

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, MARCH 22, 1912

No. 12

The Brain Has a Limited Capacity



If one-half its load is removed it can handle the remainder twice as well.

This merchant is overworked. He is not making each year the profit he should. He is losing money daily by not giving his attention to important matters in the management of his business. He is handicapped.

More than half his brain is working on how to take care of the five greatest troubles in a retail store—cash sales, credit sales, money received on account, money paid out, and money changed.

If he only would let a National Cash Register take care of these important details he could then give his **WHOLE BRAIN** to the big things that would make his business successful. He would be just as prosperous and happy as the man opposite.

This merchant is successful. His brain is occupied with the big and important things that will increase his business. His five greatest troubles—the handling of cash sales, credit sales, money received on account, money paid out, and money changed by himself and his clerks—are taken care of by a National Cash Register.

His whole brain is planning how to increase his business. He is not worried with the routine matters that are handled far better by a cash register. He has time for study and for recreation, and he can take frequent vacations.

He is an up-to-date business man and his feet are firmly planted on the road to success.

WRITE NOW FOR FREE BOOKLETS

NATIONAL CASH REGISTER CO.

Canadian Factory at Toronto

General Sales Office for Canada: 285 Yonge Street, Toronto

Surprise Soap

gives

Valuable Cash Prizes

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

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

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

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

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

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

Conditions of the Contest are:—

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

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

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

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

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

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

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

Cut this out and mail to us.

THE ST. CROIX SOAP MFG. CO.
St. Stephen, N.B.

Please send us "Surprise" Soap Window Display material for House-Cleaning Window, and full particulars of competition.

Width of
Window

Feet

Inches

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

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

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THREE LEADERS

Scotch Fish

The "Moir" Brand of canned Scotch fish has all the delicacy and richness of flavor of the freshly caught fish. It is a satisfactory brand to buy because it is always the same—you can judge the quality of the entire year's output by a single can.

Packed by
MOIR, WILSON & CO.
ABERDEEN

Coco Fruitine

Vegetable Butter

Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it to all housewives who are anxious to save in cooking and baking. Made with scrupulous care in Marseilles.

Economical

"Griffin" Brand Seedless Raisins

The choice of critical judges of quality has never fallen upon other brands of Seedless Raisins in such generous measure as on the famous "Griffin" trade-marked product.

Grown, cured and packed in the largest vineyards on the Pacific Coast, and never tampered with en route.

The Standard

ARTHUR P. TIPPET & CO.

Montreal

Toronto

SHREWD GROCERS ARE FEATURING
THIS NEW 5-POUND CARTON OF

Redpath Extra Granulated Sugar

The Grocer who is keenly alive to business chances has welcomed the new REDPATH 5-pound Carton, for several reasons.

He knows his best customers prefer package goods, and are pleased with the cleanliness and convenience of the REDPATH Sugar Carton.

He sees the strong advertisements we are running, and feels their effect in enquiries and sales.

He appreciates the saving of the time which he formerly had to spend in weighing out the sugar into paper bags.

He knows that each 100 lbs. he buys can be sold as 100 lbs., whereas in weighing it out himself he invariably lost a little.

The REDPATH Carton prevents the annoyance and loss from the bursting of paper bags in delivery.

The Grocer finds the handsome REDPATH Carton brightens up his store, and makes most attractive window and counter displays. It shows, too, that he is up-to-the-minute in securing all the newest and best things for his customers.

He can keep his reserve of cartons out of the road, in the store-room, instead of having to keep barrels under the counter. Besides, the wooden cases, holding 24 5-pound cartons, are much easier to handle and better to store than are the heavy, bulky barrels.

If you have not yet stocked REDPATH Package Sugar, order right away from your jobber.



The Canada Sugar Refining Co., Limited
Montreal

LESSENS SWEEPING LABOR!



The work connected with housecleaning is, to say the least, tiring and tedious. Now if you can recommend an article to a woman and guarantee it as a reducer of housework labor—the sale is yours.

SOCLEAN

The Dustless Sweeping Compound

lessens the labor of sweeping by one-half, besides being a disinfectant it leaves a pleasant odor after using.

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

There's sure to be a big demand at this season and the profit makes it well worth your while to stock.

ORDER FROM YOUR JOBBER—OR DIRECT FROM US

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada

BORDEN'S EAGLE BRAND CONDENSED MILK EVAPORATED MILK PEERLESS BRAND



By recommending these Brands you will please your customers.

They are the best that Science can produce.

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



Sales Offices and Agencies:—

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

"For every female fly killed now, there will be several million flies the fewer to be killed in August."

Dr. Hastings, M.H.O., Toronto

WONDER FLY KILLER



is popular with all classes, as the only fly killer that rids the house of this terrible pest. Educate your trade to start NOW in the crusade against the fly.

Bear in mind the statement of Dr.
Hastings fully recounted
in this issue.



Dominion Agent: JOS. R. WILSON
204 Stair Bldg., TORONTO

Distributors:—BRITISH COLUMBIA, McLeod & Clarkson, Vancouver, B.C.; ALBERTA, K & A. Cameron, 204 2nd St. W., Calgary, Alta.; MANITOBA and SASK., W. H. Escott, 137 Bannatyne Ave. E., Winnipeg, Man.; ONTARIO, Jas. Turner & Co., Hamilton; QUEBEC, A. Francis Turcott, Room 16, Morin Block, Quebec, Que.; EASTERN PROVINCES, H. B. McLaughlin, Truro, N.S.





THE NEEDS OF GROWING CHILDREN

are wholesome, healthgiving, nutritious foods—the kind that make rich, red blood. One 10c. tin of

“SIMCOE” BAKED BEANS

will give sufficient nutriment for an entire family for one meal. “SIMCOE” Baked Beans are the antidote for the high cost of living—delicious and appetizing, contain as much value in food properties as a pound of beefsteak.

Feature the 3's Family, size “the tin with more beans at a lower price.”

ASK YOUR
WHOLESALE
FOR PRICES.

Dominion Cannery

LIMITED

HAMILTON, CANADA

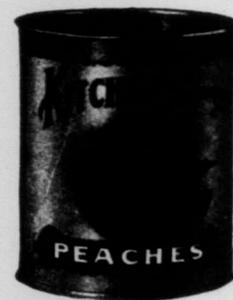




That delicate, natural fresh fruit taste that delights the palate of your more fastidious patrons is always present in

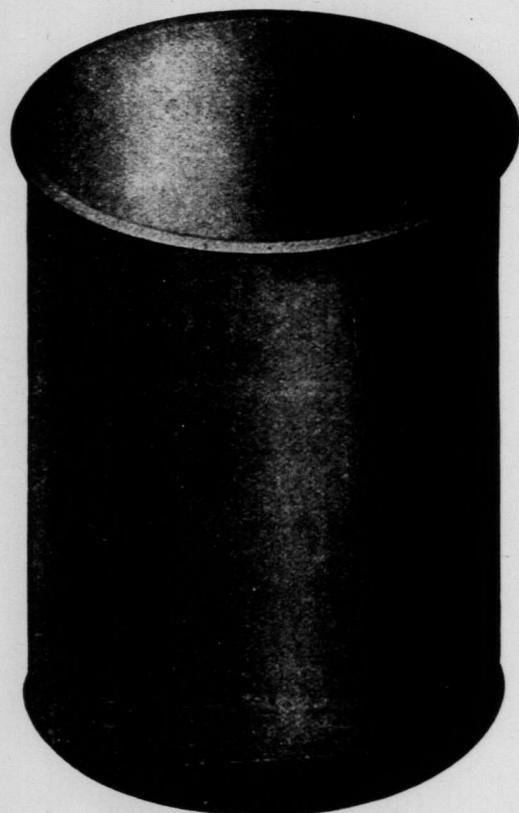
KITCHENER BRAND FOOD PRODUCTS

They are wholesome, appetizing and delicious—and appeal to all lovers of jam delicacies. "KITCHENER" Brand makes the trade grow naturally and opportunity is looking the dealer in the face. TAKE ADVANTAGE.



A TRIAL IS ALL WE ASK.

OSHAWA CANNING CO., Limited
OSHAWA ONTARIO



SANITARY CANS

FOR

"Winter Pack"

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.



Clark's Boston Baked Pork and Beans

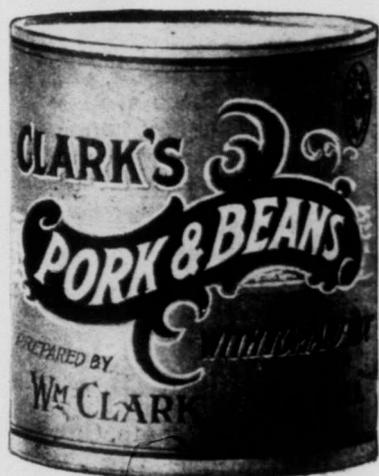


Are Invincible in Quality

CLARK'S
Boston Baked Pork and Beans
Are all Nourishment

CLARK'S
Boston Baked Pork and Beans' inimitable flavor
is the result of experience which enables us to guarantee every can.
The people know what they want when they order Clark's Pork and Beans,
and they always get what they want.

CLARK'S
Boston Baked Pork and Beans
Plain Sauce, Chili Sauce, Tomato Sauce



W. CLARK, Montreal
Manufacturer of High-Grade
Food Delicacies

WHITE SWAN
YEAST CAKES

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

**ORDER FROM
YOUR WHOLESALER**

White Swan Spices & Cereals,
LIMITED
Sole Distributors - TORONTO

**Century
Salt**

The salt that sells. It's the salt that's advertised and is winning public attention and favor. The best for table and dairy. It's the salt that sells with profit. Prompt shipments assured.

THE DOMINION SALT CO. LIMITED
SARNIA, - ONT.

Get Your Order

in immediately if you want to be supplied in good time and get your share of the big profits. We are advising you this because the demand for

**Golden Ray
Cleaner**

the latest and most wonderful cleaning preparation on the market, is assuming enormous proportions.

Golden Ray will not only clean hands but will remove the stain from any fabric, no matter how delicate, without harming it.

Waite & Fuller
4 Union Avenue, MONTREAL

**You Want to Earn More,
Don't You ?**

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you.

You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success.

After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.
143-149 University Ave. Toronto, Ont.



MR. DEALER

For over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

*Purer than the Law Demands
Contains No Alum.*

W. D. McLAREN
Montreal

Do You Realize

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

Carr's Biscuits



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

Send your order to our nearest Agent

CARR & CO. CARLISLE ENGLAND

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

Mr. Grocer—Have You Been Reading the Heinz Advertisements?

THEY are now appearing in the Saturday Evening Post, Ladies' Home Journal, Woman's Home Companion, Collier's Weekly, Christian Herald, Etc., Etc.

Advertising like this was never used before for a food product.

It is advertising that takes the grocer into consideration—that helps your customers to a better appreciation of you.

H. J. Heinz Company—57 Varieties.

By Royal Letters Patent.



**NELSON'S
Powdered
GELATINE**

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

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

The Reputation of Your Store

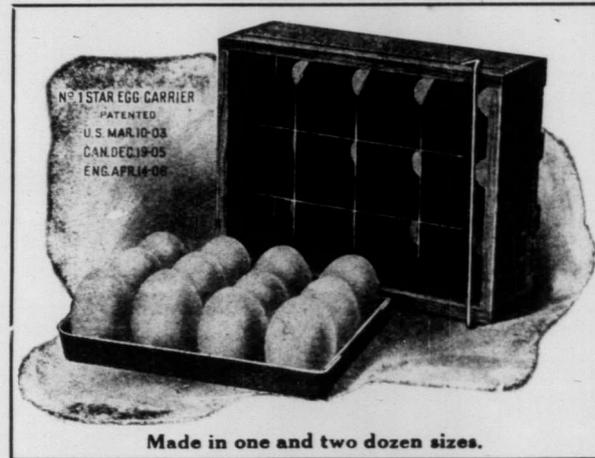
Depends on the accuracy, speed and carefulness of your delivery system.

STAR EGG CARRIERS AND TRAYS FOR SAFE EGG DELIVERY

This perfect egg delivery system stops all breakage and miscounts. Saves time and money.

Ordinarily egg delivery is the cause of much delay and trouble. STAR EGG CARRIERS and TRAYS please both the customers and the delivery men because they are always rapid and accurate.

Write for our two interesting books "Safe Egg Delivery" and "Advertising Suggestions." They show how to make a fine reputation better.



Made in one and two dozen sizes.

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

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

APPROVED BY ALL AUTHORITIES

HEALTHFUL
NUTRITIOUS
DELIGHTFUL

A DAINTY
DESSERT

ST. VINCENT
240 LBS
GROSS
ARROWROOT

THE IDEAL
DIET FOR
CHILDREN
AND
ADULTS

A NICE
BREAKFAST

ST. VINCENT ARROWROOT

has all the qualities that go to the making of a rapid seller. In number of uses it has no equal and wherever it is sold has become immediately popular with an ever widening circle of users.

The demand has always exceeded the supply. We offer enlarged supply to meet a growing demand. There's money in it for you.

Write the Secretary for information and samples.

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

21

good

These printed the big May.

Tens a free p the groc

You will

These co

Woman's B
Companion
Ladies' Wor
Delineator
Designer
New Idea
Housewife
Home Life
People's Pop
Monthly
People's Ho
Journal
Outlook
American Bo
Extension M
Advance
Continent
Israelite
Christian Sta
Epworth Her
Western Chr
Advocate
Central Chris
Advocate
Pacific Christ
Advocate
Christian Ad

There will States, on enough goo

We urge ord mean 144 pa

21,071,199 Free Coupons

in Canada and the United States

good for Puffed Rice and Puffed Wheat at any Grocery Store

These twenty-one million coupons will be printed with full page advertisements in ninety of the big home magazines coming out in April and May.

Tens of thousands of these coupons will call for a free package of Puffed Rice—we redeem these from the grocer for 15 cents cash.

Other tens of thousands of these coupons will call for a free package of Puffed Wheat—we redeem these from the grocer for 10 cents cash.

And still other tens of thousands of these coupons will call for a free package of Puffed Wheat, providing the customer presenting the coupon purchases from the grocer a package of Puffed Rice—we redeem these from the grocer for 10 cents cash.

For Ten Weeks Your Customers

Get Puffed Rice
or Puffed Wheat **FREE**

While You Get the Retail Price

You will be asked many times from what magazines coupons may be cut. Here is the list, ninety in all.

These come out during April but are dated May

These come out during May but are dated June

Weeklies on list come out during April

Woman's Home Companion	Canada Monthly	Sunday Magazine
Ladies' World	Canadian Pictorial	Denver Rocky Mountain News
Delineator	Canadian Home Journal	Sunday Magazine
Designer	Housekeeper	Buffalo Courier
New Idea	St. Louis Christian Advocate	Sunday Magazine
Housewife	Uncle Remus Magazine	Detroit News Tribune
Home Life	Sunday Magazine	Baltimore Sun
People's Popular Monthly	Chicago Record-Herald	Magazine Section Philadelphia North American
People's Home Journal	Sunday Magazine	Magazine Section Boston Globe
Outlook	St. Louis Republic	Magazine Section Washington Post
American Boy	Sunday Magazine	Magazine Section San Francisco Call
Extension Magazine	Philadelphia Press	Magazine Section St. Louis Globe-Democrat
Vivance	Sunday Magazine	Magazine Section Cincinnati Enquirer
Continent	Pittsburgh Post	Magazine Section Chicago Tribune
Israelite	Sunday Magazine	Magazine Section Pittsburgh Dispatch
Christian Standard	New York Tribune	
Epworth Herald	Sunday Magazine	
Western Christian Advocate	Boston Post	
Central Christian Advocate	Sunday Magazine	
Peace Christian Advocate	Washington Star	
Christian Advocate	Sunday Magazine	
	Minneapolis Journal	

Weeklies on list come out during May

Canadian Magazine	Western Home Monthly	Sunday Magazine
Ladies' Home Journal	Saturday Evening Post	Richmond Times-Dispatch
Pictorial Review	Holland's Magazine	Sunday Magazine
McCall's Magazine	Sunday Magazine	Omaha World-Herald
Modern Priscilla	Pittsburgh Gazette Times	Sunday Magazine
Good Housekeeping	Sunday Magazine	Cleveland Leader
Mother's Magazine	Rochester Democrat and Chronicle	Sunday Magazine
Vogue	Sunday Magazine	Detroit Free Press
Woman's World	Memphis Commercial Appeal	Sunday Magazine
Collier's Weekly	Sunday Magazine	Milwaukee Sentinel
Youth's Companion	Minneapolis Tribune	Sunday Magazine
Christian Herald	Sunday Magazine	Columbus Dispatch
Christian Endeavor World	Louisville Courier-Journal	Sunday Magazine
Pittsburgh Christian Advocate	Sunday Magazine	Des Moines Register and Leader
Texas Christian Advocate	New Orleans Picayune	Sunday Magazine
N. W. Christian Advocate	Sunday Magazine	Denver Republican
California Christian Advocate	Kansas City Journal	Sunday Magazine
Churchman	Sunday Magazine	Worcester Telegram
Sunday School Times	Buffalo Times	Sunday Magazine
Congregationalist		Providence Tribune

There will be a quarter of a million cases moved on this coupon sampling plan, in Canada and the United States, on which the merchant will get his full profit. The mills are running night and day to turn out enough goods to meet the demand.

We urge orders of not less than two cases each—four cases in all—of Puffed Rice and Puffed Wheat. That will mean 144 packages, and those cannot go far in a free coupon demand.

Your order should be placed to-day

The Quaker Oats Company

PETERBOROUGH, ONT.

GRAY'S JAMS

Contain neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from

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

John Gray & Co., Ltd.
Glasgow

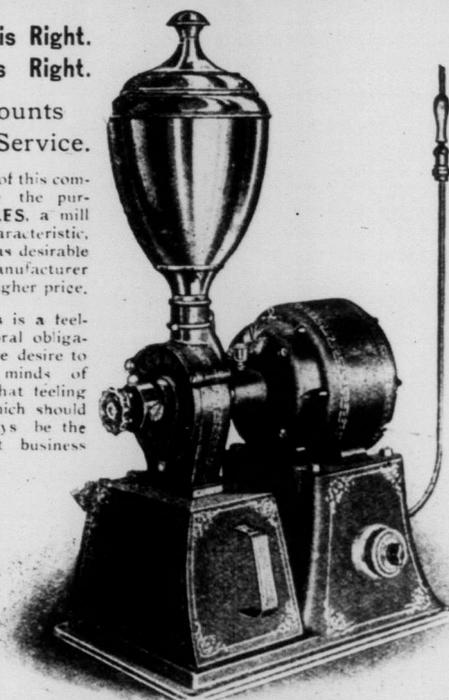
SOMETHING GOOD

The Price is Right.
The Mill is Right.

Nothing Counts
Like Service.

The chief aim of this company is to give the purchaser of a COLES, a mill as refined, as characteristic, and altogether as desirable as any other manufacturer can offer at a higher price.

Back of all this is a feeling of strong moral obligation and a sincere desire to instill in the minds of COLES users that feeling of confidence which should and must always be the basis of honest business relations.



COLES MFG. CO., Philadelphia, Pa.

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

Sardines

Are a Healthy Food



MEDICAL science tells us that the sardine supplies an excellent proportion of nitrogenous material, so it becomes a real and economical food. With

KING OSCAR BRAND SARDINES

on your shelves you have a sardine stock that will win and hold your best trade. The careful preservation in the cooked state in oil precludes contamination.

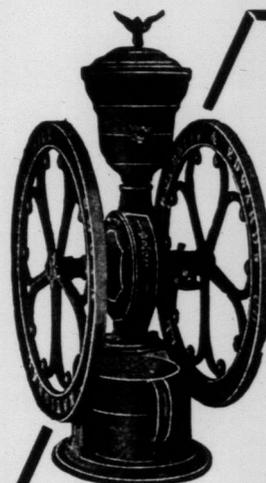
Sell the Best—"King Oscar." There's satisfaction to customers and good profit to you in the sale.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - - - Ont.



BUILT ON MERIT

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

ELGIN National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our speciality.

Ask any of the following Jobbers for our Catalogue:

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

MADE BY

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

THE CANADIAN GROCER

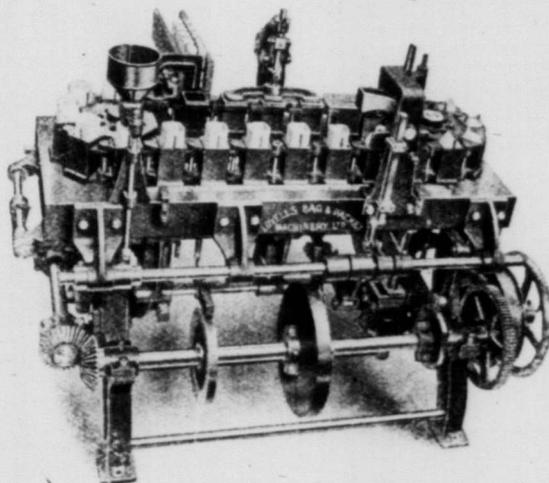
BAG-MAKING & PACKETING

Machinery of Every Description

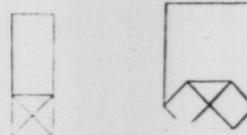
Labelling

Wrapping

Etc., Etc.



**Bag
Machines**



With folding in both these methods

THE LOVELL NEW TYPE PACKETING MACHINE

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

Lovell's Bag and Packet Machinery, Limited

59-60 Gracechurch Street, LONDON

HERE IS A WELL ADVERTISED LINE

Send for our New Folders and Window display.

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

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

WONDER-SHINE LIMITED

GENERAL OFFICES—220 King St. West

TORONTO, CANADA

J85

PERRIN'S

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

Regular Lines put up in:

- 5c. Parchmentine
- 10c. Red Label
- 10c. Cartons
- 25c. Cardboard
- 30c. and 35c. Tins



DAIRY

CREAM

SODAS

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

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

UP-TO-DATE IN SPOTS ONLY

aptly describes the grocer who will adopt modern system in some departments, but continues the old unsanitary method of handling Molasses.

The customers of to-day are modern, and bulk molasses, different in flavor and color on each order, will not appeal to careful housekeepers.

