

**PAGES
MISSING**

THIS IS THE 1,330th ISSUE OF

CANADIAN GROCER

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

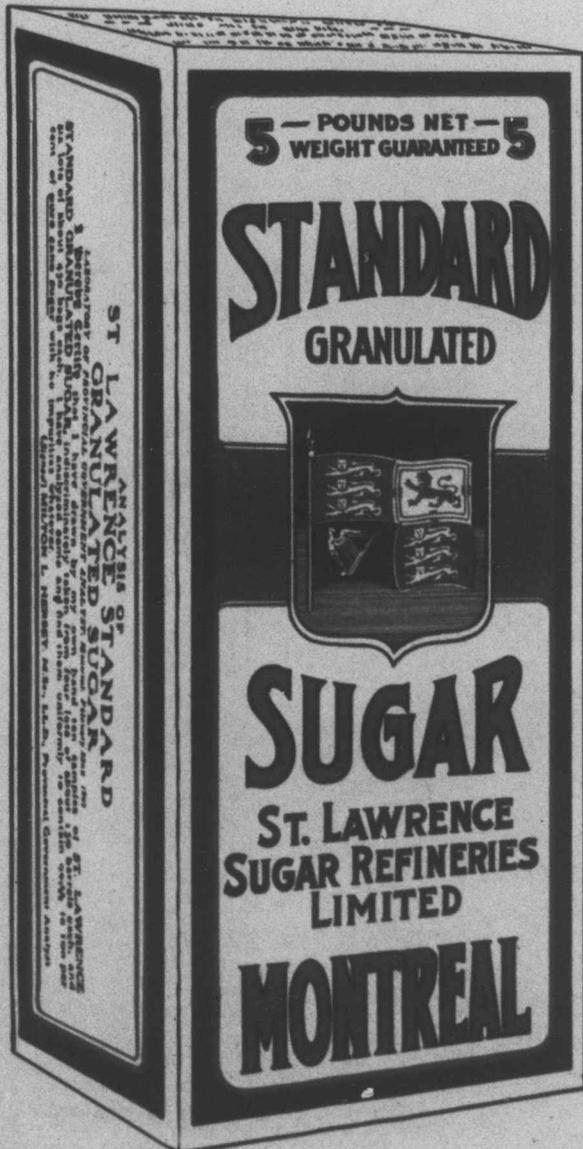
Vol. XXVII.

PUBLICATION OFFICE: TORONTO, JUNE 6, 1913

No. 23

St. Lawrence Granulated

100% PURE CANE SUGAR



*The barrels and bags
are now put up in
three different sizes of
grain.*

BAGS ARE BRANDED

- RED LABEL FOR FINE GRAIN
- BLUE LABEL FOR MEDIUM GRAIN
- GREEN LABEL FOR COARSE GRAIN

BARRELS ARE BRANDED

- FINE GRAIN
- MEDIUM GRAIN
- COARSE GRAIN

The Grain Will Never Vary



CARTONS

A HANDY PACKAGE FOR EVERY-
BODY, PACKED IN 2 AND 5 POUND
CARTONS, 100 LBS. TO THE CASE.

Tastes Good - Is Good Pure and Wholesome

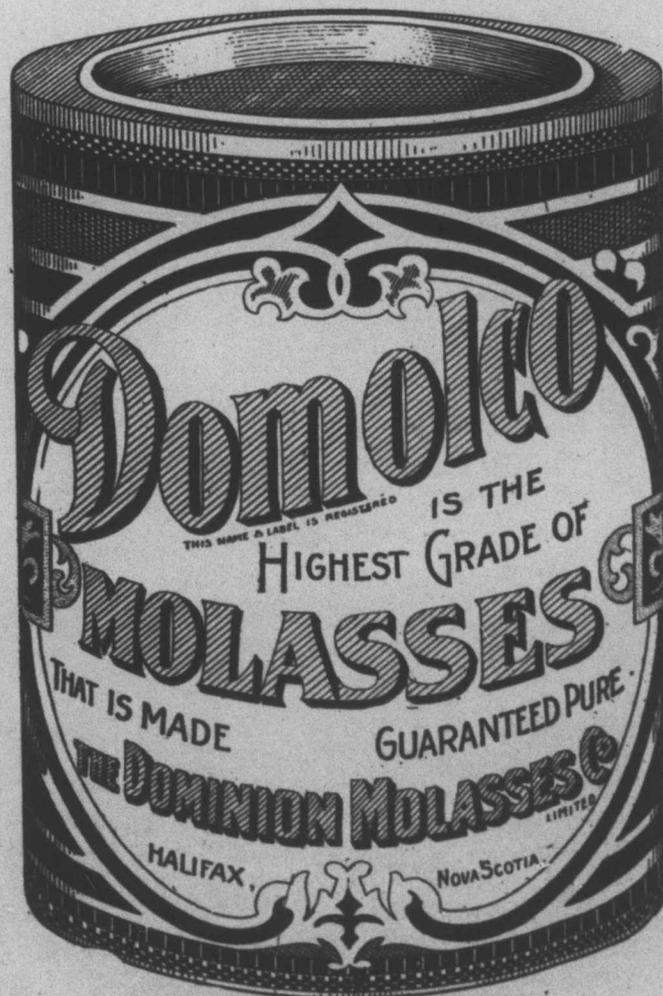
Molasses is a household commodity that holds an important place on the majority of tables. A good molasses is something that people never tire of—one can eat their fill of molasses to-day and to-morrow it will be relished as much as ever.

DOMOLCO

is such a molasses, made from best sugar cane, is pure and wholesome. In demand the whole year round. Stock and sell it.

Put up in sanitary lever top tins:—No. 2's—2 dozen to the case. No. 3's—2 doz. to the case. No. 5's—1 dozen to the case. No. 10's— $\frac{1}{2}$ dozen to the case. No. 20's— $\frac{1}{4}$ dozen to the case.

The Dominion Molasses Co., Ltd.
HALIFAX, N. S.





Who Wants to be a Camel?

It is a well-known truism that a camel can go eight days without a drink. Nature does not allow humanity such a lengthy space between drinks. To drink often is the demand of nature—and what drink is more delicious and refreshing than “Stower’s” juice of the Lime Fruit—the drink that keeps the blood and digestive organs in excellent state.

*As Supplied
To His Majesty
The King*

“STOWER’S” *Lime Juice Cordial*

is prepared from the freshly squeezed juice of the Lime Fruit with every impurity carefully removed. **It will not ferment and is sweetened with the best refined sugar.**

*As Supplied
To The British House
of Commons*

The grocer is the man to supply the demand for thirst quencher, especially during the hot summer season. Stower’s Lime Juice Cordial should be the leader of every grocer who is desirous of having all the business that should come his way.

Arthur P. Tippet & Company
Agents

Montreal

Toronto

THE CANADIAN GROCER

From Coast to Coast
HE IS WORKING FOR YOU



Our poster for 1913 which is now being shown in the principal cities and towns throughout Canada.

The "Nugget" Polish Co., Limited
9, 11 and 13 Davenport Rd. TORONTO, ONT.

THE CANADIAN GROCER



Steps that

lead to

success



The Borden lines of "quality" milk products lead the dealer to greater profits by quick turnover and increased business. **Borden's Condensed and Evaporated Milks** are the stepping stones in the milk product market that lead via the short-cut way to business success.



Every step in the producing is conducted under perfect sanitary conditions ensuring **purity and quality.**

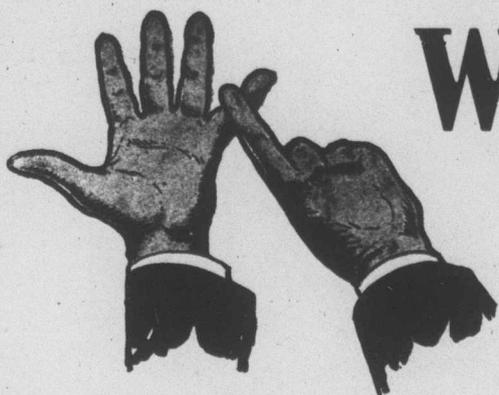


BORDEN MILK CO., LIMITED
"LEADERS OF QUALITY"
MONTREAL

Branch Office:

No. 2 Arcade Building, Vancouver





Why

Messina

Lemonade Powder

excels because

THE TRUE LEMON FLAVOR IS THERE AND THERE IS NO MISTAKING IT.

It has a greater refreshing quality than any other on the market to-day.

A little of it goes further than more of the inferior brands.

In spite of superior quality, it is just as cheap and allows you a good margin of profit.



ORDER RIGHT AWAY.

HENRI JONAS & CO.

MONTREAL

John Gray & Co., Limited

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

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



YOU CAN SAVE ONE DOLLAR A CASE

by placing your order for

CHIVERS' PURE ENGLISH JAMS, ETC.

with us now:—

On all orders received for this line up to the 15th June, when our special introductory offer expires, we will give the special introductory prices.

Chivers' Pure Strawberry	\$2.00 doz.
Chivers' Pure Raspberry	\$2.00 doz.
Chivers' Pure English Orange Marmalade	\$1.65 doz.
4 doz. cases	

We have other sizes, 2s, 5s and 7s.

You should drop us a card for our rebuilding sale prices on many lines. Our CANNED SALMON SPECIAL has brought us many orders.

Fenwick, Hendry & Co.

Wholesale Manufacturing Grocers

Kingston,

Ontario

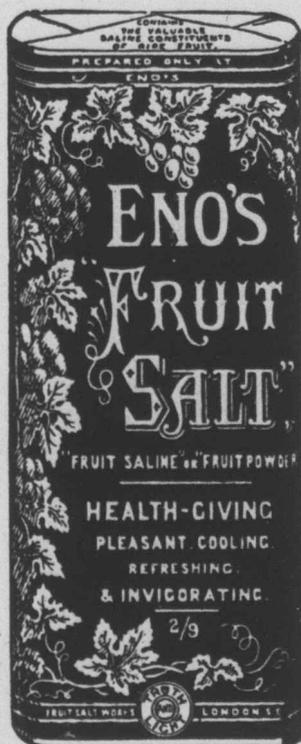
Ask Your Wholesaler

For His 'Special' On

**“Canada First”
Catsup**



Every Household and Travelling Trunk ought to contain a bottle of
ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Bilioussness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

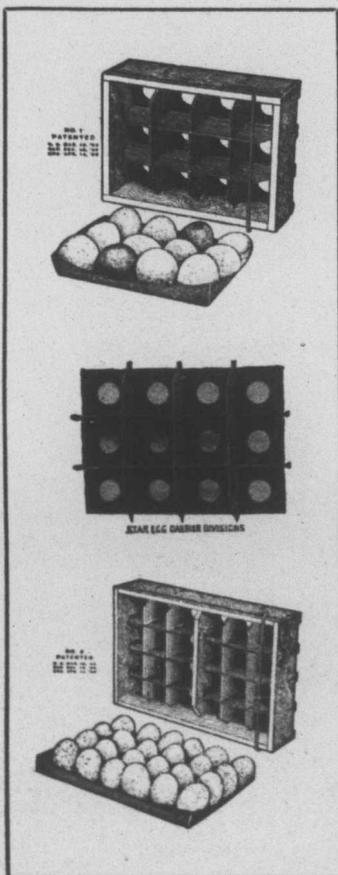
This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.



EGG PROFITS?

Certainly! If you eliminate miscounts, breakage, and then pack and deliver your eggs in the least amount of time possible. What's the answer?

STAR EGG CARRIERS AND TRAYS, of course—

They will do all of this for you, and we suggest that you let your jobber supply you with enough STAR EGG CARRIERS AND TRAYS to handle this season's and the future's big egg trade at the greatest profit to you.

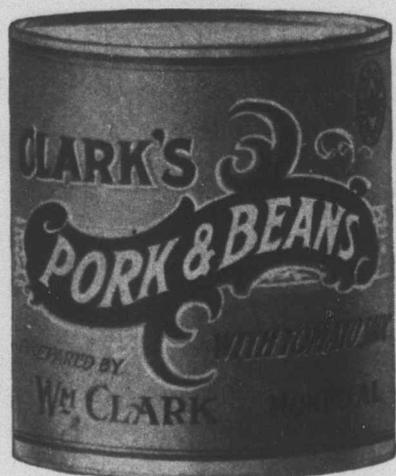
Remember also, that the STAR EGG CARRIERS you may have had for some time, can be made as good as new by equipping them with new STAR EGG CARRIER DIVISIONS at a very slight expense.

If you have not used STAR EGG CARRIERS AND TRAYS—ask the grocer who is using them. He'll quickly convince you of their economical and time-saving features.

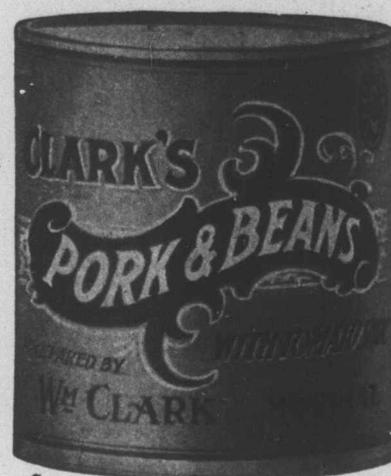
IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier & Tray Mfg. Co.
 1500 Jay St. ROCHESTER, N. Y.

REPUTATION



is what
we claim
for



Clark's Pork and Beans

A REPUTATION which has been built up by long years of experience in the handling of only the highest quality materials coupled with the most modern and perfect system of cooking, is what CREATES the demand for CLARK'S.

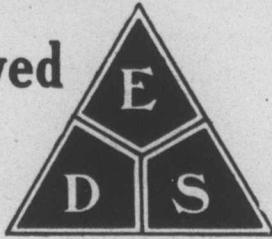
An extensive and carefully planned advertising campaign helps to KEEP UP and INCREASE the demand.

**IF YOU WANT THE BIGGEST AND THE BEST
TRADE, STOCK CLARK'S PORK AND BEANS.**

W. CLARK, Montreal



Preserved
Purity



GOVERNMENT ANALYSIS
PROVES THE PURITY
SEE BULLETIN No. 244



There is no other brand on the market with a higher reputation for absolute purity of ingredients and pure fruit deliciousness than the E. D. S. Brand.

E. D. S. quality is backed by good publicity—these two forces make sales and repeat sales a certainty.

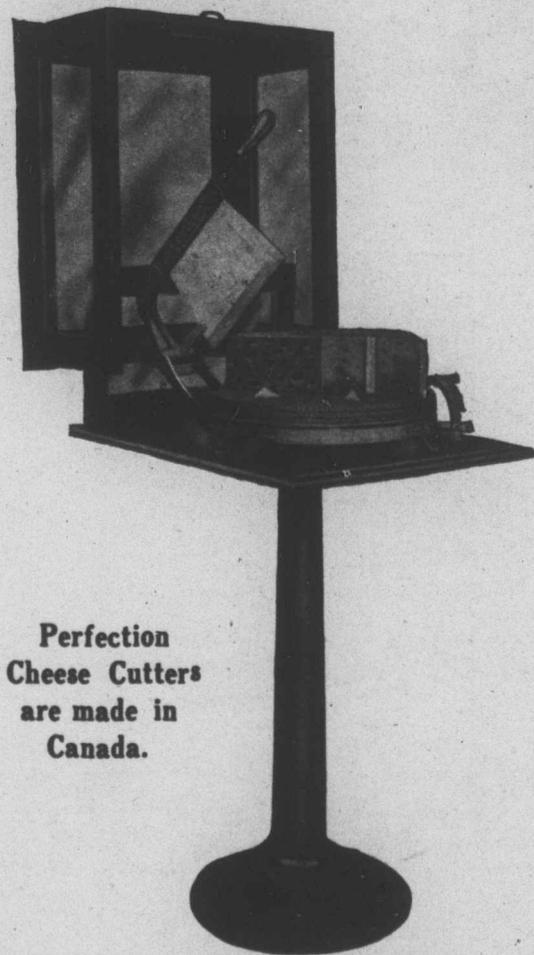
Keep your stock well up in Raspberry Vinegar at this time. E. D. S. Brand is pure and refreshing, the kind that makes them come for more.

E. D. S. Jams, Jellies, Marmalades, Catsups, etc., are perpetual sellers.

Made only by

E. D. Smith & Son, Limited
WINONA - - ONTARIO

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



Perfection
Cheese Cutters
are made in
Canada.

Consider Your Cheese Sales During Summer

A Perfection Cabinet Cheese Cutter (with or without pedestal) will solve the problem of cheese handling in summer. The cheese cutter and cabinet offer a double protection; the glass plate and knife protect the cut portions and the cabinet protects the entire cheese and cutter from the dust and fly nuisance.

The Perfection Cheese Cutter way is the sanitary and economical method of handling cheese. Perfection Cheese Cutters pay for themselves many times over by accurately cutting every slice of cheese. No overweight or pieces left to dry up and waste.

Write for catalog to-day.

The American Computing Company of Canada

HAMILTON

CANADA

Fresh British Columbia



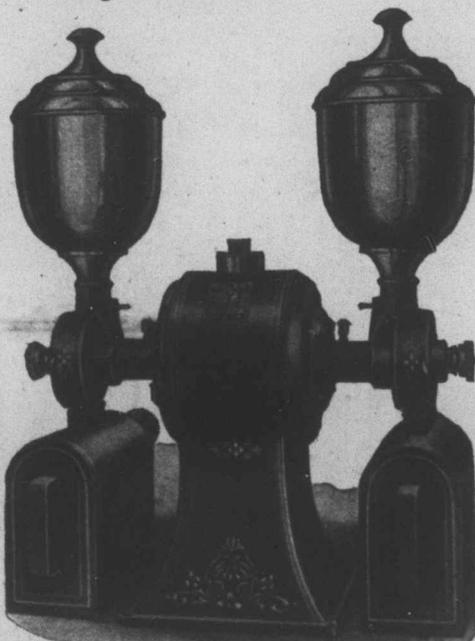
H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish
Early Run

More Than Ever in a Class by Itself

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



COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

Rideau Hall Coffee



PERFECTLY BLENDED AND ROASTED

—the coffee that you need not hesitate to stock and recommend
to your best coffee-drinking trade. Put up in one pound and
25c tins only. Rideau Hall Coffee is famous for its delicious
flavor resulting from the perfect blending and roasting.

Gorman, Eckert & Co., Ltd.
LONDON, ONTARIO

Western Selling Agents, Mason & Hickey, Winnipeg

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario



REPRESENTATIVES:

Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

**ROYAL
SALAD DRESSING**



*The Summer
time is salad
time*

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

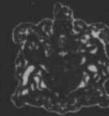
Your best trade will appreciate Royal Salad Dressing for its delightful, appetizing flavor, for its keeping qualities. It's the dressing found in the best cafes and homes.

For sale only by

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

WINDSOR - ONTARIO

By Royal



Letters Patent

**NELSON'S
Crystal
Leaf
GELATINE**

Unrivalled in the kitchen,
can be obtained from

**W. G. PATRICK & CO.
LIMITED**

St. Paul St.

Montreal.

York St.

Toronto.

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL,
England.

LONDON,
England.

MELBOURNE,
Australia.

CARSONS LIMITED.

Manufacturers of Highest Grade Chocolates, Pastelles
and Cachous

GLASGOW,
Scotland.

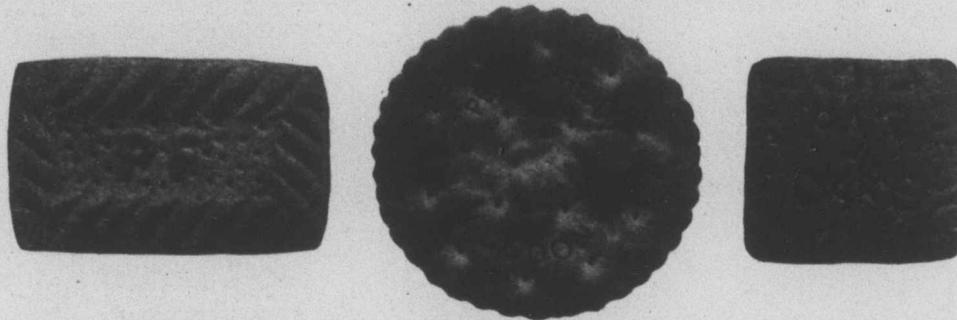
SHORTWOOD,
(Gloucester) England.

LONDON,
England.

MELBOURNE,
Australia

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

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE

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

GOLDEN PUFF

Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)

Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

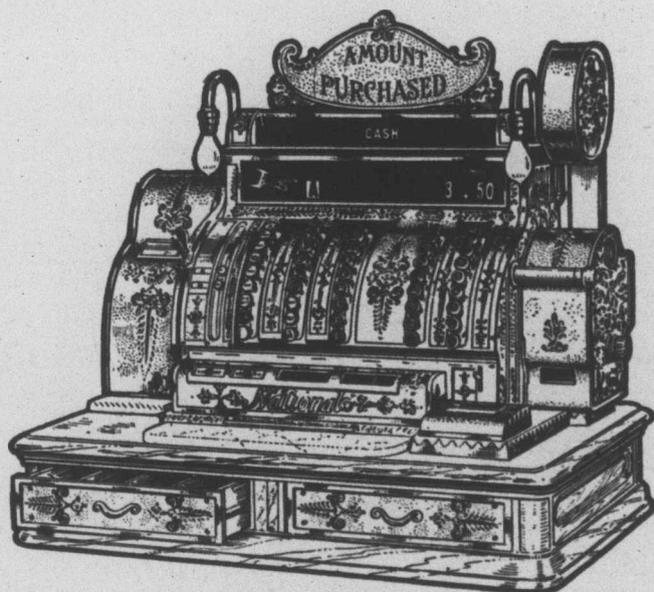
AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read
Building 45 St. Alexander St., Montreal.

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

There is just ONE best way to do anything

In the handling of
money or the
keeping of records

This is IT



ITS perfection is ac-
knowledged by every
nation on earth—212
different kinds of busi-
nesses have granted its
superiority over all
other systems for

Recording sales

Checking losses

Safeguarding profits

Protecting the integrity
of employer and employes

Warranting a square deal
to customers

Made in over 500 styles and sizes—each with a distinct difference and each difference based on the peculiar conditions of a specific business.

No store is too small—no institution is too large to operate to the best advantage without a National.

No matter *who* you are, *what* you do, or *where* you do it—if you handle money or keep records, write and find just what *sort* and *size* of National Cash Register is built to meet *your* especial requirements.

The National Cash Register Company

285 Yonge Street, TORONTO

Canadian Factory, Toronto



*You profit by selling
your trade the very best*

Welch's

Grape Juice

Canadian Grocers find Welch's a profitable, quick seller

Just as the retail grocer in the United States has found Welch's Grape Juice a profitable, quick seller, so has the Canadian grocer.

So, if you are not selling Welch's you are missing a big opportunity.

You will find that you, too, can build up a nice trade on Welch's, because every family

in your community is a prospective user of Welch's.

Welch's is made of the pure juice of the finest Concord grapes, with all of the delicious, tart, fruity flavor retained—a family beverage for the old and the young.

Write for prices and names of Canadian distributors.



The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

UNIFORMITY is almost as important as excellence. A customer who has found a thing that suits him, wants to be sure of getting it again. The reason Chase & Sanborn's goods hold customers is that they are always the same.

**CHASE &
SANBORN'S
COFFEES**

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot

Ask for samples.

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

Import-Export 'Phones { Office 2190
Residence 1556

NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and
Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

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

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

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

**CONVENIENT, MODERN,
WAREHOUSING**
at Ottawa, tracks at the door, connec-
tion with steamers. Fireproof. Excise
Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - Ottawa

WESTERN PROVINCES.

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

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

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely.
The jobbing trade in Saskatoon, Yorkton,
North Battleford and Prince Albert is vis-
ited daily. We want to represent you in
this large and growing territory.

