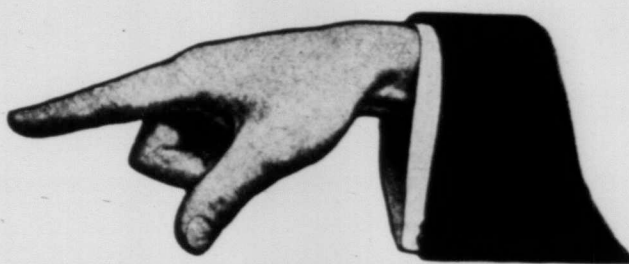
CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO



When placing your order for Canned Fish, be sure you have the name right:

“BRUNSWICK” Brand

It is the finest brand obtainable, and may be relied on to give the fullest satisfaction.

By the “Brunswick” modern, sanitary process of canning, the natural fish flavor is preserved to a remarkable degree.

Keep a generous stock of “Brunswick” Sea Foods. There is an excellent profit in selling them.

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

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

FISH FOODS

In consequence of the extraordinary late winter Fresh Fish of all descriptions will be very scarce. We have provided a choice lot of WINTER CAUGHT WHITEFISH to tide over until fishing opens up. These fish are practically fresh-caught. Taken through the ice and frozen alive, they offer a substitute hardly surpassed by summer-caught fish.

We offer

FROZEN WHITEFISH
“ **GOLDEYES**
“ **TULLIBEES**
“ **COHOE SALMON**

FRESH CAUGHT HALIBUT
“ **HADDOCK**
“ **COD**

CISCOES **KIPPERS** **BLOATERS** **FINNAN HADDIE**
DRY COD **SHRIMPS** **OYSTERS**

The F. T. James Co., Limited
Church and Colborne Sts., Toronto

CLASSIFIED ADVERTISING

ARTICLES FOR SALE

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

BUSINESS CHANCES

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

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

GROCERY BUSINESS—BROADVIEW DISTRICT, Toronto. Good location in growing residential section. Doing profitable business. Owner going west. Box X, Grocer.

GROCERY BUSINESS FOR SALE IN BEST city in interior of British Columbia. Stock and fixtures about \$4,500, all first-class; no old stock. Sales, \$2,500 monthly, best class family trade. Business conditions most congenial. Delightful climate. A dandy and money maker. For particulars apply Box No. 421, Canadian Grocer.

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

COMMISSION LINES WANTED

WANTED TO HANDLE LINES ON COMMISSION basis, good storage facilities. Travelers cover most of Alberta and Northern Saskatchewan. Apply Box 420, Canadian Grocer.

SITUATION WANTED

WANTED. SITUATION AS MANAGER OR Assistant, 6 years manager in present occupation. Available May, 1912. Box 82, Canadian Grocer, 88 Fleet Street, London, England.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c, 50c, 75c, \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

A BOOKKEEPING STAFF IN ITSELF, DOING the work with machine precision and accuracy. The National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 30 Alice Street, Toronto.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