Could we suggest a better reason
for MOLASSES IN TINS?

Quality Always Uniform

Package Always Sanitary

Try this Combination.

Domolco

For the Table

A spread for bread, more wholesome than Jam, the favorite sweet for porridge, or over griddle cakes.

Gingerbread

For Baking

Unequaled for Gingerbread, Ginger Snaps, Candy Making, etc. Made from West India Sugar Cane—Nothing else.

Perfect Products

Positive Profits

Write us direct for Samples, and address of your nearest distributor.

THE DOMINION MOLASSES CO.
LIMITED

Halifax,

- - - - -

Nova Scotia

Sartan
BRAND

THE SIGN OF PURITY

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

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

FISH FOR LENT

Be prepared for demand. Our stock complete:—

SEA TROUT, MACKEREL, LABRADOR HERRING
 HOLLAND HERRING and MILCHERS

ACADIA and CANADA COD, COD STEAK,
 QUAIL, COD STRIPS, Etc.

Every Live Grocer

SHOULD KNOW ABOUT

"Walker Bin" Fixtures

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

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

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

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

Walker Bin & Store Fixture Co.
 LIMITED

REPRESENTATIVES:—

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



Lest We Forget—Again

THAT WEALTH OF FLAVOR

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

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

Hence Our Success.

Gorman, Eckert & Co.

LIMITED

LONDON, ONT. WINNIPEG, MAN.

FARROW'S 'A-1' MUSTARD

THE BEST BRITISH MAKE—DIRECT FROM THE GROWERS

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

CANADIAN AGENTS:—

W. G. PATRICK & CO., 77 York Street, Toronto; T. A. MACNAB & CO., Cabot Bldgs., St. John's, Newfoundland; W. A. SIMONDS, 89 Union St., St. John, N.B.; RUTTAN & CHAPMAN, Fort Garry Court, Main St., Winnipeg; ROSE & LAFLAMME, 400 St. Paul St., Montreal; C. E. CHOATE & CO., Pickford & Black's Wharf, Halifax.

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

St. Lawrence
Granulated

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

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

CASTILE SOAP

"LA VIERGE"

The Virgin Brand

EXTRA SUPERIOR QUALITY

THE STANDARD CASTILE SOAP
OF MARSEILLE

DAILY OUTPUT ABOUT 100,000 LBS.

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

Law Young & Company

MONTREAL

SOLE AGENTS FOR CANADA



Trading Under a Safe Brand

You want your name to be connected with absolutely the best grade of groceries only.

That's our attitude in regard to our products, hence

**ST. CHARLES BRAND
EVAPORATED MILK**

has a reputation that it fully deserves for purity and general goodness.

St. Charles Condensing Co.

INGERSOLL, ONTARIO, CANADA.

Get Ready for Spring

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

VENAUTO METAL POLISH

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

STOCK UP NOW

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

EAT—

Purple and Gold Brand

RAISINS

California Raisin Day, April 30th.

PACKED BY

GIFFEN-HOBBS CO., - Fresno, California

FURUYA & NISHIMURA

are now taking orders for **NEW SEASON'S JAPAN TEAS.** Jobbers should also ask our agents for samples of the balance of our last season's Fannings and leaf teas remaining.



SATISFACTION-GIVING SALT

PURITY SALT

has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time and talk to make a sale, and the busy merchant has no time for either. He prefers the salt that people buy without urging—and so he sticks to Purity.

The Western Salt Co., Limited, Mooretown, Ontario



Especially Good for

Infants and Invalids

Being three times as nutritious as ordinary milk without the danger of spoiling, explains why a special place has been given in the nursery and hospital to

“Canada First” Evaporated Milk

Inland Revenue Bulletin No. 208 certified it to be absolutely pure and to contain the very highest percentage of genuine food values.



Condensed and canned in a factory that is unequalled in its sanitary construction, by a process that assures a product of absolute purity.

ORDER FROM YOUR JOBBER

The Aylmer Condensed Milk Company, Limited

Aylmer - - - Ontario

Head Offices: Hamilton, Ontario



Shoe

2 IN 1

Polish

POLISHES WET OR OILY SHOES.

CONTAINS NO TURPENTINE—WILL NOT SOIL CLOTHES

Well Advertised and Thoroughly Reliable.

F. F. DALLEY CO., LTD.

HAMILTON, ONT.
BUFFALO, ONT.

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

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S GOLDEN PUFF

PRICES AND SAMPLES ON APPLICATION



ILLUSTRATED ALBUM ON APPLICATION

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

AGENTS :

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

Ruttan & Chipman, Fort Garry Court, Winnipeg.

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

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

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES

The W. H. Escott Co.

WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

Offices at

WINNIPEG and REGINA

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

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

WINNIPEG

H. G. SPURGEON

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

270 Chambers of Commerce. P.O. Box 1812

WINNIPEG THE J. J. TOMLINSON CO.

WHOLESALE GROCERY BROKERS

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

FRANK H. WILEY

MANUFACTURERS' AGENT

and

IMPORTER

757 Henry Ave., WINNIPEG.

WESTERN DISTRIBUTORS LIMITED

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

SASKATOON, - WESTERN CANADA

G. C. WARREN

Box 1036, Regina

IMPORTER, WHOLESALE
BROKER, and MANUFACTURERS'
AGENT

Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

DISTRIBUTORS, LIMITED

P. O. Drawer 99

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Mer-
chants, Warehousemen.

Track connection with all Railroads.

TORONTO

We are offering Stephens'
English Peels, finest in
England, prices right.

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

77 York Street, Toronto

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

MACLURE & LANGLEY, Limited

IMPORTERS AND
MANUFACTURERS'
REPRESENTATIVES

Toronto Montreal Ottawa Winnipeg

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale
Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

When Wanting

Canned Vegetables or Fruit

Wire or Write

LIND BROKERAGE CO.

73 Front St. East - TORONTO

MONTREAL

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

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

LONDON

THE MARSHALL BROKERAGE COMPANY

67 Dundas St., LONDON, ONT.

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

MARITIME PROVINCES

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery
Brokers

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

H. R. SILVER, LTD.

MANUFACTURERS' AGENTS
AND GROCERY BROKERS

HALIFAX - NOVA SCOTIA

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

J. A. TILTON

WHOLESALE GROCERY BROKER

ST. JOHN, N.B.

Correspondence solicited with House-
looking for first-class grocery connections

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery
Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

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

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

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FRANK L.

WIND

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TORONTO O

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**MANUFACTURERS' AGENTS AND
BROKERS' DIRECTORY**
(Continued.)

LONDON, ENG.
F. KESSELL & CO.
Railway Approach, London Bridge, London, Eng.
**Fruit Pulp Manufacturers and
Confectioners' Sundriesmen.**
Correspondence invited.

BRITISH COLUMBIA
McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission
Agents
852-6 CAMBIE ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Gro-
cery Agencies. Highest References.

OTTAWA
**L. H. MAJOR and
J. SOUBLIERE, Limited**
Wholesale Brokers and
Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada

O. E. Robinson & Co.
Manufacturers and Buyers of Dried
Evaporated and Canned
Apples
Ingersoll, - - Ontario
ESTABLISHED 1886

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

WINDSOR SALT
CAR LOTS OR LESS. Prompt shipments.
Write us for prices. Phone order at our
expense.
TORONTO SALT WORKS
TORONTO ONT. GEO. J. CLIFF, Manager

**CLAY
PIPES** Those made by
McDOUGALL
are peerless. Insist upon
having them.
McDOUGALL & CO., Ltd., Glasgow, Scot.

No Odor

**dries
up
Common Sense
ILLS** { *Roaches and Bed-Bugs
Rats and Mice*
Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for
the reason that it gives general satisfaction and each
customer tells others about same. Write for prices.

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

Allison Coupon Books

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

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



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

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



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

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch
with all sections of this country and foreign markets, we are in the best possible position to keep
you posted by mail and wire of any actual or contemplated changes and general gossip of the
markets. Some of the largest concerns are subscribers, and we should like to place our propo-
sition before you. For further information write
SMITH & SCHIPPER CO., 135 Front Street, NEW YORK

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

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:
Calgary, Alta. | Vancouver, B.C.
Edmonton, Alta. | Hamilton, Ont.
Halifax, N.S. | Montreal, Que.
London, Ont. | Quebec, Que.
Ottawa, Ont. | Toronto, O. t.
St. John, N.B. | Winnipeg, Man.
Reputation gained by long years of vigorous,
conscientious and successful work.
THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

FOR SALE

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

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

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

Don't TRY to do without

H.P. SAUCE

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



SYMINGTON'S COFFEE ESSENCE

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

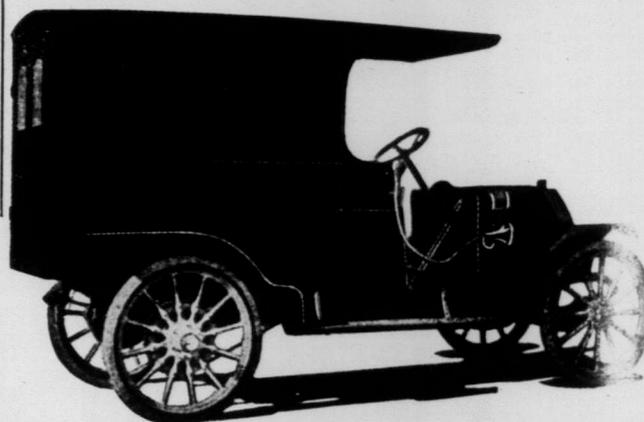
Thos. Symington & Co., Edinburgh and London

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



**Auto Delivery Curtails
Delivery Expenses**

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



The Menard Commercial Car

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

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

Send for prices and full particulars.

Menard Commercial Motor Car Co'y

WINDSOR, ONT.

Soap Profit Sustained

☞ In this advertisement it is not our intention to prevail upon your good sense that there is reasonable profit in soap at 6 bars for 25c., but we will mention a bar soap that gets as many sales, and a profit that is worth while:—N.P. BAR.

Now, you grocers, who are alive to the game, got your ear to the ground as it were, know that it is just as easy to sell a good, honest foot of soap as a tiny bar. There's money in the big game—It's up to you which is best.

It will be our pleasure to quote prices.

David Morton & Sons, Limited

Victor Soap Works

HAMILTON

CANNED PEAS

1000 Cases "PRIMUS"

STANDARD 2's - - \$1.12½ doz.

EARLY JUNE 2's - - \$1.17½ doz.

NET 30 DAYS F.O.B. MONTREAL

These are not SOAKED, but the FINEST put up last year.

What Do You Think?

L. CHAPUT, FILS & CIE., LIMITÉE

Wholesale Grocers and Wine Merchants

MONTREAL

WE WANT TO HEAR OF ANY DISSATISFACTION



on the part of the dealer or user of the **Dominion Match**.

This is the only perfect match, it lights silently, and does not sputter or spark when struck.

The Dominion Silent Match is a staple that bespeaks the reputation for your store.

The demand is steady—your profit good.

DOMINION MATCH CO., LIMITED

DESERONTO, ONT.

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

The A. Macdonald Co., Winnipeg, Man.

Snowdon & Ebbitt, Montreal, Que.

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

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

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



Make Clear

your shelves for the best goods during 1912, and you will not regret it.

MACARONI OF THE "SWALLOW BRAND"

has absolutely no superior, and it is therefore the line for you to handle. Our prices are right and you will find the goods just the same.

WRITE ABOUT SPECIAL PACKAGE WE ARE NOW PLACING ON THE MARKET

The C. H. Catelli Company, Limited
MONTREAL - CANADA



Sells all the Time!

in every season of the year

PATERSON'S SAUCE

is the real Worcestershire. It has quality and flavor that can be found in no other. It sells particularly well just now by reason of the demand for a high-grade table sauce that lends a real relish to a fish dish.

As with Rowat's Pickles, there is good profit in Paterson's Sauce.

Put in a stock to-day.

Rowat & Co.

Glasgow - Scotland

CANADIAN DISTRIBUTORS:

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

Government Analyses Prove its Superiority.

Every Test Proved **ABSOLUTELY PURE** Maple Syrup



Order "Pride of Canada" New Maple Syrup At Once

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

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

Maple Tree Producers' Assoc. LIMITED
Montreal

From Top to Bottom

of this list each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell because everyone wants it.

Can be had from any wholesaler from Ocean to Ocean.

**Cases of 3 dozen, \$1.19 per dozen,
or \$14.28 per gross**

F.O.B. wholesaler's shipping point.

Lots of 5 gross, \$13.40 per gross

Delivered to any railway station
from Halifax to Vancouver.

Terms:—Net 30 days.

Agents in Canada

HUDON, HEBERT & CO.
LIMITED

MONTREAL

The most liberally managed
firm in Canada.



GLASS and PORCELAIN

- Windows
- Mirrors
- Show Cases
- Lamp Shades
- Chimneys

METALS

- Brass
- Nickel
- Copper
- Tin
- Silver
- Gold
- Celluloid
- Marble Work
- Wood Work
- Oilcloth
- Painted Surfaces

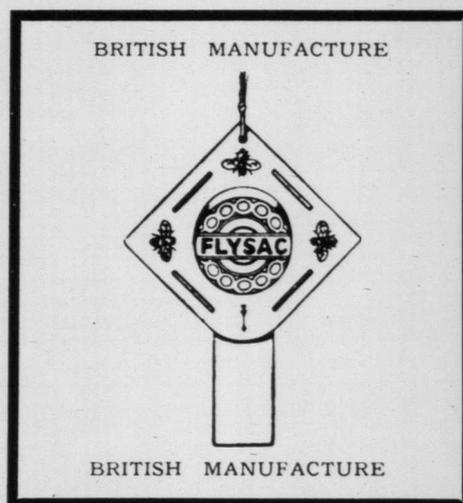


**100 %
PROFIT**

The FLYSAC Flycatcher

The Very Best and Cheapest on the Market

Many a device has been invented in order to cut short the life of the fly, but none has stood such a test and proven so wonderfully effective as the above. The housewife likes it because it has not certain objectionable features very common in other makes.



Sells on Sight

BECAUSE

It is Different

Price is Right

AND

Profit is Large

FLYSAC means—

No leakage. It is hermetically sealed.

No escape. The ribbon is evenly coated.

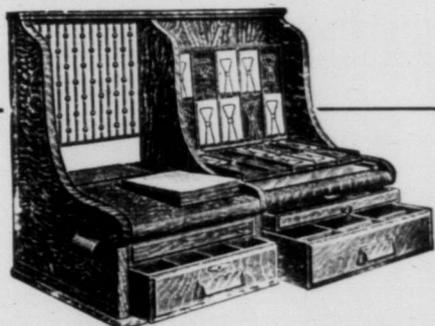
No loss. There is no dead stock.

No complaint. There is a generous length of ribbon.

FOR PRICES WRITE

HODGSON, SUMNER COMPANY, LIMITED - MONTREAL

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



Night Work ^a_nd Worry

or pouring over figures and books is keeping you from success.



Why this midnight toil?

You, as proprietor in the grocery business, will make your biggest gains in commercial business. The selling branch wants you, let the **McCASKEY-ACCOUNT REGISTER** look after your accounts—in that way you will find the goal of success within your reach.

The simplicity of the McCaskey is only outclassed by its performance as the ideal of eliminating all account keeping drudgery. It takes care of your own purchases as well as of your credit and cash sales.

Don't worry over books. Ask us to give you a demonstration. We have representatives in all parts of Canada.

Dominion Register Co., Limited

90-98 Ontario St., Toronto, Canada

519-521 Corn & Produce Exchange, Manchester, Eng.

THE LARGEST MANUFACTURERS OF CARBON COATED SALES BOOKS IN THE WORLD

PURE SPICES

It does not pay any grocer to trifle with his trade in the matter of spices. Absolute purity must be the always-present feature of the line he handles, or he will lose business.

Be on the safe side and sell

"Prince of Wales" Brand

The brand that stands for purity

S. H. EWING & SONS

MONTREAL

TORONTO

THE FARMER BUYS Carter's Root Seeds FROM YOU

as readily as he does his Tea—in sealed one-pound bags. Good business is to be done at a fair margin, and there is no expense to you. The name of Carter is a hall-mark in itself, and the sterling excellence of the goods ensures the satisfaction of your customer; furthermore, you sell at a low price.

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

The Leading and Most Scientific Seed Producers
in the British Empire.

Isn't it worth sending for details of the proposition?

Address the sole distributors for Canada:

PATTERSON, WYLDE & CO.

P. O. Box 532, TORONTO

Head Office:—Chamber of Commerce Bldg., Boston, Mass.

Would You Take \$20.00 a Week AND WORK, DURING YOUR SPARE HOURS, INSTEAD OF LOAF

Over 400 men are employed by The MacLean Publishing Company, to act as Sales Managers, in their respective places of residence, for MacLean's Magazine, Canada's foremost monthly.

Our business has increased so rapidly, we are compelled to appoint 100 more salesmen to look after our interests.

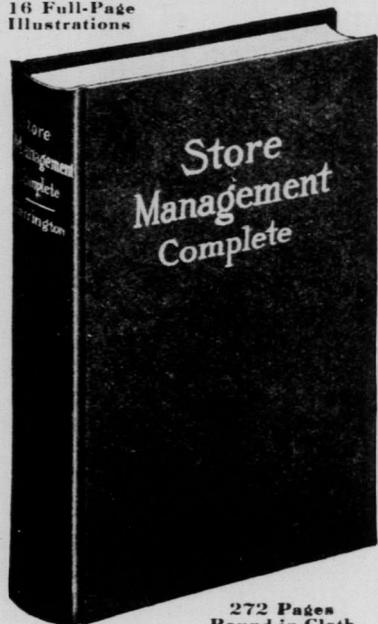
Several of our present representatives earn \$20.00 per week, others \$15.00, others \$10.00. Your salary will be gauged entirely by your own ability and ambition. Will you be one of the 100 new salesmen to join our organization, the largest of its kind in America?

To do so, you must write at once for full particulars to

THE MACLEAN PUBLISHING COMPANY, LIMITED
143-149 UNIVERSITY AVENUE : : TORONTO, CAN.

Store Management—Complete

16 Full-Page
Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
BY

FRANK
FARRINGTON

A Companion Book to
**Retail Advertising
Complete**

\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., Toronto, Canada

Tea Hints For Retailers

By JOHN H. BLAKE

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:—

The Tea Gardens of the World
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk versus Package Teas
How to Establish a Tea Trade
Tea Blending

(275 pages)

(24 full-page illustrations)

Sent to any address on receipt of \$2.00.

MacLean Publishing Company

(Technical Book Department)

43-149 University Ave.,

TORONTO



We Clean Up Everything

BULLDOG SPECIALTIES:

- Ammonia Powder
- Chloride of Lime
- Liquid Blueing
- Liquid Ammonia
- Borax

Bulldog Ammonia Powder

More Sold Now Than Ever Before

Mr. Grocer,

The season for spring house-cleaning is now here. You will be buying Ammonia Powder, Liquid Ammonia, Borax, etc. Do not fail to ask the wholesale grocery travellers about **BULLDOG AMMONIA POWDER**, they have **A BIG SPECIAL OFFER** to make you.

Sole Manufacturers: **The John B. Paine Company, Limited,** Toronto, Ont.

"ANYTHING LITSTERS IS GOOD"
PURITY AND SATISFACTION

The great selling advantage of **LITSTER Pure Foods**

is that they advertise themselves. Their superior quality and flavor is a matter of general comment, and enthusiastic buyers are more than apt to tell their friends.

Why not specialize on the best class of goods for the better class of trade? More money in it, more satisfaction, more prestige.

The Litster line shows the way.

THE LITSTER PURE FOOD CO., Limited
TORONTO



QUEEN QUALITY PICKLES

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

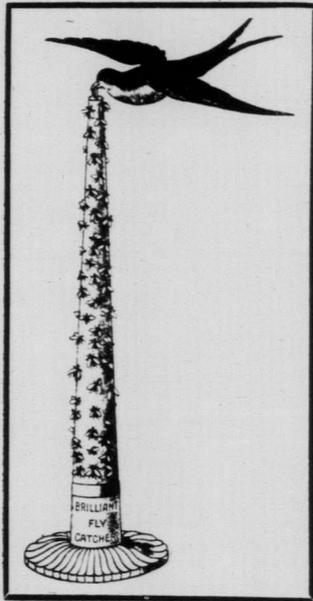
The line includes:
10 and 12 oz. bottles.

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

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

WRITE FOR QUOTATIONS.

Taylor & Pringle Co.
OWEN SOUND, ONT.



Show the Fly No Mercy

Flies are 100% more dangerous than you think they are and you should educate your customers to start a war against them before there are swarms around. One fly killed early means destruction to their children.

The Brilliant Flycatcher

is certainly what the housewife will appreciate and you will make no mistake in suggesting that she buy now and hang the traps in different parts of the home.

It is the most reliable glued catcher on the market.

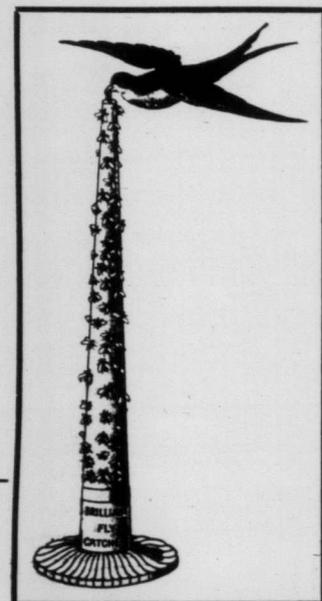
Is warranted to retain its stickfast quality.

Will unroll as a ribbon a full yard.

\$1.75 PER BOX OF 100

For Special Jobbers' Prices Write

GRANGER FRERÈS, LIMITÉE
MONTREAL



Was the Garden of Eden in Missouri?

We all have that "show me" instinct which must have come from some common ancestor—the presumption is that it came from Adam.

The low priced article is the money maker.

With an effective display and attractive, alluring show cards (furnished by us) goods of first-class quality and established reputation will sell themselves.

SAPHO ANTI-DUST meets a long neglected demand for a sweeping powder which not only has a sweet, wholesome odor, but which is at the same time a strong disinfectant. It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look like new, reduces the expense of frequently washing uncarpeted floors. Its advantages are manifold and we will gladly send you "selling details."