G. C. WARREN
Box 1086, Regina
**IMPORTEE, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.**
Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

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

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

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

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

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Regina Office—1861 Scarth Street—Phone 2022
Calgary Office—222 North Avenue—Phone M. 6276
Edmonton Office—656 Third Street—Phone 6858

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
Lima Bean Grocers' Assoc.
California Lima Beans

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Com-
mission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta.
We can give special attention to a few more
first class lines, Domestic and Foreign agencies
solicited.

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

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers'
Agent
Canadian, British and Foreign Agencies
Solicited.
290 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Truck Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic
and foreign lines.

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

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

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

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarks Cream Custard."

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale
Commission Agents
289-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

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



STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

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

SHIP YOUR CARS TO FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.B., inter-switching with C.P.R. and Midland
Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

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

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

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

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

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

NEWFOUNDLAND.

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

FIREPROOF WAREHOUSE

We solicit your business for Storage
and as Forwarding Agents.

The FIREPROOF WAREHOUSING
CO., LTD., London, Canada.

Every Merchant who handles—

Mathieu's Nervine Powders



Syrup of Tar and Cod Liver Oil

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. Mathieu's is a specific in all forms of colds.

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

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name
With (Name of firm)
Street
City or townProv.....

Tartan
BRAND
 THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO
 VALUE SATISFIED CUSTOMERS

Royal Stewart A blend of the highest grade to satisfy particular people. Retails at 45c.	Gordon A blend of high grade Coffees, pleasant and satisfying. Retails at 40c.	Highland Lassie. A blend of good Coffees to retail at 35c.	Rob Roy Cheap in price but worthy in quality. To retail at 30c.
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BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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



**Push 8 and 16 oz. Bottles
 of Bovril**

*They are better value for your patrons and
 give more profit for yourself*

BOVRIL never spoils in any climate so there need be no hesitation about recommending the larger size. Hang up your Bovril sign. Bovril sells well for summer cooking.

BOVRIL, LIMITED, Montreal



Keep a Good Stock

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

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

EDWARDS'
 DEDICATED
SOUPS

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

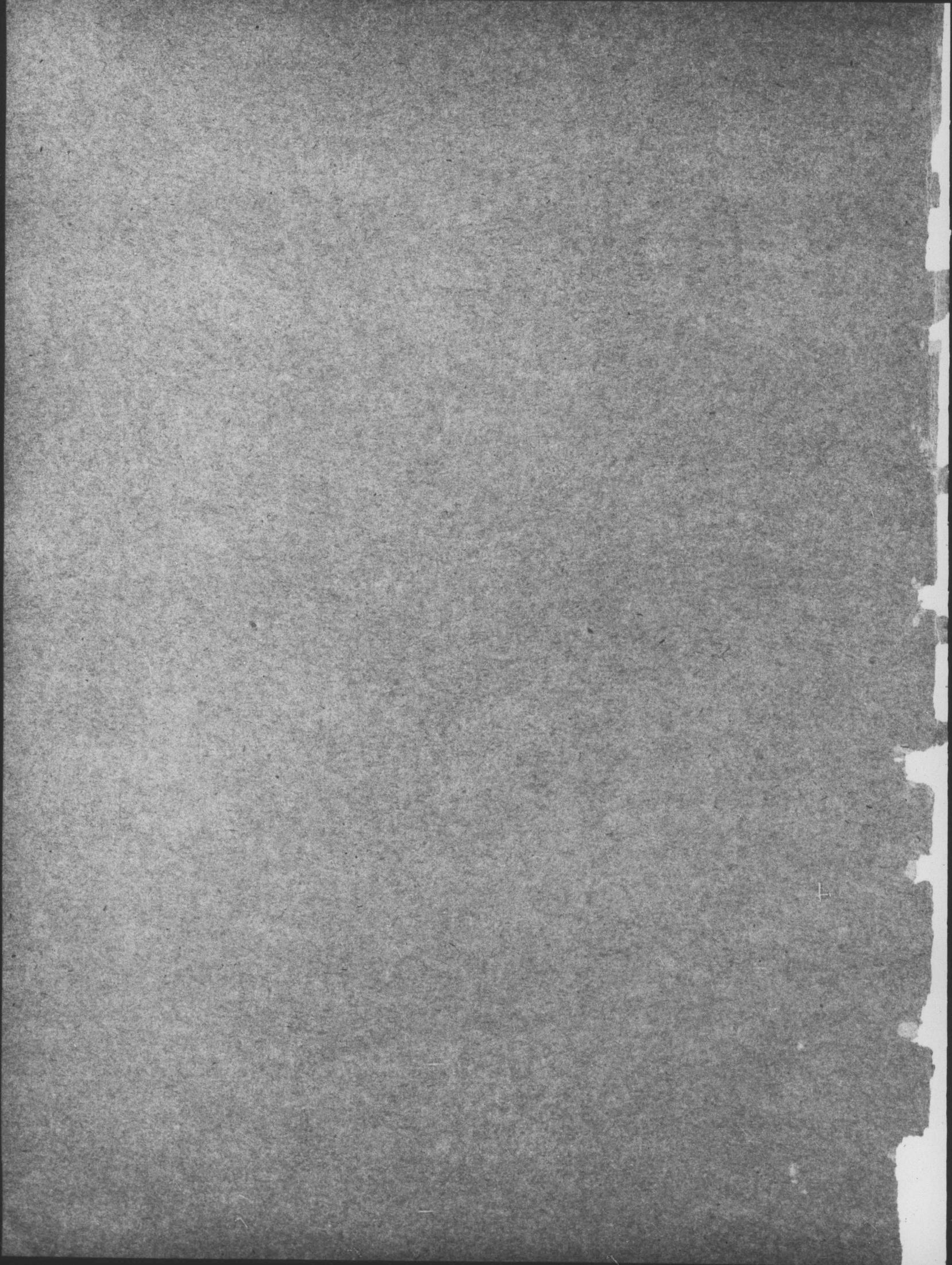
Some smokers prefer

10
COLUMBIA
Little Cigars



to a big one because it means a new enjoyment every time they light one. COLUMBIA CIGARROS are made from choicest leaves, which give them a fine aroma and a delightful taste. The sales of COLUMBIA CIGARROS are constantly increasing; order at once to be ready to meet the demand.

Handled by all the wholesale trade.



THE CANADIAN GROCER

St. Lawrence

Granulated

CANADA'S STANDARD OF QUALITY
Red Label Blue Label Green Label



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**
SOLE PACKERS
Halifax, - N.S.

**THOSE WHO HAVE TRIED
VARIOUS KINDS OF JAM
COME BACK FOR CAIRNS'**

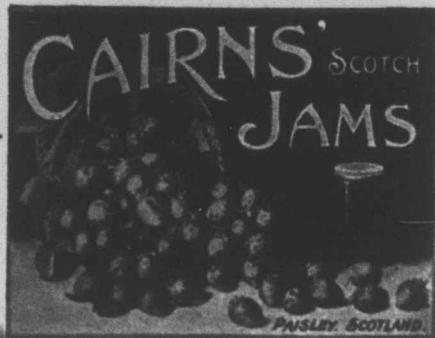
Housekeepers who have tried different brands of Jam, including Cairns' knows that there is actually none other as good as Cairns' Scotch Jams, Jellies and Marmalades.

Even Royalty appreciates the Cairns' delicacies—having supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Sales are good and profits are good.

**ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND**

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



There are so many things

that can be cleaned with Brasso Metal Polish. Not only all Brasswork but anything made of Tin, Copper, Pewter, Zinc, and even Steel. If all your Customers knew this—how your sales would jump up.

NEW SEASON'S JAPAN TEAS

are exceptionally favorable this year, both in quality and price. **JOBBER**s and **RETAILER**s should give them their special attention.

Furuya & Nishimura



THE MCGREGOR PAPER BAG HOLDER.

**HOLD EVERY SIZE BAG
FROM 1/4 TO 10 LBS.**

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

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

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

TEA LEAD

(Best Inconrodible)

Buy "**PRIDE OF THE ISLAND**" Brand

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

ISLAND LEAD MILLS Ltd.

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

Canadian Agents:

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

The Yellow Tin
The Ten Cent Tin

The **TIN** that **TREBLES** TRADE
**GILMOUR'S HAND
CLEANER**

We are not looking for huge profits. We put the **QUALITY** in and while we get "ours" out of every sale, you get "yours," and mind you, it's a **FAIR PROFIT**.

Get That Yellow Tin

THE GILMOUR CO.
604 Papineau Avenue, MONTREAL

Watson & Truesdale, Winnipeg, for Western Provinces; Fenwick, Hendry & Co., Kingston and District; F. E. Roberge, Ottawa.



D. & J. McCALLUM

PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

Wm. E. McIntyre, Limited

23 Water Street,

St. John, N.B.

GENERAL AGENT

EVERY KNOWING COOK

will tell you that **Cook's Friend Baking Powder** always puts the baking at its best. **Cook's Friend** hits the perfection mark for quality. Contains no alum or other deleterious ingredients.

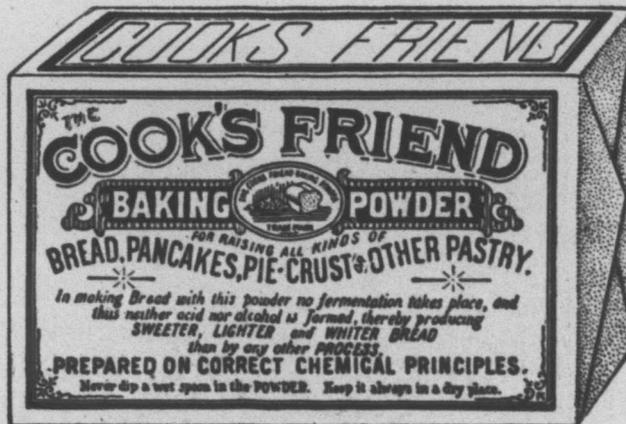
Cook's Friend Baking Powder has been the leader for over 50 years. Could you ask for a better credential as to quality. Full satisfaction always, both to you and your customers.

W. D. McLAREN, Limited
Agents

MONTREAL

JOHN J. GILMOR

WINNIPEG, MAN.



HAVE YOU BEEN AFTER THE TEA PEDLAR?

You can put him out of business if you try. Never as good a chance as right now.

He is selling wretchedly poor tea, and having trouble with his customers.

Go after these customers that are rightfully yours, and sell them a standard brand of package tea like RED ROSE, a tea that *the pedlar cannot imitate nor buy.*

One of your good clerks, with a package of RED ROSE Tea in his hand, could in a couple of days bring in orders that would surprise, and we are sure, greatly please you.

It's really worth trying.

RED ROSE TEA

"is good tea"

AIM FOR GREATER BUSINESS—

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

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

Lindners Limited

340 Dufferin St., TORONTO

Phone Park 2985

REPRESENTATIVES :

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

Western Office at Winnipeg

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



OCEAN BLUE

is a revelation to users.

A Laundry Blue
which whitens and brightens clothes
delights every woman.

Someone once called it
"Perfection"

and that's what they want,
isn't it?

HARGREAVES, (CANADA)
LIMITED.
33 Front Street E., TORONTO.



No Bitter Flavor To These

When you hear a housewife complain that the mustard is bitter you can rely upon it that it is neither

COLMAN'S or KEEN'S MUSTARD IN SQUARE TINS

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

Magor, Son & Co., Limited

Agents for the Dominion of Canada

403 St. Paul Street, Montreal

Toronto Office, 30 Church Street

There is no doubt about it!

The Grocer who has a reputation for
quality-service
sells

BENSON'S PREPARED CORN
for Culinary Purposes

and

SILVER GLOSS STARCH
for Home Laundering

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

(1)

_____ 19__

M _____

DEAR _____

Requiring to use a large amount of money right now it is found necessary to collect in some ready cash, and this request is being made of you, along with others. What you can do in the way of assistance at the earliest possible date will be highly appreciated. Please do what you can and oblige.

Yours truly,

Amount Due, \$ _____

(2)

_____ 19__

M _____

DEAR _____

If requests for settlement are sometimes expressed more plainly and vigorously than at other times, it is because business requirements prevent the prolonging of credits. Your indebtedness is past due. You have been given a long time, much longer than was agreed upon, and present circumstances are such that your assistance is much needed. Please give this your immediate attention and oblige.

Yours truly,

Amount Due, \$ _____

(3)

_____ 19__

M _____

DEAR _____

In further reference to the matter of your indebtedness it has become necessary to remind you that it is still unpaid. There is no wish to make you any cost, but it must be insisted upon that this claim be settled at once. It is not desired to crowd you and nothing more is asked of you than necessity demands. Please be prompt.

Yours truly,

Amount Due, \$ _____

Because money happens to be a little tight is no reason why the merchant should lag in his collecting campaign. In fact, the opposite is true. He should go after his own with greater energy, because it is harder to get, and he needs it to settle his own accounts. In periods of financial stringencies, the larger corporations who have established first class collection systems suffer the least. They get after their money with tact, precision, and, if need be, force. The retailer is entitled to his own, and he should get after it systematically.

(4)

_____ 19__

M _____

DEAR _____

You have been repeatedly asked for a settlement, but seem to have given these requests no attention. If the amount is not paid or in some way adjusted in the next 10 days, you can blame yourself if such proceedings are entered as will collect it. Please save any trouble.

Yours truly,

Amount Due, \$ _____

Herewith are reproduced a series of four letters that have been tried and found useful by one merchant in collecting accounts. These are numbered 1, 2, 3, 4, in the order sent out. If the first does not produce results, the second is sent out. If this is ineffectual, it is followed by the third and fourth, but in only a few instances is such the case. The majority of fairly well-to-do people will see the justice of the first two appeals, making the third and fourth unnecessary. In cases where a merchant has a large outstanding indebtedness, some such system should prove beneficial.

Speeding Up the Collection of Accounts

The System of One Merchant Who Claims He Gets Good Results—Has Four Standing Letters Beginning With a Mild One and Gradually Becoming Stronger—A Duty Which Must Not be Shirked.

The collection of accounts is not always a pleasant duty but it is a necessary one. A business cannot go on for long unless the money that is due it, is forthcoming. The allowing of debts to continue until they come within the "no good" class is the downfall of many a merchant. A man should go strongly after that which belongs to him. He knows that when his own bills come due, he has to meet them promptly and in a judicious method, he should give his customers to understand the same thing.

When a bill becomes past due and still remains unpaid, it generally takes more than one attempt to collect it. Some merchants have a follow-up system of letters for this purpose. The first one leads off mildly, but gives the debtor to understand that the amount is wanted. Gradually the letters are made stronger.

Series of Dunning Letters.

Some have a series of as many as ten letters, leading from the first mild request up to the climax. One dealer reports quite good results from a series of

four letters of the same nature. These are reproduced herewith, and as they have proven quite successful by the merchant who drew them up, they ought to help others.

Just at present money is tight and many people are trying to hold on to what they have. No better time could be selected for a strong aggressive collecting campaign. By getting after money systematically, the dealer is bound to make greater headway. Spasmodic attempts are never very successful.

Sparks from Anvil at Grocers' Convention

Summary of What Was Done And Said at the Assembly of Grocers From All Over the United States—The Resolutions Passed—Clearing House Proposed to Handle All Complaints—Vegetables by Weight Recommended—Value of the Trade Paper.

In his address Arthur J. Giles, secretary of the Federation of Grocers' Associations of Great Britain, brought out the fact that there are no English grocers in poor houses there because members of the British association, when in need, are pensioned from the benefit fund maintained by the organization.

That at least one good trade paper be read by the grocer, trade discounts be taken advantage of, care exercised in the extension of credits, and the maintenance of a cost book, were points elaborated upon by J. E. Linihan, president of the American Specialty Manufacturers' association.

"The trade paper," said secretary Jno. A. Green, "has been a great factor in the evolution of retail merchandising. The retailers of the country owe much to trade journals," said Mr. Green. "While possibly the publishers have felt that they are cultivating an unfertile field, we can assure them that we fully appreciate their support and encouragement."

President Jno. W. Lux in his introductory remarks denounced free deals, urged that the confidence of the consumer was the retailer's greatest asset, emphasized the importance of fighting mail-order business persistently, making every possible effort to further suppress attacks upon the retailers where blamed for the high cost of living, and suggested the amending of the anti-trust laws to exempt retailers' organizations as are the labor unions.

One of the hot discussions of the convention came on the resolution for the appointment by the Board of Trustees of a man to take sole charge of the Trade Relations Clearing House to be established by the association. In this clearing house, it is proposed to handle all complaints of abuses on the part of retailers, jobbers and manufacturers. The resolution finally was turned over to the Board without definite action on the part of the convention.

A Question Box was conducted and among the decisions arrived at were the following:—

Co-operative delivery was declared to be practical and Beinert, of Nebraska, described the system in use in many Nebraska towns.

Asked if manufacturers should pay for window displays, the answer was "yes."

Sale of vegetables by weight was declared to be more profitable than sale by measure.

The change in the attitude of the public press toward the retailer was brought out by one speaker. The neces-

CONVENTION RESOLUTIONS.

At the convention of the National Association of Retail Grocers of the United States held recently at St. Louis, Mo., many questions, vital and otherwise, were discussed. Several of these are of interest to the Canadian trade and a summary of same will be of interest to all association workers. Resolutions were passed approving the protected selling price system; opposing the sale by manufacturers of goods protected against decline; approving the sale of meats by net weights; providing that the association confer with the National Association of Credit Men to secure a bankruptcy act that will protect the retailer; opposing the tax against the sanitary condition of store; continuing the Oklahoma City plan of assessment of states for a national fund, when such assessments are necessary; approving a plan to abandon set speeches at the next convention and turn the meeting over to delegates, and directing the Board of Trustees to continue the fight for reducing the tax on oleomargarine.

A resume of some of the important talks and discussions appear on this page.

sity of drawing a well-defined line between the jobber and the retailer so as to establish permanently which is a jobber and which a retailer, he urged, should be done at once. The successful bringing together of the organized retailer and the organized consumer could be seen in a change of tactics in some of the large cities, and referred to the co-operative sales held in Chicago last, a few months ago.

"A knowledge of the goods handled in the retail grocery store by the proprietor of that store," said Wm. H. Ukers, "was one of the essentials that is too often entirely lacking." The successful merchant he said recognizes organization, system, a high sanitary standard and service as the necessary requirements for the conduct of a successful business. The merchant who caters to the public demand, who reads his trade paper is the one most likely to reap a profit from his business. Mr. Ukers told the delegates a valuable ally is had by the retail grocer in his trade paper.

The attacks made upon the canning industry during the past were deprecated by the president of the National Canners Association, who stated that every case of poisoning charged to the eating of canned foods had been investigated, and had in each instance been proven unfounded. Quoting from statistics, he made the statement that during the next five years, the consumption of canned foods would increase sixty per cent.

"Some of the excuses offered by the manufacturers who discriminate against the small buyer," was on declaration, "are that with the large selling expense of handling the small business, the margin of profit possible to allow the retailer was necessarily small." In touching upon the mail-order business, this man reminded that the mail-order houses of the U. S. did an annual business of \$250,000,000 as against that represented by the retail merchants of the country of \$3,000,000,000. If quantity price is right, he asked, who is entitled to it if not the class of merchant that sells the larger quantity.

The inter-dependence of the jobber upon the retailer and the retailer upon the jobber was emphasized by one of the speakers, and the practicability of the present system of distribution he said was being demonstrated on every hand.

"It is the jobber's duty to carry for the retail merchant the reserve stock so that the retailer may buy in such variety and quantities as he is justified by his business in doing," he said. He urged that greater interest be taken by merchants in the welfare of their towns and a full realization of the fact that proper displays in the store are essential in successful merchandising.

STORE KINKS

Ideas Helping to Build Up Business.

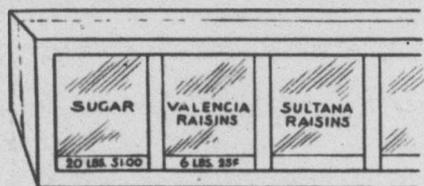
Time Savers and Good Money Makers.

LEDGE FOR COUNTER CHECK BOOK.

For preventing all account books and tallies from coming in contact with meats on the counters in the provision department, the T. Eaton Co., Toronto, have arranged small desk shelves at a distance of about one foot above the counters. These shelves are just large enough to hold easily a salesman's check book. They are tilted slightly upward, and provided with a ledge to keep check book and pencil from falling off. As the tops of the counters are of marble, these desk shelves and supports are also fitted out in marble so as to harmonize better with the counters. This kink keeps check books and meats entirely separate and at the same time provides a definite place for each salesman to keep his book and pencil.

KINK FOR SHOWING SAMPLES.

A miniature glass-front display bin hanging in the window is one of the kinks to be seen in the grocery store of



Drawing showing end of sample display case to hang in the window.

Ed. Chatterton, 652 Yonge Street, Toronto. This is about 5 feet long by seven or eight inches in depth, and is held in place by fine chains from the ceiling and the frames of the window. The idea of this hanging display is to show samples of goods, as will be observed from the accompanying cut. Last week, for instance, granulated sugar, Valencia and Sultana raisins, orange peel, walnuts, almonds and loaf sugar were shown, one sample in each of the seven compartments. The display enclosures have glass fronts, and at the bottom of each is a narrow price ticket quoting the price of each line. The

samples are put in from the rear, the back of the case being operated on hinges as a door. This display fixture hangs about five feet from the window floor.

GOOD TALK TO THE HOUSEWIFE.

In a strong newspaper advertisement on canned fruit under the heading: "Purity, Quality, Delicacy," The McKenzie Co., Kelowna, B.C., make use of the following splendid talk:

"If you ask a friend home to lunch, or have some one drop in for a meal unexpectedly, there is nothing will grace the table better than — quality fruit. The guest will have that happy, satisfied feeling which is so essential, and the housewife will be saved a lot of hurry and worry as well. Always keep a few cans on your pantry shelf."

Advertising like this is sure to get results.

ADVERTISEMENT IN VERSE.

In an advertisement which appeared recently for A. Scarsbrook, a Petrolea, Ont., merchant, the following introduction in verse appeared under the heading "The Home of Quality Groceries":

The top notch in Groceries we strive to attain;

As we succeed our patrons gain;

When it comes to selling things to eat,

In quality and price we'll not be beat.

This was followed up by a lengthy list of groceries with prices.

DEVICE FOR EGG CANDLING.

Now that all eggs are being bought by the "loss-off" system, it is important that each merchant provide himself with some kind of candling apparatus for candling all eggs as they come in from the farmers. Several appliances of this kind are readily obtained, but the one described below is simple in construction and has been found to work fairly satisfactorily. It can easily be made as follows:—

Take a large bright tin pail similar to a 50lb. lard pail. In the bottom insert an electric light or a candle. The

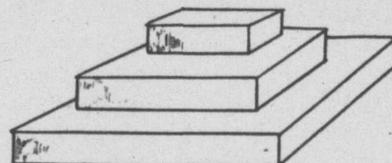
bright tin is altogether for reflection purposes, causing an even distribution of light in all parts of the pail. In the lid cut as many circular holes as possible, each about 1 inch in diameter.

Upon receiving the eggs from the farmer place them in these holes, and should there be any black eggs, the light will immediately reveal them. The attention of the farmer can be drawn to these eggs and deduction made.

Where large numbers of eggs are bought in at one time, a few dozen can be tested (an appliance of this kind taking a dozen or dozen and-a-half at once), and an average of all taken if the farmer is unwilling to await the whole process.

WOODEN VEGETABLE STAND.