The Warm Days Coming Mean—

A Move From The Kitchen Stove

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

THE **Ermaline Cooking Bag**

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

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

Edward Lloyd

Limited

508 Eastern Townships Bank Bldg. Montreal

THE CANADIAN GROCER

EVERYBODY SMOKES

OLD CHUM

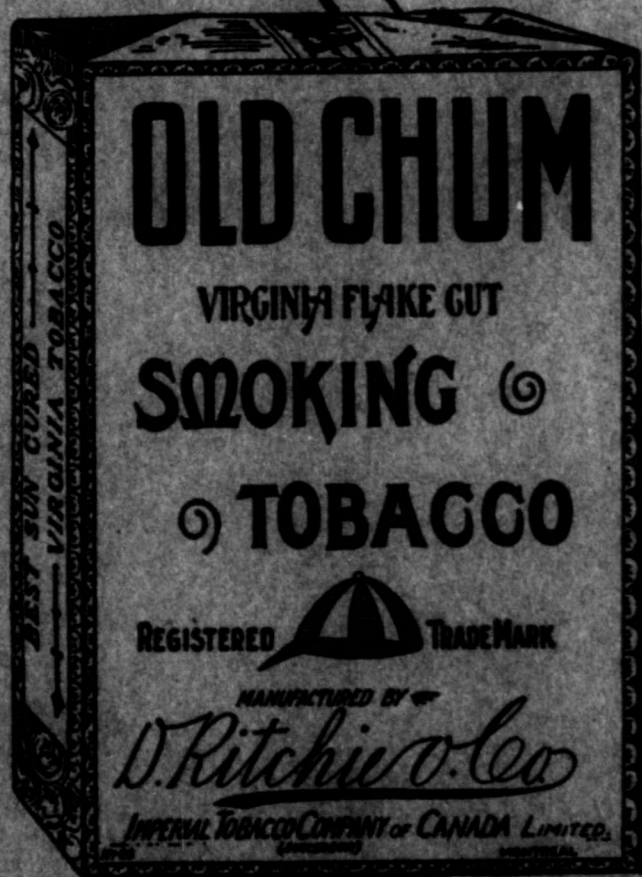
It is the "CHUM" of more pipe smokers than any other tobacco in Canada.

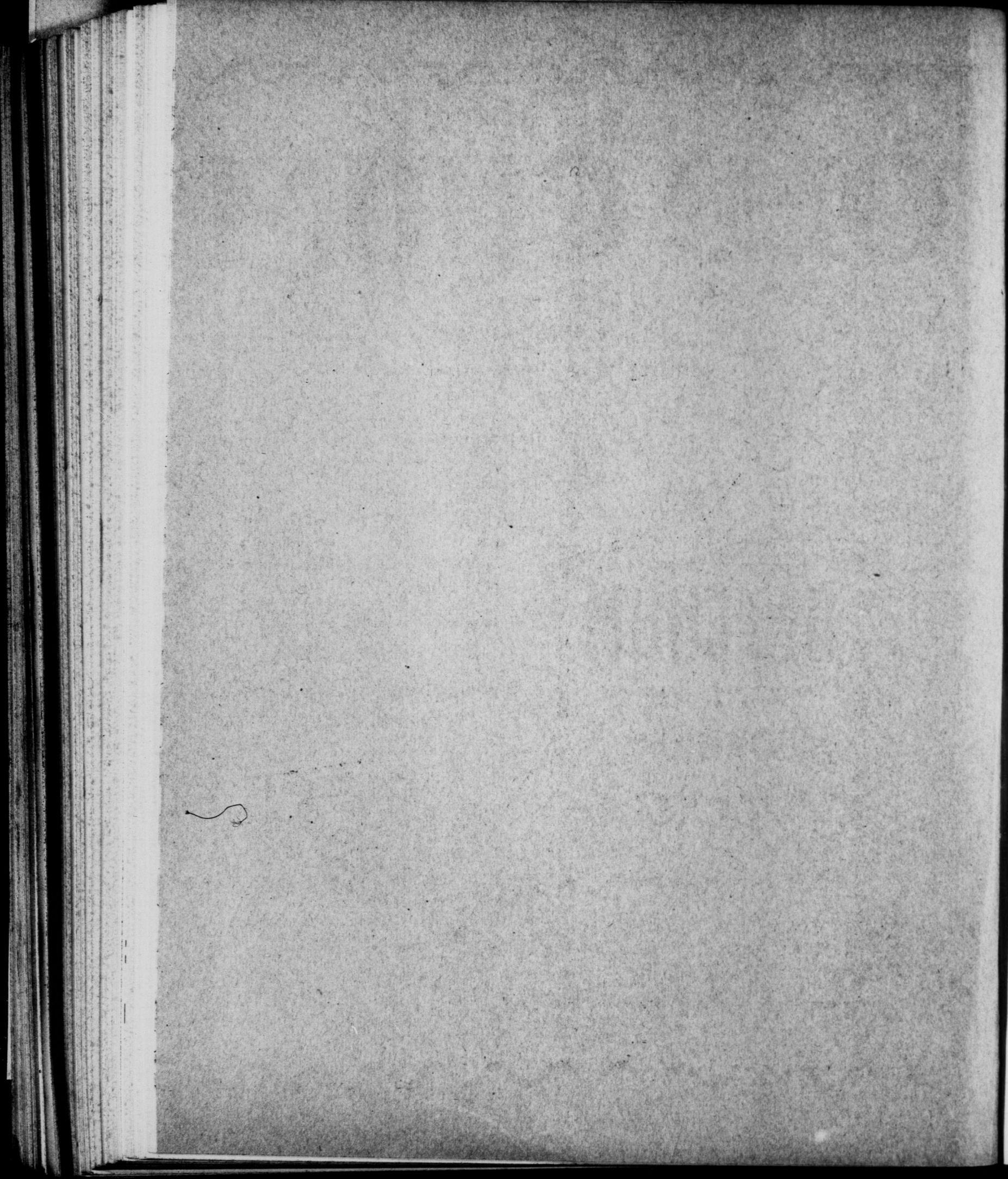
"OLD CHUM" puts everybody in a good humor—especially the dealers.