SAPHO INSECTICIDE kills instantly cockroaches, bed bugs, ants and insects of all kinds. Summer hotels and cottages are entirely freed from all insects by the use of this preparation. It is beyond all doubt the most effective insecticide on the market and a quick seller. Last year's demand exceeded our capacity.

SAPHO METAL POLISH is an old favorite among those who have used it. The composition makes it especially desirable for use on metal exposed to rain or damp.

SAPHO WHITE VANILLA. The wonder of the age and a rapid seller owing to its strong flavor, and its novelty.

SAPHO STOVE POLISH. Even in stove polish there was room for improvement, and the consumer will notice the superiority immediately.

WRITE SALES DEPARTMENT "G."

SAPHO MFG. CO., LIMITED

586-588 Sanguinet Street, Montreal, Q.

Toronto

Winnipeg

WILSON'S FLY PADS

Are Wholesale Fly Killers

Every ten cent packet will kill more house flies than \$8 worth of any sticky toy on the market.

Retailer's profit from $66\frac{2}{3}$ to 80%

Annual sale in Canada many times larger than all other fly poisons combined.

Order now from your Wholesale friends



YOU BE THE JUDGE

—give L. & B. Banner Brand Jams and Jellies a trial in your home and in your displays, a favorable verdict will result we are certain. Stocking inferior brands means taking chances with your customers. Take no chances.



Packed in 30-lb. wooden pails; 5-lb. tins, 8 to case; 2-lb. tins, 24 to case.

LINDNER & BENNER,

TORONTO

Western Agents—Laing Bros., Wholesale Grocers, Winnipeg.

A SNAP in MOLASSES—

During the recent "tie-up" on the railroads, we had a car that was held up, and to make room for our next car, we have decided to offer it at unheard of prices.

WEST INDIA MOLASSES— Quality Guaranteed

Barrels, 21c gal. Half Barrels, 23c gal.

These are exceptionally low quotations for the quality offered.

A BARGAIN—PURE PLUM JAM

Crates of 8/5 lb. tins, 8c per lb.

BERRY'S SHOE BLACKING

Regular 10c tins, a Snap at 60c per doz.

Send us your orders for these lines at once, as our stock is limited and are offered subject to being unsold.

EBY-BLAIN, LIMITED, TORONTO

Wholesale Grocers and wholesale distributors of "Anchor" brand goods



SUN AMMONIA

(HARVEY'S)

For 25 Years
the Standard of Strength and Purity

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



Robinson's Patent Groats

Made from the finest
oats, scientifically
prepared.



Robinson's Patent Barley

Made from the finest
Barley. Will bring
you the best class
of trade.

MAGOR, SON & CO.

403 St. Paul Street, MONTREAL. 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA.



On Griddle Cakes for Breakfast

folks will find Crown Brand Corn Syrup more
delicious and more easily digested than any
other. Just suggest to them that they try

CROWN BRAND CORN SYRUP

and hear them come back and ask for more. In fact, it
would not be strange if some of your customers thanked
you for the suggestion.

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

Results from U.S. Food and Drugs Act

In 1,400 Cases Before Courts Convictions Were Secured in Majority—Much Good has Resulted From Moral Effect of Pure Food Legislation—Benzoate of Soda Controversy—Trade Customs of Questionable Character—Fourth Article of the Series.

By W. S. Greening.

The Food and Drugs Act of the United States is a comprehensive and highly technical piece of legislation. It was passed to remedy a widespread evil of long standing, and great care had to be exercised by its sponsors to guard against any misunderstanding as to the scope of its operation.

There are two dangers of this kind which have to be avoided in legislation. If the terms are too general a chance is left for offenders to pick holes in the act and make a successful defence through the use, or rather abuse, of technicalities. On the other hand, if the machinery provided for enforcement is bound up in "red tape" it makes the legal side so complicated as to be unwieldy.

Results Instead of Details.

There is an old saying that the wit of man cannot devise a law that the wit of another man cannot evade, and this is specially true of food legislation. The Heyburn bill is probably as well drawn as any instrument could be. The definition of "adulteration" and "misbranding," which are the offences to be punished, are as wide and comprehensive as possible, whereas the clauses relating to the enforcement of the law are drawn to the minutest detail. As the scope of these articles is general rather than technical, we will endeavor to show the results of the law, rather than go into the details of the act itself.

The act deals chiefly with "misbranding." It does not prohibit the manufacture or sale of adulterated goods. It simply insists that every article must be clearly labelled in such a way as to inform the purchaser exactly what he is buying. In other words, it endeavors to make commercial honesty coincide with common honesty.

Questionable Trade Customs.

During the long period in which there was no law on the subject, a host of trade customs had grown up. These were understood by the manufacturers and dealers, but the public knew nothing about them. As a general rule, it may be said that these customs were never to the advantage of the consumer. For instance, it was the custom in many cases to sell "gross" for "net." In other words, to include the weight of the package in the net weight of the goods. Thus arose bottles which were of "reputed pints," and other customs equally misleading.

Another trade custom was the abuse of the terms "Mocha and Java," "Pure Fruit Extracts," etc. Many examples will readily occur to every reader. Now the Food and Drugs Act changed all this. It simply refused to recognize any trade custom if it misled the purchaser in any way as to the true nature of the article he was purchasing. On the other hand, good and legitimate trade descriptions, specially in the question of proper grading of commodities, such as nuts, currants and raisins, were retained and even admitted as evidence in given cases. One firm was fined for selling raisins as "extra selected," when it was discovered they were described simply as "good ordinary" in the trade.

Origin of Most Difficulties.

Although "compounds" and "mixtures" were not prohibited when properly labelled, the act gave wide power to the officials to seize and destroy any goods which were decayed or unfit for human food. In conjunction with this was the prohibition of any poisonous or deleterious substance. So the powers were pretty wide if a liberal construction was given of these two clauses. Most of the difficulties in enforcing the law have arisen from these sections of the act.

The machinery for enforcing the act was comparatively simple. The aim is to get at the actual manufacturer as the root of the evil. In most cases the actual shipment of adulterated or misbranded goods is seized and destroyed if actually adulterated. If misbranded, the owners are usually given a chance to brand them properly or export them beyond the jurisdiction of the United States. A bond, of course, has to be given in this event. Before any action is taken by the courts the owner is given a private hearing before the Secretary of Agriculture or his nominee. If he can make a satisfactory explanation on questions of fact the case goes no farther. If he fails to do this, the case is tried before the court in the district where the shipment was seized. If the court gives judgment against the defendant his goods are forfeited. A fine may be imposed, but this is optional.

Many Convictions Secured.

So far it has been fairly easy to get convictions. In something over 1,400 cases already tried, the Government have secured convictions in practically all. But it must be remembered, they do not

proceed without having a very good case. No doubt, thousands of actions contemplated have never come to trial, as the shipper has been able to make a good defence in the private hearing.

The act was passed on June 30, 1906, but did not become law until January 1, 1907. This gave the trade time to make the necessary change in their labels, and generally, to "clean house." An immense quantity of goods which would not pass muster were hurriedly exported beyond the jurisdiction of the United States. Unfortunately, Canada being the nearest point, got more than her fair share. Then the state began to proceed against offenders. It was found necessary to add a good many "Rules and Regulations" to the text of the act to facilitate its harmonious working. There were forty at the beginning, but the number has been increased from time to time as decisions by the courts have given new rulings on stated cases.

The Use of Preservatives.

It is over these "Rules and Regulations," rather than the text of the act itself, that the chief controversies have arisen. The most important of these refers to the question of preservatives being used generally, and benzoate of soda in particular. The act does not deal with the question of preservatives of any kind; it simply prohibits the addition of any added poisonous or deleterious ingredients which may render the article injurious to health. Dr. Wiley, who has very strong views on the subject, held that this clause amounted to a prohibition of the use of benzoate of soda in jams, catsups and allied products. The Department proceeded to prepare cases against a great number of packers who were using it. The latter made a vigorous defence on the ground that it was open to question whether the use of the preservative was deleterious, and claimed they were within their rights if the presence of same was plainly stated on the label.

They managed to convince President Roosevelt that there were two sides to the question, and he appointed a Referee Board, with Dr. Ira Remsen (probably the best known chemist in the United States) as chairman, to inquire into the matter. This board upheld the contention of the manufacturers, the verdict amounting to the Scotch "not

(Continued on page 42.)

Why Fly Destroyers Should be Sold Now

One Fly Killed Now Means Millions Less in Couple of Months' Time—Facts Which Dealers May Use in Persuading Customers to Make Early Purchases—If Sales are Delayed Fly Pest in Many Homes During Summer Months Becomes Unconquerable.

Toronto, March 21—(Special). — “For every female fly killed NOW there will be several million flies the fewer to be killed in August.”

This is the statement made by Dr. Hastings, medical health officer of this city.

The doctor bases his statement on scientific facts that cannot be dis-

How the Millions Arrive.

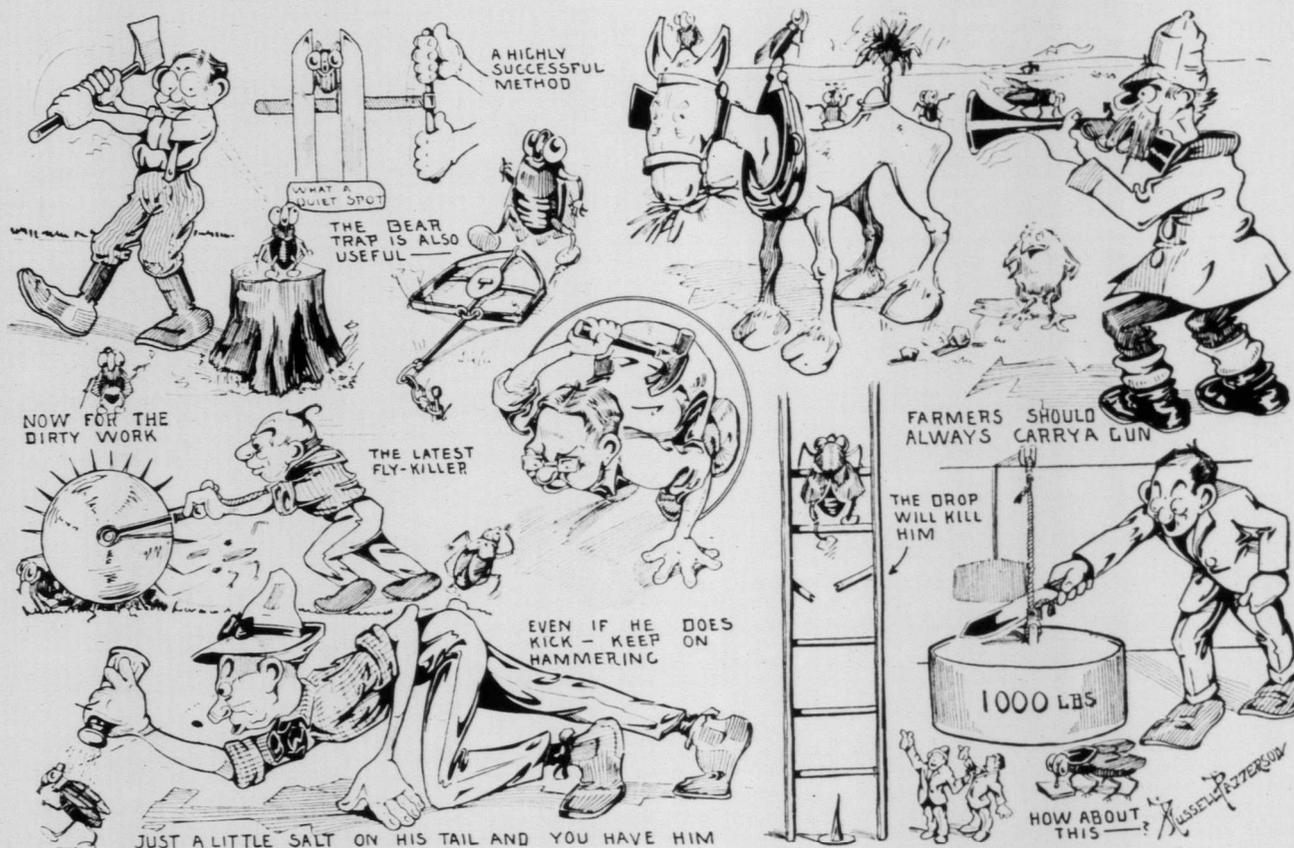
Let us do a little figuring.

In 10 days from the time the fly deposited her eggs we have 150 extra. Suppose half of these are females. Chances are that the percentage will be greater. But 75 females each deposit 150 eggs making 11,250 eggs altogether. At the end of another 10 days or 20

further in these calculations for another month.

The Dealer's Part.

The result of these mathematics have a direct bearing on each grocer's trade in fly destroyers. The moral that every dealer should see is quite plain. If the public is thoroughly acquainted and impressed with the facts demonstrated



If the Retail Grocer has Better Fly Destroyers Than of Above He Should Sell Them Early. These May Become Standardized.

proved. They are wonderful facts—interesting in the extreme—and they should get every retailer working immediately to sell fly poisons, stickers and traps.

“Every winter seasoned female fly,” Dr. Hastings said to The Grocer, “deposits in the neighborhood of 150 eggs in a favorable breeding spot. In only 10 days time these eggs are incubated and then we have a colony of 150 extra to contend with. These are all—full grown in that short space of time:

“Now figure it out for yourself and you will see that in a few weeks there will be millions of the pest to fight against.”

days from the start we have 11,250 flies. Half of these or 5,625 are females. Each deposit 150 eggs making 843,750 in all. At end of another 10 days or 30 from the beginning, there will be 843,750 flies, not counting those already referred to. Half of this number or 421,875 at 150 eggs each will produce in 10 days more or 40 altogether the huge number of 63,281,250. Add to this the 843,750, the 11,250, the 150 and the one begun with and we find the grand total of 64,136,401—don't overlook the one—and all inside of 40 days.

It would be astounding to proceed

above, fly destroyers are bound to sell early in the season.

Already an occasional fly may be seen about the house, having hibernated successfully.

“If those that first appear on the scene are annihilated,” says Dr. Hastings, “imagine the fewer flies we will have two or three months hence. It is something in which every grocer should be directly interested and if united action is taken early every season for a few years there is no reason why the fly pest cannot practically be exterminated.”

In referring to the breeding spots the medical health officer stated that the

most favored places were stable refuse and garbage heaps or cans. Eggs are freely deposited in such places and very soon will be noticed almost lifeless forms stirring. Gradually these develop and at the end of about seven days large-sized maggots may be seen moving about in lively fashion. In three days more by some wonderful and unaccountable transition these "maggots" burst their shells and immediately start off as full grown flies.

"That's why we never see any young flies," he explained.

Keeping Them from the Store.

"To prevent flies around the store," the doctor stated, "all stable refuse should be thoroughly moved within ten days as well as garbage and other re-

fuse. One of the best fly exterminators for a garbage can is chloride of lime; another is crude petroleum. No incubation will take place if all possible rendezvous are sprinkled regularly with either of these.

"The grocer should see that his neighbors' back yards are just as carefully attended to; if not flies are bound to congregate in the vicinity and since the rate of multiplication of their numbers is so enormous they are sure to become a nuisance to him."

Deadly Germ Conveyors.

Flies are the carriers of deadly bacteria and are the cause of much sickness and ill health. The crusade should be begun early. There is plenty to work on and early sales should be gratifying.

conservative in all my computations and provisions. I shall do my best to start this man in right—just right—so that he will have the minimum to unlearn and undo. I shall lay out my plans in the light of lots that it took me years to learn; lots that many men never learn. Best of all, he is starting in 1912, and thus can do some things and enjoy some great advantages which could not be done or enjoyed twenty or thirty years ago.

But, as I have said, this is a large order. I shall have to let the details go over until next week.

Letter From United States Grocer.

Here is a letter which, somehow, I have overlooked:

—, Indiana, March 1, 1912.

Henry Johnson, Jr.

Canadian Grocer.

Dear Sir,—Permit us to ask your advice regarding the discontinuation of trading stamps and cash register tickets, which we give at 2½ per cent. valuation. We did quit giving them at one time and were over-persuaded to put them in again, which we have always felt was wrong, and would like to put up a good and sufficient reason to the trade for taking the stand against them, but do not like to sacrifice trade in order to do so.

Could you briefly formulate a few reasons which we might set forth as stated above?

T. S. R.

You recall the fellow that could not accept certain accommodations for six reasons, and he proceeded to enumerate: "First, I have no money. Second—" "That will do," interrupted the seller. "You need not trouble to mention the other five."

So your first, best and amply sufficient reason is that you cannot afford to give away 2½ per cent.

How to go about it? In the words of Horace Greely: "The way to obtain resumption of specie payments is to resume." Likewise, the way to go about this is to stop it.

Back Bone, Not Wish Bone.

There is a vacillating tone to that letter. "We were over-persuaded . . . which we have always felt was wrong . . . but do not like the sacrifice trade." You cannot make your wish-bone do the work of your back-bone. Do not try it, nor depend on any such support. If you start one way and then swerve completely round again, you will not get anywhere. Your customers will run your business for you, as they evidently have been doing, and there is only one end in sight for that kind of business.

I should like to have a statement of your business for 1911 and, if possible, for 1910 also. Then I could shape up

(Continued on page 46)

How About \$2,000 to Start a Business

New Brunswick Clerk Raises Interesting Questions—Advice on Stopping the Something-for-nothing Game—Trading Stamps Should be Eliminated—Is Service Cause of High Cost of Living?

This man gives me a rather large order and one difficult to fill:

—, N.B., Feb. 7, 1912.

Henry Johnson, Jr.,

Canadian Grocer.

Dear Sir.—For the past few months I have been reading your interesting articles in The Grocer regarding proper management of a grocery business, etc., and I thought you might be able to give me some advice.

For a long time I have been looking forward to the time when I would start in business for myself and for the past ten years I have been working at the retail grocery business, and have acquired a good knowledge and experience in this line and, as well, during these years have been able to save a few dollars, so have been thinking of starting out on my own account, but before doing so I thought a little advice from one who has gone through it all would not be a bad idea.

What advice would you give a young man who has about \$2,000 to invest in a grocery business in a city with a population of about 20,000 people, where there are already between 35 and 40 grocery stores, or rather, stores that handle groceries, along with other lines of goods? (The above being proportionately well scattered throughout the city).

What amount of stock would be advisable to put in, when starting? What amount of the \$2,000 would you in this case set aside for store fixtures and delivery outfit?

What expenditure (monthly) would you consider sufficient to do a thousand dollars per month trade, where rent is, we will say, \$30?

And lastly, would you advise a young fellow who is steady, willing to work hard, go slow, and with my experience, to go into a business of the size I have above mentioned, and with good prospects of enlarging this amount of trade, or would you advise him to remain in a position that pays \$12 per week, with no prospects of a further advance in salary, unless it be with another firm?

Trusting that at your earliest convenience you may through the columns of The Grocer answer my inquiries. Thanking you in anticipation of an early reply

L. McR. A.

P.S.—Kindly omit my name and name of place: not that I care a great deal, but you will appreciate that it will be just as well that way.

Looks Like a Good Manager.

By all means this man should go into business for himself. First, because he has the experience and the money; the money saved by himself, moreover, showing he is a good manager. Second, because there is only the usual number of stores to population in the town. Third, because if he does not get into his own store soon, he will settle into the life-long clerk and never progress beyond that stage. He has plenty of capital to start with; and I am satisfied that the capital will not shrink so long as he handles it. I assume he has a bank account of \$2,000, so banking connections are already made.

In laying out the suggestions I shall make, I want to preface that I am a great believer in the theory of "going slow," as this man suggests in his letter. Thus I shall harp on the safe, sure,

THE CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—

New York—R. B. Huestis. 115 Broadway, New York.

Telephone 2282 Cortlandt

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

Building, Chicago.

Telephone Randolph 3224

GREAT BRITAIN—

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

E. J. Dodd

FRANCE—

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

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

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

PUBLISHED EVERY FRIDAY.

SWAT THE FLY.

If a fly deposits 150 eggs at a time; if it only takes 10 days to hatch under favorable circumstances full grown offspring, and if half of these are female flies and each begins the reproduction of a further 150, how long will it be before we have a million?

Here is a simple mathematical problem. It is reasoned out on another page of this issue and the astonishing fact brought forward that in 40 days an army of 64,136,401 plunderers and germ carriers is in existence and all in direct lineal descendancy from the one ancestral stem.

This point is not emphasized just now from a curiosity motive. It has a straight business bearing on every retailer who sells poisons, stickers, traps, etc., for the annihilation of this household pest. As the article referred to points out, every female fly killed early in the season means millions less later on in the year.

By passing these facts on to customers in a logical, systematic manner, dealers have a strong lever with which to sell fly destroyers immediately. If you wait until flies are plentiful, until production is beyond computation, there will be little or no possibility of exterminating them in the houses of your customers. But by stocking, displaying and advertising fly destroyers now, and giving your customers the facts concerning the rapid multiplication characteristics of this nuisance much business can be done right away and customers will appreciate the warning.

Since flies breed best in refuse and garbage piles, it can be immediately seen that they are conveyers of disease germs and are therefore a grave detriment to the health of the country.

Now is the time to put your selling energy behind stickers, poisons and traps. Get them into every home at once; lend your knowledge to your customers to aid in the annihilation of the fly that has come through the winter unscathed and later on there will be fewer flies to contend with. In short, **swat the fly.**

WIDTH OF WAGON WHEELS.

A bill of interest to manufacturers, wholesalers and some retailers, to regulate the width of tires on wagons and other vehicles has been introduced into the Ontario Legislature. It provides that minimum width of four-

wheeled vehicles shall be 3 inches for carrying capacity of 2,000 to 4,000 pounds, 4 inches for 4,000 to 6,000 pounds, 5 inches for 6,000 to 8,000 pounds and 6 inches for all having carrying capacity above 8,000 pounds.

The bill, if passed provides that after Jan. 1, 1914, no vehicle which does not comply with above regulations shall be sold in Ontario, nor after Jan. 1, 1918 shall any vehicle be driven which does not come within the regulations prescribed.