Vegetables, if left in heavy packing boxes, are often cumbersome to handle and unattractive in appearance. Working under this conception, Wm. Foster, grocer, Roncesvalles Ave., Toronto, has introduced a kink by means of which he keeps his vegetables before the eyes of the consumer in a neat attractive form,

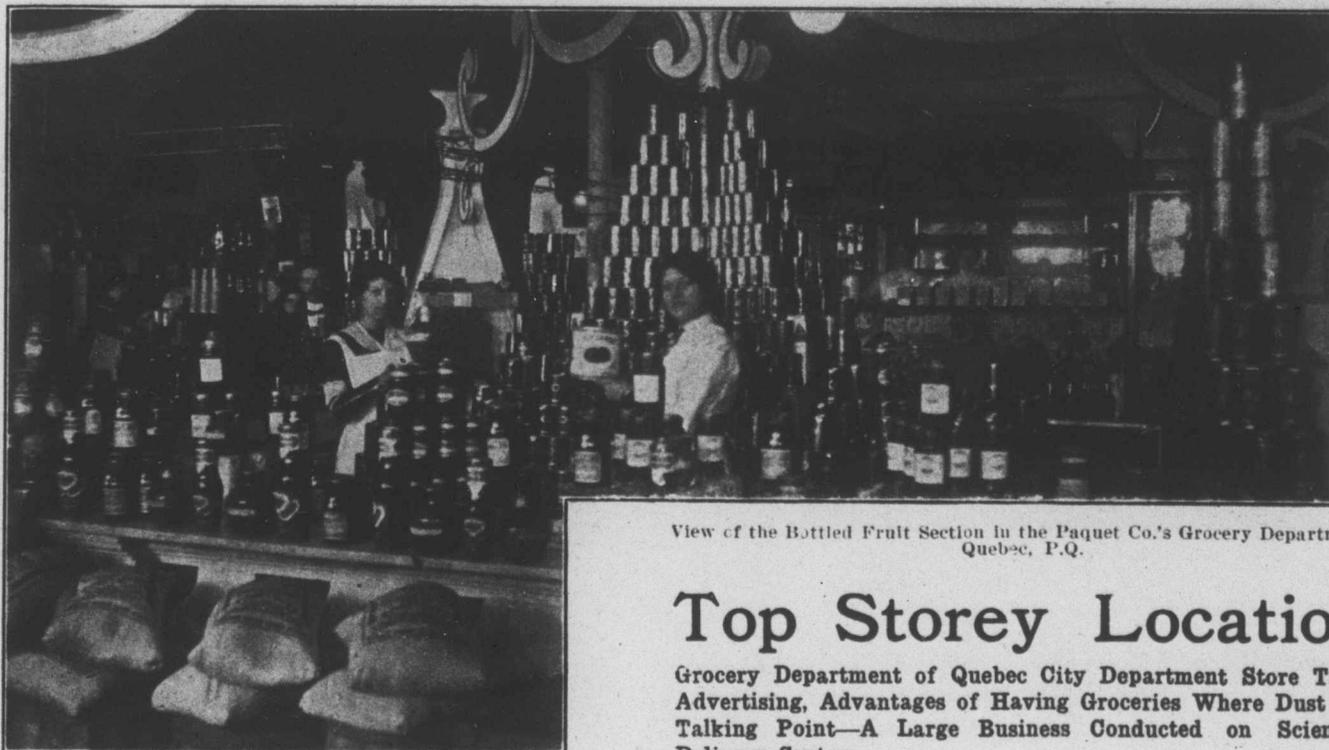


This illustrates stand on which baskets of vegetables are displayed.

and displayed in such a manner as to attract attention.

In the first place, instead of keeping them in untidy-looking boxes, Mr. Foster has made use of large woven wire baskets, after the style of office letter baskets, one for each class of vegetable displayed. These baskets he has arranged on a wooden stand, as shown in accompanying illustration, so that the whole presents in finished form a pyramidal arrangement.

The Star General Store, Biggar, Sask., opened for business recently with Leo Katz as manager,



View of the Bottled Fruit Section in the Paquet Co.'s Grocery Department, Quebec, P.Q.

Top Storey Location

Grocery Department of Quebec City Department Store Takes Advertising, Advantages of Having Groceries Where Dust and Talking Point—A Large Business Conducted on Scientific Delivery System.

ANYONE who visits the large department store of the Paquet Company, Limited, in the City of Quebec (as did a representative of Canadian Grocer recently), and makes a tour of inspection through the building, is due to get somewhat of a surprise on reaching the top floor.

The location of a grocery department up on the sky-line, when by all traditions it should be near the street, or below it, is, in itself, unusual enough, but, the biggest surprise of all is the immense size of the Department. To say that it is the largest grocery store in the City of Quebec is not sufficient. It is hard to say whether it is not actually larger than the biggest grocery store in cities with a much greater population than Quebec, which has approximately 80,000 people to cater to.

In actual measurement, this fine grocery section contains 5,400 square feet (135 x 40), and is well lighted by big windows on two sides. The reserve warehouse occupies a corresponding area on the same floor of the building, so that replenishing stocks is a very easy matter, and the labor entailed in the movement of goods is brought to the irreducible minimum.

Have Warehouses for Canned Goods.

In addition to this warehouse, the Company also maintains a special canned goods warehouse on their property at Hare Point, fronting on the St. Charles River, where carload lots of goods can be unloaded easily, and stock is moved from there as required.

There are a few wrinkles known to the modern grocer that are not in operation in Paquet's grocery section. The selling power of good display is worked to the limit, and the floor space of the department is utilized to the utmost advantage in presenting merchandise in a manner that helps very materially to make quick sales.

Sample Room for Customers.

The well equipped "Sample Room" is a very noticeable feature. Here samples of all the lines carried in the department are arranged in logical

order, and the customer, comfortably seated at a table, can give her order to a courteous salesman, who, can produce for her instantly a sample of any goods she mentions.

The location of the grocery department has provided The Paquet Company with a very powerful selling argument of late. Taking advantage of a series of editorials in one of the leading papers of the city, agitating against the objectionable methods of exposing foods to dirt and contamination practised by some of the stores in the city.

Caissière	PAQUET Division du Détail	Montant payé
Vendeur No.	51359	Ce reçu est nul si tous les blancs ne sont pas remplis
En cas de Réclamation présentez ce reçu		
Caissière	PAQUET DIVISION DU DÉTAIL	
	DATE	191
Nom		
Adresse		
Instructions		
51359	Nombre de Paquets	Chèque No. CORRESPONDANCE
Vendeur No.	Paquets inclus	937

Reduced reproduction of form used by the Paquet Co. to instruct delivery men so as to prevent mistakes in delivery. A delivery receipt form is also sent out for customers to sign.



Canned Goods Section. J. Dubuc, Manager of the Department is on Extreme Right.

Increases the Trade

Advantage of Newspaper Editorials on Cleanliness—In the Dirt From the Street Cannot Touch Them, Is Made Strong Principles—Sample Room For Customers—Transfer Card and

The Paquet Company's advertising of the grocery section has featured very strongly the immaculate cleanliness of the department.

The fact that it is far removed from the street has been used as a very powerful argument in this advertising by pointing out that the dust and refuse from the street cannot possibly contaminate any goods exposed for sale. As a matter of fact, the policy of the company is to avoid exposing foods to the air.

These "cleanliness talks" undoubtedly exerted a great deal of influence on discriminating buyers of Quebec City, for the fact that the business in this department is steadily increasing shows that instead of being a disadvantage to be on the top floor of the building, the location is a big advantage on the side of cleanliness. The department itself

is always spotless. The hard wood flooring is frequently cleaned by scrubbing instead of sweeping, and the particular housewife who steps out of the elevator cannot fail to be impressed by its appearance.

The department is under the management of J. Dubuc, a shrewd judge of the markets, and a firm believer in the principle of turning stocks over frequently so that the freshness of all goods can be always guaranteed. The almost entire absence of shelf-worn goods in this department is mute evidence of the good judgment shown in gauging the tastes of the consumer.

The Paquet Co. have a unique system for eliminating waste motion and time in serving their customers. By means of a "transfer sales slip" or as they term it a "correspondence slip," the customer makes her purchases in each

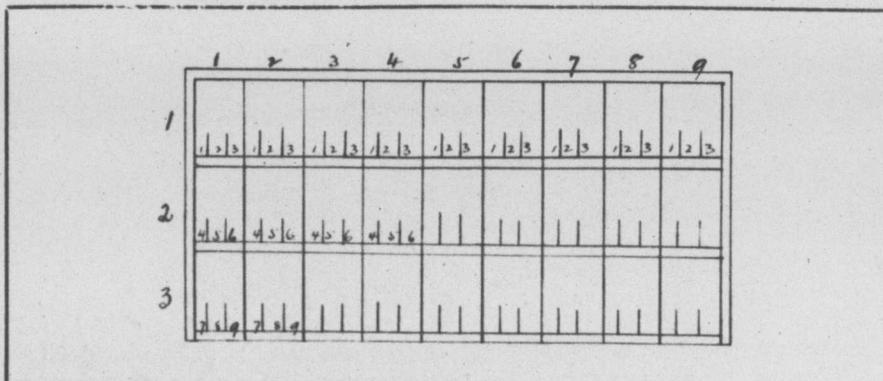
department. As each purchase is made the salesman adds it to the customer's slip and noting the number of this slip marks same on the goods sold. These goods are sent to the delivery department where the customer can get same, or they are sent to the shipping room as advised by salesman on his duplicate slip.

In the delivery department is a series of three shelves, each of which is divided into nine compartments by vertical partitions. Each compartment is subdivided into three sections each section bearing a number. Any order is easily and quickly located in its compartment. Thus No. 987 is found in compartment "7" and sub-section "8". The last two numbers on the order are the key numbers.

When the customer makes last purchase the salesman waiting on her tears off the duplicate and sends it to the delivery department for checking purposes.

Thus by this system the customer is quickly served and the clerk's time is conserved. In delivering "C.O.D." parcels a red label "C.O.D." is pasted on the goods stating amount of "C.O.D." and the number of parcels to delivery.

The grocery department is so large that it was impossible to get a photograph of the entire department and the photographs had to be taken in sections. In fact the accompanying two photographs only represent a portion of the department. Four altogether were necessary to take in everything.



Drawing showing how goods are arranged on shelves prior to delivery. Each of 3 shelves is divided into 9 parts and each part into three sections. If for instance, the number of an order is 693 it will be found in No. 3 section of the 9th division. The last two figures are the key number always.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

OFFICES:

CANADA—

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

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

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

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

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York, Telephone 8971 Rector

Chicago—A. H. Byrne, 140 South Dearborn Street, Phone Rand 3234.

GREAT BRITAIN—

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

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BUSINESS CONDITIONS.

It is true that conditions in the grocery trade are somewhat quiet at the present time, but from inquiries among the trade the fundamental basis is evidently sound, and no alarm is expressed. People have to eat to live, so that the grocery business we shall always have with us.

Wholesalers as a rule have been finding business rather quiet since the first of the year. In some months they have had increases, but in other decreases, and on the whole are perhaps breaking about even. But business, they report, has been more difficult to get and collections are not any too free.

On the other hand, there have come some splendid reports from manufacturers. One firm told Canadian Grocer that their increase has been 30 per cent. or more each month, since beginning of the year, except February, which was also well ahead. Although May figures had not been totaled as yet, the increase would be even better. Collections with this firm were just as good as usual, but this may in part be due to their excellent collecting system.

There is, however, no apparent occasion for any alarm. Both farm and fruit crops are looking excellent, and with an adequate rainfall and warm weather, yields should be unsurpassed and sound conditions would be sure to prevail.

THE THREE FOR A QUARTER ILLUSION.

Many grocers have the habit of selling 10 cent articles at 3 for a quarter and 5 cent articles at 6 for a quarter without thinking whether any money is being made or not. It has become a habit with them and they simply stick to it.

Supposing, for instance, canned corn cost 90 cents per dozen. Sold at 10 cents straight, the gross profit is 30 cents or 25% on selling price. But if this same corn is sold 3 for a quarter, \$1 is realized making only a 10 cent gross profit or 10% on sales. This, of course, is not sufficient to cover the cost of doing business, and every time a quarter's worth of canned corn is sold there is an actual loss of from 3 to 6 per cent. on the turnover. If 95 cents were paid for the corn and it sold at

3 for 25 cents, the gross profit would be reduced to 5%—scarcely sufficient to pay for delivery expenses.

Suppose too, laundry soap cost \$4.05 a case. Sold at 5 cents straight the gross margin would be 95 cents making 19 per cent. gross profit. But if this soap is sold at 6 for a quarter, the margin is greatly reduced. It would only amount to about 11 cents on a case or less than 3 per cent. There is a difference of 16% which would just about cover the expenses in the average large store.

Before continuing the practice of selling at 6 for a quarter, etc., it would seem advisable for the dealer to stop a moment to consider what he is getting from his investment. No one wants to work for nothing if he knows it. And he should know whether he is or not.

DEFEATING THE TEA PEDDLER.

A few weeks ago an editorial on this page dealt with the persistency of the tea peddler in getting business by house to house canvas, and pointed out that the retail grocer must study the problem closely if he is to win out. There are many in the trade who realize the necessity of aggressive methods because they are not getting tea orders from all their customers.

Why not strike the peddler at his weakest point? In few cases only is he able to maintain the quality and flavor of the tea he sells. From the methods he employs it is natural that such should be the case. Tea exposed to the air loses something in flavor or strength and seldom can it be sold twice exactly the same. At the same time it is questionable whether sanitary methods always prevail in blending and selling.

This condition of affairs is contrary to the tastes of the majority of the consuming public, and to defeat the peddler and get the trade, the retail grocer should strive to overcome it. Let the dealer lay his plans properly. He must sell his customers a tea of uniform quality and blend and must concentrate his energies to this one end.

The peddler knows that any good uniform blend of tea is the stiffest opposition he has got. One was recently heard to remark—and he is considered one of the best salesmen on the road—that in a certain Ontario town he only could sell 275 lbs. in a week whereas in another he had sold 600 lbs. from house to house during the same period. He explained that in the former the grocers were all selling uniform blends in package form, whereas in the latter those who did not understand blending tea were attempting to do so with not any too good results and all to his advantage.

Here then is one way to hold the tea trade. Sell only teas that can always be duplicated. Customers accustomed to purchase tea of various flavors and blends are liable to kick over the traces at any time and to buy from the first peddler who knocks at the door.

THE CANNED GOODS SITUATION.

Apparently there are quite a number of grocers who have heavy stocks of canned peas yet on hand, as well as some wholesalers. Last year there was considerable speculation in peas on account of the short crop and many in the trade stocked up fairly heavily.

It will be remembered, Standards opened at \$1.25 last August and at this price have been selling around 13 cents. Some retailers are sacrificing their stocks at about invoice cost, so as to have the decks cleared when new prices come in, even if they have to sell at a loss. It would seem that these heavy stocks would have the ten-

THE CANADIAN GROCER

dency to hold opening prices at a lower level than year ago.

Canned corn and tomatoes are likely to be pretty well sold up before arrival of the new pack, which is not due until late in the year. Canned gallon apples, however, are different. Opening prices on these last year were about \$2.50 per dozen. The other day an Ontario grocer bought them at \$1.50.

If crops are favorable this year to fruits and vegetables, it is quite possible we may see comparatively low opening prices on several lines.

AN IDOL SHATTERED.

Large Canadian daily papers and many individuals have been ranting and roaring of late about what parcels post would do in bringing the producer into closer touch with the consumer. That the former would make more money and the latter would save the profits of the middleman, was their universal cry.

In the United States they have had parcels post since January 1. Many of the leading newspapers over there offered the farmers their advertising space to find customers in the cities for their butter, eggs and such other stuff as they could send by parcels post. These newspapers have now discovered that the farmer wanted more for his products than the prices the city consumer could buy them for at the retail grocery stores.

The idol of these papers have been shattered. They have discovered that the consumer is going to buy in the cheapest market, quality being equal and service better, no matter what protestations or appeals wise editors may make. These daily papers have rapidly dropped the cry of extortion raised against the middleman, and in fact, one of the large Chicago papers has printed a scathing rebuke to the farmers in connection with the withdrawal of their offer of advertising. The result is the retail trade in the United States is having a quiet smile over the whole proceedings.

And conditions in the United States are much the same as they are here.

A PUBLICITY BUREAU.

The National Canners' Association of the United States have a system whereby statements made in the daily press regarding ptomaine poisoning by canned goods are carefully investigated. All items of this character are clipped and passed on to the secretary who immediately gets the investigating machinery in working order. In practically every case, it has been found that the illness was not in any way due to eating canned goods.

Why should not retail associations follow this plan also? Items appear in the daily press every day misrepresenting the retailer. He is often accused of making extortionate profits, of increasing the cost of living, of holding up prices and doing almost everything else contrary to moral and commercial laws.

If the retail association had an inquiry or a publicity department to look into all these reports, and, where found to be untrue, to see that the papers publishing them made retractions, the trade would be considered in a better light by the ignorant public. The masses do not understand the methods of conducting a retail business. No one understands these but the retailer himself. He then, is the man to see that his business is protected from the false and misleading statements so frequently made in the public press.

The past president of the Retail Merchants' Association of Ontario in his address at the convention some time ago suggested a publicity bureau along the above lines. It would seem advisable for every association to look into this question.

STUDY FINANCIAL STATEMENT.

One frequently gets a new idea on accounting by studying the financial statements of large joint stock retail firms and mail order houses. Recently, for instance, the annual report of Murray-Kay, Limited, Toronto, for the year ending Jan. 31 was published which showed some interesting figures and indicated some interesting conditions.

While the gross profit on sales were larger than the previous year yet the net profit was less on account of a large increase in expenses. The report showed a gross profit on sales of \$651,889 as against \$631,760 the year before which was the first year of combined operations of the former Murray & Kay businesses.

The expenses were \$27,000 heavier, so that the net profit for the year dropped from \$212,241 in 1911 to \$204,375 in 1912. This is practically 14 per cent. earned on the preferred stock as against the seven per cent. paid. The profit for the year was appropriated as follows: To reserve for bad and doubtful debts, \$5,473; to reserve for depreciation, \$6,282; to written off catalogue account, \$20,000; to organization expenses written off, \$5,000; to dividends Nos. 6, 7 and 8, \$77,096.25; to reserve for dividend No. 9, \$25,698.75; to balance to surplus account, \$64,825.80. Total, \$204,375.

EDITORIAL NOTES.

If money is tight, there is all the more reason why a debtor should get after his own.

* * *

The woman will go to the top storey for her groceries if the invitation is strong enough.

* * *

There are now three distinct classes of eggs viz., newly laid eggs, fresh eggs, and eggs.

* * *

Attack the tea peddler at his weakest point and he very likely will succumb sooner or later.

* * *

By "putting the punch" into the writing of the ad. copy, the reader's attention is easily secured.

* * *

Now that eggs are to be bought and sold on a quality basis, will there be any bargain hunters after the remnants?

* * *

Some dealers are talking of eggs being sold on a weight basis. Then the hen that lays the big egg will come into her own.

* * *

One of the "Great Illusions" in the grocery store is selling a 90 cent article at 3 for a quarter and thinking a fair profit has been made.

* * *

With the month of June comes the opening of the camping season. The grocer should see that the picnic baskets are well filled with goods from his store.

The Parable of the Lady and the Grocer

Getting after that Elusive Thing, "The Trade of the Town"—How much is Sometimes Desired but how Little is Willingly Paid for—The Peculiarities of Some Human Beings—Better Day Dawning for Personal Credit.

*By Henry Johnson, Jr.

Once upon a time there was a grocer, who enjoyed a nice trade. He had a nice store—the best in the town. Time passed and the grocer planned a new store, far finer and better than any in the city.

The lady was the grocer's customer—that is for most things. She liked fine goods, especially fine fruits and vegetables, and these the grocer kept; so she bought most things from the grocer.

The lady was very enthusiastic about the new store while it was a building. One day she said to the grocer: "Oh, Mr. Williams, if you will only do all the nice things you say, your new store will be a beauty! Then if you will only put all your clerks into white coats—why—why, Mr. Williams, you will have the trade of the town!"

Planned on Modern Lines.

The grocer was more than seven years old, he knew a thing or two, so he did not swallow quite all of what the lady said; still he had some pleasure in thinking that part of it might be true. He did not go the whole hog, but he went pretty near it. He laid out his store on the most modern lines. Not the least features were the big windows which showed up the entire interior of his store; and the tile floor. The windows had the effect of placing the interior right out in the street, so that the store had to be kept clean.

So every night the grocer employed a janitor who came in after business hours and dusted the entire store, also mopped the floor so it shone—not a speck of dirt or dust anywhere!

Whenever the lady came to the store, she admired it very much. She liked it so much as it was that she did not mention the white coats—which were not there. But the grocer noticed that he did not get all her trade. The green goods end of it was satisfactory, but canned peas and other staple goods were not included. So he made inquiry and found that she was buying those at another grocer's where she thought she was getting them cheaper.

After a time, the grocer missed the lady's orders for a considerable period.

Found Price Difference.

Being a busy man, he did not inquire at once why the lady no longer favored him. But one day he did ask and the

lady told him she had "been looking around" and she found that often his price on asparagus and some other things was as much as two cents a pound higher than what "some of the little stores" charged for it. Other things, so the lady said, were equally high at the grocer's, "and you know that all those little things mount up into quite a big sum in the course of a year."

The grocer said he had nothing to say about prices, other than that he knew what it cost to run such a business and render acceptable service; that in his big business he needed to have certain steady supplies; that, therefore, gardeners came to his store first thing in the morning, so that he might always have those special delicacies; that the gardeners going home might, and probably often did, sell to other stores whatever they might have left for less than the grocer had paid—yet the goods be just as good as his. So the best he could hope to do was to continue to make his store headquarters for the best at all times.

Some Questions Not Asked.

The grocer was a wise man, who knew the value of silence; so he did not ask the lady whether she had visited the cellars of the other stores where things were cheaper; nor did he ask whether those stores were always clean looking—free from dust and dirt even on the surface—No, he did not ask this.

Also, being wise, he did not ask why the lady did not buy her canned peas of him; why she did not inquire to find whether he did not sell those same peas at the same price as the other grocer asked. No, even though he knew that he DID sell as cheaply as the other grocer, he said nothing—out loud.

Again, being wise, he did not point out to the lady that it was her duty to support a progressive store, where great effort was made to safeguard the cleanliness, the sanitary condition of her foods, and that it might actually pay her to spend a little extra even on asparagus to insure and perpetuate such cleanly conditions as he had inaugurated.

An Analogy Undrawn.

And finally, being wise, he did not point out to the lady that there was just as much difference in the value of his fine store and service as there was between her fine house on the hill, overlooking the lake, and a shanty located on the marsh; nor that the lady, with her income of thirty or forty thousand a

year, would not miss the few cents necessary—if the actual necessity did exist, which fact he could question—to insure the continuance of his better store and cleanly service.

No, being wise, he merely said a few things which need not be repeated here, ending with "What's the use?"

And being a philosopher as well as a wise man, he formulated the following axiom: "Much is wished for and demanded, but the cost thereof is generally protested."

Let us echo his closing thought on this episode, giving due credit to puck: "The poor being always with us, it is pleasant to reflect that they are much more tolerable than the rich."

Securing Money Easier.

I am inclined to think that a better day is dawning in the matter of personal credit. Years ago it was a delicate matter to dun a man—or a woman—and to really ask anyone for money was to give lasting offence.

That is the way it looks to me, as I glance back over the years during which I made many enemies through my insistence on the prompt liquidation of monthly bills. During those years my one consolation—and I admit a very tangible and satisfying one—lay in the fact that my credit losses were as light as those of a wholesale grocer. It was pleasing to reflect that, though many did not like Johnson, Johnson's losses through uncollectable accounts were less than two-fifths per cent.

Agreement Before Opening Account.

Nowadays all that is changed—at least in our town. Now we advertise that "Accounts of responsible parties are solicited," and when the parties apply for credit we make a frank examination of references, etc., before opening the account.

We are perfectly free to state the terms on which we expect to deal. This is a common way for me to talk: "Yes, Mr. Watkins, we certainly want all the GOOD credit we can get. We are, in fact, hungry for that kind of business and steadily solicit such. We want your business. Our only insistence is that the bill must be paid JUST AS AGREED—between the first and fifth of the month succeeding that in which purchases have been made. We send your bill to you promptly the first of each month. It is due then, and we must have the money promptly."

What is the general, present-day experience?

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Current News of the Week

Quebec and Western Canada.