It is such a big and steady seller that it is making more money for dealers every day and many times a day.

How is your stock?

Imperial Tobacco Co. of Canada
Montreal, Canada Limited





S

K
C
A
H

**Keep Your Tobacco Department
to the Front!**

You will find that a Tobacco Department runs itself, providing you sell good cigars, which give the smoker value for his money. Profits which accrue are larger than you make in any straight grocery line. Feature

7-20-4 CIGARS

They are a known brand with a high reputation. It has been our aim to manufacture cigars that for quality cannot be surpassed. Using the very best tobacco and employing only skilled help, make possible the fulfillment of our ambition. If you are not handling 7-20-4 in your Cigar Department

WRITE US TO-DAY—DON'T WAIT.

The
Sherbrooke Cigar Company

□ Sherbrooke, Quebec

It is a Mistake

for you to think that you cannot sell an article because your customers do not ask for it. You are a salesman and we venture to say that you will be surprised what you can do with

Maple Sugar Chewing Tobacco
King George's Navy “
Master Mason “

if you put your selling power behind them and make up your mind that the men who come to you for groceries will come for tobacco supplies also. You have the first call on them very often, so take advantage of all opportunities.

The Rock City Tobacco Co.
Quebec Winnipeg

Tuckett's
Orinoco
Tobacco

**NO BETTER
JUST
A LITTLE MILDER
THAN**



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

- - - -

Ont.



The sale of
**REINDEER
Condensed
Coffee**

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

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

REINDEER LIMITED

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

Western Agents:

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

CHILDREN

grow sturdy and strong on

A
B
S
O
L
U
T
E
L
Y



P
U
R
E

It's full of nourishment and easily digested.
Order a box from your jobber to-day.

No More Soap Troubles.

Quaker Soap

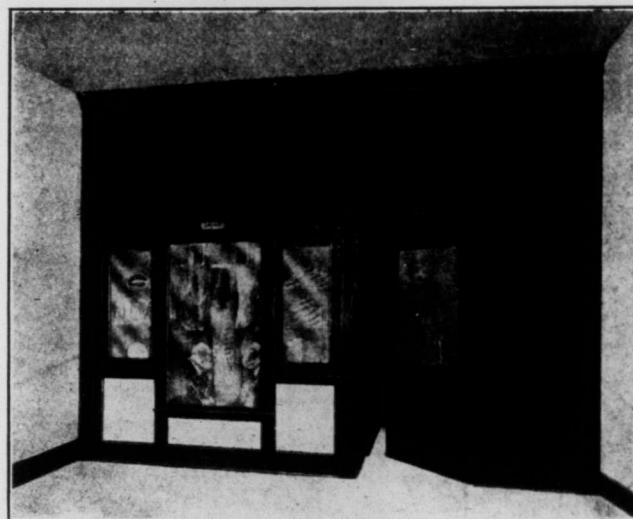
Is Soap everybody wants—
It's all soap.

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

YOU HAD BETTER
WRITE NOW OR ASK
OUR TRAVELLERS.

Mathewson's Sons

Wholesale Grocers
MONTREAL



**THE ARCTIC REFRIGERATOR
IS A TRADE-PULLING FORCE**

The above cut represents one of our new designs, ideal for the butcher, attractive in appearance and up-to-date in use. The side panel, distinct from the refrigerator proper, is designed to fill out the total width of store, making a complete unbroken front or may be fitted and used as an office. We guarantee the lowest temperature and perfect circulation.