GET FULL VALUE FROM WINDOW.

The approach of Spring brings with it greater opportunities to the grocer who is ready to take advantage of them.

With the warmer weather people will frequent the streets more. This should be taken advantage of by the dealer. Attractive display will arrest the attention of the passing customers and if the display has sufficient merit it will turn the interest aroused into sales.

During the cold days of the winter even with a particularly good window, customers would not spend much time viewing it. The weather is now more conducive to sight-seeing and a good window is sure to get a great deal more attention.

Every effort should therefore be put forward by the grocer to increase sales through the medium of his window. Good window displays will now mean more profit for the dealer.

ERRORS IN FILLING ORDERS.

To talk intelligently on the small leaks and errors in the grocery store, one must often go the consumer. A woman who is at all particular in her buying resents many inconsistencies which never reach the ear of her dealer and he is therefore not in a position to correct matters.

A common grocery store error which has come to the writer's attention is making mistakes in taking down and filling orders. The dealer or clerk may write out the customer's order on the counter check-book and pass it on to the delivery man to fill. Mistakes such as 'jelly roll' for 'jelly powder,' 'a 10 cent tin' of pork and beans for 'two fives' etc. are actual instances of such errors. The order-taker simply wrote 'Jelly P,' the 'P,' being made much like an 'R,' and 'Pork and Beans,' 10 cents omitting the 'two.' The delivery man, of course, is not a mind-reader and could not be expected to fill all such orders correctly.

In such cases it would certainly be advisable to take more pains in writing down orders. If the order is delivered say late on a Saturday night, as was the case of the jelly roll, the customer is not in a position to change it, and her arrangements for Sunday dessert are blocked. This naturally is resented and if it occurs frequently a customer may be lost and the dealer know nothing as to the cause.

INSURANCE A DAILY CONSIDERATION.

Recently there was a fire in a grocery store, and when the flames had burned themselves out, and the owner of the store had time to figure his assets and liabilities, he discovered this distressing condition. He had bought the store a year or two before, and had then taken out an insurance policy covering the \$6,000 worth of stock. Later he had added stock. He thought of adding to his insurance also, but put this off from day to day. So, when the fire came, this dealer had the \$6,000 insurance and something like \$14,000 stock. In other words he suffered an \$8,000 loss.

Insurance is a peculiar thing. It is a safeguard—something which provides against future loss. This loss may or may not come, but it is practically as likely to come one minute as another. The dealer who lost this eight thousand, for instance, had intended to take proper precautions. He had simply delayed estimating what was his additional stock and taking out a policy.

This case simply shows the need which there is of keeping constant tab on stock. One up-to-date retailer keeps a tablet constantly before him. On this he has noted the stock on hand when a complete inventory was last made. Every day the sales and purchases are noted. By subtracting the sales from the stock, and adding the purchases, this dealer has constantly before him a statement of goods in his store that very day. If the value of this stock is greatly in excess of his insurance, a new policy is taken out immediately.

Such a system means a little expenditure of time and thought, but it also means true protection, and if insurance is worth buying, it is surely worth buying as wisely as a man would buy any other goods. Insurance in a grocery store is not something which may be secured in January for the whole year. The amount needed varies.

CHANGE IN BREAD ACT PROPOSED.

Grocers may thank their stars they are not bakers when it comes to the size of the loaf that shall or shall not be made.

Only last year in the Ontario Legislature the Nickel Bread Bill was passed intending to put a stop to the sale of 16 and 20-ounce loaves and more particularly the former which were called "fancy bread," "cream loaves," etc. It was thought that by making the difference between "fancy" bread and the standard loaves a wide one the householder would have a better chance to see that he was getting full weight, and so the standard weights were fixed at 24 and 48 ounces, with "fancy" bread at 12 ounces.

J. A. Ellis, member for West Ottawa, now thinks the consumer is being "done." His claim is that the people now can get nothing but the 12-ounce "fancy" loaf for which they pay as much as was paid for the 16-ounce loaf. Mr. Ellis wants to see the Ontario Bread Sales Act amended to make the fancy loaf 16 ounces in weight instead of 12.

It must certainly take a lot of time for a baker to figure out where he is at these days, bread legislation being changed so often to suit the "dear public."

WHOLESALE SELLING DIRECT.

From report of the regular meeting of the Toronto Retail Grocers' Association on another page of this issue, it will be seen that retailers have some severe criticisms against those wholesalers who sell to their customers. Instances are given where retailers have lost business from boarding-houses in particular because these houses could get certain goods at wholesale price from the jobber or manufacturer.

Whatever there may be in the contention that hotels should be able to purchase wholesale, it doesn't appear to be a square deal to the retailer that small boarding-houses should be supplied in this way. One retailer reports a customer who kept a boarding-house telling him that now since she could purchase the bulkier goods at wholesale price, she would not be wanting as much from him. It meant that for the smaller goods she would use him as a convenience.

No retailer's temper could stand this. If the wholesale house sold her the goods that amounted to the large turnover, why not turn retail entirely and sell everything?

It is apparent that, with such conditions existing, something should be done to place things on a more satisfactory basis. No doubt there will be some misrepresentations made, and The Grocer would suggest business conferences between the two sections to determine exactly how far it is fair and just for wholesaler and retailer to go. If the position of each is known then each would know exactly how to act. If such a conference is held it should be a straight business affair so that the recognized rights of the trade would, at the conclusion, be clearly defined.

EFFECTS OF COAL STRIKE IN CANADA.

The Old Country coal miners' strike has had some effect on Canadian flour and cereal exports, due to cancellation of a few vessels in view of shortage of coal supplies. This means there is less space for freight, and millers are finding some difficulty in shipping.

While up to the present, the strike has had little effect on European goods coming via English ports, yet if it continues for any length of time, there will likely be shortages in some lines, such as rice, walnuts, figs, currants, etc.

Old Country manufacturers of foodstuffs have not as yet been hampered to any extent in the turning out of their products. The same necessity for large supplies of coal as are required by cotton, woolen and other manufacturers does not exist, and unless the strike is protracted for a long time—as is not likely to be the case—they will be easily able to take care of their export orders to this country.

The only difficulty, therefore, that might be at all a trade factor, is the possible shortage in freight accommodation. More trouble has been experienced by Canadian importers on account of dock-hand strikes than in the present coal miners' cessation of labor.

EDITORIAL NOTES.

Where did the house fly?

The fly is a great multiplier. The grocer who sells fly destroyers early is a better subtractor.

Evidences that Spring is here are on every side. That window display of housecleaning articles is due.

Standard B Rangoon rice has declined. New crop goods arriving is the cause.

It's about time for new maple syrup. Sometimes, of course, about this time 'new' maple syrup is a year old.

In the market reports butter is said to be a little 'easy.' But by the way it has been holding up its price nobody would think so.

W. S. Greening's article on the effects of the United States pure food law is worth a careful study. Canada's food legislation will be along similar lines.

Dry weather last summer and bad roads now were and are responsible for many trade troubles. New-laid eggs don't seem to be able to stand the rural pitch-holes any more than they did Old Sol's fire.

If every retailer grocer in Canada were responsible for the death of one fly now, how many million less flies would there be in July? Echo answers 'how many?'

Wholesalers Arraigned for Selling Direct

Meeting of Retail Grocers Discuss Question Spiritedly and Decide to Take Action—Members Cite Instances Where They Have Lost Custom—Legislation Committee Has Matter in Charge—Attention to Hucksters—Many New Members.

Toronto, March 21.—(Special).—A crusade is to be instituted by the Toronto Retail Grocers' Association against wholesalers selling direct to consuming public. This grievance of the retail trade furnished one of the chief topics of conversation at the monthly meeting of the association on Monday night.

It was declared that this was an injustice to the retailer and was becoming even more prevalent in the city and numerous cases were cited by members where wholesale houses were going not only to the hotels and restaurants, but also to boarding houses and small householders. The storm of protest against what was considered as an outrage of trade principles gathered momentum as the discussion advanced and it was decided that it was time the retailers do something on their own behalf.

Selling Direct to Boarding Houses.

The ball was started arolling when one of the members cited a case in which a large Toronto house was going direct to boarding houses selling a staple grocery article. This house, he stated, have placed two men in the city to solicit trade from restaurants and at least the large boarding houses. His trade had been interfered with. One woman who had been purchasing 5 pounds of tea per week from him had stopped because this house was selling to her at wholesale prices. The house had admitted the fact to him, and in defense, said that wholesale grocers had been taking this trade and they felt they had just as much right to it.

"I'm not going to buy another pound of that firm's tea if I possibly can help it," this grocer declared. "I can sell my customers something else. Furthermore, I am telling every grocer I see just what this firm is doing."

"There are many wholesale houses," stated another member, "who make a special effort to get this business. The upright wholesalers who refrained from selling consumers found other houses were getting big trade while retailers were not standing behind those who acted square with them."

The Same for Twenty Years.

"They have been doing it for 20 years," said J. S. Bond, "but it is getting worse. It is not going to be improved either while we sit down and allow it to continue. One of my custom-

ers was able to purchase goods in small quantities from a wholesale house. She said she had a friend down there. The heads of firms must know this is going on. If they want us to buy from them they must stop selling to consumers."

"I have a customer—there are three in the family—who purchases about \$50 worth per month," said D. Bell. "Last month she informed me that her bill wouldn't be so large after this as she was going to get the bulkier goods from a wholesaler."

Cheque for \$800.

"I know of a traveler," stated another, "who had a check for \$800 from one boarding house for a month's trade. This house is giving little attention to retail trade, devoting itself mostly to hotels, restaurants and boarding houses. Still they call themselves wholesalers."

Should Define Consumer.

"We must find out what the wholesalers consider the dividing line," said W. C. Miller. "There is no doubt many of these places use more than retailers but the small boarding house certainly should not come within their jurisdiction. I know of a case where six tins of peas and corn and 5 pounds of raisins and currants were delivered to a residence. That trade belongs to the retail grocer."

"We must get our forces in such a shape," declared D. W. Clark, "that we will be able to say what must be done. We must have our organization as strong as possible."

Stand By Friends.

"There are several houses in Toronto," said Neil Carmichael, "who stand by retailers, but they are forced almost to breaking this trade principle because retailers don't stick by them."

"Those are the houses that we want to stand by," declared a member, and the rest showed their approval of the statement.

Different in Hamilton.

"A traveler was telling me of a case showing that in some places at least wholesalers keep within their own realm. He was in a Hamilton wholesale house and seeing a small box of superior looking figs expressed a wish to take a box home with him. 'No, I couldn't sell them to you,' the clerk stated. 'We sell

to no one but retailers. Not even an employe of the firm can buy anything from us,' said the sample room man."

This statement aroused a cheer from the meeting. "That's keeping within their own." "That's the kind of a house the retailers want to stand behind," were some of the remarks made.

Discussion finally brought the question to a head and the Legislative Committee of the Association was instructed to ascertain the best way of meeting with this trouble by acquainting the retail trade with those houses who were alleged violaters of this trade principle.

Hucksters Calling Out Their Wares.

The Legislative Committee is also to approach the city council to have a by-law passed preventing hucksters from calling out their wares on the street. Neil Carmichael was appointed chairman of the Legislative Committee.

The opinion was expressed that the law should be enforced regarding helpers on peddlers' wagons. It was charged that several men often worked from a wagon on only one license.

"A member of the city council told me that the peddler's license should be \$50 instead of \$10 as now," said one member.

Some Money Voted.

An appropriation of \$25 was voted to the Provincial Organization Committee for preliminary work in promoting this organization. Some means and methods in regard to forwarding the movement of provincial organization were taken up.

New Members Proposed.

The following new members were proposed by Organizer Frank Johnston:—H. W. Brown, Carlton St.; G. L. Dean, Harbord St.; Philip Saccain, Montrose Ave.; W. Massin, Queen St.; J. Butcher, Queen St.; W. Carlton, Gerrard St.; R. H. Stewart, Sherbourne St.; J. Burns, Gerrard St.; O. Cowdy, Broadview Ave.; H. Gentle, College St.; and W. J. Dillon, J. Frazer, J. W. Ward, G. Gervin, E. H. Mitchell, J. Anderson, and W. A. Ford, of Queen St.

CATALOGUES AND BOOKLETS.

The Osear Onken Co., Cincinnati, Ohio, U.S.A., have issued there 1912 catalogue. This contains a large number of illustrations showing the various designs of their window fixtures for assisting in making displays, and uses to which these can be put. A number of testimonials from Canadian and United States dealers are given, stating their reasons for appreciating these window fixtures which, as is pointed out, are made for all classes of retail trade.

A Spring House Cleaning Window Display

Now is the Time to Get Housewives Interested—Spring Cleaning Around the Home Has Begun—Suggestion for a Window Trim that Can be Arranged With Little Trouble.

In The Grocer of March 1 it was urged that all retailers be prepared for the Spring house-cleaning trade by getting in stocks early and advertising them through displays, personal talks, etc.

Herewith is given a window suggestion which can be easily arranged by dealer or clerk. To dress the window as shown here it will be necessary to have a temporary background at least, on which to suspend the brooms and brushes.

ders arranged in semi-circular shape from either side of the window, with a pyramid pile of lyes forming the junction in the centre. Piles of soap within the curves of the semi-circles not only relieve the bareness, but add an attractiveness the window didn't have before.

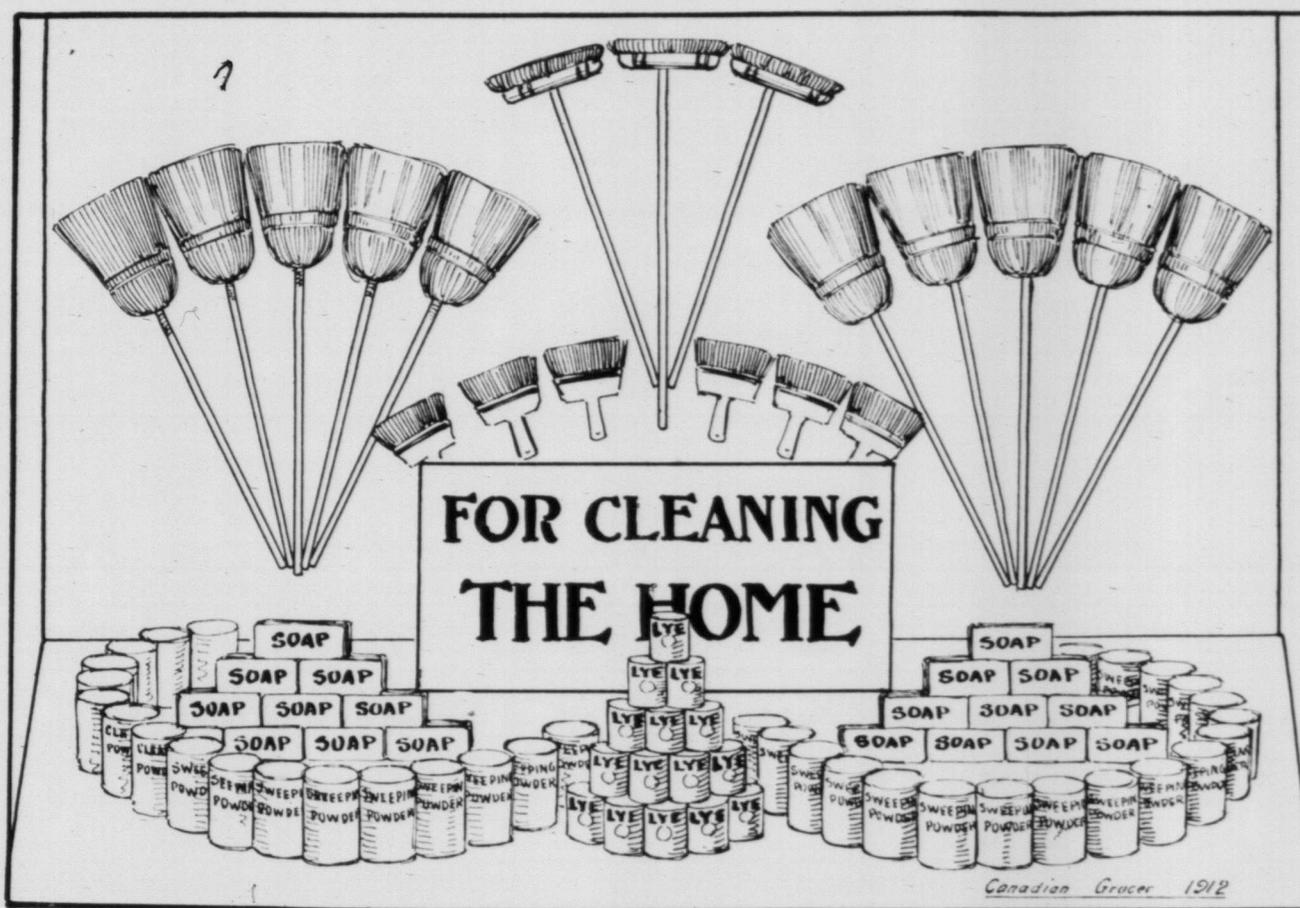
Use Show Cards.

With little extra trouble round, square or pyramid piles of other cleansers could be placed in the corners. A show card

concentrate on a trim showing several articles not associated with each other. The selling qualities of the display is impaired, if not lost altogether, and the time spent on it is, therefore, partially or totally wasted.

Present, Time to Act.

Now, while house-cleaning is in every housewife's mind, is the time to make a display. Spring is here in real earnest, and someone is going to get the business. Try a display like the above and see if results accrue. If they do, follow it up with a different display showing other goods. Soon it will be too late to attract new customers. Get them now while the



Suggestion for a House Cleaning Window Trim Which can be Arranged with little Difficults.

Fan-Shaped Design.

Brooms and brushes arranged in fan-shaped style will always attract attention. These, it will be noted, are placed at the back of the window. If there is no background a bunch of brooms could be shown at either corner, the white-wash brushes could be tacked on to a temporary easel and two floor brushes crossed on it as well.

A dozen and one different arrangements can be made of cleansers such as sweeping powders, lyes, soap, etc. One is suggested here with the sweeping pow-

der or two bearing such phrases as "For Cleaning the Home," "Conquerors of the Enemy, Dirt," "Enemies of Dirt," etc., will undoubtedly add to the selling power of such a window.

Dealers should be careful not to mix something else which has no bearing on house-cleaning in this window. The most effective trim is the one containing a certain article or articles associated with one another. Sugar, salt or canned goods should not be included in a house-cleaning display. Concentration is the effect to be produced and no person can

fever is red hot. Delay only means so much less business.

CATALOGUES AND BOOKLETS.

John Hilloek & Co., Toronto, have issued an attractive new catalogue on their various refrigerators. It contains 48 pages of informative and descriptive matter, the majority of which are illustrated by half-tone cuts of their different makes. The booklet has a green cover, and is different in construction from the ordinary, being one of those that opens out and folds up.

Canadian Grocery News Done In Brief

Packing Firm Buys Land in Winnipeg—Cairns Store in Saskatoon Sold—Jam Factory for Vernon, B.C.—Hampton, N.B., Merchants Attract Buyers—Fire in Rowat Store at London—Business Changes.

Western Canada.

Elizabeth McConnell, Pilot Mound, Man., grocer, has sold to Sellwood & Cleghorn.

Wm. Bush, grocer, Plum Coulee, Man., is succeeded by A. Bush.

H. J. Smith, Regina, Sask., grocer, has sold to Peacock Merton.

James Lambro, a grocer of Grand Forks, N. D., was arrested in Winnipeg on a charge of grand larceny amounting to over \$50,000, laid by Nash Bros. Corporation, of Grand Forks, N. D.

Matthews, Lang & Co., Hull, Montreal, Toronto and Peterborough, have purchased a site on the corner of James and Louise Streets, Winnipeg, on which will likely be erected an eight-storey building. The amount involved in the purchase is around \$50,000.

A jam and bottling factory and a fruit cannery is to be established in Vernon, B. C., by British capitalists. One or two canneries are in operation further down the Okanagan Valley, and a jam factory is established at Nelson, in the Kootenay Valley.

A \$17,000 addition is to be made to the biscuit and confectionery plant in Vancouver, B. C., owned by Ramsay Bros.

J. F. Cairns' department store in Saskatoon, Sask., has been sold to an English syndicate for \$236,000. The whole of the Cairns property, situated at the corner of Second Avenue and Twenty-first Street, except the fixtures of the store, was included in the sale, and operations have already commenced upon the building of a new establishment at the corner of Second Avenue and Twenty-third Street. The permit for this structure, valued at \$180,000, was taken out last year. The English firm have not yet announced for what purpose their newly-acquired property will be used.

F. J. Rolston, president of the South Vancouver Retail Merchants' Association, and a grocer, is the leader in the action against the B. C. Telephone Company. A new exchange was established in South Vancouver, and now merchants in one part have to pay five cents to be able to telephone to others in another part. What is termed the discrimination is against a limited number. To give their protests effect, the merchants have united and sent in due notice to

the company to have their telephones taken out. The company, however, has not as yet moved the instruments. As long as they are in, the patron pays rental.

Quebec and Maritime Provinces.

O. E. A. Beaudoin, grocer, Montreal, has sold to Alphonse Denault.

G. W. Rheault, Montreal, has purchased the grocery of Alfred Corbeil.

The enterprize of the Hampton, N. B., business firms and citizens was exemplified last week by the holding of winter sports in that town, which attracted large crowds. Horse racing, hockey and curling were the chief events, prizes being awarded to winners of the first. Patronage was drawn from a radius of 20 miles of the surrounding country, and business firms report a marked impetus to business for the afternoon, and are well satisfied. The Grocer congratulates this hustling New Brunswick town on its aggressiveness, and would say that some of our oldest subscriptions to The Grocer are from this little business centre.

Ontario.

A dissolution of partnership in firm of McIntosh & Cameron, Goderich, Ont., took place last week. Each partner will continue business separately. Mr. McIntosh will open in the centre store of the Murray block, next to the Bank of Hamilton, and Mr. Cameron will retain the present store in the Allin block.

The grocery business of MacCharles Bros., Goderich, Ont., has been sold to W. J. Spindler, who takes possession in the near future.