Pellerin & Frere, grocers, Montreal, have registered.

Alex Grant, grocer, New Glasgow, N.S., died last week.

Chas. Beach, general merchant, Chamcook, N.B., sustained loss by fire recently.

E. A. Britton, general merchant, Windsor, N.B., is succeeded by W. E. Forrest.

The Ruthman Packing & Provision Co., Montreal, has been granted a Dominion Charter. T. B. Lyons is among the incorporators.

W. T. Robson, of Montreal, now general advertising agent for the C.P.R., and formerly representative of The Canadian Grocer in New York, was in Lindsay last week attending the golden wedding of his father and mother, Mr. and Mrs. W. M. Robson.

Prof. E. E. Prince, fishery commissioner for the Dominion, was in St. John, N.B., last week, after having attended the sessions of the Shell Fish Commission held at Moncton. The commission will present its report in the near future, and will recommend government assistance for more advanced oyster culture and approval given of the policy of leasing government areas for oyster fishing to private parties.

Ontario.

Albert Heller, a Berlin, Ont., grocer, died last week from pneumonia.

Louisa Jecks, grocer, Swansea, Ont., is succeeded by Frank Williams.

N. A. Hill, grocery broker, Toronto, Ont., has returned after a trip through the West as far as Edmonton, Alta.

P. C. Larkin, of Salada Tea Co., Toronto, is on a trip to the Old Country, accompanied by his wife and daughter.

Wm. Charles, of the W. G. A. Lambe Co., grocery brokers, Toronto, is taking a week's holiday in Niagara Falls, N.Y.

The Palmoline Soap Co., Toronto, are engaged in installing machinery in the plant they purchased recently on George St.

W. H. Millman, of W. H. Millman & Sons, grocery brokers, Toronto, Ont., was in Chatham, Ont., last week, on business.

Kerr & Bird, general merchants, Wingham, Ont., have dissolved, the business to be carried on in future as John Kerr & Son.

C. H. Crysdale in the grocery business in Oshawa, Ont., until recently, was a visitor to the Toronto office of Canadian Grocer on Tuesday.

Instantaneous Cleansers, Limited, have

been granted a Dominion Charter to manufacture shoe polish, metal polish, etc. The head office is in Toronto.

E. J. Ryan, London, Ont., has joined the selling staff of Balfour & McLaren, wholesale tea dealers, Hamilton. He was formerly with R. Simpson & Co., Hamilton, and in his new position will cover the same territory.

Charles Finlay, of the firm of Finlay & Glover, Port Stanley, Ont., has been appointed manager and secretary treasurer for the Port Stanley branch of the Producers' Fish Company to succeed S. B. Elson, who has resigned to re-enter the Sterling Bank.

An issue of bonds amounting to one million of 6 per cent. first mortgage bonds of the Dominion Cannery is made in connection with improvements and additions to plants, costing about \$1,500,000. The Dominion Bond Company purchased the bonds.

R. G. Bowie, of Gorman, Eckert & Co., Ltd., London, Ont., has recently left for a trip to Spain in the interests of their olive and pimento business. It is Mr. Bowie's intention, while abroad, to visit France and Italy in connection with their olive oil importing business, and to return by way of Great Britain.

A quarterly dividend of 1 per cent. on the common stock and a bonus of 1 per cent., payable July 1, has been declared by the directors of the Shredded Wheat Company. As a 1 per cent. bonus was paid in January, the present action places the common stock on a 6 per cent. basis for 1913. In 1912 the company paid 5½ per cent., paying a bonus of 1 per cent. in January and ½ per cent. in July.

Beginning last Monday, June 2, the T. Eaton Co., Toronto, shortened the working hours of their employees. The hours now are from 8.30 a.m. to 5 p.m., and from Sept. 1 to June 1 they will be from 9 a.m. to 5.30 p.m. The Saturday half-holiday extends from May until end of September. Formerly the hours were from 8 a.m. to 5 p.m. About 6,500 employees will benefit. The company claim that the shopping public as a rule do not come down town in numbers between 8 and 9 o'clock, but that business always picks up after nine. The delays of street cars is another reason for the change. The system in the T. Eaton store alone must be responsible for making possible the cutting down of working hours.

The Toronto office of Canadian Grocer had a visit on Tuesday from an old

friend in the person of John Forsyth, a Dartmouth, N.S., grocer. In his native town he trades under the name of Forsyth, Jr., and is well known to the Canadian trade as being one of greatest believers in the value of newspaper advertising and one of the best retail writers of same. Several of his advertisements during recent years have been reproduced in Canadian Grocer. Mr. Forsyth is west attending the Presbyterian congress in Toronto and before leaving for home will visit Buffalo. He makes these trips to Ontario periodically, the last time being some three years ago when he attended the National Exhibition. From what Mr. Forsyth says, the Eastern trade as well as other parts of Canada has its competitions in co-operative societies and chain stores.

Western Canada.

McCoy & Wiggins, grocers, Calgary, Alta., have sold their business.

The Minard Trading Co., Minard, Sask., opened for business on Monday.

S. Schachter has opened a grocery department in his store at Rosetown, Sask.

Chas. Lamont, of Detroit, Mich., will erect a soap factory in Weyburn, Sask.

The first general meeting of the shareholders of the W. H. Escott Co., Ltd., was held at the head office of the company, 181 Bannatyne Ave., Winnipeg, May 10th, for the purpose of passing of by-laws, election of officers of the company and other business. W. H. Escott was elected president and managing director; Dr. John Hutchinson, Vice-President and T. C. Dawson, secretary & treasurer.

Manufacturers and retail dealers of Edmonton, Alta., co-operated with the Board of Trade in the made-in-Edmonton exhibition, May 23 to 31. Twenty-nine industrial firms were represented, the manufactures ranging from cigars to building materials. F. T. Fisher, secretary of the Board of Trade and the Edmonton Wholesale Merchants' Association, reports that the show was an unqualified success in every way, as it was the means of acquainting thousands of residents in Edmonton with locally made goods.

CATALOGUES AND BOOKLETS.

Theo. J. Ely Mfg. Co., Erie, Pa., are distributing a leaflet in Canada illustrating their automatic mop wringer and galvanized iron bucket combined.

Writing Ad. Copy to Get Readers' Attention

Important Part Played By the Heading and Introduction and the Lay-Out—
Should the Name be Placed at Top or Bottom?—Criticism of Various Retail
Newspaper Advertisements Reproduced on Opposite Page.

By R. W. Miller.

"We all learn either by our own mistakes or the mistakes of others," and this truism holds good in a variety of things of which ad-writing and laying-out the design for the printer to follow, is one of the big things.

In recent issues have appeared articles on attractiveness, the value of white space, borders, types, signatures, etc., and though much more can be said along these lines, stress will be laid a little more this week on these important phases—the heading and reading matter with arrangement thereof.

The three column ad. of Woodside's of Saskatoon, Sask., in the collection on opposite page, gives little chance for criticism. The heading though probably a trifle light is a statement that will get the attention of the housewife while the supplementing sub-head is also good though it might have been improved if the four rules had been omitted. The ad. as a whole is nicely arranged and each line is backed up with a statement telling something about it. The type also is a good face and the same style was used throughout. An ad. with a variety of types is never attractive.

In the A. B. Johnston Co. (Nanaimo, B.C.) ad. a number of suggestions might be made. With rare exceptions it is never good policy to put the name of the firm at the top of an advertisement. The name, except in a few cases, will not induce probable customers to read an ad.; a convincing heading must do that. If the heading and the supporting statements convince the buyer, he will come to the store and therefore the more important thing is to make the goods appeal to the prospect. Suppose the portion of the ad. above the words "Specials" had been put to the very bottom and some of the unnecessary rules omitted and the heading instead of reading just "Specials" put something like this "For your next meal get some of our fish or meats at Special prices," the drawing force of the ad. would be improved considerably. The name and underline could be reduced somewhat in size, merely keeping it in balance with the heading.

The West-End Grocery Co. (Victoria, B.C.) ad. would also be improved by putting the name to the bottom and the two feature articles Bacon and Ham

put above the other less important items on the list. Some ad. critics would also be inclined to pass a criticism on the length and style of the introductory paragraph. This could, no doubt, be made more effective if the line of talk had been more directly on the goods. For, as already stated, the goods or prices must appeal to the purchaser. This advertisement is, however well laid out.

The fish advertisement of Reid & Haddock (Regina, Sask.) is a very bright little ad. for small space. The heading "Just Arrived" seems to be a trifle common and might have been made a little stronger if the word "Fresh" had been included, making it read something like this "FRESH from the Water" and then continued on with "A Shipment of Fresh Lake Trout has just arrived." etc.

The brevity of the heading in Beer & Goff's (Charlottetown, P.E.I.) Olive ad. will also bear a similar criticism. "A tempting list of Olives" for a heading would probably have made the appeal a little stronger and as a still further improvement some critics would be inclined to suggest the quotation of prices in a list of this kind.

A heading such as "They taste better in Early Spring" and a quotation of prices would probably be advantageous supplements to the ad. of H. T. Murray Co.

The 'name' and 'grocery store' at the top of the Neil McPhee (Parkhill, Ont.) ad. should be eliminated. The heading "Potatoes" is somewhat incomplete and would have been improved if something had been said about quality. The shortness of some of the lines makes the edges of the reading somewhat zig-zaggy which is not pleasing to the average eye. If about three-quarters or an inch of white space had been allowed between the reading matter and the border, the lines of reading matter in the centre would have been more complete making a neat little square of selling talk in the centre with the white space to make it stand out.

The ad. of W. H. Scroggie, Limited, contains a lot of interesting things for

the average housewife. It seems to the writer, however, that the whole thing is a trifle crowded, a little smaller type might have been used in the most of the display or an extra column of space would have relieved the solidness. In an ad. of this kind, if the prices are attractive enough, as they appear to be in this instance, the interest of the housewife will be obtained. A closely crowded ad. in many instances is inclined to look heavy to the average reader and rather than wade through the whole of it, it is sometimes not read at all. In a big ad. it is always desirable to relieve the monotony and make things appear short and snappy. The Scroggie ad. is interspersed with suitable cross lines but sufficient white space is lacking to give a good effect. When running a general ad. it is considered better copy to group together all eatables and keep together all articles like soaps, washing powders, etc. It is not necessary that they be classified under separate headings, merely keeping them together. Since 'Scroggie' is a well-known name in Montreal, it maybe that their ads. are always read by many whether the copy is laid out according to Hoyle or not, and a person not familiar with the name might be inclined to rest his eye on a more attractive space.

FORMING EGG CIRCLES.

To improve the quality of eggs as they leave the farm, to do away with the practice of holding eggs both on the farm and in the country store and to afford a medium for collecting and marketing eggs in any community, frequently and regularly, are the aims of the Live stock Branch of the Department of Agriculture of Ontario, in advocating the formation of co-operative egg circles. Through the system proposed it is the intention of these egg circles to insure to the consumer a new laid egg of uniform quality at a reasonable price. Before joining the association each member must agree to stamp each egg he sends out with his own private mark. Thus every egg may be identified when graded, and payment made to the original holder strictly according to quality.



Grocery Prices That Please the Most Economical

Woodside's Week-end Specials in Seasonable and Wantable Lines

<p>HONEY California Strained Honey, absolutely pure Glass jars, each - 30c Comb Honey, section 35c</p>	<p>STRAWBERRIES Strawberries, fresh from the south. Nice ripe stock in full quart boxes. Special per box - 30c</p>	<p>CASTILE SOAP Splendid quality of this purest form of soap, in 3 lb. bars, each - 25c</p>
<p>YOUR SUNDAY TREAT Melba Chocolates, just arrived, so are perfectly fresh. Regular 50c line. Twenty different varieties - Special, lb. 60c</p>	<p>FRUIT and VEGETABLES Florida Grape Fruit, good size 4 for - 35c Navel Oranges, sweet and juicy, dozen - 50c Fancy Table Apples, 3 lbs. 25c Celery, large California, bunches, each - 20c Rhubarb, fresh in, lb. - 10c Lettuce, Cucumber, Ripe Tomatoes</p>	<p>BISCUITS AT 15c Lb. A real nice assortment of Fancy Biscuits. Special, lb. - 15c Coconut Macaroons, lb. - 15c Fancy Macaroons, lb. 60c</p>
<p>JAMS Pure Jams in five pound tins, all flavors. Per tin - 85c</p>	<p>FRESH CREAM DAILY</p>	<p>BUTTER Fresh Creamery Butter 3 lbs. for - \$1.00</p>
<p>OLIVES - OLIVES Here you will find the largest assortment in the city, both in size of Olives and size of bottle, at purse-pleasing prices. Stuffed or pitted. 2 bottles for 25c up to \$2.25 gallon</p>	<p>SPECIAL PICKLE PRICES Sour Pickles, in bulk, quart 25c Sweet Mixed Pickles, quart 25c Sour Pickles, in gallon jars each - 90c Steven's Old Country Pickles, in large size bottles - 35c</p>	

126 Second Ave. North
Woodside's
 WHERE QUALITY COUNTS
 Phones: 2195, 2743

JUST ARRIVED

A SHIPMENT OF

Fresh Lake Trout weighing 1 1/2 to 2 lbs. each, per lb. 18c

Fresh Caught Halibut, Salmon, Cod, Digby Herrings and Smelts always on hand.

Fresh Celery, Parsley, Cucumbers, Tomatoes, Cauliflowers and Rhubarb.

Fresh Eggs Daily.

Large Baskets, suitable for Clothes Baskets, each 15c

Reid & Haddock
 1705 SCARLE
 Phone 748.

O-L-I-V-E-S

We have just received a fresh shipment of OLIVES which are without doubt the finest in the city.

5 on Rd. Manzanilla Olives
 5 " Pimento Olives
 5 " Celery
 5 " Celery & Pimento
 5 " Stuffed
 5 " Elite
 5 " P. Queen
 5 " Pimento
 5 " Celery
 5 " Ripe
 10 on Club House
 10 " Manz. (stuffed with Manz.)
 15 " Rd. Queen
 15 " Imp. mixed (Celery & Pimento & Nut)
 30 " Manzanilla
 30 " Spanish Queen
 30 " Imperial mixed

See our window display

Beer & Goff's

Prompt Delivery Our Specialty. When in a Hurry, Phone Us

A. R. Johnston Co., Ltd.

The Busy Corner and Store that Serves You Best.

<p>SPECIALS.</p> <p>No. C. & B. Kipped Herring, 3 lbs. 60c No. C. & B. Fresh Mackerel (tins) 50c 1 lb. Clams, per tin 10c No. Top Brand Oysters 20c No. Lobster N. B. Brand 20c</p>	<p>SPECIALS.</p> <p>Norwegian Hardtack, per tin 15c Malted Mowbray Pin, each 60c Dill Pickles, per doz. 60c Pige Peas, each 15c Potted Ham, each 15c Kipped Herring, 2lb 30c</p>
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Don't Forget Our Hardware Department—Lawn Mowers, Rollers, Garden Hose, Sprinklers, Wall Tents, Camp Stoves and Hammocks AT OUR WHARF—Builder's Supplies, Lime, Cement, Fibre and Bricks. Feed and Grain—Ask for Our Prices.

Phones 28, 55 and 174

"WEST-END" GROCERY CO., Ltd.

TO THE LADIES

Not That We Blame Women

We admit them for their natural beauty and forego in deciding upon the "WEST END" at THEIR store. Often they do not know how great the power they would, power to make men strive for the warhest, aim for the highest, rise on the stepping-stones of their great achievement to the comfort and luxury of pure and wholesome Groceries at moderate prices.

We have just received a shipment of Beck's genuine imported Lager Beer from Germany, at

Quart, per dozen	22.00
Five Fresh Cauliflowers, each, 1lb. 20c	25.00
Five New Potatoes, 4 lbs.	25.00
Five Local Rhubarb, 5 lbs.	25.00
Five Green Peas, lb.	25.00
Five Netherlands Tomatoes, lb.	25.00
Large Navel Oranges, dozen, 4c and	25.00
Head Lettuce, large, 3 for	25.00

FINE WILTSHIRE BACON, lb. 45c
 FINE YORKSHIRE HAM, lb. 45c

Corner Government and Broughton Sts.

McPhee's Grocery Store.

POTATOES.

We received a carload of New Brunswick Potatoes and are now able to fill your potato order.

Mixed Pickles in Bulk
 Sour Mixed, per quart, 20c. Sweet Mixed, per quart, 30c.
 Mustard Pickles, per quart, 30c.

Jell-o-a Jelly Powder
 Delicate, Delightful, Dainty, 10c. per package, 3 for 25c. In all flavors.

Brooms
 Special value at 25, 35 and 40c. Whitewash Brushes, Stove Brushes, Shoe Brushes and Scrub Brushes.
 Allen Craig and Lucas Flour.
 We have on hand 100 bags of Redpath's Granulated Sugar. Now is the time to place your order.
 Bannans, Oranges, and Lemons.
 Coal Oil, 15c. per gal., 5 gallon lots, 17c per gallon.

Neil McPhee, The New Grocer.

SEE OUR REGULAR AD. ON PAGE 13

Scroggie's GROCERIES

REDUCE YOUR COST OF LIVING

PINEAPPLES from Cuba

Our patrons will remember our former big Pineapple Sales.

RED SPANISH PINES from Cuba, regular 15c each, (large size 15c each) 2 for

BUTTER EGGS

Eastern Townships Creamery Butter, fresh made and sweet, per lb. **29c**

Strictly New Laid Eggs, none delivered—some C. O. D. (limit 1 dozen) doz **25c**

GRANULATED SUGAR

BEST WHITE GRANULATED SUGAR, 20 lbs. in Cotton sacks. **92c**

Green Mountain Potatoes \$1.00

90 Pound Bag, for

SUNLIGHT SOAP, 6 Bars 20c

COMFORT or QUEEN'S 25c

Laundry Soap, 6 Bars.

PORK AND BEANS 11c

Plain or Sauce, 3 lb. cans.

Read Each Item, Secure the Bargains.

Two Great Tea Sets
 Executive Blend, 40c
 B. O. Pines, lb. 20c
 Scroggie's Standard Blend, lb. 25c
 3 lbs. 60c
 Pure Marmalade or Jam, 1 lb. 25c
 Jam and Marmalade
 Breakfast, 1-lb. tins, 25c
 Marmalade, 1-lb. tins, 25c
 Dates, Special 25c
 2, lb. 25c
 Canned by electric milk
 Full flavor pasteurized.

COFFEE
 Princeton, 1 lb. tins 25c
 Breakfast, 1-lb. tins, 25c
 Marmalade, 1-lb. tins, 25c
 Dates, Special 25c
 2, lb. 25c
 Canned by electric milk
 Full flavor pasteurized.

COFFEE
 Dutch Grand, regular 25c per lb. 25c
 Fry's Concentrated (the best of all) 1 lb. 25c
 Imported Java, 1 lb. 25c

Strathcona B. Beans, 1 lb. 25c
 Best W. Beans, 1 lb. 25c
 Pure Milk, 1 lb. 25c
 Strathcona Pickles, 7 lbs. 25c
 14 lbs. 25c
 Ontario Flour of Ontario, 5 lbs. 25c
 Orange Fruit, 6 lbs. 25c
 Green Apples, lb. 25c
 Utah Peaches, lb. 25c
 Apples or Gold Dust Powder, 4 lbs. 25c
 Norwegian Hardtack, 1 lb. 2 for 1 for 25c
 Marmalade, Plain or Sauce, 3 lbs. 25c
 Mixed Pickles, 2 lbs. 25c

EXTRA SPECIAL
 There is a treat in store for you if you try our Scotch Orange Pickles. Try, lb. 25c

"Old Dutch" Cleaner 3 cans 25c

BOVRIL (in Bottles) 27c
 2 Oz. Bottles, regular 35c, for
 2 for 50c

MAGGI SOUPS from varieties in 25c stock, 7 pkts.

CHOICE TOMATOES 25c

3 lb. cans, regular 15c, 2 cans for \$1.45

St. Charles Evaporated Milk, can 8c. dozen 95c
 French Peas (Moyens), can 9c
 Dozen \$1.05

Choice Salmon, Regular 13c. 1 lb. can 90c
 Rolled Wheat 6 lbs. 22c
 Rolled Oats 6 lbs. 19c
 Table Salt, Regular 10c. three bags 19c
 Strathcona Corn Starch, Regular 9c pkt., four for 25c
 Tomato Catsup, 25c bottle 19c
 Sherriff's Quintessence, all stores 25c bottle 19c
 Imported Jams—Clark's or P. Wood's, Reg. 25c jar, for 15c
 Egyptian Onions six lbs. 15c
 Seeded Raisins, Regular 15c pkt. two for 19c
 Fresh Prunes, Regular 11c lb. three lbs. 23c
 Fry's Breakfast Cocoa, 1/2 lb. tins, Reg. 25c for 19c
 Exclusive Blend Tea, is O.K. 1/2 lb. tin 19c
 Lipton's Tea, "Blend B." Reg. 45c 1/2 lb. tins 19c
 Cream Corn, can 9c. dozen \$1.05
 Green Beans, can 8 1/2c dozen \$1.05
 Campbell's Soups, 30 kinds, three cans 33c

W.H. Scroggie Limited

Corner of St. Catherine and Peel Streets

Some samples of advertisements run by retail grocers in Canadian newspapers. These are all reduced from their original sizes about one-half, and are criticized on opposite page.

Association News

Secretary Miller, of the Ontario Retail Grocers' Association, reports many applications from clerks for positions. Letters from grocers seeking clerks are, however, scarce, and he is anxious to hear from any who desire help, as he believes he can readily fill many such positions. He states that on the list are several likely young men, and asks, therefore, that any grocer requiring a salesman write or phone him at once. There is no fee as yet attached to the Employment Bureau. His address is 632 Yonge Street, Toronto.

The grocers in an Eastern Ontario town have been having considerable difficulty lately in connection with a co-operative store buying sugar by the car load. The matter was reported some time ago to the secretary of the Ontario R. G. A., and a strong endeavor has since been made to determine where the sugar was purchased.

Recently a carload came through with certain initials attached to the bill of lading, apparently those of the shipping firm, and these were passed on to the secretary. They were suspected to belong to a certain firm in Eastern Ontario, but when Mr. Miller communicated with the principals, he learned they were not the right party. This firm had absolutely refused to sell the co-operative society, and stated that the wholesale trade in their city were also very strict in this regard. The sugar then must have gone from some other town or city so far unknown to the refiners and the Retail Association.

The refining company have been co-operating with the retailers in this regard, and Secretary Miller states that in future the company will request the various wholesale houses to sign affidavits to the effect that they will sell only as per contract. In this way he believes the sale of this sugar will be confined solely to the legitimate retail trade.

NOT AS OLD AS REPRESENTED.

In the article in last week's Grocer, regarding Gordon B. Drake, of London, Ont., it was stated that he had been connected with the grocery business for 33 years. This was in error and was making Mr. Drake out to be older than he really is. It should have been stated that he was 33 years of age and that he has been associated with groceries since he was 13 years old. Twenty years ago he started to work for A. Andrews, who kept a grocery store opposite his pre-

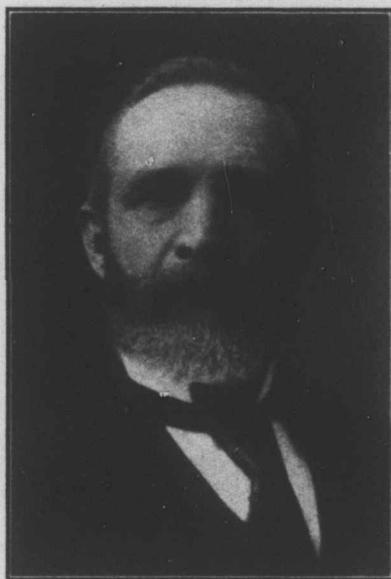
sent stand, so that although he is yet a young man he has been for two decades in the business.

GROCER'S GOLDEN WEDDING.