The grocer's needs may be equally as well supplied here.
Write for our new catalog NOW.

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

JOHN HILLOCK & CO., Limited
TORONTO, ONTARIO

MUCH EASIER TO DO THAN YOU MAY THINK

No article that you sell will so well repay you for a little extra effort as 40c. Red Rose Tea.

We doubt if there is anything sold in the grocery store that is so fully worth to the consumer the small extra cost as 40c. Red Rose, while at the same time giving the merchant a much better profit.

Within a very few months nearly any merchant could, by a little but persistent effort, change his 30c. tea trade to 40c., and when once changed he will only wonder that he had ever sold any tea but the 40c. Red Rose.

It is a very easy way to make a little more profit in your business this year.

Branches :

156 Lombard St., Winnipeg, Man.
322-6 Ninth Ave. W., Calgary, Alta.

Head Office : St. John, N.B.

T. H. Estabrooks Co.,
Limited

7 Front Street East, TORONTO, ONT.

NATION'S CUSTARD

POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS :

C. Gyde, St. Xaviour St., Montreal

F. Coward, Toronto
(For Ontario)

The W. H. Escott Co.,
Winnipeg, Man.

McKelvie, Cardell, Ltd.,
Calgary, Alta.

Distributors, Ltd.
Edmonton, Alta.

Ayre & Sons, Ltd.,
St. John's Newfoundland

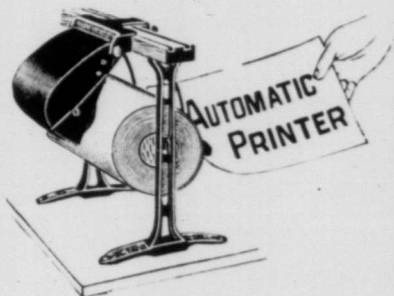
J. M. Crosswell & Co.
Kingston, Jamaica

Samples free by post.

IF

You want to advertise your store
You want to advertise your service
You want to stamp your name on paper
You want to stamp your name on bags
You want to save 90% on your advertising bill

Ask us about the



It's a wonder, and does everything we claim for it.

PAYMENT LIGHT.

SATISFACTION HEAVY.

Send your name into every home every day.

UTILITIES LIMITED

MONTREAL

Listen !

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

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

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

TOMATO EXTRACT

It's delicious.

H. E. VIPOND & CO.

MONTREAL



Everybody says

H-O Ammonia Powder

is the best and does its work better than any other.



This Checker is Crowned

In playing the game of Baking, your first move is good flour. **Anchor Brand Flour** has already been crowned, holds first position and works all ways. It will clear the board for you.



Manfd. by

Leitch Brothers Flour Mills

Oak Lake, Manitoba.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANTED AD. in this paper.

WORLD RENOWNED
C. F. STUHR & CO.
BRAND STUHR.

Stuhr's DELICACIES.

Genuine Caviare, Anchovies in Brine,

IN TINS AND CLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG



OAKEY'S

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

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

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

Wellington Mills, London, England

FREQUENCY OF SAILINGS

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

For further particulars apply to

PICKFORD & BLACK, Ltd.

Agents
HALIFAX, N.S.



That "Fussy" Customer

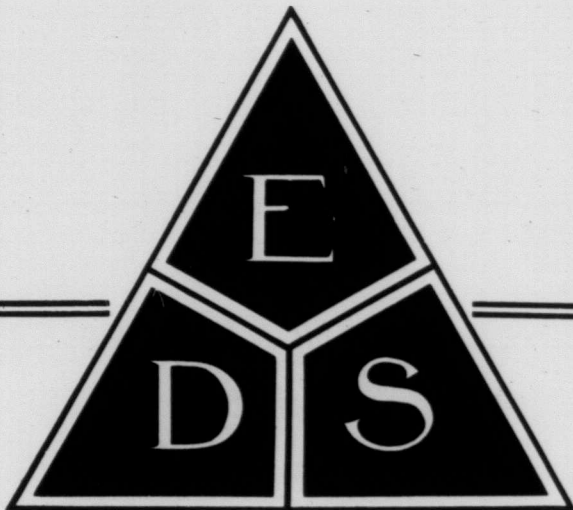
of yours should always be made to feel that yours is the store that handles the highest grade and always reliable food products.