Chute & Smith, St. Thomas, Ont., have sold to J. N. Charlton.

Pearce & Marrette, Marmora, Ont., have dissolved partnership, F. W. Marrette & Co., continuing.

E. A. Layman, of Hamilton, has sold his grocery to F. L. Benson.

A. Finlayson has purchased the general store of Truesdale & Bond, Port Dover, Ont.

The South London branch store of T. A. Rowat & Co., London, Ont., was damaged by fire last Thursday night. The stock is nearly all destroyed by water. The family living over the store managed to escape in their night clothes. This firm will, however, be able to take care of customers at their other store.

RESULTS FROM U. S. FOOD AND DRUGS ACT.

(Continued from page 35).

proven." This was really a defeat for Dr. Wiley, and their success encouraged other assaults by powerful interests. For five years there have been unceasing attacks on Dr. Wiley, who has defended himself gallantly, but one man cannot hold out forever against a multitude, and Dr. Wiley has this week resigned his position and retired into private life. He says he will be of more use to the cause of "pure food" as a private citizen, so it is evident he means to keep up the fight. It can be truly said of him that the people love him for the enemies he has made.

Legislation must always be judged by its moral effect, rather than the actual working of the letter of the law. From this point of view the Food and Drug Act is undoubtedly a success. They say a spectator always sees most of the game. This is especially true of radical legislation. A foreigner observes the general effect in raising the business standards of a country, while the petty difficulties and squabbles are hidden from his view.

Five years ago the United States had a bad reputation for adulterated foods and drugs, but to-day, its name for honesty is second to none. Sharp practices, misbranding, dishonest trade customs have largely disappeared. A Canadian buyer in the United States market knows he will get exactly what he pays for. There has been a great moral awakening in the trade generally. In most cases manufacturers have shown themselves anxious not only to keep the letter of the law, but to go a long way towards keeping the spirit of it. The manufacturer has often been accused of spending a great deal of his energy and brains in trying to evade good laws and endeavoring to deceive the public.

This may have been true once, but is undoubtedly false to-day. Conditions have changed. The big successful firms believe in a "square deal," and others have had to follow their example. The food business, which used to be one of secrets and dark mystery, is now one of almost brutal frankness. Formerly it was almost impossible to get inside a food factory; everything was guarded with the utmost care, but now the public are welcomed. The change of attitude is really marvellous and has come in five years. Dr. Wiley has resigned, but his work is permanent; the United States people will never go back to the old conditions. The work must go on, despite differences of opinion over details which are insignificant when shown against the background of the whole movement.

In the next paper we will show what Canada has done.

Rangoon Rice Reduced 20c Per Cwt

In Keeping With Lower Prices Quoted for March 15 Delivery—Sugar Unchanged
But Raws Easier—Starch Is Advanced—Chicory Firmer—Shelled Walnuts Lower
in Toronto—Corn Syrup Higher in Winnipeg—Beans Firm in New Brunswick.

QUEBEC MARKETS.

POINTERS—

Rice.—Down 20 cents.
Starch.— $\frac{1}{4}$ cent advance.
Walnuts.—Advanced.

Montreal, March 21.—Trade for the week has been brisk and satisfactory from every point of view. Dealers are now busy preparatory to their spring shipments and claim the season is starting with much more vigor than this time last year. The mild weather has made it possible for shipping to run freely and dealers do not hesitate to take advantage of this opportunity to hasten their delivery.

Rice, as the trade has been acquainted through these columns would be the case, has declined 20 cents per cwt. This is on Montreal milled Rangoon and is result of arrival of low crop on market.

Another change of week is $\frac{1}{4}$ cent advance in starches, both laundry and culinary. Approach of spring with brisker demand is probably at least partly accountable for the rise.

SUGAR.—Sugar for the week is without feature, prices remaining firm with demand of a limited order. No tendencies towards easing off in price are yet in sight and it may be some time before the market offers any activity.

Granulated, bags	5 55
Granulated, 20-lb. bags	5 55
Granulated, 5-lb. cartons	5 55
Granulated, Imperial	5 40
Granulated, Beaver	5 40
Paris lump, boxes, 100 lbs.	6 30
Paris lump, boxes, 50 lbs.	6 40
Paris lump, boxes, 25 lbs.	6 50
Red Seal, in cartons, each	0 27 $\frac{1}{2}$
Crystal diamonds, bbls.	6 30
Crystal diamonds, 100-lb. boxes	6 20
Crystal diamonds, 50-lb. boxes	6 40
Crystal diamonds, 25-lb. boxes	6 60
Crystal diamonds, 5-lb. cartons	7 20
Crystal Diamond Dominoes, 5-lb. cartons, each	0 27 $\frac{1}{2}$
Extra ground, bbls.	6 95
Extra ground, 50-lb. boxes	6 15
Extra ground, 25-lb. boxes	6 35
Powdered, bbls.	5 75
Powdered, 50-lb. boxes	5 95
Powdered, 25-lb. boxes	6 15
Phoenix	5 50
Bright coffee	5 50
No. 3 yellow	5 40
No. 2 yellow	5 30
No. 1 yellow, bags	5 18
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUP and MOLASSES.—No new developments have affected the molasses market, fancy molasses meeting with an active demand, while choice is inclined towards easiness.

Syrup for the week is unmoved.

Fancy Barbados molasses, puncheons	80 38	80 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 34	0 36
Choice Barbados molasses, barrels	0 37	0 39
Choice Barbados molasses, half-barrels	0 39	0 41
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrup, bbls.	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
Corn syrup, half-barrels	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
Corn syrup, quarter barrels	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
Corn syrup, 38 $\frac{1}{2}$ -lb. nails	1 75	1 75
Corn syrup, 25-lb. pails	1 25	1 25

Cases, 2-lb. tins, 2 doz. per case	2 75
Cases, 5-lb. tins, 1 doz. per case	3 10
Cases, 10-lb. tins, $\frac{1}{2}$ doz. per case	3 00
Cases, 20-lb. tins, $\frac{1}{4}$ doz. per case	2 95

DRIED FRUITS.—There is nothing new to relate in dried fruits, prices remaining firm with a favorable demand for the spring season.

Evaporated apricots	30 22	30 24
Evaporated apples	0 11	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 06 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Currants, fine filiatras, per lb., not cleaned	0 07 $\frac{1}{2}$	0 08
Currants, fine filiatras, per lb., cleaned	0 08	0 09 $\frac{1}{2}$
Currants, 1-lb. packages, fine filiatras, cleaned	0 09	0 09 $\frac{1}{2}$
Currants, Patras, per lb.	0 09 $\frac{1}{2}$	0 10
Currants, Vostizas, per lb.	0 08 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Dates, 1-lb. packages	0 11	0 11
Dates, Hallowee, loose	0 08	0 10 $\frac{1}{2}$
Figs, 3 crown	0 07 $\frac{1}{2}$	0 10 $\frac{1}{2}$
Figs, 4 crown	0 08	0 10 $\frac{1}{2}$
Figs, 5 crown	0 08 $\frac{1}{2}$	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comrade figs, about 35-lb. bags	1 30	1 40
Glove boxes, 16-oz. per box	0 10 $\frac{1}{2}$	0 11 $\frac{1}{2}$
Glove boxes, 12-oz., per box	0 07	0 07 $\frac{1}{2}$
Prunes—		
30-40	0 16	0 18
40-50	0 14	0 15
50-60	0 12	0 13 $\frac{1}{2}$
60-70	0 12	0 13
70-80	0 11 $\frac{1}{2}$	0 12
80-90	0 11	0 11
90-100	0 11	0 11
100-120	0 08	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	0 09	0 09
Choice fancy seeded, 1-lb. pkgs.	0 09 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 09	0 09
Seedless, new, in packages	0 09	0 10
Select raisins, 1-lb. box, per box	0 63 $\frac{1}{2}$	0 63 $\frac{1}{2}$
Sultana raisins, loose, per lb.	0 12	0 16
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75 $\frac{1}{2}$
Malaga table raisins, clusters, per $\frac{1}{4}$ box	0 80	1 90
Valencia, fine off stalk, per lb.	0 08	0 08 $\frac{1}{2}$
Valencia, select, per lb.	0 08 $\frac{1}{2}$	0 09 $\frac{1}{2}$
Valencia, 4-crown layers, per lb.	0 09	0 10

TEAS.—Tea market remains quiet, but steady, with trade looking for improvements. Local demand is fairly well maintained, but there is no snap to buying. Yamashino tea is now added to the Japan list, and is quoted at 75 to \$1.00.

Japans—		
Choice	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 25	0 24
Good common	0 21	0 24
Common	0 19	0 21
Yamashino	0 75	1 00
Ceylon—		
Broken-Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	0 24	0 25
Gunpowders	0 19	0 35
China Greens—		
Pingsuev gunpowder, low grade	0 14	0 18
Pingsuev gunpowder, pea leaf	0 20	0 30
Pingsuev gunpowder, pinhead	0 30	0 50

COFFEE.—Coffee crop is short and as a result prices in general have been well maintained. The consumptive demand is much curtailed owing to high prices quoted.

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

SPICES.—With business still brisk for the season, spices offer no change. The spring demand will live; the situation and already orders are beginning to appear.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 23	0 26
Cloves, ground	0 23	0 26
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 20
Ginger, Cochon	0 17	0 20
Mace	0 05	0 06
Nutmeg	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—General nut market is still firm, but demand is still of a hand-to-mouth order, with nothing particularly exciting to liven the situation. Marbot walnuts advanced this week offering only feature of market.

In shell—		
Brazil	0 22 $\frac{1}{2}$	0 25
Filberts, Sicily, per lb.	0 10 $\frac{1}{2}$	0 12
Filberts, Barcelona, per lb.	0 10 $\frac{1}{2}$	0 12
Tarragona Almonds, per lb.	0 18	0 19
Walnuts, Marete Grenoble, per lb.	0 14 $\frac{1}{2}$	0 15 $\frac{1}{2}$
Walnuts, Marbots, per lb.	0 11	0 13
Walnuts, Cornes, per lb.	0 13 $\frac{1}{2}$	0 15
Hungarian	0 13 $\frac{1}{2}$	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags) standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 $\frac{1}{2}$	0 09
Coon, roasted	0 08 $\frac{1}{2}$	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 11
Spanish, No. 1	0 11	0 12
Virginia, No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 07	0 07
Walnuts—		
Bonmark halves, bright	0 28	0 30
Brokens	0 28	0 30

RICE and TAPIOCA.—For some time back we have kept the trade posted that Rangoon rice for March 15 delivery was quoted at 20 cents lower. This week prices have been reduced by that amount. This decrease will entail enlarged demand, making the market interesting for some time.

Tapioca holds at previous quotations

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

CANNED GOODS.

TORONTO.—Tardy movement of canned goods is still reported. Here and there bright spots appear. Opening of navigation about a month hence will probably bring a brisker demand as some dealers are undoubtedly holding off for cheaper freight rates.

Canned milk manufacturers are still behind with orders. One firm has noti-

THE CANADIAN GROCER

fied their Toronto agent to discontinue pushing sale of their line until they get caught up. Factories report a marked scarcity of milk. High price of butter and cheese is without doubt inducing farmers to send their milk to butter and cheese factories. Consumption of canned milk is also steadily increasing.

Blueberries is one line of fruit which is quite scarce. It will be remembered that canners of blueberries in Eastern provinces delivered only 25 to 40 per cent. of orders. From \$6 to \$6.50 is now being asked for gallon blueberries.

Gallon apples which have been moving out rather freely are firmer, one firm quoting as high as \$3.20.

Canned lobsters continue firm under small supplies.

FRUITS.		Group B.
3's-Apples, preserved	1 80	
3's-Apples, standard	1 87 1/2	
Gal.-Apples, standard	3 20	
2's-Blueberries, (huckleberries) standard	1 47 1/2	
Gal.-Blueberries (huckleberries) standard	5 97 1/2	
2's-Gooseberries, preserved	2 00	
Gal.-Gooseberries, solid pack	8 80	
2's-Grapes, white, Niagara, preserved	1 55	
Gal.-Grapes, white, Niagara, standard	3 55	
2's-Peaches, white heavy syrup	1 90	
3's-Peaches, white heavy syrup	2 90	
1 1/2's-Peaches, yellow flats, heavy syrup	1 85	
2's-Peaches, yellow flats, heavy syrup	1 90	
3's-Peaches, yellow, flats, heavy syrup	2 00	
3's-Peaches, whole, yellow, heavy syrup	2 10	
3's-Peaches, pie, not peeled	1 50	
3's-Peaches, pie, peeled	1 70	
Gal.-Peaches, pie, not peeled	4 40	
Gal.-Peaches, pie, peeled	5 55	
2's-Pears, heavy syrup	1 80	
3's-Pears, heavy syrup	2 40	
2's-Pears, light syrup, globe	1 35	
3's-Pears, light syrup, globe	1 75	
3's-Pears, pie, not peeled	1 40	
3's-Pears, pie, peeled	1 55	
Gal.-Pears, pie, not peeled	4 10	
Gal.-Pears, pie, peeled	4 10	
2's-Plums, light syrup	0 90	
3's-Plums, light syrup	1 30	
2's-Plums, heavy syrup	1 45	
3's-Plums, heavy syrup	1 45	
Gal.-Plums, standard	3 55	
2's-Plums, egg, heavy syrup	1 45	
3's-Plums, egg, heavy syrup	1 70	
2's-Plums, Green Gage, light syrup	1 00	
3's-Plums, Green Gage, light syrup	1 30	
2's-Plums, Green Gage, heavy syrup	1 30	
3's-Plums, Green Gage, heavy syrup	1 90	
Gal.-Plums, Green Gage, standard	4 05	
Group A is 2 1/2c higher than above.		
Group-B		
2's-Cherries, black, pitted, heavy syrup	1 95	1 97 1/2
3's-Cherries, black, not pitted, hy. sy.	1 55	1 57 1/2
2's-Cherries, red, pitted, hy. sy.	1 95	1 97 1/2
3's-Cherries, red, not pitted, hy. sy.	1 55	1 57 1/2
Gal.-Cherries, red, pitted	8 55	8 57 1/2
2's-Cherries, white, pitted, heavy syrup	2 65	2 67 1/2
3's-Cherries, white, not pitted, hy. syrup	1 65	1 67 1/2
2's-Currants, black, heavy syrup	2 00	2 02 1/2
Gal.-Currants, black, preserved	2 30	2 32 1/2
Gal.-Currants, black, standard	5 30	5 32 1/2
Gal.-Currants, black, solid pack	8 30	8 32 1/2
2's-Currants, red, heavy syrup	2 00	2 02 1/2
3's-Currants, red, preserved	2 30	2 32 1/2
Gal.-Currants, red, standard	5 30	5 32 1/2
Gal.-Currants, red, solid pack	8 30	8 32 1/2
Gal.-Gooseberries, heavy syrup	2 27 1/2	2 30
Gal.-Gooseberries, standard	7 02 1/2	7 05
2's-Lawtonberries (blackberries) hy. sy.	1 80	1 82 1/2
2's-Lawtonberries, preserved	2 90	2 92 1/2
Gal.-Lawtonberries, standard	7 05	7 07 1/2
2's-Pineapple, sliced, heavy syrup	2 27 1/2	2 30
2's-Pineapple, grated, heavy syrup	2 27 1/2	2 30
2's-Pineapple, whole, heavy syrup	2 27 1/2	2 30
3's-Pineapple, whole, heavy syrup	2 35	2 37 1/2
2's-Raspberries, black, heavy syrup	2 40	2 42 1/2
Gal.-Raspberries, black, preserved	2 40	2 42 1/2
Gal.-Raspberries, black, standard	7 27 1/2	7 30
Gal.-Raspberries, black, solid pack	9 52 1/2	9 55
2's-Raspberries, red, heavy syrup	2 40	2 42 1/2
2's-Raspberries, red, preserved	2 40	2 42 1/2
Gal.-Raspberries, red, standard	7 27 1/2	7 30
Gal.-Raspberries, red, solid pack	9 52 1/2	9 55
2's-Rhubarb, preserved	1 55	1 57 1/2
Gal.-Rhubarb, preserved	2 30	2 32 1/2
Gal.-Rhubarb, standard	3 55	3 57 1/2
2's-Strawberries, heavy syrup	2 40	2 42 1/2
Gal.-Strawberries, standard	7 27 1/2	7 30
Gal.-Strawberries, solid pack	9 52 1/2	9 55
VEGETABLES.		
Group B.		
2's-Beans, red kidney	1 15	
2's-Beans, blood red Simcoe	1 00	
3's-Beans, whole, blood red Rosebud	1 30	
3's-Beans, sliced, blood red Simcoe	1 35	
3's-Beans, whole, blood red Simcoe	1 40	
3's-Beans, whole, blood red Rosebud	1 55	
3's-Cabbage	1 00	
2's-Carrots	1 00	
3's-Carrots	1 30	
2's-Cauliflower	1 67 1/2	
3's-Cauliflower	2 10	
2's-Corn	1 10	1 15

Gal.-Corn on cob	4 80
3's-Corn on cob, golden dwarf	1 80
2's-Parasnis	1 15
3's-Parasnis	1 30
3's-Pumpkins	1 00
Gal.-Pumpkins	3 12 1/2
3's-Squash	1 15
Gal.-Squash	3 35
2's-Succotash	1 15
3's-Tomatoes	1 65
Gal.-Tomatoes	4 80
3's-Turnips	1 15
Group A is 2 1/2c higher than Group B	
2's-Asparagus Tips	2 55
3's-Beans, golden wax	1 40
2's-Beans, golden wax, midget, Auto brand	1 30
2's-Beans, golden wax	1 10
3's-Beans, golden wax	1 40
Gal.-Beans, golden wax	4 25
2's-Beans, refugee or valentine (green)	1 10
3's-Beans, refugee (green)	1 40
2's-Beans, refugee midget, Auto brand	1 30
2's-Peas, extra fine sifted size 1	1 77 1/2
2's-Peas, sweet wrinkle, size 2	1 40
2's-Peas, early June, size 3	1 35
2's-Peas, standard, size 4	1 30
2's-Spinach, table	1 60
3's-Spinach, table	2 25
Gal.-Spinach, table	6 00
Clover Leaf and Horseshoe brands salmon-	
1-lb. talls, dozen	2 50
1/2-lb. flats, dozen	1 60
1-lb. flats, dozen	2 55
Other salmon prices are-	
Humpbacks, dozen	1 35
Pinks	1 35
Cohoes, per dozen	1 90
Red Spring, per dozen	2 10
Northern River Sockeye	2 45
Lobsters, halves, per dozen	3 00
Lobsters, quarters, per dozen	1 75

CANNED POULTRY AND SOUP.	
Chicken	4 50
Turkey	4 50
Ducks	4 50
Soup, 2's	2 40
Soup, 1's	1 90

ONTARIO MARKETS.

POINTERS—
Rangoon Rice—20c cwt. lower.
Shelled Walnuts—Lower.
Gallon Apples—Firmer.
Starch—Advanced.
Chicory—Firmer.
Gallon Blueberries—Quoted \$6 to \$6.50.

Toronto, March 21.—Although marked with quiet periods at times, a fairly good routine trade is reported by most wholesale grocers. The future is looked forward to with confidence, and trade is shortly expected to show greater activity.

In the first place, opening of spring generally instils more life into trade, although it is argued that bad roads may prove somewhat of an interference to business in the country for a time. Easter, with greater opportunities for the grocer, is near at hand and retail dealers are now planning for more trade when the ban has been lifted from public appetites. Spring house-cleaning will bring a bigger demand for soaps, lyes, cleansers, brooms, brushes and kindred lines, while seeds will also shortly begin to move. Retailers are already commencing to show these lines.

Shipping of perishable goods, such as pickles, catsups, relishes and vinegar, has not become safe as yet as temperature frequently takes downward dips. There was some shipments of these goods sent out during warmer days at first of week, but at buyer's risk and mostly for short distances.

Opening of navigation which generally does not take place until well on in April will give added impetus to trade. Retailers in certain districts are holding

off in their purchases so as to get benefit of lower freight rates.

Refined sugar is unchanged, although raws are easier. Cuba has been sending forth more favorable reports of late. Refined sugar is quoted at \$5.65 in bags on Toronto basis as compared with \$4.60 one year ago.

Starch prices have been advanced during week by reason of higher raw material and anticipated brisker demand with opening of spring. All lines are quoted 1/4 cent per pound higher with exception of lower grade culinary which is 1/2 cent higher.

If English coal strike continues it is feared that shipment of goods manufactured in England as well as those shipped through England will be somewhat interfered with.

SUGAR—There has been no change in Canadian refined, although raws during week developed an easier tone, and New York refined declined in price. There has been more sugar arriving in New York than refiners could reasonably care for at moment, and thus the easier feeling. The English coal strike has also had some effect in depressing market.

The future of sugar is uncertain. During past week Cuba has been showing up more favorably, but there is still danger of adverse turn in situation, so that no definite opinion of future can be formed at moment.

Extra granulated, bags	5 65
Extra granulated, 20-lb. bags	5 75
Extra granulated, 5-lb. cartons	5 95
Imperial granulated	5 50
Beaver granulated	5 50
Yellow, bags	5 25
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	6 05
Extra ground, 50-lb. boxes	6 25
Extra ground, 25-lb. boxes	6 45
Powdered, bbls.	5 85
Powdered, 25-lb. boxes	6 25
Powdered, 50-lb. boxes	6 05
Red Seal, 5-lb. box	0 37
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	6 40
Paris lumps, in 50-lb. boxes	6 50
Paris lumps, in 25-lb. boxes	6 70

SYRUP AND MOLASSES — Corn syrups still continue to move freely, and although manufacturers are catching up somewhat with orders, they are still behind.

No new maple syrup has arrived, but meanwhile this being syrup season, dealers would do well to give these lines prominence.

Molasses is unchanged.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 40
5-lb. tins, 1 doz. in case	2 75
10-lb. tins, 1/2 doz. in case	2 65
20-lb. tins, 1/4 doz. in case	3 60
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 03 1/2
Pails, 38 1/2 lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gals, 12 to case	5 40
1/4 gals, 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
1/2 gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 80

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6 60
7 25
7 25
4 00
3 90

Molasses, per gallon—	
New Orleans, medium	0 30 0 36
New Orleans, barrels	0 28 0 32
Barbados, extra fancy	0 45 0 45
Porto Rico	0 45 0 52
Muscovado	0 30 0 30

DRIED FRUITS—Briskness has not yet developed in dried fruits, and many wholesalers report that most lines are still moving tardily.