W. M. Robson, For Forty Years In Business In Lindsay, Married Fifty Years.

On Friday, May 30, Mr. and Mrs. W. M. Robson, of Lindsay, Ont., celebrated the fiftieth anniversary of their wedding day. Mr. Robson has been long known amongst the grocery trade, having now been in business in the one town for forty years. When he started in Lindsay forty years ago it was necessary to haul in all goods by wagon from Port Hope, so that in his time of business in Lindsay Mr. Robson has seen very marked changes in the development of the country.

Mr. Robson was born in England, in the town of Ayton. From there he went to Lille, France, and thence to



W. M. ROBERTSON, Lindsay, Ont., Who celebrated his golden wedding last week.

Australia at the time of the gold rush. Leaving Australia he came to Canada, where he finally made his home, being married in Bowmanville, Ont., and afterwards moving to Lindsay, where he entered into the grocery business.

Mr. Robson is still owner of the business which bears his name, but the management is in the hands of his son, E. E. Robson.

Besides taking an active interest in the grocery trade, Mr. Robson is a floriculturist and a horticulturist, being president of the local horticultural society. This has always been a hobby with him, and he still supervises a garden of five acres.

F. E. Robson, grocery broker, Toronto, who is a son, attended the celebration.

Letters to the Editor

Editor Canadian Grocer.—I read with interest that part of the Ontario Retail Merchants' Convention Report on "Delays in Freight Claims," in a recent issue of Canadian Grocer. Now the merchant is nine times out of ten to blame for delays in freight claims. It is necessary in making a claim for freight shortage to send the invoice showing claims, and the freight Bill of Lading, not the copy, but the top sheet as signed by the agent and shipper. Many wholesale houses only send the copy to their customers and this does not answer in making a claim on the railway.

We have had serious delays on this account, so if the wholesaler or shipper would send the straight Bill of Lading to customers, there would be less difficulty in getting claims adjusted. We must be fair to the railway companies as well as to ourselves. They have a right to all particulars in making an adjustment. The invoice, the straight Bill of Lading and claim sent together generally brings your money in a reasonable time.

GORIE & CO.,
Haliburton, Ont.



Following items are from Canadian Grocer of June 9, 1893:—

"The Laing Packing and Provision Co. of Montreal, have obtained charter of incorporation."

Editorial Note.—This firm is in business to-day under the name of Matthews, Laing Limited.

"The Imperial Oil Co. of Petrolia, is about to establish a storing and barrelling station in Hamilton, and is now looking for a site."

Editorial Note.—This is still another of the old established firms in business twenty years ago as well as to-day.

"A. F. MacLaren, cheese manufacturer, of Windsor, Ont., has been appointed one of the judges at the World's Fair."

Editorial Note.—As announced in a recent issue Mr. MacLaren is now head of the Laurentia Milk Co.

Heavy Stocks of Canned Peas Still Held

For This Reason Lower Opening Prices Are Predicted For This Year's Pack—
Sugar Market Steady and Marking Time—Prunes Advancing on Coast and
Likely to Experience Even Further Advances.

QUEBEC MARKETS.

POINTERS,—

Sugar—steady, but weak.
Molasses—steady at new list price.
Peanuts—up ¼c.
Imported Mushrooms—reduced 50c per case.

Montreal, June 2.—Grocery markets this week are pretty nearly devoid of features and only price change to go into effect was the advance in the Guild's prices on Barbadoes molasses which was reported last week.

Imported mushrooms were reduced 50c per case during past week.

Peanuts were advanced ¼c per pound all round.

SUGAR.—Sugar market holds steady at \$4.30, but has weak undertone, and trade generally expect a decline next. Local market is not on a parity with some other markets. The New York raw sugar market is trifle firmer this week, but with Wall Street in gloomy mood it is not thought that any advance will take place. Buying is still of hand-to-mouth variety, and with the state of affairs in the world's markets and the bumper production, lower prices seem possible. But on the other hand the nearness of the canning season which is a great sugar season must not be lost sight of as this may have a strengthening tendency.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	5 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 80
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 80
Phoenix	4 80
Bright coffee	4 45
No. 3 yellow	4 25
No. 2 yellow	4 25
No. 1 yellow	3 95

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

MOLASSES AND SYRUP.—Slump in molasses to the wholesale trade last week bears out what has been contended in these columns for the past couple of months, and while there have been those who looked at the matter in another light, the outcome fully justifies our position. The slump is directly due to three things:

- 1st—Increased production, or, to use the traders term "the invisible supply."
- 2nd—Closing of the shipping season.
- 3rd—Little demand.

The high price of molasses and the

low price of sugar apparently formed the combination that tended to lower prices. The planters that heretofore had produced only sugar this year took their canes over to their neighbors and made them into fancy Barbadoes molasses with the result that instead of the estimated 60,000 puncheons in Barbadoes the production will in all likelihood total 70,000 puncheons of fancy molasses. This extra production came as a distinct surprise to those supporting higher prices and as Barbadoes has no regular shipping service, it is imperative to move the molasses at once. As buyers refused to buy at 36c and the molasses had to be sold or else the importers would have to pay storage charges which would amount to 1½ to 2c per gal., the price was reduced to get things moving. Import prices today range from 34½ to 35c per gallon and are considered a trifle weak at that level.

The Wholesale Grocer's Guild has advanced the jobbing price 2c all round above the opening prices, but this was expected as the opening prices were extremely low when based on to-day's cost of molasses.

For Island of		Outside Points.	
Fancy Choice		Fancy Choice	
Puncheons	0 41 0 39	0 39 0 37	
Barrels	0 44 0 42	0 42 0 40	
Half barrels	0 46 0 44	0 44 0 42	

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

New Orleans	0 25	0 28
Antigua	0 32	0 33
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 03½
Corn syrups, half-barrels	0 03½	0 03½
Corn syrups, quarter-barrels	0 03½	0 03½
Corn syrups, 3¼-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75	2 75
Cases, 10-lb. tins, ½ doz. per case	2 65	2 65
Cases, 20-lb. tins, ¼ doz. per case	2 60	2 60
Pure maple syrup, in 3½ lb. tins	0 75	0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or per gallon	1 00	1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—Owing to cheapness of new fruits, dried fruits are not selling rapidly. Prices are being maintained, however, under a steady, but quiet trading.

Choice seeded raisins	0 07½
Choice fancy seeded, 1-lb. pkgs.	0 08
Choice loose muscatels, 2-crown, per lb.	0 06½
Choice loose muscatels, 3-crown, lb.	0 06½
Choice loose muscatels, 4-crown, per lb.	0 07½
Seedless, new, in packages, 12 oz.	0 07
Seedless raisins, new 16 oz. pkgs.	0 08
Select raisins, 7-lb. box, per lb.	0 07
Sultana raisins, loose, per lb.	0 11
Sultana raisins, 1 lb. cartons	0 12½
Malaga table raisins, 3-crown, lb.	2 50
Malaga table raisins, 4-crown, lb.	3 40
Malaga table raisins, 5-crown, lb.	4 00
Malaga table raisins, 6-crown, lb.	5 20
Malaga table raisins, 7-crown, lb.	5 50
Malaga table raisins clusters, per ¼ box	1 25
Valencia, fine, off stalk, per lb.	0 06½
Valencia, select, per lb.	0 07
Valencia, 4-crown layers, per lb.	0 08
Evaporated apricots	0 14½
Evaporated apples	0 06½
Evaporated peaches	0 09½
Evaporated pears	0 12½
Currants, fine filistras, per lb., cleaned	0 06½
Currants, 1-lb. pkgs. fine filistras, cleaned	0 07½
Currants, Patras, per lb.	0 09
Currants, Vostizias, per lb.	0 09½
Dates, 1-lb. packages	0 06½
Dates, Hallowee, loose	0 05
Figs	0 11

Figs, 3 crown	0 10½	0 10½
Figs, 4 crown	0 10½	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats.	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08

Prunes—

20-30	0 12	0 12
30-40	0 11	0 12
40-50	0 09½	0 09½
50-60	0 08½	0 08½
60-70	0 07½	0 07½
70-80	0 06½	0 06½
80-90	0 05	0 05
90-100	0 07	0 08
Bosnia prunes	0 07	0 08

TEA.—Demand for tea is increasing which is a promising factor. New Japan and China teas are arriving and quality of these new crop teas is reported excellent, but prices are about 2c lower than asked last year. It is rumored that the crop of Pingsuey will be smaller this year than usual although there is no reason advanced why this should be. Several shipments of tea were made to the United States this week by local houses who state that they obtained prices that would yield them good profits.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 15	0 20
Yamashiro	0 15	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 20	0 22
Gunpowders	0 19	0 25
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.—Mexican grades are getting scarce, due to winding up of season and consequently prices are inclined to be very firm. Other mild grades are fluctuating a few points up and down, but speaking generally there is no change in market on coffees.

Mocha	0 28	0 29
Rio	0 19½	0 21½
Mexican	0 25	0 28
Santos	0 21½	0 23½
Maracaibo	0 22½	0 24½
Javas	0 30	0 40

SPICE.—There is no change in spice market worthy of note this week. Trade is quiet and devoid of interesting features.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 15	0 20
Caraway seed	0 08	0 09
Baratia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	0 07	0 07
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Price of rice and tapioca remains steady under quiet trading. It is not likely that prices will

THE CANADIAN GROCER

fluctuate for some time to come on these staples.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 35	
Rice, grade B, bags 100 lbs.	3 35	
Rice, grade B, bags 50 lbs.	3 35	
Rice, grade B, pockets 25 lbs.	3 45	
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 55	
Rice, grade C.C., bags 250 lbs.	3 25	
Rice, grade C.C., bags 100 lbs.	3 25	
Rice, grade C.C., bags 50 lbs.	3 25	
Rice, grade C.C., pockets 25 lbs.	3 35	
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 45	
India bright, 250 lb. bags	3 50	
Lustre, loose, 250 lb. bags	3 60	
Patna, polished	4 40	
Finest imported Patna, 224 lb. bags	5 37 1/2	
Finest imported Patna, 112 lb. bags, bag	5 50	
Finest imported Patna, 56 lb. bags	5 62 1/2	
Pearl	4 60	
Sparkle	5 10	
Crystal	5 10	
Snow	5 30	
Imperial Glace	4 90	
Ice Dips	5 45	
Canadian Caroline rice	7 10	
Imported Caroline rice, hand pick'd.	9 00	
Imported Caroline rice, fancy	8 00	
Brown sago, lb.	0 04 1/2	0 05 1/2
Tapioca, medium, pearl, lb.	0 05 1/2	0 06
Seed, lb.	0 05	0 06

NUTS.—Peanuts have advanced 1/4c per pound under an increased demand, but this is the only change in the price of nuts this week.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	0 12 1/2	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 16 1/2
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbot's, per lb.	0 13 1/2	0 14 1/2
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37 1/2
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/2	
Coon, roasted	0 08 1/2	
Diamond G, roasted	0 09 1/2	
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12 1/2	0 13 1/2
Virginia No. 1	0 12 1/2	0 13 1/2
Peanuts, jumbo	0 18	0 20
Pistachios, per lb.	0 15	0 16
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

ONTARIO MARKETS.

POINTERS,—

Sugar—A steady, waiting market.
Prunes—Advancing.
Table raisins—Cleaned up.
Spices—Firm.
Nuts—Advancing.
Canned Peas—Lower opening prices predicted.

Toronto, June 4.—Business during past week has taken on much brisker tone so that now some firms state they are kept busy filling orders. One feature this week has been an order by wire from the West for 1,000 cases of tomatoes. This is the first enquiry that this wholesale firm has had from the West for two months. Such an order from a retailer would indicate brighter prospects of some kind.

Collections are reported in much same condition as last week. Depending on the district to which a firm sells; its collections have been dull, or fair, but all continue to express opinion that money still holds tight and is likely to remain that way until some assurance of the new crop is given.

SUGAR.—Sugar market depends now largely on European crop. Should this

crop prove as full as anticipated, and with Cuban crop now well harvested, chances for a decline would appear better. But should anything happen to European crop, and with preserving season now coming on, prospects would appear rather for an advance.

Latest report from Europe stated that there had been considerable rainfall. Market went up yesterday, both in Europe and New York with a better demand for refined. Prices, by some, are now claimed to be below cost of production which condition would not be likely to hold for long.

Locally dealers anticipate a steady market with no change either way until there shall be some radical change in position. Demand is good, but buying all of a hand-to-mouth character.

Visible supply of raws last week showed an increase of 1,080,346 tons over same week last year. Year ago refined sold on this market at \$5.35 per cwt. (following a 10c decline) as compared with \$4.40 to-day.

Extra granulated, bags	4 40	
Extra granulated, 20-lb. bags	4 50	
Extra granulated, 5-lb. cartons	4 70	
Extra granulated, 2-lb. cartons	4 70	
Second grade granulated	4 25	
Yellow, bags	4 00	
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.		
Extra ground, bbls.	4 80	
Extra ground, 50-lb. boxes	5 00	
Extra ground, 25-lb. boxes	5 20	
Powdered, bbls.	4 60	
Powdered, 25-lb. boxes	5 00	
Powdered, 50-lb. boxes	4 80	
Crystal diamonds, 5 lb. boxes	7 10	
Crystal Dominos, 5 lb. boxes	7 20	
Paris lumps, in 100-lb. boxes	5 15	
Paris lumps, in 50-lb. boxes	5 25	
Paris lumps, in 25-lb. boxes	5 45	
Paris lumps, cartons, 20 to case	0 35	

SYRUP AND MOLASSES.—As some local wholesale houses have bought molasses since the advance was made to them, they in turn would seem likely to put their prices up to a corresponding level in near future, especially considering advance recently made from wholesaler to retailer in Montreal. No change however has been made as yet. Trade, both in syrups and molasses is steady, but with no startling feature.

Syrups—		
2 lb. tins, 2 doz. in case	2 40	Per case.
5 lb. tins, 1 doz. in case	2 75	
10 lb. tins, 1/2 doz. in case	2 65	
20 lb. tins, 1/4 doz. in case	2 60	
Barrels, per lb.	0 03 1/2	
Half barrels, lb.	0 03 1/2	
Quarter barrels, lb.	0 03 1/2	
Pails, 38 1/2 lbs. each	1 75	
Pails, 25 lbs. each	1 25	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 28	
West Indies, half barrels	0 30	
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	
1/2 gals., 12 to case	5 40	
1/4 gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	1 25	
Gallons, 6 to case	6 60	8 00
1/2 gallons, 12 to case	7 25	
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	4 70	
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	1 80	
40 and 48 twin bars	3 00	
Maple butter, lb. tins, dozen	1 90	

DRIED FRUITS.—Latest report from San Francisco advises that an advance had been made therein in price of prunes, and that more are likely to follow. The

letter also advises that dealers get active and secure business as prospects are for a decidedly higher market.

Another feature this week is that all Spanish table raisins have been totally cleaned up. One local dealer states he tried to buy from six New York firms, but without success, and claims that he has never before seen such a decided clean-up.

Report has it that a peach growers' association has been formed at the coast similar to the Raisin Growers' Association. If this be true, higher prices may be looked for. Peaches now are considered cheap, cheaper even than for some years.

Apricots—		
Standard, 25-lb. boxes	0 14	
Choice, 25-lb. boxes	0 16	
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Fine Filiatras, per lb.	0 07	
Choice Amalas, per lb.	0 07 1/2	
Patras, per lb.	0 07 1/2	
Choice Vestizas	0 10	
Shade dried Vestizas	0 10 1/2	0 11
Cleaned, 1/2 cent more.		

Dates—		
Fards, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Fards, choicest, 50-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2
Evaporated apples	0 06 1/2	0 07
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04 1/2
Eleme figs, in boxes, according to size, lb.	0 08 1/2	0 15

Peaches—		
Standard, 25-lb. boxes	0 10	
Choice, 25-lb. boxes	0 11	0 12 1/2
Choice, 50-lb. boxes	0 07 1/2	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12 1/2	0 13 1/2
40 to 50, in 25-lb. boxes, faced	0 11 1/2	0 12 1/2
50 to 60, in 25-lb. boxes, faced	0 09	0 10 1/2
60 to 70, in 25-lb. boxes, faced	0 07 1/2	0 08 1/2
70 to 80, in 25-lb. boxes, faced	0 07	
80 to 90, in 25-lb. boxes, faced	0 06 1/2	
90 to 100, in 25-lb. boxes, faced	0 06	
Same fruit in 50-lb. boxes, unfaced, 1/2c less.		

Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09 1/2
Valencias, old stock	0 07 1/2	0 08
Seeded, 1 lb. packets, fancy	0 08	0 08
Seeded, 1 lb. packets, choice	0 06 1/2	0 07

TEA.—Situation is, if anything, a shade easier, owing to quality of Ceylons dropping off. Indians have not yet started to come in any great quantity to London auction. Samples from Colombo continue to prove uninteresting to this trade, so that from that quarter business is at a standstill.

COFFEE.—Whole situation this week seems slightly easier, owing, it is claimed, to investigation into sale by valorization committee in Brazil. Low grades on primary market at any rate are rather easier, but no change worth noting has been made in milder coffees.

Rio, roasted	0 15 1/2	0 21
Green, Rio	0 15	0 20
Santos, roasted	0 23	0 25
Maricao, roasted	0 25	0 25
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 28	0 28
Jamaica	0 24	0 25
Chicoory	0 11	0 13

SPICES.—Grades of white pepper have declined about 1/4c on primary market. Cloves are steady, but with a tendency towards weakness right up to end of year. Nutmegs are holding their own, and dealers are looking for an early advance. Mace on primary market is

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MANITOBA MARKETS.

POINTERS:—

Roasted Peanuts—Advance 3/4c.

White Beans—Decline 10c.

Pearl Barley—Decline 40c per sack.

Winnipeg, June 4.—There has been little change during the past week in demand for staple lines, but on whole business is considered to be improving. However, retail merchants are by no means heavy buyers. The city retail trade is good.

Collections are still a little slow, but no one seems to be worrying much on that account, and there are no complaints of money being unobtainable at the banks for any legitimate business purpose. The wheat crop promises well, although a little late.

Industrial conditions continue satisfactory, and with all at work at good wages there can be nothing much wrong with the present business situation, nor cause for anything but confidence in the future.

SUGARS.—We seem from all accounts to be in for a period of comparatively low-priced sugar. The heavy Cuban crop is in large measure responsible for this, and pending tariff changes are also affecting the market.

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

SYRUPS.—Trade in syrups is dull, as is usual during the summer months, when butter is fairly plentiful and reasonably cheap.

Corn Syrups—	
2 lb. tins, per case	2 28
8 lb. tins, per case	2 63
10 lb. tins, per case	2 51
20 lb. tins, per case	2 62
Barrels, per 100 lbs.	3 32
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case.	6 20
Maple syrup, 1/2 gals.	5 85

DRIED FRUITS.—Trade in dried fruits is quiet. Tropical weather and a more abundant supply of green fruits has shifted trade from dry to green. Prices are steady since the advance reported last week in prunes.

Prunes—	
Per lb.	
90-100s, 25s, s.p.	0 06
90-100s, 10s, s.p.	0 04 1/2
80-90s, s.p.	0 06 1/2
80-90s, 10s, s.p.	0 06
70-80s, 25s, s.p.	0 08
70-80s, 1s, s.p.	0 06 1/2
60-70s, 25s, s.p.	0 07 1/2
40-50s, 25s, s.p.	0 09

Cooking Figs—	
Choice boxes	0 06 1/2
Half boxes	0 06 1/2
Half bags	0 05 1/2

Valencia Raisins—	
Fine, I.O.S., 25s, s.p. per box.	2 75
Fine, selected, 25s, s.p. per box.	2 70
4-crown layers, 25s, s.p. per box.	2 65
4-crown layers, 14s, s.p. per box.	1 35
4-crown layers, 17s, s.p. per box.	0 75
Ne plus ultra, 32s, s.p. per box.	2 20

Sultanas—	
California	0 09 1/2
Smyrna	0 14

Currants—	
Dry clean, per lb.	0 07 1/2
Washed, per lb.	0 07 1/2
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

COFFEES AND TEAS.—No further changes are reported in the tea and

slightly easier, but not to amount to anything. Seeds continue excessively high. Celery shows a weakening of about 1c on primary market, but cardamon holds quite stiff. On this market prices all continue firm.

	5 and 10 lb. tins.	1/4 lb. pkgs.	1/4 lb. tins doz.
Allspice	14-17	65-70	70-80
Cassia	22-27	72-80	80-90
Cayenne pepper	23-28	72-80	90-1 15
Cloves	30-35	1 08-0 95	1-1 08
Cream tartar	30-31		
Curry powder	35		
Ginger	22-27	65-80	75-90
Mace	75-1 00		0-2 75
Nutmegs	90-1 00		1 00-2 50
Peppers, black	19-22	67-75	80-90
Peppers, white	27-29	90-1 05	1 05-1 15
Pastry spice	20-27	65-95	75-1 10
Pickling spice	14-18	75-90	75-90
Turmeric	16-18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

RICE AND TAPIOCA.—Rice would appear to be firming up again with prospects even of an advance. In tapioca there is no change locally, but primary market appears to be moving upward, London is high, and it would appear a matter of time until New York come up to same level.

Rice—	
Per lb.	
Rangoon, per lb.	0 03 1/2
Rangoon, fancy, per lb.	0 05 1/2
Patna, per lb.	0 05 1/2
Japan, per lb.	0 05 1/2
Java, per lb.	0 06 1/2
Carolina, per lb.	0 10

Sago—	
Brown, per lb.	0 05
White, per lb.	0 05 1/2
Tapioca—	
Bullet, double goat	0 09 1/2
Medium pearl	0 05
Seed pearl	0 05 1/2
Flake	0 09 1/2

NUTS.—Peanuts continue to hold firm with advancing tendency. Several firms are now bringing in Japanese peanuts, and some even Chinese. Japanese shelled sell at about 8c, and in shell for large sizes and fine quality green at 9 1/2 to 10c, and roasted at 12 1/2 to 13 cents. Importing both these Eastern varieties is pretty much of an experiment as yet. Shelled almonds are now so scarce that they are practically off market.

In shell—	
Per lb.	
Almonds, Formigetta	0 15
Almonds, Tarragona	0 16
Brazils	0 13
Filberts, Sicily	0 10
Filberts, Barcelona	0 09 1/2
Peanuts, green, per lb.	0 10
Peanuts, roasted	0 12
Pecans	0 18
Walnuts, Bordeaux	0 13
Walnuts, Grenoble	0 16
Walnuts, Marbots	0 14
Walnuts, Cornes	0 13
Shelled—	
Almonds	0 38
Filberts	0 25
Peanuts	0 09
Pecans	0 75
Walnuts, new	0 30

CANNED GOODS.

TORONTO, June 4.—Retailers and wholesalers are reported as pretty well stocked up on canned peas. Sales have been backward for some time, so that with expectation of a holdover, lower prices for this year's pack are anticipated. Some even estimate the decrease at 20 per cent. from last year. Corn and tomatoes are expected to be pretty well cleaned up before new pack comes in.

coffee market, and prices are likely to be steady for some time.

Coffee—	
Green Rio, No. 5	0 16 1/4
Roasted Rio	0 21
Green Santos	0 17
Roasted Santos	0 23
Chicory	0 11 1/4
Teas—	
China blacks, choice	0 25
India and Ceylon, choice	0 32
Japans, May picking	0 35
Japans, choice	0 35

NUTS.—There is a little more active trade in nuts with the advent of real summer and outdoor sports. In peanuts, roasted Jumbos have advanced 3/4 of a cent.

Brazil	0 18	0 19
Tarragona almonds	0 16 1/4	0 15
Peanuts, roasted, Jumbos	0 32	0 13
Peanuts, choice	0 22	0 11
Pecans	0 22	0 13 1/2
Marbot walnuts	0 16	0 16
Grenoble walnuts	0 16	0 11 1/2
Sicily filberts	0 33	0 31
Shelled almonds	0 33	0 31
Shelled walnuts	0 35	0 31

BEANS.—Two important changes in prices are announced in cereals this week. Beans are down 10c per bushel, and pearl barley is reduced in price 35c per sack of 98 lbs. Trade is about normal. Hand-picked beans are practically unobtainable.