The choice of these critical judges of quality has always fallen on the "E.D.S." Brand of government inspected Pure Fruit Jams and Jellies or other vegetable products. Handle the best.

MADE ONLY BY

E. D. SMITH
WINONA, ONT.

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



Perfection and Popularity

go hand in hand. The wise grocer knows this to be a sound commercial fact. He accordingly stocks



Royal Shield Jelly Powders

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

If you but suggest, you will find a steady and satisfied trade to be worked up for Royal Shield goods, and it is a profitable line, too.

Campbell Bros. & Wilson
Limited
WINNIPEG

CAMPBELL, WILSON & HORNE, Limited, Calgary.
CAMPBELL, WILSON & SMITH, Limited, Regina.
CAMPBELL, WILSON & ADAMS, Limited, Saskatoon.
CAMPBELL, WILSON & HORNE, Limited, Lethbridge.



PURITY, SATISFACTION
GOODS
WORTH PUSHING

You can safely recommend Litster goods because of the measure of satisfaction they always give. Quick,

easy sellers because your customers know and depend on the Litster quality.

Litster goods not only pay you a good profit now but strengthen your hold on the better class of trade

Anything **LITSTER'S** is good



DON'T OVERLOOK THESE
LINES

Sold From Coast to Coast

BULLDOG AMMONIA POWDER

BULLDOG LIQUID AMMONIA

BULLDOG CHLORIDE OF LIME

BULLDOG LIQUID BLUEING

BULLDOG BORAX

BULLDOG LYE

BULLDOG CRESOLEUM

(for disinfecting purposes)

Special prices on 5 and 10 case
lots.

Ask your jobber's salesman.

The John B. Paine Co., Limited

**Getting In On Good
Prices
Means Big Profits**

Make no mistake about this space, Mr. Grocer. We're out to make money, admittedly, but we give you special prices which enable you to get "yours" from every sale. Watch our list every week and benefit.

FEYRET & PINSAN
Bordeaux, France.

We have in stock choice goods from these celebrated packers of Meats, Vegetables and Fruits.

Get quotations on:—Anchovies, Cherries in Maraschino, Spinach, Mustard, Cepes (a highly delicious mushroom). Also

Pate foie gras, Gibier and Sardines

JAM—Bar le Duc 2 ozs. & 4 ozs.

ALIMENTARY PASTES
Macaroni, Vermicelli, Spaghetti,
Small pastes.

MINERVA BRAND OLIVE OIL

A good seller. Certificate of purity is attached to each bottle or tin, and bottle is enclosed in handsome carton.

DRIED FRUITS

We still have a fair stock on hand of:—
PEACHES and **APRICOTS** in boxes of 25 lbs.

APPLES in boxes of 50 lbs.

CALIFORNIA PRUNES, sizes 60-70 to 100-120, in boxes of 25 lbs.

OREGON PRUNES, sizes from 30-40 to 80-90, in boxes of 25 lbs.

CURRENTS

Cleaned, in cases of 36 1 lb packages.
Loose, in cases of 25, 50 and 80 lbs.

ENGLISH PEELS

The new stock will undoubtedly be 2c. or 3c. higher than the present price, so get in on the ground floor and buy now.

Lemon Orange Citron

Laporte, Martin et Cie.