For some reason dried fruits have not moved out this season with the briskness of other years. Wholesalers are still carrying fair stocks in most lines. One broker says that while he generally has two or three assorted cars sold by this time in the new year, this year he has sold none, as wholesalers' stocks are still complete enough.

While so far trade has been somewhat disappointing, wholesale dealers are by no means despairing. There are still several months to go before arrival of new fruit, while it is felt that the season of brisk demand is just now opening.

Meanwhile steadiness prevails in prices. Evaps are unchanged, but there are few left throughout the country, suggesting continued steadiness.

Prunes—	
30 to 40, in 25-lb. boxes	0 15 0 18
40 to 50, in 25-lb. boxes	0 14 0 14%
50 to 60, in 25-lb. boxes	0 13 0 14
60 to 70, in 25-lb. boxes	0 12
70 to 80, in 25-lb. boxes	0 10% 0 11
80 to 90, in 25-lb. boxes	0 10% 0 10%
90 to 100, in 25-lb. boxes	0 09% 0 10
Same fruit in 50-lb. boxes, ¼ cent less.	
Bosnia prunes	0 08% 0 09
Apricots—	
Choice, 25-lb. boxes	0 22 0 23
Fancy, 25-lb. boxes	0 25
Candied Peels—	
Lemon	0 10 0 11
Orange	0 10 0 12%
Citron	0 15 0 17
Figs, 2 to 2½ inches, per lb.	0 09 0 13
Tapnets	0 04 0 04%
Rag figs	0 04% 0 07
Evaporated peaches	0 15 0 17
Dried apples	0 09% 0 10
Evaporated apples	0 10% 0 11%
Currants—	
Fine Filiatras	0 07% 0 08
Patras	0 08 0 08%
Vostizzas	0 10 0 12
Uncleaned, ¼c less.	
Raisins—	
Sultana	0 11 0 12
Sultana, fancy	0 14 0 14%
Sultana, extra fancy	0 16 0 17
Valencias, selected	0 08 0 08%
Seeded, 1 lb. packets, fancy	0 09
Seeded, 16-oz. packets, choice	0 08%
New Dates—	
Halloweens—	
Full boxes	0 06
Package dates, per 1 lb.	0 07
Fards, choicest, 12-lb. boxes	0 09% 0 10%
Fards, choicest, 60-lb. boxes	0 06% 0 07

TEA—No more than a routine trade can be reported in tea. Values locally hold steady, while the same is true on primary markets. Slight easiness has ruled at English auctions by reason of depression on account of labor troubles in that country.

COFFEE—Strong position which coffee has held is maintained. Market is decidedly firm, and continues to strengthen steadily. Business is routine, but quite up to previous years for this time of year.

Chicory is firmer in price, being quoted from 12 to 14 cents locally. High prices for coffee naturally brings a larger demand for chicory and under limited supplies, market is firm.

Rio, roasted	0 23 0 24
Green Rio	0 19 0 20
Santos, roasted	0 24 0 25
Maricao, roasted	0 24 0 25

Bogotas	0 27 0 28
Mocha, roasted	0 30 0 32
Java, roasted	0 27 0 28
Mexican	0 27 0 28
Guatemala	0 28 0 28
Jamaica	0 24 0 25
Chicory	0 12 0 13

SPICES—General quotations on spices show no change. Pepper and cloves continue to hold a steady position while cassia, especially China, shows firmness on primary markets. Normal demand is reported in moderate lots, and another month is expected to bring forth more activity in general lines.

	Tins.	¼-lb. pkgs.	¼-lb. tins doz.
Allspice	15-18	60-70	70-80
Cassia	30-30	85-115	95-125
Cayenne pepper	23-28	80-105	90-115
Cloves	23-28	75-95	85-110
Cream tartar	27-30	90-90	
Curry powder	25-30		
Ginger	22-27	65-85	75-95
Mace	50-85		0-2 75
Nutmegs	30-45	90-100	1 60-2 50
Peppers, black	18-22	80-105	80-90
Peppers, white	28-32	80-105	1 05-1 15
Pastry spice	20-27	65-85	75-110
Pickling spice	15-20	75-90	75-90
Turmeric	15-20		

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

Mustard seed, per lb. in bulk	0 12
Celery seed, per lb. in bulk	0 20
Shredded coconut, in pails	0 16% 0 17%

NUTS—Shelled walnuts are quoted at a lower price. General figure rules around 30 cents per pound. One wholesaler quotes 27 cents in case lots, and 28 to 30 in small lots. Shelled almonds are, if anything, a little firmer and rule at 35 to 38 cents.

Easter being a kind of festive season, many retailers take advantage of it to push sale of nuts. Spring generally brings a better demand for peanuts. Trade at present continues mostly for small lots.

Almonds, Formigetta	0 15 0 15%
Almonds, Tarragona	0 16% 0 17
Almonds shelled	0 35 0 38
Walnuts, Grenoble	0 16 0 16
Walnuts, Bordeaux	0 12 0 13
Walnuts, Marbota	0 13 0 14
Walnuts, shelled, new	0 30
Filberts	0 11 0 12
Pecans	0 17 0 18
Brazils	0 20 0 21
Peanuts, roasted	0 19 0 13
Peanuts, green, extras	0 08%
Peanuts, green, jumbo	0 19

RICE AND TAPIOCA—The announcement was made in these columns some time ago that Rangoon rice for March 12 delivery was quoted at 20c per cwt. below prices ruling then. This went into effect this week, when prices were marked down 20c, making standard B. \$3.55 pr cwt. here. The lower prices are made possible by coming forward of new crop.

A month ago Rangoon for May 1 delivery was quoted at 30c below price ruling then. Considerable booking was done at this figure, but primary market having firmed somewhat, it is understood that this offer has been withdrawn.

Other varieties of rice, however, remain steady and firm.

Rice with the lower prices and opening of spring should move more briskly.

Standard B. from mills, 500 lbs., or over.	
f.o.b. Montreal	3 45
Rice, standard B., f.o.b. Toronto	3 55
	Per lb.
Rangoon	0 03% 0 04
Fancy rangoon	0 05
Patna	0 05% 0 06
Japan	0 05 0 07
Java	0 06 0 07

Carolina	0 08 0 10
Sago, medium brown	0 06% 0 07
Tapioca—	
Bullet, double goat	0 08
Medium pearl	0 06% 0 07
Flake	0 08
Seed	0 06% 0 07

BEANS—Beans continue to hold strong position pointed out before. It looks like continued steadiness for good quality which are in good demand. Supplies are now pretty well out of farmers' hands.

Prime beans, per bushel	1 80
Hand picked beans, per bushel	1 80
California Lima beans, lb.	0 08

OLIVE OIL—A dispatch from France on olive oil says:

"The crop of olives of this year is necessarily fairly good in the different producing countries, that will allow of prices becoming normal to some extent, and the consumption of olive oil in the world will certainly increase.

"So far only current and average qualities have been made—the unfavorable weather having kept back the gathering of the olives—and the extra qualities will not be made until after March. Prices are fairly steady on account of the large requirements which exist everywhere, both in the shipping and consuming districts.

"It will hardly be before next month when supplies will have been got and when olive oil is more plentiful, that we shall see quotations well established. Broadly speaking, we shall have very good olive oils this year."

MANITOBA MARKETS.

Syrup—Advanced.

Beans—Going up; scarce.

Winnipeg, March 21.—There are several changes in prices this week. The spring rush seems to be under fair way. Firms report business exceptionally good, and the different construction camps opening up now will make things move quite briskly.

The market is full of strength, and some lines show quite an advance. Syrup had another advance of 10c, and is firm, while corn starch is up a ½c lb. and laundry starch ¼c lb. Beans also are up 5c per bushel.

SUGAR—Sugar remains practically the same. The market is still firm, and indications point to higher prices.

Montreal and B. C. granulated, in bbls	6 15
Montreal and B. C., in sacks	6 10
Montreal, yellow, in bbls	5 50
Montreal, yellow, in sacks	5 70
Ice sugar, in bbls	6 35
Ice sugar, in boxes, (25 lbs.)	6 50
Powdered sugar, in bbls	6 30
Powdered sugar, in boxes	6 30
Powdered sugar, in small quantities	6 19
Lump, hard, in bbls	7 00
Lump, hard, in half-bbls	7 19
Lump, hard, in 100-lb. cases	7 15

SYRUP—An all round advance of 10c in syrups was made again Friday, but was not surprising. It is still unsettled.

Syrups—	
21 2-lb. tins, per case	2 33
12 5-lb. tins, per case	3 73
6 10-lb. tins, per case	6 61
3 20-lb. tins, per case	6 62
Half barrels, per cwt.	3 95
Barbadoes molasses, in half bbls, per gal	0 45
New Orleans molasses, half bbls, per gal	0 30 0 31

EVAPORATED APPLES—No change as yet. General opinion is that on account of so many green apples holding on, the movement in this line is held back.

DRIED FRUIT—There are no changes in prices, and a steady demand prevails.

	Per lb.
New Prunes—	
90-100s, 25s, s.p.	0 10%
90-100s, 10s, s.p.	0 10%
80-90s, 25s, s.p.	0 10%
80-90s, 10s, s.p.	0 11%
70-80s, 25s, s.p.	0 11%
70-80s, 10s, s.p.	0 11%
60-70s, 25s, s.p.	0 11%
60-70s, 10s, s.p.	0 11%
50-60s, 25s, s.p.	0 11%
40-50s, 25s, s.p.	0 13
Cooking Figs—	
Choice boxes	0 05%
Half boxes	0 05%
Half bags	0 04%
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 30
Fine selected, 28s, s.p., per box	2 35
4-crown layers, 28s, s.p., per box	2 45
4-crown layers, 14s, s.p., per box	1 30
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 28s, s.p., per box	2 40
Currants—	
Dry, clean, per lb.	0 07%
Washes, per lb.	0 08
1-lb. package	0 08%
2-lb. package	0 17%

COFFEE—Situation in coffee remains the same and the demand in all varieties is exceptionally good.

Roasted Rio, per lb.	0 22
Green Rio, 5's, lb.	0 17
Green Rio, 7's, per lb.	0 16%

BEANS AND PEAS—Supply of beans seems small. An advance of 5c is recorded, and still higher prices are looked for. Peas remain the same, with demand good.

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

RICE AND TAPIOCA—Firm prices remain and good demand prevails. New supplies arrive soon.

NEW BRUNSWICK MARKETS.

St. John, March 21.—The chief item of interest in local grocery circles during past week, aside from general briskness in business was a drop of ten cents in price of sugar and general nervous condition reported concerning market. Paris lumps remain unchanged, however, and are high in price, being from \$6.75 to \$7. Another rise in beans is looked for, and they are quoted as being firm and scarce, both h.p. and y.p. stocks being none too plentiful.

Country market has been liberally supplied with eggs last few days and indications are that they will be cheaper even than they now are in price. From 22 to 26 cents was asked for eggs this week but it was thought that if they continued to be brought to market in such plentiful supply as was the case during past week, it would not be many days before a further drop was noted. Butter also is a little easier and is becoming more plentiful with approach of milder weather. It is still quite high.

Bacon	\$0 15
Beans, hand picked, bus.	2 55
Beans, yellow eye, bus.	2 65
Butter, dairy, per lb.	0 25
Butter, creamery, per lb.	0 30
Buckwheat, W., grey bag	2 85
Cheese, new, lb.	0 17
Currants, 1's, lb.	0 08

Canned Goods—		
Beans, baked	\$1 15	\$1 25
Beans, string	1 02%	1 05
Corn, doz.	1 00	1 05
Peas, No. 4	1 20	1 25
Peas, No. 3	1 25	1 30
Peas, No. 2	1 30	1 35
Peas, No. 1	1 35	1 40
Peaches, 2's, doz.	1 95	2 00
Peaches, 3's, doz.	3 00	3 05
Raspberries, doz.	2 05	2 10
Strawberries	1 85	1 90
Tomatoes	1 75	1 80
Clams	4 90	4 25
Corameal, gran.	5 10	5 10
Corameal, bags	1 75	1 75
Corameal, bbls.	3 65	3 65
Eggs, henery	0 30	0 30
Eggs, case	0 22	0 25
Finnan Haddies	4 40	4 50
Fish, cod, dry	6 25	6 50
Flour, Manitoba	6 55	6 60
Flour, Ontario	5 60	5 70
Lard, compound, lb.	0 10%	0 10%
Lard, pure, lb.	0 12%	0 13
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 34	0 35
Oatmeal, rolled	5 70	5 70
Oatmeal, std.	6 30	6 30
Pork, domestic mess	21 00	22 00
Pork, American clear	21 00	23 00
Potatoes, barrel	2 25	2 75
Raisins, California, seeded	0 09%	0 10
Rice, per lb.	0 03%	0 04
Salmon, Case—		
Red Spring	\$7 75	\$8 00
Cohoos	7 25	7 50
Sugar—		
Standard granulated	5 70	5 80
Austrian granulated	5 60	5 70
Bright yellow	5 50	5 60
No. 1 yellow	5 20	5 30
Paris lumps	6 75	7 00

NOVA SCOTIA MARKETS.

Halifax, March 21.—An advance in price of butter and drop in price of eggs are principal features in the local market. Early last week eggs were scarce, but towards the latter part they came in good supply. They are selling at wholesale to-day at 28 cents. Eggs are higher here to-day than they are in Montreal, which is not usually the case. All the stock offering is good and fresh.

Butter is on scarce side and it has taken a decided jump. All dealers report a general scarcity of first-class stock. One week ago several lots of fresh dairy butter came on market, and it was thought receipts would continue right along. There was a marked change during past week, however. All the good stock offering was bought up, creamery advancing to 32 and 33 cents, and dairy (choice) stock to 28 and 29 cents.

HOW ABOUT \$2,000 TO START A BUSINESS?

(Continued from page 37).

plenty of solid stuff in the way of reasoning to show why you cannot do this thing. Believe me, there is nothing so good, so convincing, so effective, as facts plainly and simply set forth. If you will send me that information I shall work this up for you; but meantime, here is a suggestion:

Service and Cost of Living.

Everybody is agitated about the "cost of living." Consumers are about ripe for the information that the real trouble is the cost of service. Thirty years ago a man could make a net margin out of a total average of, say, 15 per cent. Ten years ago he would have nothing left unless he got an average of 20 per cent. To-day it requires a good manager to

get by on less than 25 per cent. This is because:

Clerks cost more, and we need more clerks.

Horses cost more, and we need more horses.

Deliveries cost more, and we make more deliveries.

All of which is the result of the demand for more service.

To-day practically nobody carries home any goods; everybody has a telephone; orders mostly come by phone.

To-day the variety carried is twice as great as a few years ago. Perishable goods abound everywhere, where formerly most groceries could be sold next week as well as to-day.

But there is one rule that has not changed. That is, two plus two continue to make four. Hence, if we are to give away 2½ per cent., we must first charge an extra 2½ per cent. There is no way to get around that fact.

The Bonus Must be Dropped.

We may "jolly" about this as we like. The facts still stare us in the face. They will not be side-stepped. So there is just one way to handle it. Drop the 2½ per cent. bonus. Do that definitely, but quietly. Then tell inquirers plainly, seriously, but without any attempt to dodge the issue, that you cannot do it any longer and do justice to your customers.

If it cost you 16 per cent. to do business, you are probably getting a net margin of 4 per cent. on sales for yourself. Put that up to inquiring customers, in plain English, as reason enough for cutting out the bonus.

Then stick to it. You will temporarily drop a few customers; but then you must simply redouble your efforts to do better in other ways. Being diligent in the essentials of rendering good service and selling satisfactory goods. Customers of real value will return and plenty of desirable ones will come to you to take the place of those who stay away, because not really desirable.

Stick to it. Do not let the "over-persuader" get you a second time.

Grocers' Letter Box

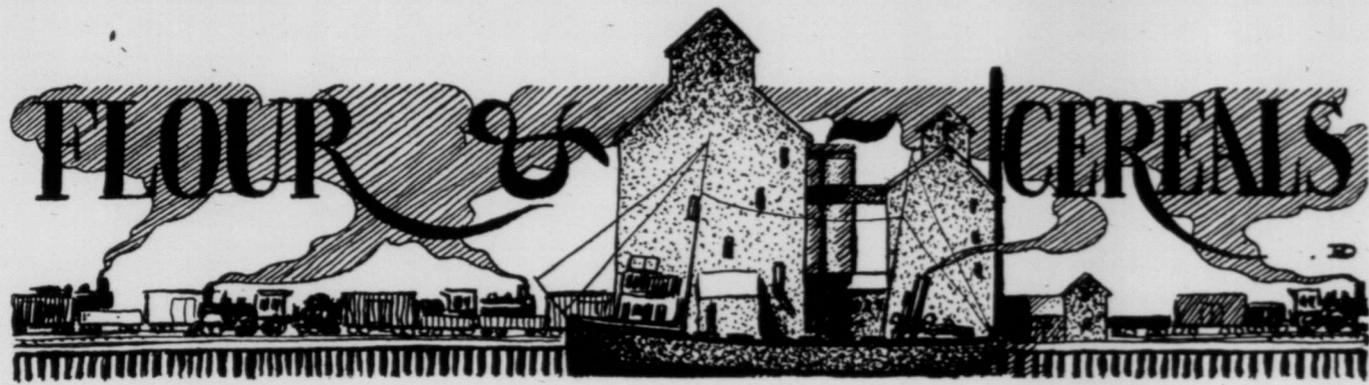
The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you desire the manufacturer of any line of goods, where an article can be secured, etc., etc., write us.

Editor Canadian Grocer,—I have a Japanese quotation of so many yens per picul. Will you kindly tell me through your letter box what a picul is?

IMPORTER.

Toronto, Ont.

Editorial Note.—A picul is 133 1-3 lbs. It is divided into 100 catties, or 1,600 taels.



Coal Strike Affecting Export Flour Trade

Ocean Space at Premium Dealers Should Not Relinquish Efforts on Flour and Cereals; With Advent of Spring — Temperature of Next Few Months Should be Excellent for Consumption—Rolled Oats Hold Steady Position — Flour Inclined to Quietness at Some Centers.

Spring is in the air, and warmer weather is gradually embracing the Dominion. Somehow some dealers regard the advent of spring season as a token to relinquish the pushing of flour and cereals. Such should not be the case.

The statement that cereals do not sell as well during warm weather may be true, but the temperature of spring months is ideal for large consumption of cereals by consuming public. The dealer should, therefore, not neglect to give prominence to cereal stocks. It is a suicidal policy to suggest to customers that the use of an article is out of line by failing to give it prominence deserved. Flour should also meet with a steady demand during spring months.

As regards the market, rolled oats hold steady position outlined last week, with raw material not only holding up strong, but also tardy in arriving at mills. Millers report that as yet warmer weather has had little or no effect on retail demand for cereals. Export values on oatmeal have been advanced 6d, showing tendency of market.

Flour trade, while it might be better, is conceded as fair. The heavy buying previous to late advance no doubt is responsible for present quietness reported by some mills. Instances are not lacking of mills being handicapped by want of wheat on account of freight congestion. Little relief in freight problem can hardly be looked for until opening of navigation. Millers say navigation generally opens up around April 20.

Effects of English coal strike are being felt by exporters of flour and cereals. Ocean space has already been at a premium for a time, and probability of some sailings being cancelled makes

matters worse. If this continues it also looks like higher ocean freight rates.

MONTREAL.

FLOUR—Flour is rather inactive at present. Normal demand is met without trouble. Prices remain unchanged, with no tendencies in either direction.

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

CEREALS—Cereals have been lively during week. The shortage in supplies and difficulty in shipments caused by the snowstorms last week resulted in temporary advanced prices. Raw material is scarce, and may cause trouble later on.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 75
Granulated oatmeal, single bag lots	2 75
Rolled cornmeal, 100 bags	2 00
Rolled oats, jute bags, 90-lb., single bag lots ..	3 50
do cotton bags, 90-lb., single bag lots ..	2 55
Rolled oats, barrels	5 25
Rolled wheat, bbl.	2 25

TORONTO.

FLOUR—No new features have developed in flour during week. In car lots, first patents are quoted at \$5.60 per barrel. Domestic demand is fair, but considerable business was booked previous to advance, detracting somewhat from present trade.

Winter wheat flour shows quite marked steadiness. Offerings are not large, while millers realizing that country roads may shortly interfere with delivery of raw material are somewhat firmer in their ideas.

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

Winter Wheat.	
Straight roller	4 00
Blended	4 50

CEREALS—Trade in cereals continues on good scale. Millers say there

has been no slackening as yet in demand by reason of arrival of milder weather.

Rolled oats hold the steady position noted last week. Indeed, raw material is again slightly firmer this week. There is still difficulty experienced in getting oats to mills on account of freight congestion. The tendency in this line is shown by advance of 6d in export price of oatmeal, even in face of slack export enquiry.

Cornmeal holds a steady position.

Rolled oats, small lots, 90-lb. sacks	1 50
Rolled oats, 25 bags to car lots	2 48
Standard and granulated oatmeal, 98-lb. sk ..	2 75
Rolled wheat, small lots, 100-lb. bbls.	2 90
Rolled wheat, 5 barrel to car lots	2 98
Cornmeal, 100-lb. bags	2 00
Rolled oats in cotton sacks, 5 cents more.	2 15

FEED—Under scarcity of supplies, values on bran and shorts, and, indeed, all feeds have been well maintained at higher levels reached two weeks ago.

NORTHWEST WHEAT CROP.

The surprising manner in which the receipts of wheat keep pouring into Winnipeg and Fort William is proof that the crop was much larger than the most sanguine experts dared to predict. One large exporter states that judging from unprecedentedly heavy receipts, that if the wheat crop of the Canadian West had been properly matured and harvested in an average good condition, it would have reached 250,000,000 bushels.

TRADE WITH WEST INDIES.