Beans—	
Hand picked	2 35
3 lb. picker	1 95
Peas—	
Split peas, sack 98 lbs.	3 85
Whole peas, bushel	2 75
Barley—	
Foot barley, per sack 98 lbs.	4 75
Pearl barley, per sack 98 lbs.	3 65
Wheat granules, bale of 16.	

NEW BRUNSWICK MARKETS.

By Wire.

St. John, June 3.—Fine weather is helping local dealers. Trade is better, camping and outing supplies being in demand. Fruits are selling well, most lines being cheaper. There is not much change in staples. Dealers are not now expecting a change in flour since May has gone past without one.

Buying in sugar is a little better on account of approaching berry season, but sales up to present have been light. Dealers expect a drop. Stocks with refiners are said to be increasing, but coming of fruit season may rid them of same, and stiffen prices. Hence there is little flurry with local dealers. Molasses are showing extra tone, but this is regarded as only temporary. Millfeeds are weak, and stocks heavy. American vegetables selling fairly well. No native stock will appear for some weeks yet. Native rhubarb is in good demand. Eggs and butter are both firmer.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 30	3 35
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 12 1/2	0 12 1/2
Cheese, new, lb.	0 13	0 14 1/2
Currants, 1 1/2, lb.	0 07 1/2	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02 1/2	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43 1/2	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2 1/2, doz	1 55	1 60
Peaches, 3 1/2, doz	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70

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Cornmeal, gran.	4 55	
Cornmeal, bags	1 35	
Cornmeal, bbls.	2 75	
Eggs, henery	0 20	0 22
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10%	0 11
Lard, pure, lb.	0 15%	0 15%
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	5 25	5 25
Oatmeal, std.	5 80	5 80
Pork, domestic mess	29 00	29 00
Backs, American clear, bbl.	27 00	27 00
Potatoes, barrel	1 40	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 50	4 50
United Empire	4 40	4 40
Bright yellow	4 30	4 30
No. 1 yellow	4 00	4 00
Paris lumps	5 50	5 50



FALSE ECONOMY.

The Canadian Grocer has a number of subscribers in far off New Zealand. P. R. Colebrook, managing director of the firm of Green and Colebrook, Limited, Auckland, New Zealand, has been paying particular attention to the "Leaks" column and sends in the following items:

"We have frequently noticed new hands drawing nails from packing cases and saving them to use again. This we consider false economy. When the time occupied in extracting these, straightening them, and the extra time taken in redriving a straightened nail are taken into consideration, we figure that the total expenditure is fully twice that of new nails. This side of the case we point out to the new members of our staff early in the term of their employment.

The collecting of odd ends of string is also common amongst assistants. The same remarks apply to this case also, and in addition, there is the untidy appearance presented by parcels done up with this string.

We have also frequently found our clerks standing on biscuit tins, rather than going to the trouble of getting a step ladder. The tins invariably suffer, and are rendered unfit to be returned. In this way a small part of a quite legitimate revenue is cut off.

A SILVER FISH AND A GOLDEN INDUSTRY.

Norway finds its silver mines in the sea, or rather in the long arms of the sea which she calls her fjords, and which yield to her yearly, millions of little silver brisling, which are the foundation of one of the most progressive in-

dustries in the world—The Norwegian Sardine Industry.

Dotted along the coast in almost every fjord between Stavanger and Bergen, may be seen the little fishing villiages which are the centres of the brisling fishing industry. Each morning, if the fishing is favorable, immense catches of the glittering little fish, caught fresh from the icy waters of the north are brought into Stavanger, Haugesund and Bergen, where they are immediately dealt with in the canneries domiciled there, and before nightfall are cured and canned. So perfect is the organization of this industry that the fish which are brought from their home in the deeps in the morning are finally preserved and sealed into their cans the same evening.

There are to-day nearly sixty sardine canneries in Norway, of which forty are situated in Stavanger, which was the first home of the Norwegian Sardines.

The following statistics show the growth of the export of the Norwegian canneries during the last few years:—

1901	2,346	tons
1907	8,343	"
1908	9,351	"

1909	11,216	"
1910	17,913	"
1911	21,153	"

A newly-married woman went into a grocery store in a small town one day and said to one of the clerks, "I bought two hams here three weeks ago and they were just fine. Have you any more?" "Yes ma'am," replied the clerk, "we have eight or ten of them hanging in the front of the store," "Well, if they are off the same pig, I will take three more," was the order left by the charming young bride.

A large assortment of green fruits on the branch, consisting of plums, pears, peaches, red currants and cherries, has been received from Grimsby, Ont., by R. Palmer, of White & Co., Toronto, this week. This assortment shows the advanced state of the fruit crop, and demonstrates that now that danger of frost is well over the crop will most likely be a heavy one.

B. C. Salmon Pack Statistics

Canned salmon is being offered at from 10 to 30 per cent. reduction on last year's price. A big run of salmon is expected this year, and with heavy stocks, still in packers' hands prices are being shaved to move the stocks before the new pack comes in. The following

statistics will prove interesting, and when it is taken into consideration that with a pack of only 996,576 cases last year that stocks in packers' hands are still heavy the question is, what will be the result of this year's pack, which is estimated to be more than 1,500,000?

SOCKEYE.					
Fraser	1912	1911	1910	1909	1908
Skeena	108,784	58,487	133,045	542,248	63,126
Rivers Inlet	92,498	131,066	187,246	87,901	139,846
Naas	112,884	88,763	126,921	89,027	64,652
Outlying	36,037	37,327	30,810	28,246	27,584
Outlying	94,559	67,866	87,893	93,019	59,815
Totals	444,762	383,509	565,915	840,441	355,023
REDSRING.					
Fraser	14,655	7,028	1,018	1,428	1,427
Skeena	19,332	15,514	9,546	11,727	13,374
Rivers Inlet	681	317	383	587	454
Naas	5,710	3,434	1,228	2,280	3,753
Outlying	21,967	12,458	7,138	2,196	6,915
Totals	62,345	38,751	19,313	18,218	25,433
COHOES AND STEELHEADS.					
Fraser	23,574	39,740	27,855	21,540	24,198
Skeena	39,835	23,376	11,531	12,249	10,085
Rivers Inlet	11,010	6,287	2,075	1,400	9,505
Naas	12,468	7,942	6,425	6,818	9,449
Outlying	73,422	42,457	26,636	19,911	29,817
Totals	165,309	119,802	74,522	61,918	83,064
PINKS, CHUMS AND WHITESPRINGS.					
Fraser	21,906	196,080	61,230	1,987	433
Skeena	102,593	84,454	13,712	26,862	46,872
Rivers Inlet	13,122	5,699	19	...	479
Naas	16,947	16,981	1,257	3,646	6,612
Outlying	169,590	103,680	26,223	12,948	25,783
Totals	324,160	406,903	102,451	47,343	79,179
Grand Totals	996,576	948,965	782,201	867,920	542,689

Comparison of salmon packs in British Columbia during the past five years.

FLOUR & CEREAL DEPARTMENT



Rolled Oats Advance 10 Cents Per Barrel

**Wheat Continues to Hold up After Close of May Auction—
Mill Feeds Low and Weak—Cornmeal Expected to Advance
Shortly on Toronto Market.**

July wheat in Winnipeg on Tuesday closed at 96 $\frac{1}{8}$ c or $\frac{1}{8}$ c higher than same day week ago. With backward condition of crop, two degrees of frost having been registered in some parts of the West last Monday, and with a smaller quantity of wheat in the country than last year, prospects bid fair for wheat remaining steady, and flour holding firm or even advancing.

In addition mill feeds are low and weak. One Toronto dealer this week states: "Though \$17 and \$19 are given as prices on bran and shorts, I believe that were anyone to buy in quantities he could buy at \$1 per ton less, and some reports have been received of sales from outside points at \$16 and \$18 on track Toronto, and on track Kingston. So long as this weakness continues, flour is likely to hold firm or even advance slightly.

Receipts of flour for the week in Montreal were 75,284 sacks, as compared with 78,280 for same week last year. Exports of flour from Montreal for the week were 100,508 sacks, as compared with 52,658 for the corresponding week of a year ago.

MONTREAL.

FLOUR.—There is no change in flour situation locally as prices remain firm at last week's quotations. Export business is quiet and with a domestic consumption of the "hand-to-mouth" variety, millers here state that there is nothing in market here to warrant them to advance prices. However, prices are firm and with an improvement in demand, higher prices might be seen, but there is little to indicate anything of this nature at present.

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

CEREALS.—Rolled oat market advanced 10c per barrel this morning which is culmination of strong tone prevailing in market for past few weeks.

Rolled oats are now selling at \$4.45 per barrel. Demand for rolled oats is quiet.

Receipts of rolled oats for week in Montreal were 500 sacks, as compared with 2,370 sacks for same period last year. Export from Montreal of rolled oats for the week were 850 sacks and 1,620 cases as compared with 8,823 sacks and 3,750 cases for same period a year ago.

Rolled oats, in 25 sack lots ..	2 10
Rolled oats, in single bag lots ..	2 23
Rolled oats, in bbls.	4 45
Standard oatmeal, in single bag lots ..	2 31
Granulated oatmeal, in single bag lots ..	2 31
Fine oatmeal, in single bag lots ..	2 31
(In 25 bag lots the price of the above is 10c lower.)	
Rolled wheat, in barrels ..	2 70
Hominy, in 98 lb. sacks ..	2 00
Cornmeal, in 98 lb. sacks ..	1 85
Rolled oats, in cotton sacks, 5c more.	1 90

MILL FEED.—Prices of mill feeds are unchanged. Feature of week was renewed demand for bran from U.S. points. There is no improvement in local demand and stocks are still heavy with prices rather weak and liable to go lower unless stocks begin to move.

Bran, in car lots, per ton ..	16 00	17 00
Shorts, in car lots, per ton ..	19 00	
Middlings, in car lots, per ton ..	21 00	
Wheat moulee, per ton ..	23 00	23 90

TORONTO.

FLOUR.—Millers are still of the opinion that prices on flour are too low and that an advance should be made. Some are even attempting to stand off buyers until they are in a position to judge what new crop will be. An immediate advance, however, would not mean much owing to state of trade at present, and to fact that bakers' wants are all contracted for. While some millers are firm in opinion that advance will be made, still, now that it has held off as long, they rather look to present prices dragging on into July.

Wheat continues to hold up, prices for July wheat on June 3 being $\frac{1}{4}$ higher than week ago. Dealers too, look for no falling off, owing to backward condition of crop and to the small amount of wheat in the country.

Business has been picking up somewhat this week which is another factor helping towards prices going up.

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

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

CEREALS.—An advance of 10 cents per barrel, or 5 cents per sack has been made this week in price of rolled oats, owing to increase of export demand, difficulty of securing good oats, and to low price on bye-products. Year ago bye-products sold in neighborhood of \$20 per ton, whereas this year \$10 is all that can be obtained owing to abundance of other feeds.

Oatmeal is now coming in line for export also. One dealer claims that this is the first week since February that he has sold any at all.

Oats are now high and firm, and though demand is not likely to increase other conditions may cause even further advances on rolled oats.

Cornmeal is firming up now also, and it is thought that when present stocks are exhausted, which will take a couple of weeks yet, an advance will most likely be made. This is advance which has been pending for some weeks but has been kept back by surplus stocks in hands of a few millers.

Rolled oats, small lots, 90 lb. sacks ..	2 20	
Rolled oats, 25 bags to car lots ..	2 10	
Standard and granulated oatmeal 10 per cent over rolled oats in 93's in late.		
Rolled wheat, 50 lb. boxes ..	1 50	
Rolled wheat, small lots, 100-lb. bbls.	2 85	
Rolled wheat, 5 barrel to car lots ..	2 70	
Cornmeal, 98 lb. bags, 25 bag lots, best quality ..	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades ..	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Owing to dry weather in many parts of Ontario, hay crop is reported as short for season. No matter what the weather from now on, dealers claim it will not make the hay a heavy crop, and that this fact will firm up bran and stiffen prices. There is a possibility too of Eastern States coming in, and this with even small increase from here would rapidly scoop up all surplus and leave an excellent chance for millers to put up their prices.

At present market is weak, reports being received of sales being made at even less than \$17 and \$19.

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



Lemons Advancing with Warmer Weather

Pines Easier This Week, But Expected to Advance as Soon as Florida Crop Begins to Arrive—Tomatoes Will Likely Take Marked Decline Next Week—Strawberries Show Fine Quality.

GREEN FRUITS.—Apples are getting scarce, and good apples are commanding fancy figures. Barrels of good apples will bring \$6 to \$6.50. Bananas are cheaper, selling at \$1.25 to \$2. This slump is due to unfavorable weather and heavy stocks. It is not expected, however, that price will remain long at this figure. Prices are expected to advance generally in about two weeks' time, if not before.

Cherries are cheaper, selling at \$2 to \$2.25. Lemons are higher, having advanced one dollar during past week, and it is predicted that with a few days of real hot weather price will jump to \$7 or \$8 per box. Lemons sold at \$4.50 to \$5.50 early in week. Oranges are higher and scarce. Late Valencias are commanding \$6 per case, and even \$6.50 for particular fine quality.

Apples—	
Ben Davis XXX, per barrel	4 50
Spies, first grade, per barrel	5 50
Spies, second grade, per barrel	6 50
Russets, No. 1, per barrel	5 00
Russets, No. 2, per barrel	2 75
Bananas, crated	1 25
Cherries, California, 7-lb. box	2 00
Cocoanuts, per bag	2 25
Grape fruit, Florida, case	4 25
Grape fruit, Cuban	2 75
Lemons	4 50
Limes, Florida, per box	2 25
Oranges, late Californias	6 00
Oranges, late Valencias	6 00
Oranges, Valencias	5 50
Pineapples, Havana	2 50
Strawberries, per quart	0 10
Watermelons, each	0 60

VEGETABLES.—Demand for vegetables is improving and prices are easier. New green corn is arriving, and is of excellent quality. Price is \$1 per dozen ears. New cabbage is a little higher, while old cabbage is off market. Cauliflower is a little cheaper, and is now selling by the dozen instead of by basket. Price is \$4 per dozen. Leeks are cheaper at 75c per bunch. Curly lettuce is cheaper at \$1.75 a crate. Strawberries remain same, selling anywhere from 10c to 20c, according to quality and size of boxes. Canadian onions are off market, but there is a big demand for Egyptian onions. Over 2,000 bags of these onions were sold in city last week. Old potatoes are a trifle higher this week owing to decreasing

supplies and increasing demand. The stock of old potatoes is getting very low, and as new potatoes are still rather high the demand has forced prices of old potatoes up a shade.

Asparagus, American, fancy, per crate	3 50	4 00
Asparagus, Canadian, 11-qt. basket	1 25	1 50
Beans, wax, per hamper	3 50	3 50
Beans, green, per hamper	3 00	3 00
Beets, new, per doz. bunches	1 40	1 40
Beets, old, per bag	1 25	1 25
Cabbage, new, crate of 4 to 5 doz	2 75	2 75
Carrots, new, per doz. bunches	0 80	0 80
Carrots, old, per bag	1 50	1 50
Cauliflower, hothouse, per dozen	4 00	4 00
Celery, Bermuda, small crate	4 50	4 50
Celery, Bermuda, large crate	10 00	10 00
Corn, green, per doz. ears	1 00	1 00
Cucumbers, per doz.	1 75	1 75
Cucumbers, per basket	3 50	3 50
Egg plant, doz.	2 50	2 50
Garlic, per bunch	0 15	0 15
Horse radish, per lb.	0 20	0 20
Indive, French, per lb.	0 30	0 30
Leeks, per bunch	0 75	0 75
Lettuce, Boston, crate of 2 doz.	2 25	2 25
Lettuce, curly, crate of 4 doz.	1 75	1 75
Mushrooms, basket of 4 lbs.	3 00	3 00
Onions—		
Egyptian, per lb.	0 02 1/4	0 02 1/4
New, green, per doz. bunches	1 25	1 25
Oyster plant, Canadian	0 75	0 75
Peppers, green, small basket	0 50	0 50
Potatoes—		
Bermuda, new, per bbl.	7 50	7 50
Green Mountains, car lots, bag	0 75	0 80
Quebec grades, car lots, bag	0 60	0 70
Quebec grades, small lots, bag	0 95	1 00
Sweet potatoes, basket	2 50	2 50
Radishes, Boston, crate of 2 doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	3 00	3 00
Tomatoes, Florida, fancy, case	4 50	5 00
Tomatoes, Florida, choice, case	4 00	4 00
Turnips, per bag	1 25	1 25
Water cress, per doz. bunches	1 00	1 00

TORONTO.

GREEN FRUITS.—Cuban pines are now almost finished. Stocks arriving in New York are in too weak condition to take any chances, and what are now arriving here require to be repacked. Trade is turning to Floridas, market on which is strong and much higher. Prices with introduction of Floridas are likely to advance somewhat. Sizes are smaller, but more sound.

Again, lemons are moving upward, and it is claimed that only warm weather is required to cause famine prices. Steamers with Verdelli lemons have been delayed, and will not arrive as early as expected.

Late Valencia oranges have been firming up on coast, and are correspondingly firmer here.

Florida watermelons are on market this week, and show excellent quality.

Weight of each is about 27 to 30 lbs., and selling price 50c to 65c.

Strawberries now show fine quality and larger sizes. "Punk" berries have almost disappeared. First Ontario berries (24 qt. boxes) arrived on this market Tuesday from Aldershot.

Bananas went down another 10c on primary market early in week, but are expected to firm up very markedly before next week is over.

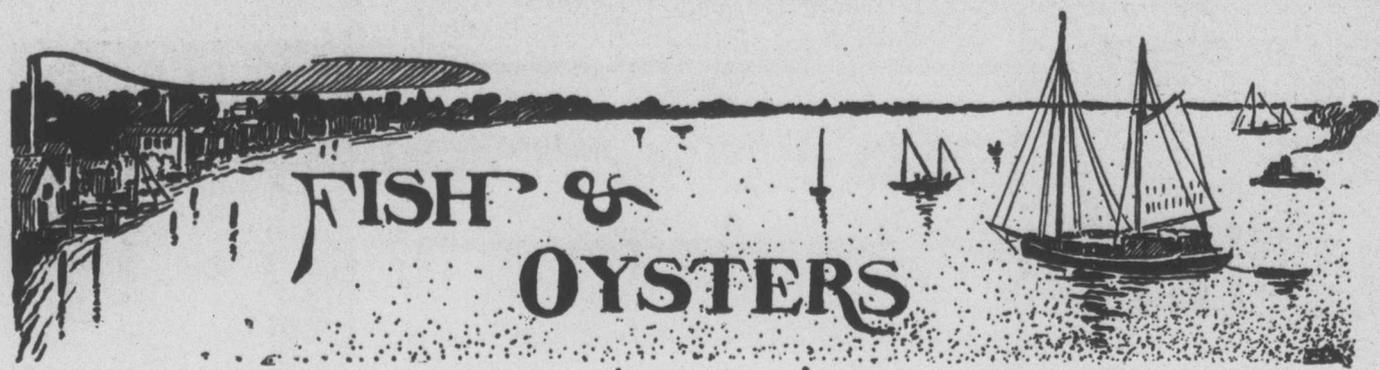
Apples—	
Ben Davis, first grade, per bbl.	3 00
Ben Davis, second grade, per bbl.	2 50
Baldwins, per bbl.	4 50
Fancy imported, box	3 00
Bananas, per bunch	1 75
Cherries, California, 11 and 13 rowed bxs.	2 50
Cocoanuts, per sack of 80	5 00
Grapefruit—	
64s, 80s and 96s	4 00
64s	3 75
96s	4 00
Grapefruit, Cuban, all sizes, per case	4 00
Lemons, Messina	4 50
Limes, per box of 100	1 50
Oranges, California Valencias	5 50
Oranges, Valencia, ordinary, 420s, case	6 50
Oranges, California navel, case	5 00
Pineapples, case of 24, 30, or 36	2 50
Strawberries, Baltimore, quart	0 15
Watermelons, 27 to 30 lbs, each	0 50

VEGETABLES.—Many lines have disappeared altogether, and on others prices have been changed. After next week tomatoes are expected to be much lower owing to Mississippi and Texas beginning to ship.

Domestic lettuce and radishes coming on market have greatly reduced prices. Owing to scarcity, New Brunswick potatoes have advanced greatly and hold firm at higher level. Bermudas have disappeared, and some stocks are now coming from Baltimore to replace them. Prices are somewhat easier.

Egyptian onions are about wound up now, last shipment being expected next week. Bermudas and Texas Bermudas are in good supply, and selling well.

Asparagus, domestic, 11 qt. basket	1 75	2 00
Beans, green, hamper	2 50	2 50
Beans, wax, hamper	3 00	3 00
Beets, imported, box of 2 doz	1 75	1 75
Carrots, imported, per box	1 75	1 75
Cabbage, Virginia, new, crate of 4-5 doz.	2 50	2 50
Cucumbers, Florida, hamper	3 00	3 50
Lettuce, Boston heads, hamper	3 50	4 25
Lettuce, domestic heads, doz.	0 50	0 75
Lettuce, domestic, case of 3 doz.	1 25	1 25
Mushrooms, per lb.	0 75	0 75
Onions—		
Egyptian, sack of 112 lbs.	2 00	2 50
Texas, Bermudas, 50-lb. crate	1 50	1 75
Bermudas, 50-lb. crate	1 50	1 75
Green, imported, per doz.	0 10	0 10
Peppers, green, basket	0 75	0 75
Peppers, green, hamper of 6 boxes	2 25	2 50
Parsley, large bunches, doz	0 75	0 75
Parsnips, per bag	0 50	0 55
Peas, green, hamper	3 50	3 50
Potatoes—		
Florida, new, per bbl.	5 50	6 00
New Brunswick, per bag	1 00	1 35
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	0 20	0 20
Rhubarb, domestic, doz. bunches	0 25	0 40
Spinach, Canadian, hpr.	0 75	0 75
Tomatoes, Florida, case	3 50	3 50
Water cress, domestic, 11-qt. basket	0 50	0 75



Season for Whitefish is Now Commencing

Lobster Pack Reported as far Below Average this Year—
Increased Demand for Live and Boiled Lobster the Cause—
Prices on Mackerel Easier at Coast.

MONTREAL.

FISH.—Even though there have been severe storms on Atlantic coast, local fish market is well supplied with fish with possibly exception of brook trout, which is keeping to deep water during cool weather. Doree, pike, and Gaspe salmon are coming in more freely with result that prices are lower this week. Haddock and cod are arriving freely and prices quoted are reasonable. North Shore salmon is expected this week and next, and as result, price has a downward tendency.

Lobster pack is below average this year and packing season is just about over. While catch has been as good this year as last, supplies have been in better demand in live and boiled state and as there is more money in it for the fisherman, they much prefer to sell their catches in that state. Market was bare of lobsters before boats started out and this tended to keep price of live and boiled up. These two reasons account for price of canned lobsters being about 12½ to 15 per cent. higher than last year. The cold storage houses are beginning to lay in their winter's supply.

FRESH FISH.

Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 18	0 18
Buck shad, each	0 30	0 30
Carp, per lb.	0 07	0 07
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	0 06	0 05
Flounders, per lb.	0 06	0 07
Haddock, fresh, per lb., by express.	0 04	0 05
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	0 18	0 20
Steak cod, per lb.	0 06	0 06
Trout, brook, per lb.	0 26	0 26
Trout, lake, small to medium, per lb.	0 11	0 12
Frogs' legs, small to medium, per lb.	0 25	0 25
Halibut, fresh, per lb.	0 09	0 10
Herring, per 100 fish	1 80	1 80
Mullet, per lb.	0 07	0 07
Mackerel, per lb.	0 10	0 12
Pike, dressed	0 07	0 06
Perch, dressed	0 09	0 10
Whitefish, per lb.	0 11	0 12

FROZEN FISH.