LIMITÉE

MONTREAL

Telephone Main 3766

THE CANADIAN GROCER

INDEX TO ADVERTISERS

A	
Adamson & Co., J. T.	30
Allison Coupon Co.	21
Aylmer Condensed Milk Co.	76
B	
Balfour-Smye & Co.	16
Banner Mfg. Co.	26
Barr Register Co.	15
Benedict, F. L.	21
Bickle, J. W., & Greening	12
Borden Condensed Milk Co.	3
Brown Mfg. Co.	21
Bull Dog Ammonia Co.	74
C	
Campbell Bros. & Wilson	73
Canadian Coconut Co.	26
Canada Sugar Refining Co.	23
Canadian Salt Co.	81
Can. Shredded Wheat Co.	31
Carr & Co.	14
Catelli, C. H.	18
Chivers & Sons	4
Church Bros	17
Church & Dwight	11
Clark, W.	29
Clawson & Co.	29
Clements Co., Ltd.	21
Coles Mfg. Co.	8
Common Sense Mfg. Co.	21
Common Bros	65
Continental Bag & Paper Co.	63
Crescent Mfg. Co.	64
D	
Dalley, F. F. Co.	17
Distributors, Ltd.	20
Dominion Cannery, Ltd.	5
Dominion Match Co.	28
Dominion Register Co.	31
Dominion Salt Co.	10
Downey, W. P.	64
E	
Eby-Blain, Limited	32
Eckardt, H. P.	59
Edwardsburg Starch	31
Eno, Ltd., J. C.	8
Enterprise Mfg. Co. inside back cover	
Estabrooks, T. H.	71
Evans, W. H. Co., The	20
Eureka Refrigerator Co.	12
Ewing & Sons, S. H.	27
F	
Farrow & Co., Jos.	16

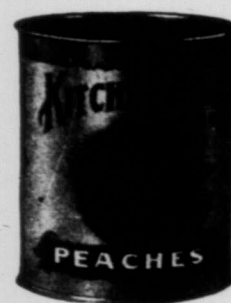
F	
Fearman, F. W., Co.	69
Fels & Co.	64
Furuya & Nishimura	18
Fussell & Co.	11
G	
Giffin-Hobbs Co.	17
Giliard, W. H., & Co.	18
Gillet, E. W. Co., Ltd.	19
Golden Ray Co.	8
Gorman, Ebert & Co.	26
Gorman, Ebert & Co.	26
Granger Freres	28
Gray, John	12
Gun-Munro outside front cover	
Gunns, Ltd.	57
H	
Halifax Cold Storage Co.	55
Hamilton Cotton Co.	64
Heinz, H. J. Co.	9
Henderson, Thos.	62
Hillock, J.	70
Hodson Summer	28
Holbrooks, Ltd.	19
Hutchison-Omand & Co.	72
I	
Imperial Extract Co.	23
Imperial Tobacco Co.	47
Irish Grocer	21
Island Lead Mills Co.	26
J	
James, F. T.	65
K	
Kessel Co., F.	21
Kilgour Bros	26
King, Frederick	13
L	
Labreque & Pellerin	10
Lambe, W. G. A.	20
Laporte, Martin & Cie.	74
Lau entia Milk	15
Law, Young & Co.	22
Lawson, S. F. & Co.	31
Leitch Bros	72
Lemon Bros	62
Lind Brokerage Co.	29
Lindner & Renner	32
Litster Pure Food	74
Lloyd, Ltd., Edward	66
Lovells Bag and Packet Machinery Co.	9
Lytte Co., T. A.	11

M	
MacLaren Imperial Cheese Co.	20
MacLure & Langley	20
MacNab, T. A., & Co.	29
McCabe, J. J.	62
McDougall, D. & Co.	23
McLaren, W. D.	9
McLeod & Clarkson	21
McWilliam & Everist	62
Magor, Son & Co.	34
Malcolm, Jno. & Son	3
Maple Tree Producers	24
Marshall Brokers	20
Mathewson's Sons	70
Mathieu, J. L., Co.	15
Menard Motor Car Co.	19
Midland Vinegar Co.	22
Millman, W. H., & Son	20
Mooney Biscuit and Candy Co.	64
Morton & Sons, David	24
Mott, John F. & Co.	70
N	
Nation, E. J.	71
Neison, Dunc & Co.	14
Nicholson & Bain	55
O	
Ontario Peoples Salt & Soda Co.	23
Oshawa Canning Co.	75
P	
Paine Co., John	74
Patterson Wyde & Co.	27
Patrick, W. G. & Co.	29
Peck, Freen Co.	7
Perrin, D. S.	2
Pickford & Black	12
R	
Raymond Bros.	26
Reindeer, Ltd.	70
Richards & Brown	61
Richards Pure Soap Co.	76
Ridgman & Co., G. S.	21
Rock City Tobacco Co.	69
Rowat & Co.	14
Royal Baking Powder Co.	57
S	
St. Charles Condensing Co.	14
St. Croix Soap Mfg. Co. inside front cover	
St. Lawrence Flour Mills Co.	22
St. Lawrence Sugar Refining Co.	17
St. Vincent Arrowroot Growers and Exporters' Association	6