Montreal, Que., March 21—(Special)—A conference will take place in Ottawa about the end of the month between 18 delegates from the British West Indian League and the Canadian Government regarding trade between the two countries.

Sir Thomas Shaughnessy is president of the Canadian West Indian League and the delegates from the B. W. I. are to be his guests. He has placed a special car at their service while in Canada. Delegates will be given a banquet by the Board of Trade and C. W. I. League, and also a luncheon by the C. W. I. League and the Mount Royal Club.

Head of the Lakes View of Grain Blockade

Western Farmer and Elevator Man Disagree—Former Wants Cars Distributed as Ordered, Latter to Suit Conditions—Political Parties' Delay in Deciding Terminal Elevator Question, Partly Cause of Lack of Storage.

Port Arthur, Ont., March 21.—(Special.)—Everywhere through the West the question of grain congestion is the leading topic of interest among all classes. Here at the head of the Great Lakes it is no less so than elsewhere, the only difference being that it is discussed from another standpoint. On the prairies the grain growers' side of the subject is the one of absorbing interest. Here it is the elevator people's views that are the most in evidence—both looking at the question from the standpoint of their own interest.

Among the farmers, the recent action of Parliament in changing the law regulating the distribution of cars is almost universally condemned, while here it is strongly upheld. The men of the plains are most emphatic in their condemnation of the proposal to allow the mixing of wheat in the elevators, but in the Twin Cities this action is considered quite justifiable, and is argued to be in the best interests of the farmers.

Want Cars in the Order Ordered.

In regard to the first of these changes, it is proposed to do away with the rule compelling the transportation companies to distribute cars to farmers and elevators in strict rotation as their names appear on the car order books, which names the railway agent is compelled to keep in the order the applications are made.

This law the farmers claim has worked out very well, but the elevator owners think otherwise, and the new act proposes to allow the grain commissioners the power to distribute cars out of the regular order to parties who can show that they have grain that is in bad condition and requires immediate shipment. The proposal upon the face of it, the grain growers say, looks quite innocent, but it is the practical working out of it they fear. It is claimed by the promoters of the change that it is in the best interests of the grain growers, whose real benefit they have at heart, but the latter do not so regard it. They have had experience with the elevator men's philanthropic proposals before.

For them the voice is the voice of Jacob, but the hands are the hands of Esau; and however plausible the reasons given, it is in their estimation bound to work to their disadvantage and in the interests of the elevator operators.

In reference to the proposal to allow the mixing of grain in the elevators, it is claimed by those operating them here that it is in the interests of all concerned, that it will facilitate the handling of grain by the railways and elevators and will not adversely affect the price of wheat, nor work any injury to the farmer, nor prejudice the reputation of Western wheat in the opinion of the foreign buyer.

All those contentions are combated by the farmers of the plains. It is claimed by them that any tampering with the grades of wheat in the elevators must injure its reputation in the eyes of the British or Eastern Canadian buyer, and it is further claimed that the allowing of mixing in the elevators after the grain has passed out of the hands of the farmer cannot be of any benefit to him.

The grain blockade is another phase of the subject that is as keenly discussed here as on the prairie. On all sides one hears the railways condemned for their alleged inability to transport the products of the Western farmers. It is charged that the latter have not kept pace with the development of the country, but that they have been inclined to rest upon their oars, and to use the expression of an Eastern journal, 'take profits.'

Should Not Bear All Blame.

In view of all the facts, however, the allegations, although so freely made and so widely believed, are scarcely justifiable. The railways may not have done all that they might have done, but it is scarcely fair to lay the whole blame upon their shoulders. The statement made by Mr. Bury, of the C.P.R., recently, that his company had appropriated more money annually for extensions than could be used, is questioned in many quarters.

A usually well-informed contributor to Farmer's Magazine in a recent article, makes a jest of the assertion. Those who have traveled extensively through the West are aware of the fact that all three of the great transcontinental lines have been pushing building as fast as they could get men and material to do it with, and in many parts of the West there are miles of grading done for which there is no steel available to lay the tracks, the rail mills of Canada be-

ing utterly unable to turn out sufficient material to meet the demand.

Storage Capacity Inadequate.

As we tried to point out in a recent article in The Grocer, the trouble is not so much in transportation facilities as storage capacity. There are at present hundreds of freight cars and many locomotives that might be employed in transporting grain if there were any place to store it. Here, at the head of the lakes, all the elevators and store houses are full to their utmost capacity. The immense seven million bushel elevator of the C.N.R., the largest in the world, can hold no more. The same is true of the G.T.P.R., with a capacity of three and a half million, while all the C.P.R. elevators are in the same condition.

It may be said, and is said in view of the great development: Why did not the railway companies build more storage? This is a reasonable question but the responsibility for the failure to provide necessary accommodation for the rapidly increasing products of the West can scarcely be all laid at the door of the transportation companies. There are others. The statesmen at Ottawa, engaged as they have been in the all-absorbing game of party politics, are largely responsible for the trouble. For some time past there has been a strong agitation in favor of the taking over of the terminal elevators by the Government, and instead of settling the question definitely one way or another, a year ago, as they should have done, both political parties juggled with it, hoping to gain party advantage, while in the end nothing was done.

In view of this unsettled condition of affairs it was scarcely to be expected that the railway companies, or any one else, would invest large sums of money in the building of store houses with the prospect of their being taken out of their hands before they were finished. It is sincerely hoped, now that the matter is apparently settled, that the building of increased elevator and storage capacity will be vigorously prosecuted, not only here at the head of the lakes, but at points westward, as suggested in The Grocer recently. The neglect to do this has involved the loss of probably millions of dollars worth of grain and caused much bad feeling that might have been avoided.—David Williams.

The Canadian Credit Men's Association, Ontario division, heard an address on Thursday evening, March 21, at Toronto, given by Alfred H. Burt, president of the National Candy Co., Buffalo, N. Y.



Milder Weather Improving Fruit Trade

Vegetable Trade Also Picking up—People Frequenting Streets
More—Florida Tomatoes and Celery Coming Along in Larger
Quantities—Potato Situation Varies at Different Centres.

The milder weather prevailing in many sections of Dominion has brightened trade in fruits and vegetables materially. As spring advances and milder temperature and brighter days become more regular and unbroken by dips back into winter conditions, trade in these lines can be expected to take on greater activity. It is pointed out by wholesale dealers that not only does the warmer weather bring forth a larger number of prospective purchasers, but it makes the display of these lines an easier problem.

Florida tomatoes have been coming along to Canadian market in larger quantities and being of good quality have met with ready sales. Florida has also been sending forth larger supplies of celery, and this line has also been taken up well by the trade. Western Canada is taking California stock, but the eastern provinces are buying a comparatively small amount of this.

Canadian onions are well to an end. Any that are still to be had are held at fancy prices. Spanish have been in good demand, but they, too, are high and nearing the end of their season. Egyptian onions will, however, shortly be added to Canadian list and will be badly needed.

Potato situation varies somewhat in different sections of country. Approach of spring and opening of pits will increase supplies in some districts. Dealers express fear that on account of extremely cold weather many potatoes may have been frosted during winter and will come out of pits in poor condition. There has been quite a quantity of English and Irish potatoes imported and this has slightly eased situation at some centres.

Oranges, lemons and grapefruit are all moving fairly well. Pineapples will shortly be given more attention under larger shipments and better prices. Strawberry prices also point downward.

MONTREAL.

GREEN FRUITS—Green fruits continue in good request with no important changes for the week. Snow storms last week caused a delay in shipments. Sup-

plies in most lines are up to the mark and may show a decline in price with the spring imports. Florida oranges and pineapples show a decrease as a result of increased supplies. New strawberries are coming in freely and are meeting with a favorable demand. They are now quoted at 50c to 65c.

Apples—		
Spies	4 50	4 00
Baldwins	3 75	4 75
McIntosh Reds	6 00	6 00
Greenings	3 50	4 50
Bananas, crated	1 75	2 00
Cocoanuts, bags	4 00	4 50
Cape Cod cranberries, in bbls.	14 00	15 00
Cranberries, N.S., bbls.	10 00	11 00
Box cranberries	3 50	3 50
Grape fruit, Florida, case	7 00	7 00
Jamaica, case	3 50	3 50
Grapes, Malaga, per keg	6 00	6 50
Lemons	3 50	4 00
Oranges—		
Florida	3 50	3 50
Navela	3 00	3 50
Valencia	3 75	4 50
Jamaica, box	1 75	2 00
Mexican	1 75	2 00
Bitter oranges, per box	2 50	3 00
Pineapples—		
Florida	3 50	3 50
Strawberries, per quart	0 50	0 65
Tangerines, per strap	6 00	6 50

VEGETABLES—While demand for vegetables is not what might be called active, yet there is sufficient inquiry and sales to keep the market in good tone and with shipments moving freely the market has been subject to a few varied prices. Florida celery advanced this week, owing to scarcity. As predicted in the last issue, cauliflower advanced again and may go higher as a result of small stocks. New cabbages have arrived on the market and are selling from \$7.50 to \$8.

Beans, green, hamper	6 00	7 50
Brussels sprouts, per qt.	0 30	0 30
Carrots, bag	2 00	2 25
Cabbage, dozen	1 00	1 00
Florida celery	6 00	6 50
Cauliflower, dozen	3 50	3 50
Garlic, 2 bunches	0 45	0 45
Green peppers, bus. basket	2 50	3 00
Lettuce, Boston, per box of 2 doz.	2 00	2 25
Leeks, dozen	1 50	1 75
Onions—		
Spanish, crate	4 00	4 25
Half crate	2 25	2 25
Canadian reds, 100 lbs., per lb.	0 05	0 05
American radishes, dozen	0 50	0 50
Sweet potatoes, per basket	3 00	3 00
Montreal potatoes, new, bag	2 00	2 00
New potatoes, 59 bbl.; 6c lb.		
Spinage, per bbl.	5 00	6 00
Turnips, per bag	1 00	1 00
Parsnips	1 50	2 00
Treeserz		0 20

TORONTO.

GREEN FRUITS—Arrival of milder weather and brighter days is proving material help to fruit trade. Dealers are

hoping for a continuance of it. Pineapples are shortly expected to come in for more attention. Lemons, oranges and grapefruit show a fairly steady demand.

Almeria grapes are getting into small compass. Some firms are well cleaned up on them. Prices vary considerably according to condition of stock.

Bananas	1 25	1 75
Lemons, Messina, new crop	1 75	3 25
Oranges—		
Marmalade	2 75	2 75
Florida	3 00	3 00
California navels	3 00	3 50
Tangerines, strap of 2 boxes	6 00	6 00
Grapefruit—		
Florida, case	6 00	6 80
Jamaica, case	3 50	4 50
Cuban, case	5 50	5 50
Grapes, Almeria, per keg	4 00	6 00
English hot house grapes, lb.	0 75	0 95
Cranberries, bbl.	13 50	13 50
Cranberries, per box	4 50	4 50
Apples, bbl.	2 25	4 00
Pineapples, case	4 00	5 00
Florida strawberries, box	0 65	0 70

VEGETABLES—Trade in vegetables has also been brightened by milder weather. Florida tomatoes are coming along more freely at steady prices. Quality is good and they are selling well.

Onions hold to the high price. Egyptians are expected along shortly and will afford some relief to the market. Potatoes show no material change. Market is fairly steady with good demand.

Celery receipts are larger, mostly Florida stock coming to this market. Florida is quoted at \$5.50 per case of 5 to 8 dozen, and California at \$8 to \$9 per case.

Asparagus, large	0 90	0 90
Asparagus, small, doz.	2 40	2 40
Cabbage, barrel	3 00	3 50
Canadian beet, per bag	1 50	1 50
Carrots, bag	1 75	1 75
Cauliflower, Cal., case	3 50	3 50
Celery, per dozen, washed	1 85	1 85
Celery, Cal., per case, 5 1/2 to 10 doz.	8 00	8 00
Celery, Fla., per case, 5 to 8 doz.	0 50	0 80
Turnips, bag	2 25	2 25
Boston cucumbers, dozen	1 50	1 50
Boston head lettuce, dozen	0 40	0 50
New radish, per dozen	0 50	0 50
New lettuce, per dozen	0 50	0 50
Mushrooms, 1 lb. boxes	0 75	0 75
Onions—		
Green onions, dozen	4 25	4 25
Spanish, case	4 00	4 50
Spanish, half cases	2 25	2 25
Canadian, 75-lb. bags	3 00	3 25
Parsnips, per bag	1 75	1 75
Potatoes, N. B.	1 85	1 85
Potatoes, Ontario, bag	1 75	1 75
Potatoes, Irish	1 75	1 75
Tomatoes, Florida, crate	5 00	5 00
Sweet potatoes, hamper	2 00	2 25

"See here, I wrote and asked you when you were going to pay that old account, and enclosed stamp, but you never answered."

"My dear sir, wouldn't it have been a mean trick to use your own stamp to disappoint you?"

Good Time to Sell Fruits and Vegetables

New and Appetizing Goods Coming on Market of Splendid Quality—With Warmer Weather Window Displays Will be Given More Attention—A Window Trim Suggestion.

This is a time of year when it will well pay the grocer to give special attention to his fruit and vegetable department. With the arrival of warmer weather, a good many more people frequent the streets, as well as visit the stores. The past couple of months have been rather cold, and people have found it more to their liking to keep within their homes. The higher temperature and brighter days will once more, however, induce them to come forth, and displays of fruits and fresh vegetables at this time will bring more business than for some time in the past.

Easter Helps Fruit Trade.

There is also another reason why retail dealers should bolster up fruit and vegetable departments now. Easter, a festive season somewhat akin to Christmas, is close at hand, and there should accordingly be a special demand for these lines.

New Vegetables on Market.

It is true that dry root vegetables are scarce, but let the grocer not despair. There are many lines of fresh vegetables to be had which will delight both the eye and the appetite. Florida tomatoes of excellent quality are now on the market. It is needless to say they are appetizing. There is also new celery, and although the price is high, the quality is good. Then there are new cucumbers, head lettuce, radish and green onions. New cabbage is also arriving, while California is sending along cauliflower.

Imported Fruits of Good Quality.

There are also plenty of fruits to induce business. Good quality oranges are now coming from Florida and California. Florida, Cuban and Jamaica grapefruit is to be had. Keg grapes are still available, while to the large purse dealers may offer English hot house grapes. Add to this list delicious Florida strawberries and pineapples and you surely have an array of fruit that should bring business.

What Good Display Is.

All merchants agree that display is a most important factor in selling fruits and vegetables. Tossing the goods in stock on counter or into window is display in a certain fashion, but not in the best fashion. Care must be taken. Cleanliness should prevail. The display should be symmetrical whenever possible. Put the goods before your custo-

mers in the most attractive form. It will assist materially in selling them.

Window display, especially at the present time, will create business. With warmer weather people are more likely to stop to look at a window display—that is if it has sufficient merit to induce them to do so.

The window shown here may be of some assistance to the trimmer in arranging a display. The window proper had sufficient merit to arrest the attention of many a passer-by. Two rows of apples were followed by a wide layer of Malaga grapes. Pineapples and dates combined with box confectionery form



Neatly arranged fruit display which sold some goods.

the centrepiece. The window is evenly balanced by a symmetrical pyramid of oranges on both sides. It will be noticed that a window shelf hung by wires from the ceiling holds some other lines.

MAPLE SUGAR QUESTION AGAIN.

St. John Dealers Interested—Adulterated Article Claimed is Being Sold.

St. John, N.B., March 21.—(Special).—Keen interest is being evinced by local grocers in a matter which concerns the trade in general, but particularly those who make a specialty of catering to the wants of their customers from the confectionery department, the placing on the market of an article which is dis-

played as "pure maple sugar," but which, it is claimed, has no just cause for bearing this description. A protest has been made to the Inland Revenue Department of the Customs and the matter is to be taken up vigorously, so that the outcome is being awaited with interest by local dealers and the public as well.

H. S. Godard, of Elgin, Albert County, was in St. John this week and brought a large stock of maple candy, sugar and honey or syrup, and he complained most bitterly that it had been allowed some others to place on the market an article which they told the unsuspecting purchaser, was "pure maple sugar." He said that about this time of year, just when people were beginning to think that it was time for the first arrivals of maple stock, there was placed on the market a bogus article, composed largely of molasses, sugar, and "left-overs" in

maple goods for flavoring. These ingredients were molded into lengths and sold as the genuine maple sugar, and this made it hard when the real sap stock was brought to the city, for the first-comers to get the prices they deserved through being the early arrivals with the goods.

He was strongly in favor of having the law compel a dealer when placing maple sugar on the market to label his goods with a guarantee that they were absolutely pure and thus both the grocers, confectioners and general public would be protected, for unless the sugar maker were not afraid of an analysis of his stock he would not take the risk of a fine of \$200 and falsely label his wares.

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Fish Trade Hampered by Milder Weather

In Many Sections—Makes Handling of Fish More Difficult—
Next Two Weeks Expected to be Busy Ones—Dealers Put
Forth Extra Efforts for End of Rush Season—Good Friday
Always Stellar Fish Day.

There is no material change in fish situation this week to refer to. The milder weather in many sections has had an adverse effect on fish trade, making the handling of this line more difficult, but under the conditions and for season retail demand is considered good.

Wholesalers and retailers alike are making preparations for the last round of the Lenten season. Past years have proven that the last two weeks are busy ones, dealers putting forth every effort for a bright finish for the season.

Good Friday is especially a stellar day in fish business, the result of a natural demand combined with selling efforts of dealers. With the kind assistance of the weather man it is expected to be fully up to standard this year.

Certain lines are getting into smaller compass at different centres while others are completely done. These lines vary at different centres but are mostly in prepared, smoked and pickled varieties. Prices continue to hold steady position.

Oyster trade is at a lower ebb at most centres, showing revival each time the temperature lowers. There is, however, a considerable trade yet to be transacted for stocks are arriving on Canadian markets in good condition. The season's trade in oysters has been good.

QUEBEC.

MONTREAL.—The mild weather has affected the fish market, it is no longer displaying the rush and excitement of two weeks ago. Demand is once more of a hand-to-mouth order with prices for the week unchanged.

FRESH AND FROZEN.

Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04 1/2
Smelts, fancy	0 10
Haddock	0 06 1/2
Halibut, per lb.	0 06
Herring, frozen, per 100 fish	1 00
Mullet	0 06 1/2
Pike, dressed and headless, lb.	0 08
Pike, dressed and headless, lb.	0 07 1/2
Steak cod	0 06
Mackerel	0 10
Dressed perch	0 10

B. C. red salmon	0 10	0 11
Gaspe salmon, per lb.	0 10	0 11
Qualla salmon	0 07 1/2	0 08
No. 1 smelts per lb.	0 09	0 10
Lake trout, per lb.	0 10	0 11
Whitefish, large, per lb.	0 08	0 09
Whitefish, small, lb.	0 06	0 06 1/2

PREPARED FISH.

Boneless cod, in blocks or packages, lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 dos. in box, per box	2 25
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	3 00
New Labrador herring, per half bbl.	3 15
No. 1 mackerel, full	2 00
No. 1 mackerel, half bbls.	2 00
Lake trout, kegs	4 00
No. 1 green haddock, per 200 lbs.	7 50
Salt cels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half barrel	4 50
Scotch herring	4 50
Scotch herring, keg	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12 1/2

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 08
Fillets, fancy, 15-lb. boxes, per lb.	0 12
Herring, new, smoked, per box	1 15
Kippers (small) per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.

Oysters, choice, bulk, imp. gallon	1 40
Oysters, bulk, selects	1 50
Oysters, fancy cape, large bbls.	9 00
Solid meats—Standards, gal., \$1.75; selects, gal., \$2.00	
Boiled lobsters, per lb.	0 30

ONTARIO.

TORONTO.—Fish sales are moving along at a good clip under fairly favorable conditions. Mild weather has, no doubt had some adverse effects on trade, making handling of fish more difficult. Next two weeks are expected to bring forth a good volume of business. Last two weeks of Lenten season are generally set upon by dealers to boom wind-up of Lenten trade.

Prices continue steady. Many lines are getting to end of their tether and being marked off list. Labrador herrings in halves came to an end some time ago. Now full barrels are done. Lake herrings are also cleaned up while skinless cod, Imperial cod and Quail-on-toast are an unknown quantity with several firms. In fact, stocks on the whole are in rather small compass even for time of year.

FROZEN FISH.

Gold eyes	0 05
Pike	0 05
New pink sea salmon	0 05

Whitefish	0 09	0 11
Halibut	0 10	0 11
Smelts, extra, per lb.	0 10	0 11
Smelts, No. 1, per lb.	0 10	0 11
Red salmon, headless and dressed	0 11	0 12
Mullet	0 09	0 10
Bluefish	0 11	0 12
Steak cod, per lb.	0 06 1/2	0 07
Flounders, per lb.	0 06	0 07
Tullibees, per lb.	0 06	0 07

FRESH CAUGHT FISH.

Steak cod	0 09	0 10
Haddock	0 07	0 08

SMOKED.

Kippers, per box	1 15	
Bloaters, per box	1 15	
Finnan Haddie, per lb.	0 08	
Digby herring, per bundle	0 08	
Fillets of haddie	0 13	
Ciscoes, basket	0 06	0 07
Ciscoes, per lb.	0 09	0 10
Scotch haddies, per box	1 00	
Scotch kippers, per box	1 50	

PICKLED.

Oysters, selects, per gallon	1 70	1 75
Oysters, standards, per gallon	1 50	1 55
Pickled trout, per half bbl.	7 25	7 75
Labrador herring, half bbls.	3 50	3 60
Shrimps, 1-gallon cans	1 25	1 30

PREPARED.

Shredded cod, 2 dos pigs, to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 00
Cod in loose strips, 25-lb. to box, lb.	0 06 1/2
Pure cod tablets, 20 1-lb. tablets	2 30

NOVA SCOTIA.

HALIFAX.—Fresh fish, particularly cod and haddock, is now in good supply, and some large catches have been landed at Nova Scotia ports during past week. Captains of incoming vessels report fish plentiful on inshore banks, one vessel with four men, catching 60,000 pounds of fish in one day. As a result of heavy arrivals everything in the fish line is booming at Digby.