Herring, per 100 fish, medium	1 60	1 60
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, large, per lb.	0 08	0 10
Whitefish, small, per lb.	0 07	0 07

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06	0 06
Dry Pollock, 100 lb. bundle, per bundle	6 00	6 00
Pure cod tablets, 20 lb. boxes, per lb.	0 10½	0 10½
Pure cod, 3 lb. box, per lb.	0 15	0 15

Shredded cod, 2 doz. in box, per box	1 80	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10	0 10
Pure skinless cod, 100 lb. boxes, per lb.	6 50	6 50

SALTED AND PICKLED.

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

SMOKED.

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

CRUSTACEANS.

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

SHELL FISH.

Scallops, per gal.	2 75	2 75
Solid meats—Standards, gal., \$1.80; selects, gal.	2 00	2 00
Bulk standards, gal., \$1.50; selects	1 80	1 80
Clams, per bbls.	7 00	7 00
Cape Cod shell oysters	12 00	12 00

TORONTO.

FISH.—Whitefish are now coming to take first place amongst the lake fish. Offerings are liberal, and throughout the next month are expected to be even more so. Trout are still in good supply and moving freely. Herring and flounders are in increasing demand, as also are pike and pickerel.

Halibut continues to hold first place amongst all fish so far as quantities sold are concerned. Stocks continue of fine quality, rendering this fish most desirable.

FROZEN FISH.

Roe shad, each	1 00	1 25
Sea herring, per 100	1 80	1 75
Whitefish, per lb., straight	0 08	0 10

FRESH CAUGHT FISH.

Bass, grey, per lb.	0 08	0 08
Butter fish, per lb.	0 20	0 20
Brill, per lb.	0 15	0 15
Eels, live, per lb.	0 10	0 10
Flounders, per lb.	0 07	0 07
Haddock	0 06½	0 07
Halibut, per lb.	0 12	0 13
Herring, per lb.	0 06	0 06
Lemon soles, per lb.	0 10	0 10
Lobsters, live, per lb.	0 25	0 25
Perch, per lb.	0 07	0 07
Pickerel, blue, per lb.	0 08	0 08
Pickerel, yellow, per lb.	0 12½	0 12½
Pike, per lb.	0 07	0 08

Roe shad, each	1 00	1 50
Salmon, Restiguse, lb.	0 25	0 35
Salmon, B.C., per lb.	0 23	0 23
Shiners, per lb.	0 04	0 04
Steak cod	0 07	0 08
Suckers, per lb.	0 05	0 05
Trout, per lb.	0 12	0 14
Whitefish, per lb.	0 13	0 13
Winkies, per bush.	4 00	4 00

SMOKED.

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

PREPARED.

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

SALTED AND PICKLED.

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

HALIFAX.

FISH.—Weather has been unfavorable for fishing during past week, and as result only small catches are reported at various points. For the first time in several weeks market has been almost bare of lobsters. This season's pack of canned lobsters is now being exported, one steamer sailing from here for Boston recently taking 1,500 cases.

Mackerel are scarce. Catch so far this season is far below average. Price however is a little easier. As demand for fish is light, supply of cod, halibut and haddock is sufficient to meet all requirements. Fresh salmon are now coming in shortly.

ST. JOHN.

FISH.—Catch of shad was probably most important feature of local fish market during last week, but salmon are now commencing to arrive and will soon replace former in interest. Prices in both are firm as yet. Haddock and cod remain about same, while gaspereaux and smelt are a little scarcer. Run on latter has begun in earnest, and will continue for some time. Large catches are being reported about harbor and up river. Catches of salmon are also increasing. Lobsters have been more plentiful of late, and arrivals from Nova Scotia have sold well. It was necessary for dealers to import more heavily than usual from Nova Scotia of late owing to storms along the Bay of Fundy, which destroyed a considerable quantity of gear owned by fishermen in this province.



Produce & Provisions



Eggs Are Now Bought on "Loss-off" System

Montreal now Enforcing Buying on a Delivered Basis—Egg Market Likely to Rule Firmer as Result of New System—Provisions Show Slight Advance in Toronto.

Probably item of greatest interest this week is that all eggs are now being bought in all sections on "loss-off" basis. Regulations are being fully enforced in Montreal, deductions being made for cracked, seconds, and rots, and dealers are all attempting to enforce buying on a delivered basis. In Toronto, however, not such a radical change has been made. Dealers are now buying in same way as previously, only charging back all rots. To work up to buying on a delivered basis is the ultimate aim, and an attempt is being made to buy as many as possible now in that way.

Meats have taken on a firmer tone in Toronto this week, and an advance has been made in hams and breakfast bacon. Firmness appears the keynote, and as hogs continue high, and with a scarcity of meats even further advances would not be surprising.

Butter is rather inclined to be easier this week owing to heavy receipts. Demand has again begun from the coast, and several cars were shipped last week from Montreal.

On country boards cheese has been rising upward. Exporting is heavy and causing prices to advance. Make, so far, is claimed to be less than that of last year. Quality is fine, Western cheese received being well cured and of full grass flavour.

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

	Butter.	Cheese.	Eggs.
Week ending May 31, 1913....	16,533	41,643	12,963
Week ending June 1, 1912....	15,688	42,977	14,123
Season May 1 to May 31, 1913	54,719	99,242	69,761
Season May 1 to June 1, 1912	56,068	108,612	74,997

MONTREAL.

PROVISIONS.—Only change in provision list this week is "cottage rolls" which have advanced to 20c. per lb., owing to a heavy demand and short stocks of this particular cut. Demand for all lines of smoked and cured meats is improving especially for cooked meats.

Price of live hogs has declined a little to \$10.25 and \$10.50 per cwt., and this should tend to keep prices at their present level. There is a steady tone to entire list with little to indicate any sudden change in prices.

HAMS—	
Extra large sizes, 28 to 40 lbs., per lb.	0 17
Large sizes, 20 to 28 lbs., per lb.	0 18
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 20
Extra small sizes, under 12 lbs., lb.	0 20
Boned and Rolled, large, 16 to 25 lbs., per lb.	0 20
Boned and rolled, small, under 12 lbs., per lb.	0 21
Picnic hams, 6 to 12 lbs., per lb.	0 15 1/4
BACON—	
Breakfast bacon, heavy, 14 to 20 lb. sides	0 19
Fancy breakfast bacon, boneless, lb.	0 22
Windsor bacon, skinned, backs, lb.	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24
Spiced roll bacon, boneless, short, lb.	0 16 1/4
Wiltshire bacon, 50 lb. sides, lb.	0 18
SHOULDERS—	
Square shoulders, boneless, per lb.	0 16
Square shoulders, bone in, per lb.	0 15
Cottage rolls, small, 4 lbs., per lb.	0 20
COOKED MEATS—	
Rolled ham, small, skinned, boned, lb.	0 29
Jellied tongue, 10 lb., open tins, lb.	0 29
Headcheese, per lb.	0 08
English brawn, per lb.	0 11
Jellied hock, 6 lb. tins, per tin.	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	0 07
DRY SALT MEATS—	
Long clear bacon, 50-70s, lb.	0 15 1/4
Long clear bacon, 80-100s, lb.	0 14 1/4
Flanks, bone in, not smoked, lb.	0 15 1/4
PURE LARD—	
Tierces, 375 lbs., per lb.	0 14 1/4
Tubs, 50 lbs., net, lb.	0 14 1/4
Boxes, 50 lbs., net, per lb.	0 14 1/4
Pails, wood, 20 lbs., net, lb.	0 14 1/4
Pails, tin, 20 lbs., gross, lb.	0 14 1/4
Cases, tins, 10 lbs., each, lb.	0 15
Cases, 3 and 5 lb. tins, per lb.	0 15 1/4
One pound bricks, 60 lb. cases.	0 15 1/4
COMPOUND LARD—	
Tierces, 375 lbs., per lb.	0 09 1/2
Tubs, 50 lbs., net, lb.	0 10
Boxes, 50 lbs., net, per lb.	0 09 1/2
Pails, wooden, 20 lbs., net.	0 10 1/4
Pails, tin, 20 lbs., gross.	0 09 1/2
Cases, 10 lb. tins, 60 lbs. in case.	0 10 1/4
Cases, 3 and 5 lb. tins, 60 lbs. in case.	0 10 1/4
One pound bricks, 60 lb. cases.	0 11 1/4
BARRELLED PORK.	
Heavy Canada short cut mess, bbl., 35-45 pcs.	\$28 00
Canada short cut back pork, 45-55 pcs., bbl.	28 00
Heavy short cut clear pork, bbl.	28 00
Heavy clear fat backs, 40-50 pcs., bbl.	28 00
Heavy clear fat backs, 60-70 pcs., bbl.	27 00
Flank fat pork, bbl.	28 00
Pickled pigs feet, short, 200 lb. bbls., bbl.	6 00
SUNDRIES.	
Bologna, beef bungs, per lb.	0 08
New England ham, per lb.	0 14
Blood pudding, per lb.	0 08
White pudding, per lb.	0 07 1/2
Sausage, farmer's, per lb.	0 09 1/2
Pure pork sausage, little pig casings, lb.	0 15
Tripe, in kits, 25 lbs., per lb.	0 06
HOGS.	
Live weight, per 100 lbs.	10 25
Dressed pork, per 100 lb.	15 00

BUTTER.—Price of butter here remains same, although it declined at country points during past week. New grass butter is arriving, but demand is

quite heavy, taking all surplus stock. Storage houses are bidding for stocks which tends to keep prices firm. On Saturday butter declined 3/4 to 1c per lb. on Cowanville, P.Q. butter board, and 3/8c on the St. Hyacinthe board.

EGGS.—Price of eggs remain same as last week with exception that eggs in cartons are 1c higher, at 28c. New regulations re purchasing eggs on the "quality basis," went into effect at first of week and packers are offering 22c F.O.B. Montreal on this basis instead of 19c F.O.B. shipping points. New basis will work out to betterment of the trade generally and will give the producer a better price for his eggs as the wholesaler will not have to charge up the loss in bad eggs to the honest shipper, but this will be charged up to the proper party. Storage men state that the pack is heavier than last year up to date, that lower prices have been paid this year up to present, but now they are on a par with last year. Some think the lesson learned last year seems to be easily forgotten and that maybe it will have to be learned over again.

Eggs—	
New laid, in 30 doz. case, doz.	0 28
New laid, in cartons.	0 28
Selects, in case, per doz.	0 25
No. 1, in case, per doz.	0 23

CHEESE.—There is nothing new to report in the cheese market as prices remain steady.

Cheese—	New.	Old.
Large.	0 13	0 14 1/4
Twin.	0 13	0 15
1/2 Twin.	0 13	0 15
Stilton.	0 17	0 17

TORONTO.

PROVISIONS.—Further advance has been made in price of hams and bacon again this week, owing to scarcity of hogs and hog products. Hams are now quoted at, light 20c, medium 20c, and large 18 to 18 1/2c. Breakfast bacon has moved up 1c also to 20 and 21c, as has also boiled ham to 28 and 29c.

Hams and other products, states one dealer, "are so scarce that we have none above the demands of our own trade. There are no light hams now going for less than 20 cents."

Lard holds firm, but as yet as shown no advance.

HAMS—		
Light, per lb.	0 20	
Medium, per lb.	0 20	
Large, per lb.	0 18	0 18½
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 25
Pea meal, per lb.	0 23	0 24
BACON—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 13½	0 14½
Pickled meats—ie less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15½	0 15½
Long clear bacon, heavy	0 15	0 15½
COOKED MEATS—		
Hams, boiled, per lb.	0 23	0 23
Hams, roast, per lb.	0 29	0 29
Shoulders, boiled, per lb.	0 21½	0 21½
Shoulders, roast, per lb.	0 22½	0 22½
BARRELED PORK—		
Heavy mess port, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, 400 lbs., per lb.	0 14½	0 14½
Tubs, 60 lbs., per lb.	0 14½	0 14½
Pails, 20 lbs., per lb.	0 15	0 15
Pails, 3 and 5 lbs., per lb.	0 15½	0 15½
Bricks, 1 lb., per lb.	0 16	0 16
LARD, COMPOUND—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 60 lbs., per lb.	0 10½	0 10½
Pails, 20 lbs., per lb.	0 11	0 11
HOGS—		
Live, f.o.b., per cwt.	9 25	9 35
Live, fed and watered, per cwt.	9 60	9 75
Dressed, per cwt.	14 00	14 50

BUTTER.—Too many creamery prints are now being offered for this market. With good grass butter now coming on, dealers advise creameries to turn to solids, and also that country merchants start to pack dairy butter into solids. Some larger dealers have already commenced to store, and all are anxious to get prices down to a level at which there will be chance for speculation.

Further reduction of about 1 cent per lb. on creamery and dairy, and about two cents on farmers' separator, has been made this week. Market tends towards greater weakness.

	Per lb.	
Fresh creamery print	0 25	0 25
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 21	0 23
Dairy solids	0 18	0 19
Creamery solids	0 25	0 27

EGGS.—Commencing June 1, dealers began buying eggs by the "loss-off" system. As yet Toronto dealers are buying by the old system, except that all bad eggs are being charged back, just as shortage was formerly. To work up to deductions for cracked, No. 2's and rotten, and to buying all on a delivered basis, would appear the ultimate aim, but these restrictions to the seller have not yet been all put into force.

It is likely that this buying by the "loss-off" system will tend to strengthen the market, whether it causes an immediate advance or not. At present market is firm at from 20 to 23 cents.

Eggs—		
Strictly new laid, per doz.	0 20	0 23

CHEESE.—New cheese is rather firmer this week for export, but local market has not yet been particularly affected, owing to large stocks of old on hand. Prices hold unchanged for good

stock; and for poorer, show signs of weakness owing to more new offering.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15	0 15½
New, large	0 13½	0 14
New, twins	0 14	0 14½

POULTRY.—Little business is being accomplished owing to this being between seasons. Broilers have not come forward to any great extent, and are in light demand, owing to high prices.

Hotel demand has not yet commenced, inquiry being only from private individuals. Stocks of frozen are liberal and moving well.

Chicks, milk fed, lb.	0 23	0 25
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 15	0 17
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 21	0 22
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20
Fowl, live	0 13	0 14
Spring broilers, 1½ lbs. and over.	0 35	0 50

Egg Buying Suggestions for Merchants

Farm Produce Dealers' Association Have Begun Purchasing on "Loss-off" System and Issue List of Instructions to Country Merchants—Eggs Absorb Odors and Should be Kept From Kerosene, Onions, Etc.

Commencing June 2, the large Ontario and Quebec egg dealers began buying eggs by what is known as the "loss-off" system, a system by which deductions from the sum total receipts of eggs are made for all eggs which are bad and unfit for food. This will replace the old "case-count" system which up to the present time has been general.

Repeatedly has discontent been expressed with regard to the "case-count" system, the chief objection being that eggs had to be purchased by number without any regard to quality.

Such a system benefited the unscrupulous or careless producers to the extent that it made it possible for him to work off inferior eggs and even some entirely unfit for food. This was detrimental in that it lowered the standard of eggs, causing the egg dealer to pay less to the farmer, and charge more to the consumer owing to his loss from bad eggs and to expense from candling. The loss then in the past has been borne not by the dealer but by the producer and consumer.

By the "loss-off" system an incentive is given to the producer to produce better eggs, to market them more regularly and to be more careful about the quality he offers; also to the country merchant to take better care of his eggs, to turn them over as fast as possible, and to see that he receives as much value from the farmer as he will get from the dealer; and also to the dealer to put a premium on high-grade eggs and to grade his eggs into classes according to quality.

Three grades in purchasing eggs have been adopted by the members of the Canadian Farm Produce Association, namely:—

New laids.—Eggs that are sound, full, sweet, and not more than five days old.

Firsts.—Eggs which are sound and sweet but have a limited shrinkage.

Seconds.—Eggs of inferior quality but not bad.

Classifying eggs in this way is a first step towards buying eggs altogether on quality basis or probably even to buying eggs by weight instead of by count, —a further step which is being agitated for even now and which according to some would be likely to be introduced before any great length of time.

Following are some specific suggestions to country merchants and other egg buyers issued by the Association:—

1. Buy in a "loss-off" basis and encourage other merchants to do the same.
2. Go further. Pay a premium for quality and do not hesitate to condemn bad, dirty, small and broken eggs.
3. Insist upon the farmers furnishing first quality eggs only.
4. Keep in mind the perishable nature of the product, and do not hold eggs.
5. Keep eggs in a cool place. Never expose them to heat from any source. The sun and the stove often act as mammoth incubators.
6. When shipping, pack carefully in strong, clean cases and fillers.
7. Never keep eggs near kerosene, onions, fish or any other strong smelling substance, they readily absorb odors.
8. When packing, carefully place a uniform bedding of excelsior or other cushion material in the bottom and top of the case.
9. If buying direct from the farmer, make regular and frequent collections.
10. Encourage the farmer to keep better poultry, and more of it.

LETTER ON SUGAR TARIFF.

Another letter has been received in connection with the sugar tariff but as the question has already been fully discussed from both points of view, it is not necessary to reiterate what has already been said.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

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

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

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

Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90

Sweet Chocolate— Per lb.

Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40

Vanilla, ¼-lb., 6 and 12-lb. boxes
 0 35 |

Diamond, 8's 6 and 12-lb. boxes
 0 29 |

Diamond, 6's and 7's, 6 and 12-lb. boxes
 0 25 |

Diamond, ¼'s, 6 and 12-lb. boxes
 0 26 |

Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz. 0 90

Chocolate Confections—per lb.

Maple buds, 5-lb. boxes .. 0 37

Milk medallions, 5-lb. bxs. 0 37

Chocolate wafers, No. 1, 5-lb. boxes
 0 31 |

Chocolate wafers, No. 2, 5-lb. boxes
 0 21 |

Nonpareil wafers, No. 1, 5-lb. boxes
 0 31 |

Nonpareil Wafers, No. 2, 5-lb. boxes
 0 26 |

Chocolate ginger, 5-lb. bxs. 0 31

Milk chocolate wafers, 5-lb. boxes
 0 37 |

Coffee drops, 5-lb. boxes .. 0 37

Lunch bars, 5-lb. boxes .. 0 37

Milk chocolate, 5c bundles, 3 doz. in box, per box. .. 1 36

Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box
 0 85 |

Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 37

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 37

Nut milk chocolate, 5c bars, 24 bars, per box
 0 85 |

Almond nut bars, 4 bars, per box
 0 85 |

EPPS'S.

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

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

Smaller quantities
 0 37 |

JOHN P. MOTT & CO.'S.

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

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

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

Nut milk bars, 2 dozen in box
 0 80 |

" breakfast cocoa, ¼'s and ½'s
 0 36 |

" No. 1 chocolate
 0 30 |

" Navy chocolate, ½'s
 0 26 |

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, ¼'s. 0 24

" Plain choice chocolate liquors
 20 30 |

" Sweet chocolate coatings
 0 20 |

WALTER BAKER & CO., LTD.

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

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

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

MELAGAMA

"We
Pay the
Freight"

We guarantee the sale of Melagama Tea and Coffee or refund your money—no further argument is necessary

Just phone, wire or mail your order now at our expense

MINTO BROS.

TORONTO

TEA and COFFEE

THE CANADIAN GROCER

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case.

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

Evaporated (Unsweetened)—

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

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

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.	
1 and ½	0 25 0 30
1 and ¼	0 32 0 40
1 and ½	0 37 0 50

Packed in 30's and 50lb. case. Terms—Net 30 days prepaid.

FLAVORING EXTRACTS. SHIRIFF'S

Quintessential.

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

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.	
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

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

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

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.....	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¼ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¼-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC ¼ FILS.

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

DUFFY ¼ CO. BRAND.

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

Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett— Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100¼	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

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

MINERVA PURE OLIVE OIL.

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

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
--	--

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces 60 lbs.	0 10½
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10½
Tins, 20 lbs.	0 10½
Cases, 3 lbs., 20 to case.	0 11½
Cases, 5 lbs., 12 to case.	0 11½
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRIFF BRAND. "SHREDDED."

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

"IMPERIAL SCOTCH."

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

MUSTARD.

COLMAN'S OR KEEN'S.

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

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

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

Fine.

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

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb.	0 06
25-lb. es. 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90
--------------------------------	------

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 50
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

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

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
--------------------------------	------

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

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

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

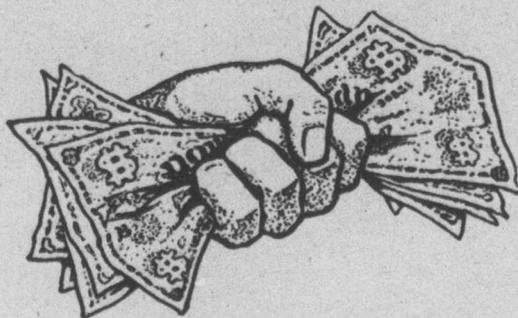
FELS NAPTHA.

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

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

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

THE WESTERNER'S DOLLARS ARE AS GOOD AS HIS WHEAT



Are you in touch with the facts regarding the immense amount of wealth that has been brought into Western Canada as the result of the enormous harvest? Are you going to leave the demand for your goods unfilled in Western Canada when you can place them on the market here so easily? We handle accounts in Western Canada for the Manufacturers of Europe, United States and Eastern Canada from our five large warehouses, and with a large staff on the road. We guarantee sales.

Write to-day.

Nicholson & Bain, Wholesale Commission Merchants and Brokers

HEAD OFFICE - - WINNIPEG, MAN.

Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY,

LARD

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

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

Made under Government Inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Compare—

UPTON'S PURE FRUIT JAMS

with any jam on the market.

Then compare the cost.

Upton's have all others beat a mile.

Accept no substitutes.

T. UPTON CO., LIMITED

Sales Dept.: St. Catharines, Ont. Factory at: Hamilton, Ont.

THE CANADIAN GROCER

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size \$4 50
 40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
 75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.)..... 6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz. 1 40
 5 lb. tins, 1 and 2 doz., crates, per doz. 3 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and

BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.05½
40 lbs., Canada white gloss,	
1 lb. pkgs.06
48 lbs., No. 1 white or blue,	
4 lb. cartons06½
45 lbs., No. 1 white or blue,	
3 lb. cartons06½
100 lbs., kegs, No. 1 white.	.06
200 lbs., bbls., No. 1 white.	.06
30 lbs., Edwardsburg silver	
gloss, 1 lb. chromo pkgs.	.07½
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 label07½
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 prepared corn 07½
 40 lbs. Canada pure corn starch 05½
 (20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs. 05½

Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs. 06
 First Quality White Laundry—
 3-lb. canisters, cs of 48 lbs. 06½
 Barrels, 200 lbs. 06
 Kegs, 100 lbs. 06

Lily White Gloss—
 1-lb. fancy cartons, cases 30 lbs. 07½
 6-lb. toy trunks, lock and key, 3 in case 08
 6-lb. toy drum, with drumsticks, 2 in case.... 07½
 Kegs, extra large crystals, 100 lbs. 07

Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case 3 00

Celluloid Starch—
 Boxes containing 45 cartons, per case 3 60

Culinary Starches—

Challenge Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .05¼
 Brantford Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .07½
 "Crystal Maize" Corn Starch—
 1-lb. pkts., boxes of 40 lbs. .07½
 (20-lb. boxes ¼c higher than (40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.00; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz., per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; 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 ½-lb., containing 120 packages, per box, \$3.00.
 Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 40
 5-lb. tins, 1 doz. in case... 2 75
 10-lb. tins, ½ doz. in case. 2 65
 20-lb. tins, ¼ doz. in case. 2 60
 Barrels, 700 lbs. 3¼
 Half barrels, 350 3¼
 Quarter barrels, 175 3¼
 Pails, 38½ 1 75
 Pails, 25 lbs. each 1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 75
 5-lb. tins, 1 doz. in case... 3 10
 10-lb. tins, ½ doz. in case. 3 00
 20-lb. tins, ¼ doz. in case. 2 95
 (5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case... 3 50
 5-lb. tins, 1 doz. in case... 4 00
 10-lb. tins, ½ doz. in case.. 3 95
 20-lb. tins, ¼ doz. in case.. 3 90
 (5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for repayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far

as Saint Ste. Marie, inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.
 Quebec, per case \$ 1 85
 Ontario, per case 1 90
 Manitoba, per case 2 30
 Saskatchewan, per case.... 2 60
 Alberta, per case 2 70
 British Columbia, per case 2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.
 Quebec & Ontario, per case 2 60
 Manitoba, per case 3 00
 Saskatchewan, per case ... 3 20
 Alberta, per case 3 30
 British Columbia, per case. 3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

H. P.

H. P. Sauce— Per doz.
 Cases of 3 dozen \$ 1 90
 H. P. Pickles—
 Cases of 2 doz. pints.... 3 35
 Cases of 3 doz. ½-pints.. 2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross \$ 2 40
 2a size, gross 2 50

NUGGET POLISHES. Doz.