S	
Salada Tea	33
Sanitary Cap Co.	3
Sapho Mfg. Co.	27
Smith, E. D.	73
Sherbrooke Cigar Co.	19
Silver, H. R.	29
Simpson & Co., R.	25
So-clear Mfg. Co.	30
Spurgeon, H. G.	20
Star Egg Carrier & Tray Mfg. Co.	6
Stevens-Hepner Co.	11
Stewart, I. C.	21
Stringer, W. R.	73
Stuart, Foster Co.	32
Stuhr, C. F.	72
Symington Co., T.	17
T	
Taylor & Pringle	31
Telfer Bros. outside back cover	
Thum Co., G. & W.	62
Tiger Mfg. Co.	20
Tilton, J. A.	20
Tippett, Arthur P. & Co.	1
Tomlinson Co., The J. J.	20
Toronto Salt Works	21
Tuckett, Geo. E. & Son Co.	69
U	
Utilities Limited	71
V	
Vipond, H. P.	71
W	
Waite & Fuller	8
Walker Bus and Store Fixture Co.	16
Walker, Hugh, & Son	63
Warren, G. C.	20
Watson & Truesdale	72
Wellington Mills	20
West India Fruit Co.	62
Western Distributors, Ltd.	26
Western Salt Co.	13
Wetthey, J. H.	59
White & Co.	63
White Swan Spice & Cereals, Ltd.	20
Wiley, F. H.	14
Willis Mfg. Co.	6
Wilson, Archdale	4
Wilson, Jos. R.	24
Woods & Co., Walter	12
Woodruff & Edwards	19
Wondershine Ltd.	13



WHEN YOU ARE READY



to place your next order of Jams or Preserves you naturally want the best for your money. You, as a progressive, modern merchant, want something different to what is usually offered. The delicate, natural fresh fruit flavor of Kitchener Brand canned goods gives that welcome addition to any table menu that will make your customer come back for more.

This is good business—get in line.

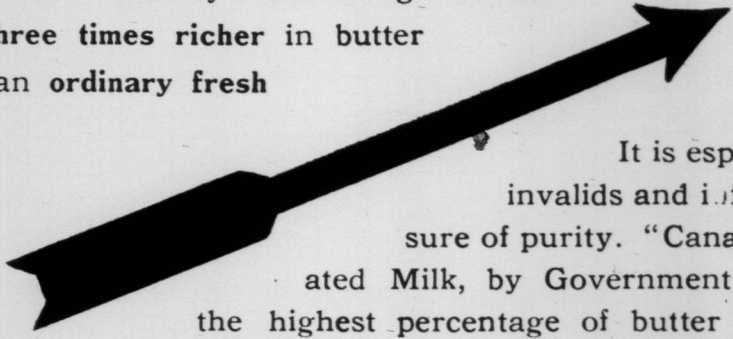
OSHAWA CANNING CO., Limited

OSHAWA

ONTARIO

From the Cow to the Can

"Canada First" Evaporated Milk is full cream milk, reduced to the consistency of rich cream by a sterilizing vacuum process. It is three times richer in butter fats and solids than ordinary fresh milk.



It is especially suitable for invalids and infants. You can be sure of purity. "Canada First" Evaporated Milk, by Government analysis, showed the highest percentage of butter fat and solids in excess of legal standard and high percentage of genuine food value.

A Canadian product—from the cow to the can.

There is plenty of demand, Mr. Grocer, and the profit is a good one.

THE AYLMER CONDENSED MILK CO., Limited - Aylmer, Ont.
Head Offices, HAMILTON, ONT.

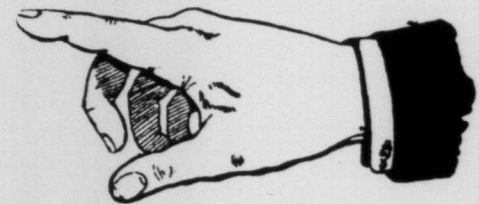


5 Cases at \$4.15
with 20 bars Naptha free.
10 Cases at..... \$4.05
with 40 bars Naptha free.
25 Cases at..... \$4.05
with 150 bars Naptha free
FREIGHT PREPAID
Net 30 days. 1% Cash.
Assorted or otherwise.



The best 5c. line.

An extra good margin of profit.



A fifty-year-old favorite.



The Quality Trio

Trade Winners

Telfer's Reception and Vanilla Wafers win the hearts of the women customers of your store, by pleasing the palate. They are delightful for afternoon tea, or to serve a dainty lunch in the evening. Give them a chance with the feminine department of your trade—they will make good and you will be amply repaid.

Telfer's Oatmeal Crackers

need no further introduction other than to say that a package of Telfer's contains more crackers to a box than can be had at the price among other brands. The packing is done with exceeding carefulness, ensuring a uniformly crisp and wholesome cracker.

We manufacture all kinds of fancy biscuits—get our price list.

Telfer Bros., Ltd., Collingwood, Ont.

Branches at Toronto, Winnipeg, Hamilton, Fort William.

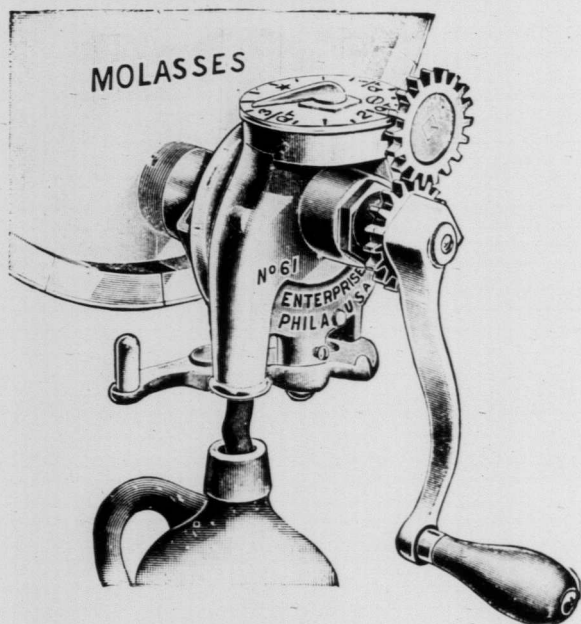
There isn't a grocer in the land who can afford to be without one of these two trouble savers

Many dealers, who know that their trade demands that they sell molasses by the quart or gallon, would *like* to dispense with it altogether because it is *troublesome*.

Here are the devices that take away the difficulties—that make the drawing and sale of molasses both profitable and convenient.

ENTERPRISE

IMPROVED PATENT SUCTION AND FORCE MEASURING FAUCET



THE ENTERPRISE IMPROVED PATENT SUCTION and FORCE MEASURING FAUCET

draws molasses both summer and winter directly into the jug or bottle and without the use of a funnel. It is cleaner and dispenses with the use of measures; does away with the fly and dirt nuisance.

It will draw a gallon of molasses in winter in one minute. It is the only measuring faucet that has shown that it can stand the wear and tear of service.

You simply open the nozzle gate, turn the

crank until the register hand indicates the quantity you desire to draw. Eight revolutions draw a quart—absolutely without fail. We warrant this faucet to measure according to United States Standard.

SELF PRIMING AND MEASURING PUMP



THE ENTERPRISE SELF-PRIMING AND MEASURING PUMP draws molasses at the rate of four revolutions to the pint. It is equipped with our new total register device. Just put the pump into the barrel and it is ready to use. The new total register device shows you precisely how much you have left in the barrel, so that you can order before your supply is exhausted.

Bear this in mind. Our pump will not agree with any inaccurate measure. It measures. It measures a gallon, which weighs just the amount that a gallon should weigh, and every time you test it you find it right. Use one of these Enterprise devices and do a satisfactory molasses trade. Like all Enterprise articles—Meat and Food Choppers, Cherry Stoners, Fruit Presses, Sad Irons—these are made to give you absolutely satisfactory service. There isn't a part that is not made to the highest standard. Send for the Enterprise catalogue.

THE ENTERPRISE MANUFACTURING CO. OF PA., Patented Hardware Specialties

PHILADELPHIA, PA.

21 Murray Street, New York

544 Van Ness Avenue, San Francisco

24 W. Lake Street, Chicago