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... 45
 Black Watch, 12s 45
 Bobs, 6s and 12s 46
 Bully, 6s 44
 Currency, 6½s and 12s.... 46
 Stag, 5 1-3 to lb. 39
 Old Fox, 12s 44
 Pay Roll Bars, 7½s 59
 Pay Roll, 7s 50
 War Horse, 6s 42
 Plug Smoking, Shamrock, 6s, plug or bar 45
 Rosebud Bars, 6s 45
 Empire, 6s and 12s.... 44
 Ivy, 7s 50
 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, 1s and ½s .25 .30
 Green Label, 1s and ½s .27 .35
 Blue Label, 1s, ½s, ¼s, and ⅛s 30 .40
 Red Label, 1s and ½s .. 36 .50
 Gold Label, ½s 44 .60
 Red-Gold Label, ½s 55 .80

LUDELLA CEYLON TEA.

Orange Label, ½s 24 .30
 Brown Label, ½s and 1s. 28 .40
 Brown Label, ½s 30 .40
 Green Label, ½s and 1s 35 .58
 Red Label, ½s 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 ½ .25 .30
 Red Label, 1-lb. or ½... 27 .35
 Green Label, 1s, ½ or ¼ .30 .40
 Blue Label, 1s, ½ or ¼. 35 .50
 Yellow Label, 1s, ½ or ¼ .40 .60
 Purple Label, ¼ only... 55 .80
 Gold Label, ¼ only 70 1.00

JAMS AND JELLIES.

T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case \$1.00 per doz.; No. 2 tins, 2 dozen 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.

Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors, 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, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7 tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7½c 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, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN FLICE 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

Pineapples

Down to Rock Bottom

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

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE FINE COLOR
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

STRAWBERRIES

We have fresh arrivals every day of the very finest berries grown. If you want real bang-up quality order from us.

TOMATOES

Quality Excellent—Prices Lower

PINEAPPLES

The season is getting over. Don't let your customers leave it until too late.

All other fruits at regular market prices.

The House of Quality.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

THE ARCTIC

**Gives Perfect
Circulation
Of Cold,
Dry Air—**

keeping perishable goods in perfect condition for days in the hottest summer weather. Cold air, if it is not dry will not keep perishable articles fresh for any length of time. The "Arctic" is a well made, scientifically constructed refrigerator—all styles.



Write for catalog.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO

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

PURE  LEAF

Kettle Rendered Lard

has an A1 record that's hard to beat

Everything Elgin Brand is good, and we manufacture all lines of Pork and Pork products.

We are making a specialty this season of Old Canadian Cheese. The cheese with the flavor.

We solicit your consignments for Cold Storage. You will find our facilities are unexcelled.

Send for a Post Card Order Book.

The St. Thomas Packing Co.
LIMITED

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

ST. THOMAS, ONT.

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

Those Who Know
Cane's Washboards
 Always Specify Them

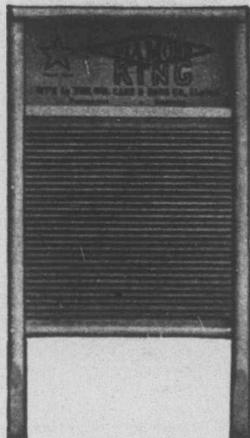
Because They are Right in Price and
 Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
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 NEWMARKET, ONT.



Rake in the Dollars

Sell your customers the original, and most effective hand cleaner on the market,



S N A P
 "Better than Soap"

is antiseptic and positively will not injure the most sensitive skin. Snap

will remove any dirt, grime, grease, etc., and leaves the skin smooth and soft. Stock well and sell Snap.

Snap Company

Limited
 Montreal, Quebec

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

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

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

Rock City Tobacco Co., Limited
 Quebec



Spring-Time Is Shoe Polish Time

The almost permanent shine imparted by 2 in 1 shoe polish has made it the most popular of all. It contains no turpentine or any other leather-destroying ingredient.

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

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

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

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

The Knowing Dealer

recommends, pushes and backs up "Purity Salt." Both "Purity" (free running) package salt and "Purity" salt in cotton bags. The reputation and superior quality of these lines make them easy to sell.



THE WESTERN SALT CO. LTD.

COURTRIGHT, ONTARIO

MASON'S 'O.K.' SAUCE

THE ORIGINAL

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

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



THE MARK OF QUALITY

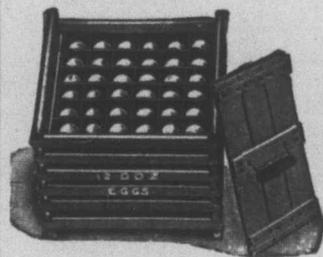
An introductory size and a certain leader to the larger size. Price

10cts.

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

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Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
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Humpty Dumpty EGG CRATES

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

Walter Woods & Co. HAMILTON and WINNIPEG

BLACK JACK

QUICK CLEAN HANDY

1/2-lb. tins - 3 doz. in case



TRY IT

SOLD BY ALL JOBBERS



QUEEN SQUARE FRUIT JARS

are the biggest selling Lightning Style Jars in the United States and Canada. This practical shaped jar has been tried and tested by thousands of housewives and has always been found tight and true. You will please your customers and rake in a good profit

—the fame of these jars will spread at once, and a big trade will come your way. Insist on the genuine. Beware of imitations. There is only one "QUEEN."

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

MEADOW CREAM SODAS

Delicious and Crisp

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

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

The

W. J. Crothers Co.

Kingston - - Ontario

THE BEST OF THEM ALL.

SOCLEAN

The Dustless SWEEPING COMPOUND



It makes sweeping easy and pleasant, disinfects the home or store, and makes rugs and floors bright and clean.

"SOCLEAN" saves a lot of dusting and will greatly aid you in keeping your store in an attractive condition.

Sold in pails for household use, and in barrels for stores, etc.

We supply you with transparent signs, cards, and counter booklets. These are wonderful selling helps.

SOCLEAN LIMITED, TORONTO
Ontario

The originators of the Dustless Sweeping Compound in Canada

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

MATCHLESS LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

Cleans and disinfects as well as polishes.

Unequaled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

Splendid, too, for renovating automobiles and carriage bodies.



Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax



EVERY POUND OF
ANCHOR BRAND FLOUR

Satisfies Every Consumer

because of the fineness of texture, flavor, and the fact that it does not cost any more than inferior brands, some of which are heavily advertised as the acme of perfection. There is absolutely no guesswork in Anchor Brand Flours, because they are manufactured on a basis consistent with the available high grade wheat harvested here West.

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

Leitch Brothers' Flour Mills, Ltd.

"ANCHOR BRAND FLOURS"

Oak Lake, - - - - - Manitoba

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

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



Litster Goods

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

Litster Pure Food Co.,
Limited

TORONTO

This is the Season for



Raspberry Vinegar



From now on this popular drink will be in demand daily. It pays to sell the best. "Sterling Brand" has a reputation among the buying public that will make it a decidedly profitable investment for any grocer.

Don't waste any more time. Get a supply in to-day.

Other "Sterling Brand" summer drinks are Lime Fruit Juice, Orangeade, and Grape Wine (unfermented).

THE
T. A. LYTLE CO.,
LIMITED
Sterling Rd., Toronto.

"KING OSCAR"

The Hall Mark of Quality in Sardine-dom!

"KING OSCAR"

SARDINES



By Royal Permission

You can offer "KING OSCAR" Sardines to your most fastidious patrons without the least misgiving. They are of the highest quality and of uniform size, prepared and packed under the most sanitary conditions, and with the most painstaking care.

KING OSCAR Sardines are packed in the finest quality Olive Oil in solderless cans. Canadian people know these widely advertised sardines as the "Sardines that make Stavanger famous." Take advantage of our wide-spread advertising, and introduce the real sardines of quality in your town.

They will help you win. Ask your wholesalers.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON,

CANADA

THE
British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—

"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—

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Manufacturers of

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

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Twenty-seven years of Eureka Refrigeration



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

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Montreal Representative
JAMES RUTLEDGE Telephone St. Louis 3076

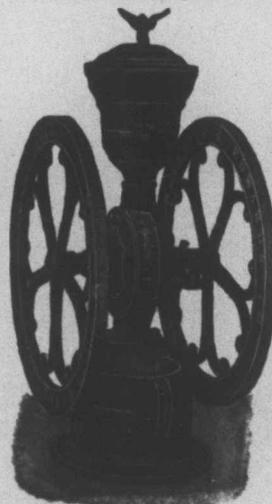
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Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

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).
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HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.; B. B. Hayhoe & Co.
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.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited
VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequaled

WARNING!



SODA-CRYSTALS (WASHING SODA)

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

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

IN THE GOODS

and

IN THE PACKING

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your Stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

1/4 Oil Sardines	Kippered Herring
3/4 Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

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

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





Three Lines You Should Know and Introduce to Your Customers

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

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

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

J. MALCOLM & SON

St. George

Ontario



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

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA



The Taste for the Olive Grows

The demand for olives is continually on the increase. As the trade increases so the profits of the dealer increase. To get the most profit and to give the fullest satisfaction you must handle highest quality olives—

**D. W. C.
SPANISH OLIVES**

Only finest selected Spanish Olives are packed in carefully prepared brine—all sizes and varieties. Insist on getting D. W. C. Olives.

ROWAT & CO.
Glasgow, Scotland

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

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS



With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & CO. CARLISLE ENGLAND

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



THERE WILL BE A
BIG DEMAND
 THIS YEAR FOR
**Keating's
 Powder**

YOU will be asked for it. "Keating's" kills **EVERY** Bug, Roach, Beetle, Moth, Flea or Household Insect of any kind coming into proper contact with it. This statement is a fact based upon scientific authority.

The 10c, 20c and 35c tins are put up in compact cartons, each containing 3 dozen tins, obtainable at any of the usual wholesale houses.

The advertising campaign is on. It will run right through the summer, and this year be larger than ever.

**Soaps that do more work to
 the bar with less
 exertion**

These are the soaps that give your customers value for their money and show you a good profit.

Look over the following list of soaps and prices, then send in your order. One trial will prove their merits.

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

Freight Paid 5 Case Lots.

Crystal Soap Chips (200 lb. bbls.) 5 1/2c
 Freight Paid.

Yours for Quality.

GUELPH SOAP CO.

GUELPH

ONTARIO

WHOLESALE'S ATTENTION

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

Corn 2's	67 1/2c per doz.
Golden Wax Beans, 2's	65 "
Refugee Beans 2's	65 "
Pork & Beans Plain or Tomato Sauce 1's	42 1/2 "
Pork & Beans Plain or Tomato Sauce 3's	82 1/2 "
Red Raspberries, Heavy Syrup (Packed in sanitary enamel lined cans)	1.55 "
Lawton Berries, Heavy Syrup	1.30 "
Lawton Berries, Preserved	1.40 "
Peaches 2's	1.20 "
Pears 2's	1.20 "
Green Gage Plums, Heavy Syrup	67 1/2 "
Red Pitted Cherries (Packed in sanitary enamel lined cans)	1.55 "
Gooseberries, Heavy Syrup	1.40 "

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

WE ARE MAKING ATTRACTIVE PROPOSITIONS ON THE 1913 PACK

OSHAWA CANNING COMPANY, LIMITED
 Oshawa, Ontario

THE NAME "FAIRBANK" MEANS SOAP SURETY



FAIRY SOAP

FAIRY SOAP QUALITY. No better soap can be made; your customers can't buy better for five times the 5 cents they pay for it.

FAIRY SOAP ADVERTISING. The extensive advertising that helps the sale of every Fairbank product has made the pure, white, sweet floating oval cake known to women everywhere.

FAIRY SOAP SALE. Because of the combination of exceptional quality and extensive advertising, all you need do is display Fairy Soap prominently to enjoy a steady stream of profits from its persistent sale to pleased customers.

"Have you a little 'Fairy' in your home?"

**The N. K. Fairbank Company,
LIMITED, MONTREAL**

PACKARD'S SHOE POLISHES



A KIND FOR EVERY LEATHER

All the popular 10, 15 and 25c. lines
in all colors.

**L. H. Packard & Co., Limited
MONTREAL**



CLASSIFIED ADVERTISING

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

Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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

BUSINESS CHANCES

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

WANTED

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

A FIRST-CLASS MAN WANTED FOR MAIN line C.P.R., west of Sudbury to Kenora, Sudbury to Soo, etc. Don't apply unless thoroughly acquainted with the grocery business. Applications confidential. Apply Box 478, Canadian Grocer, Toronto.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

SITUATION WANTED

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

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

REPRESENTATIVES WANTED

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

SIDE LINES WANTED

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

YOUNG MAN WITH CONNECTION AMONG wholesale and retail grocers in Toronto is open for one or more good lines. Salary or commission. Apply Box 477, Canadian Grocer, Toronto.

COLLECTIONS

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

MISCELLANEOUS

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

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)

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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



TANGLE-FOOT

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

The Sanitary Fly Destroyer, Non-Poisonous.

A POSSIBLE CUSTOMER



is often made by having just the particular thing he or she wants.

MAPLEINE

is a popular flavoring. Be sure and have it in stock.

Order from your jobber, or

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.
Mason & Hickey, 267 Stanley St., Winnipeg, Man.
The Crescent Mfg. Co.
SEATTLE. - WASH.

SYSTEM SAFETY MORE PROFIT

WORK WORRY LESS LOSS

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

ALLISON
Coupon Books



Here's How They Work

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

For sale everywhere by jobbers.
Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

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

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.
Pipes and All Accessories.

J. A. FOREST
189 Amherst St. MONTREAL

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.
VICTORIAVILLE, - QUEBEC

We have:— The Highest Quality
The Greatest Quantity The Lowest Price
17,500 Barrels per day. Correspondence Solicited

O. E. Robinson & Co.

Manufacturers and Buyers of Dried,
Evaporated and Canned Apples.

Ingersoll, - - - - Ontario
Established 1886.

A CARD WILL BRING PRICES

Our PAPER BAGS

and

WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.
COUVRETTE & SAURIOL, Montreal

PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

SHOW CASES

Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Mennier & Son, Maisonneuve, P.Q.

WRITE TO

10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

Irish Grocer, Drug, Provision
and General Trades' Journal

if you are interested in Irish trade.

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia
and
Ben Bey.

ED. YOUNGHEART & CO., Limited
MONTREAL

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MON-
TREAL.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package Quality. More than attractive. We act second to none.

Augustus Conte & Co., Montreal

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

BAKE OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Backs, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR WELL KNOWN OLD COUNTRY

TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.
1080 Hamilton St., VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced

"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

Why not reap the harvest of your bad account seeds? No need to lose on them.

Every dollar you leave on your books is losing money for you every day. You are sowing the seed of loss. Give us a chance to collect all your old accounts. No collection — no charge.

Write for terms.
THE NAGLE
MERCANTILE AGENCY
Westmount, Montreal,
Que.



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

"NO-DUST"

MEANS NO DUST, NO GERMS

A strong, pleasant, disinfectant sweeping compound, in bulk only

No-Dust Mfg. Co.

8 Market Sq.,

St. John, N.B.

HOLLAND RUSK

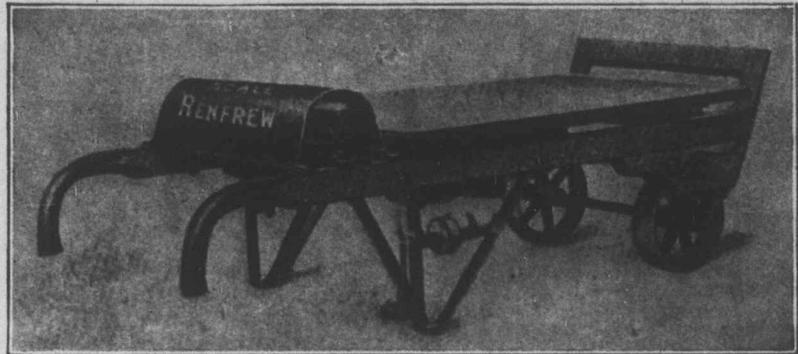
No other food product compares with Holland Rusk. It is in a class by itself and will bring and hold trade for you. Order from your jobber to-day.

HOLLAND RUSK COMPANY,
Holland, Mich.



Trucking in is a pleasure
with the
"RENFREW SCALE TRUCK"

Not only does the "Renfrew Scale" do the full service of a truck but it offers to the dealer the big advantage of weighing the goods as they come in, thereby catching short weights which very often become a big item by the end of the year. The "Renfrew Scale" is strong, accurate and reliable. Send for prices and particulars.



RENFREW SCALE COMPANY, Renfrew, Ontario



Talking to the Point

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

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

TRY A CONDENSED AD. IN THIS PAPER.

JOHN DUNCAN & CO.

Representing
GEO. H. MACY & CO.

YOKOHAMA, JAPAN.
KOBE, JAPAN.
SHANGHAI, CHINA.
HANKOW, CHINA.
TAIPEH, FORMOSA.
COLOMBO, CEYLON.
CALCUTTA, INDIA.
LONDON, ENG.

TEA IMPORTERS

450 St. Paul Street

47 Place Youville

MONTREAL

Write for samples and quotations on Ceylon Green Teas. We are making some special offerings of spot goods.

IMPORT ORDERS SOLICITED.



EPPS COCOA

"THE BEST EVER SINCE 1839"

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

We have just received a supply of most attractive advertising matter and samp'es.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE
JAMES EPPS & CO., Limited, LONDON, ENG.
25 East Front Street Toronto

A LASTING TASTE OF GOODNESS

That is the chief characteristic of the highest quality Molasses imported into Canada under

PERFECTION BRAND

Once tested, you can count on an insistent demand for our

BARBADOS Golden Molasses

Considering the extra superb quality, price is thoroughly reasonable.

ASK YOUR WHOLESALER.

West India Co., Limited
MONTREAL

MOLASSES

The market has been puzzling for past number of weeks. Have you been holding off? We have an exceptionally large consignment now on the wharves which we have procured at the right price.

FANCY and **CHOICE.**

TEAS

JAPAN TEAS

560 Boxes of the very finest.

From 18c to 50c, in 5, 30, 40, 80 and 90 lb. boxes.

Fannings and Siftings, from 10c to 15c, in 70 lb. and 80 lb. boxes.

CEYLON AND INDIAN TEAS.

52 Boxes. Black.

From 23c to 42c, in 50 and 90 lb. boxes, and in 5, 30 and 50 lb. sealed tins.

34 Boxes **GREEN CEYLON.**

From 15 to 25c, in 80 lb. boxes.

CHINA TEAS.

259 Boxes.

IMPERIAL PEA LEAF PIN HEAD

From 15c to 18c, in 30 and 45 lb. boxes.

Be sure you get

"VICTORIA AND PRINCESS LOUISE" JAPAN TEAS.

Packed in 5, 30, 80 and 90 lb. boxes.

None better.

Always in stock: Package Teas:

"SALADA," "LIPTON,"

"TAMILKANDE" Brands.

Write, Phone, Wire.

Laporte, Martin, Limited

568 St. Paul St., - Montreal

Telephone Main 3766

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THE GROCER'S LIBRARY

"Digest of the Mercantile Laws of Canada."

A ready reference for merchants and their assistants in their daily business.



Have you any outstanding accounts you wish you could collect? This book will show you **HOW.**

NEW EDITION—1913

No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

A veritable consulting library on this one line so universally needed.

Based on Dominion and Provincial Statutes and Court Decisions.

Indorsed by barristers, sheriffs, magistrates and conveyancers.

Recommended by the Ontario Institute of Chartered Accountants.

Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.

EASTERN EDITION, PRICE, \$2.00
SPECIAL WESTERN EDITION, \$2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, \$2.50.

Practical Bookkeeping

By James B. Griffith

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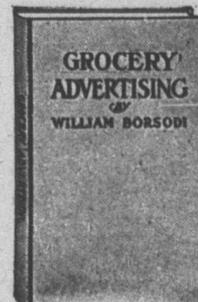
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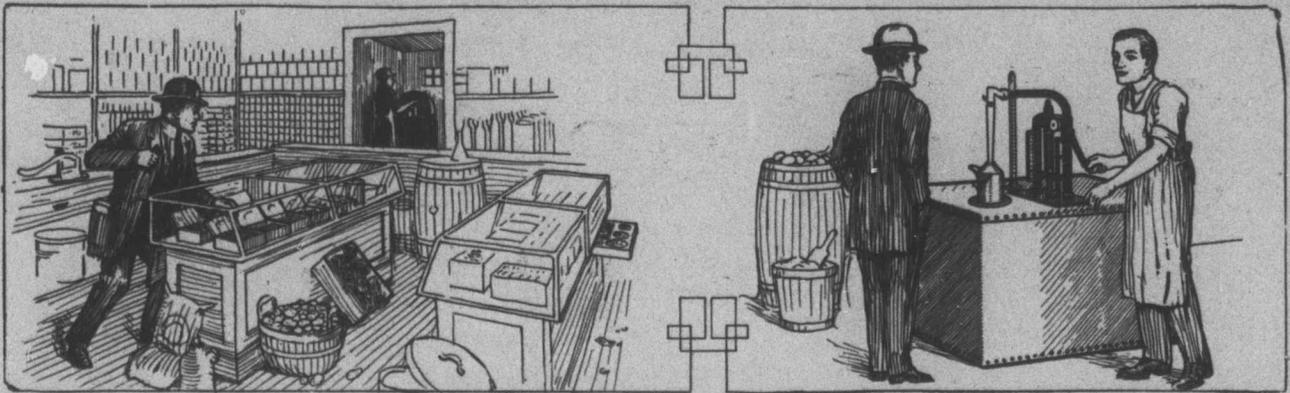
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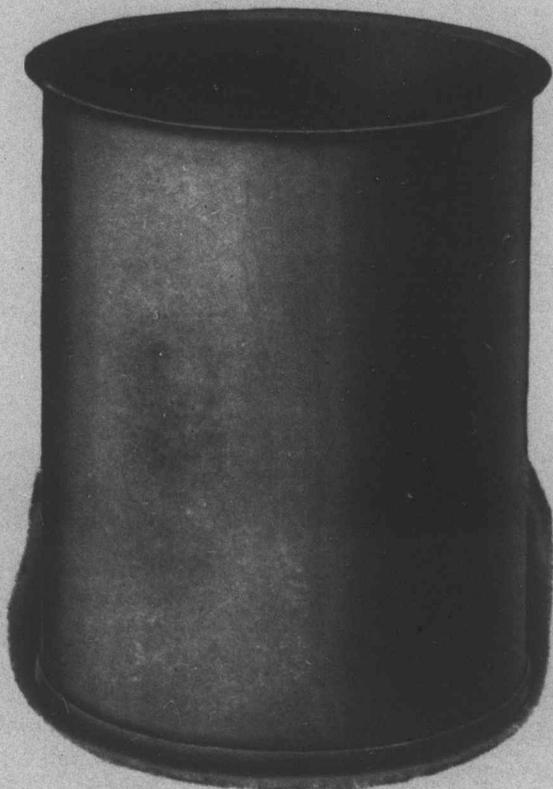
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