There is also an abundant supply of fresh fish on local market. Lobsters, however, are scarce, and outlook is not favorable for any improvement. Unusual scarcity of fresh lobsters has increased demand for canned stock, and dealers report sales much heavier this Lenten season than last.

Canned clams are also selling freely, as well as salmon, but demand for latter is not up to expectations. It is thought that increased price for some of the best brands has caused falling off in sales.

According to advices received here, European markets for dried fish are weak.

Dr. Harvey W. Wiley, chief of the Bureau of Chemistry of the Department of Agriculture of the United States has resigned. He will devote the remainder of his life in urging the formation of a National Department of Health.

Two Weeks More for Fish before Easter

Some Suggestions on Getting Best Results During Waning Days of Lent—Lines That Should be Fairly Well Cleaned up Before Easter—A Window Display.

Dealers are now about to enter upon the last round of the rush season for fish, and should, therefore, reap the full remaining benefits of the trade to be had in this line while the big Lenten demand still remains.

The last two weeks of Lent should be marked with good business in the fish department, especially to those merchants who give to this department the attention it deserves. It is even suggested that more than usual attention be given to the grand finale of the Lenten season, thus putting a bright finishing touch on a record series of sales.

Talk Food Value of Fish.

People can be induced to buy fish, not alone because the season calls for some restriction from meats, but also because fish is a good food as well as being comparatively cheap. These are all points which should be given emphasis to in all selling endeavors.

Conditions should warrant a little advertising for the fish department during the next two weeks. The local paper may be used to good advantage in this particular. Get a good, strong headline for the ad. Talk to customers just as if they were standing before the counter. Point out that fish is an excellent food. Mention that it is cheap compared with many other lines of food. Give special attention to a number of lines carried in stock. Such efforts should result in a good volume of business.

Show Customers Your Stock.

The value of display on counter and in the window as a means of interesting customers in fish has been pointed out before. The statement that goods must be shown to be sold is more true of fish than of many other lines carried by the grocer. Rigid cleanliness must be observed if customers are to be induced to buy.

A Display Suggested.

Some good window displays that will catch the eye of the passer-by may be arranged with fish. A suggestion that might be well used is to have a picture of a fishing scene for a background. If nothing but a medium sized picture is available, it should be raised above the window floor. Add a couple of fishing poles in criss-cross manner above the picture. Let the fishing lines hang down, and, if desired, put some species of the finny tribe on the hook. To complete such a window, it is only necessary to arrange the different varieties of fish

in systematic manner, preferably on white porcelain platters. Price and show cards should not be neglected in such a display. A big show card might point out the food value and cheapness of fish.

The After Easter Trade.

It is now time also that the dealer should commence to get his stocks in shape for the more steady and even demand which will come with the passing of Lent. After Easter there will still be appreciable sales, especially for those dealers who still give proper attention to this line, but it will not be marked with the same activity as has been present during past weeks.

Frozen and fresh fish present little difficulty, as they are purchased on a hand-to-mouth basis, so that a dealer has his stock well in hand at all times. Smoked, prepared and pickled lines

must be given more attention, however, so that the dealer will not find himself at the end of the rush season with a quantity of slow-selling lines on hand.

Therefore, during the next two weeks, the dealer would do well to devote attention to getting these lines cleared up to the safety mark. Any lines which are sticking should be moved. Put them in a prominent place and use your salesmanship in clearing them out.

Clean Out the Kegs.

If you have a small quantity of some pickled line in the bottom of a keg, do not allow them to lie there covered with brine and unseen. Get them out where customers may see them. Replace them in the brine each night, if necessary, to maintain the quality.

See that all lines of pickled fish are kept well covered with brine. In making brine for fish, it should be remembered that it is not wise to throw some salt in the keg followed by some water. Mix the brine to the proper thickness in a separate receptacle and then pour it over the fish.

London Grocers Decide on Summer Half Holiday

Annual Meeting Held—New Officers Elected With John Diprose as President—Delegates to Toronto Grocers' Banquet Report—Will Picnic in Detroit This Year.

London, Ont., March 21.—(Special).—The annual meeting of the Retail Grocers' Association was held in their hall on Tuesday evening, March 12th. The following officers were elected for the ensuing year: President, Jno. Diprose; First Vice-President, J. A. McFarlane; Second Vice-President, H. Fountaine; Treasurer, Thos. Shaw, re-elected; Secretary, James McKenzie, re-elected; Executive, Messrs. Ryan, Ranahan, Mullins, Eedy, Drake and Young.

Thos. Shaw and E. J. Ryan, the delegates to the Toronto Retail Grocers' Association Banquet, reported the work they had done in connection with Toronto and Brantford associations regarding the formation of a Provincial Association. The members were pleased with the progress made in so short a time.

Presentations Made.

The retiring President, Norman McLeod, was presented with a handsome oak rocker with leather seat. E. J. Ryan made the presentation. He told of the good work the President had done during the past year and hoped Mr. McLeod would enjoy many happy evenings seated in the arm chair, and that his thoughts might revert back sometimes to

the pleasant year he spent as President of the London Association.

Thos. Shaw, treasurer, was the recipient of a handsome club bag from the members. Harry Ranahan made the presentation. He praised the treasurer for the hard work he had done for the past two years. Everybody voted Messrs. McLeod and Shaw jolly good fellows. Mr. McLeod and Mr. Shaw replied thanking the members.

Decide on Summer Closing.

It was decided to close all grocery stores every Wednesday afternoon during the months of June, July and August regardless of public holidays. Last year the stores did not close when there was a public holiday in the week.

There was a great deal of discussion on the above subject, some of the members wanted to close the last Wednesday in May till the first Wednesday in September. The motion to do so was defeated by the casting vote of the President.

It was decided to hold the annual excursion to Detroit on Wednesday, June 19. The Detroit and Cleveland base ball clubs play there on the 19th and 20th—so that is the reason why.



Produce & Provisions



Big Increase in Consumption of Eggs

Steadied Market Last Week—Production on Good Scale, But Bad Roads Hold up Receipts—Butter Unchanged, But Slightly Easier Tinge—Canadian Make Increasing—More New Zealand Stock Coming from England—Interest in Hams and Bacon for Easter.

After their spectacular toboggan slide, egg prices came to a sudden halt last week and have since remained steady. This is in keeping with probable action of market as has been outlined in these columns. Production a few weeks ago began to show an increase of considerable proportions which brought about a gradual easing in market. Then supplies which had been held up for a time by bad roads showed a marked increase and prices shot downward. It was pointed out that lower prices would bring a larger demand and that this call for the new laid would probably steady market. This reasoning has proved correct.

Without question the Canadian hen is steadily increasing her production. This would mean lower prices if production were accurately reflected in receipts. This is not the case as the bad roads in the country are holding up receipts at many centres. However, notwithstanding the temporary hold up of receipts values should, if there is no change in conditions, gradually seek lower level.

What can be said of butter? Prices have not shown any change, but here and there a tinge of easiness is noticeable. Stocks on hand at all centres are light but new milk goods are coming along. However, there may still be a pinch at certain centres before prices turn downward. When easing sets in, it can be expected to be gradual. The market in England has been depressed by the coal strike owing to falling off in consumption and some more New Zealand stock is coming along from there. Demand for butter is mostly in small lots.

With Easter only two weeks away, hams, bacon and other pork products are attracting more interest. The general market is steady. Lard is still moving out freely and is holding slightly steadier tone.

Live hogs have continued to develop a

stronger tone and it seems that season of small supplies which many dealers expected some time ago may have now set in. There is also a keener demand as trade in pork products will be good from now on.

MONTREAL.

PROVISIONS.—Provisions continue quiet, prices remaining as quoted last week with no tendencies in either direction. Demand is limited in all lines. Live hogs are firmer.

Long clear bacon, heavy, lb.	0 10 1/4
Long clear bacon, light, lb.	0 11 1/4
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 11
Large sizes, 18 to 25 lbs., per lb.	0 13
Medium sizes, 13 to 18 lbs., per lb.	0 14 1/4
Extra small sizes, 10 to 13 lbs., per lb.	0 14 1/4
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 14
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 15 1/4
Breakfast bacon, English, boneless, per lb.	0 14 1/4
Windsor bacon, skinned, backs, per lb.	0 16
Spiced roll bacon, boneless, short, per lb.	0 11 1/4
Roiled ham, small skinned boneless	0 24
Hogs, live, per cwt.	7 50
Hogs, dressed, per cwt.	10 25
Pure Lard—	
Boxes, 50 lbs., per lb.	0 12 1/4
Cases, tins, each 10 lbs., per lb.	0 12 1/4
Cases, tins, each 5 lbs., per lb.	0 12 1/4
Cases, tins, each 3 lbs., per lb.	0 13
Pails, wood, 20 lbs. net, per lb.	0 12 1/4
Pails, tin, 20 lbs. gross, per lb.	0 13 1/4
Tubs, 50 lbs. net, per lb.	0 12 1/4
Tierces, 375 lbs., per lb.	0 12 1/4
One pound bricks	0 13 1/4
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 08 1/4
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 09 1/4
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 09 1/4
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 09 1/4
Pails, wood, 20 lbs. net, per lb.	0 09 1/4
Pails, tin, 20 lbs. gross, per lb.	0 08 1/4
Tubs, 50 lbs. net, per lb.	0 09
Tierces, 375 lbs., per lb.	0 08 1/4
One pound bricks	0 10
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	22 50
Bean Pork	16 50
Canada short cut back pork, bbl. 45-55 pieces	22 00
Heavy short cut clear pork, bbl.	23 00
Clear fat backs	23 00
Heavy flank pork, bbl.	22 00
Plate beef, 100 lb. bbls.	8 00
Plate beef, 200 lb. bbls.	15 50
Plate beef, 300 lb. bbls.	22 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11

BUTTER.—The butter market is again unchanged, high prices still prevail with a steady supply from Canadian producers and New Zealand imports. The coal strike in England has caused the consumptive demand for butter to decrease, and as result Canadian imports of New Zealand creamery is running more freely. This may cause a decline in price before long.

Creamery	0 35	0 35 1/4
Dairy, tubs, lb.	0 28	0 30
Fresh, dairy rolls	0 32	

EGGS.—The rapid decline of egg market was broken last week as a result of blocked country roads and difficult shipments resulting from heavy snow storms. Prices advanced a little owing to temporary shortage, but fell again towards the end of the week.

New laid	0 28	0 30
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CHEESE.—The market in all lines is strong as a result of short supplies and a steady consuming demand. There has been no quotable advance during the week.

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

POULTRY.—The same slow market for poultry is maintained.

Fowl	0 13	0 14
Chickens	0 15	0 15
Geese	0 14	0 15
Turkeys	0 22	0 23
Ducks	0 16	0 16

HONEY.—Honey still continues firm. Demand is steady and prices as previously quoted.

White clover, strained	0 13
White clover, in comb	0 15
Buckwheat, in comb	0 13
Buckwheat, strained	0 08 1/4

TORONTO.

PROVISIONS.—Firmer feeling noted last week in hams has developed into a half cent advance. This is due to greater interest in this line in anticipation of Easter demand. Wholesalers are now meeting with greater success in sale of pork products for Easter trade.

Lard is also firmer and higher by 1 cent under the active movement which has been referred to before.

Live hogs are stronger again under stunted receipts and rather keen demand. They have advanced 30 to 10 cents during week and are still steady.

Smoked Meats—		
Light hams, per lb.	0 15	0 15 1/4
Medium hams, per lb.	0 14 1/2	0 15
Large hams, per lb.	0 14	0 14 1/2
Backs, plain, per lb.	0 17	0 18
Backs, pea meal	0 18 1/2	0 19
Breakfast bacon, per lb.	0 15	0 17
Roll bacon, per lb.	0 10 1/2	0 11 1/2
Shoulders	0 10 1/2	0 11
Pickled Meats—less than smoked.		
Long clear bacon, per lb.	0 11	0 11 1/4
Large mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	21 00	22 00
Cooked hams	0 21	0 23
Lard, tierces, per lb.	0 11 1/4	0 12
Lard, tubs, per lb.	0 12	0 12 1/4
Lard, pails, per lb.	0 12 1/4	0 12 1/2
Lard, compounds, per lb.	0 09	0 09 1/4
Live hogs, at country points		7 10

Live hogs, local	7 40
Dressed hogs	9 50

BUTTER.—Butter quotations are much the same as a week ago but there is a slight tinge of easiness by reason of increasing make of new butter. The easiness as yet is not marked and its effect on quotations can be expected to be gradual. There are still some stocks of United States and New Zealand on market which with increasing production in this country will gradually cause market to shape in direction outlined.

	Per lb.	
Fresh creamery print	0 35	0 38
Creamery solids	0 33	0 35
Farmers' separator butter	0 32	0 34
Dairy prints, choice	0 30	0 31
No. 1 tubs or boxes	0 28	0 30
No. 2 tubs or boxes	0 25	0 27

EGGS.—Eggs have followed direction we outlined as probable. After their marked downward dash, prices during last week came to sudden halt. This is explainable by the fact that lower prices have induced a much larger demand and steadier market.

The hen continues industrious, and yield is increasing. Conditions of country roads will play an important factor in market. It is probable that re-

ceipts will be held up somewhat in many sections by bad roads. Dealers believe that increasing yield even with larger demand would work for slightly easier prices if supplies came along regularly.

New laid eggs	0 24	0 25
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CHEESE.—Nothing new in situation. Market holds steadiness outlined before.

Cheese—		
Large	0 16%	0 17
Twin	0 17	0 17½
Stiltons	0 18	0 18½

HONEY.—Comb honey is by no means plentiful. Prices on all lines are steady. A fair demand is in evidence for season.

Honey—strained—		
White clover, 50-lb. tins, per lb.	0 12	
White clover, 10-lb. tins, per lb.	0 12½	
White clover, 5-lb. pails, per lb.	0 13	
Dark clover, 5-lb. pails, per lb.	0 12	
Amber honey, 50-lb. tins, per lb.	0 06	
Buckwheat, 50-lb. tins, per lb.	0 07	
Comb white clover, per doz.	2 25	3 00

POULTRY.—Moderate receipts and unchanged prices sum up this week's situation in poultry.

Poultry—alive—		
Fowl	0 08	0 10
Chickens	0 10	0 12
Ducks	0 14	0 15
Geese	0 13	
Turkeys	0 17	0 19
Dressed, 2 cents per lb. more.		

Getting Provisions Ready for Easter

Appetites That Have Been Restricted During Lent Will Appreciate Ham and Bacon Again—Suggestions for Selling Them—A Provision Window Display—Attention Should be Given Early to Stocks.

Easter is fast approaching and the ban which has been on at least a portion of the public's appetite for the past few weeks so far as pork products are concerned, will before long be lifted. For some time now healthy ham and bacon appetites have been restricted, and the appeasing of them when the fast period has passed is going to mean a larger and more varied demand for foods. The grocer and general merchant is the man who is going to profit and just about in proportion to the amount of effort which he puts forward to take advantage of the pent up appetites of customers.

Provisions and pork products have especially been in the background for the past few weeks and this is one of the lines which is going to show a marked improvement in sales with the passing of the Lenten season. Dealers should now begin to plan in order to have their provision department in first-class shape for the Easter trade.

Selling Hams and Bacon.

Hams and bacon will find a good sale and should be brought into prominence during the last week of Lent. Tasty displays in the window and on the counter will serve to arrest the attention of the passing "fastee" and turn his interest into sales.

Dealers should not leave the placing of their orders for Easter meats until too late a period. They are needed early so as to move the palates of customers beforehand.

Remember Easter Egg Display.

Eggs always find a good sale at Easter time. Dealers should make arrangements to have a sufficient supply to fully care for customers' wants. Not to have eggs at Easter time is as bad as a Christmas without candies, nuts and oranges.

Display forms a very important part in selling provisions, such as hams, bacon and eggs. A ham, no matter how appetizing it may be, is not likely to make a customer's mouth water while it hangs in the refrigerator or the warehouse. Nor yet are eggs likely to be suggested to customers when they remain under the counter in the packing case. These goods have to be shown to be sold—at least, in order to make the volume of sales as large as possible.

Arrange Special Provision Counter.

Have the provision counter in first-class shape, clean, tempting and appetizing. If a dealer does not regularly devote a counter to these lines, he would

do well to do so around Easter. The volume of sales, if the counter is used to the best advantage, should warrant the use of a counter for the purpose.

The value of the window in this connection should not be forgotten. Here you are able to appeal not only to the appetites of regular customers, but also to the passing prospect. Hams, bacon, eggs, as well as lard and butter, may be shown in the one display.

Window Display Suggested.

Here is a window display suggested by one grocer who makes provisions an important department. The background is made of breakfast bacon hung down from a rod at back of window. Down either side a wall is built of butter and lard in prints. In centre of window a tub of lard is turned on its side, the open mouth facing the front. On both sides a ham or two is placed. Along the front and next the glass, a layer of fine sawdust is spread and displays of eggs made on this. He suggested that the word "Easter" might be spelled out on the layer of sawdust with eggs.

Shows Ham Partly Sliced.

"If I were making the display, I would not simply place the whole ham in the window. I never do. Ham does not look appetizing until it is cut, and for that reason when I place one in the window I cut it in two first, so that the tempting face of the ham will be presented to customers."

The advertisement can also be turned to good advantage in promoting sales of these lines at Easter. Do not simply enumerate the lines carried in your ad., but describe their goodness in such a manner as to create a desire in the reader for them.

SEEDS IN POUND BAGS.

James Carter & Co., Raynes Park, London, Eng., who through Patterson, Wyld & Co., Toronto, are introducing their farm seeds in this country, have something different from the ordinary pasteboard package and bulk method of selling them. Farm seeds are placed in the retail store in small cotton bags each weighing a pound and sealed. Attached to each bag is a card showing a reproduction of the vegetable grown from the seed. The lettering on the bag is in green ink and a narrow green ribbon keeps the display card in place. The method is new in Canada.

The Charles B. Knox Co., Johnstown, N.Y., have completed the erection of their new building there. In dimensions it is 127½ by 60 feet and stands near the site of the old building.

BONELESS COD ON THE MOVE



Yes, orders are reaching us daily from grocers in the most remote part of the country for Canada Brand Pure Boneless Codfish. They realize that there is a good steady profit in fish trade and they're not mistaken.

THAT FISH DEPARTMENT

of yours should be put in proper shape. Let us suggest a few leaders. A post card will bring prices.

- Ocean Brand**
- Haddies Kippers Bloaters**
- Boutilier's Fillets**
- Mariner Brand Skinless Fish**

Don't hesitate. Never venture, never win.

The Halifax Cold Storage Co.
MONTREAL

No doubt the phenomenal growth and development of the Canadian West

have caused you much thought as to representatives in that fast growing and ready market.

We will represent you at each pulsating distributing centre. We have large track warehouses and ample storage accommodation for all classes of merchandise.

We will handle your products for you on a reasonable commission basis.

We have the experience, the business ability and the financial standing to do so successfully.

Let us advise you of the Western prospects of YOUR line—drop us a card and get in touch with us at once.

Much depends on it for you.

NICHOLSON & BAIN,

Wholesale Commission Merchants
and Brokers

HEAD OFFICE, - - WINNIPEG, MAN.
WINNIPEG REGINA SASKATOON EDMONTON CALGARY

QUOTATIONS FOR PROPRIETARY ARTICLES

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

Goods made by

E. W. GILLETT CO., LTD.

(Ontario and Quebec Prices.)

IMPERIAL BAKING POWDER.

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

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6-dozen	5c	50
4-dozen	4-oz.	75
4-dozen	6-oz.	1 00
4-dozen	8-oz.	1 30
4-dozen	12-oz.	1 80
2-dozen	12-oz.	1 85
4-dozen	16-oz.	2 25
2-dozen	16-oz.	2 30
1-dozen	2½-lb.	5 00
½-dozen	5-lb.	9 60
2-dozen	6-oz.	Per
1-dozen	12-oz.	case
1-dozen	16-oz.	\$6.00

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

MAGIC SODA.

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

GILLETT'S CREAM TARTAR.

	Per doz.
¼-lb. paper pkgs., 4 doz. in case	\$1 00
½-lb. paper pkgs., 4 doz. in case	2 00
4 doz. ¼-lb. paper pkgs. in case	33 00
2 doz. ½-lb. paper pkgs. in case	30½
10-lb. wooden pails	30½
100-lb. kegs	28½
360-lb. barrels	28

GILLETT'S PERFUMED LYE.

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

YEAST.

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

BAKING POWDER.

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

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER

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

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

FOREST CITY BAKING POWDER.

Doz.	Per doz.
6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

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

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

UN-NUMBERED.

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

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

CEREALS.

WHITE SWAN SPICES & CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.	
The King's Food, 2 doz. in case, per case, \$4.80.	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per dozen, \$1.	
White Swan Self-rising Pancake Flour, per doz., \$1.	
White Swan Wheat Kernels, per doz., \$1.50.	

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

DOMINION CANNERS,

Aylmer Jams.

	Per doz.
Strawberry	1 95
Raspberry	1 95
Black currant	1 95
Red currant	1 75
Peach	1 80
Pear	1 70

Jellies.

Red currant	2 00
Black currant	2 15
Crabapple	1 45
Raspberry and red currant	1 95
Raspberry and gooseberry	1 80
Plum jam	1 65
Green Gage plum, stoneless	1 75
Gooseberry	1 75
Plum	1 70
Grape	1 85

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	1 95
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 59	0 82
Black currant	0 59	0 82
Raspberry	0 59	0 82

14's and 30's per lb.
Strawberry 0 10½
Black currant 0 10½
Raspberry 0 10½

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—
Perfection, 1-lb. tins, doz. 4 40
Perfection, ½-lb. tins, doz. 2 35
Perfection, ¼-lb. tins, doz. 1 25
Perfection, 10c size, doz. 0 90
Perfection, 5-lb. tins, per lb. 6 35
Soluble, bulk, No. 1, lb. 6 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
Parisian, 8's, 6 and 12-lb. boxes 0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24
Diamond, ¼'s, 6 and 12-lb. boxes 6 25

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

Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 26

Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil wafers, No. 2, 5-lb. boxes 0 26
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes ... 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box 1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box 1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars 24 bars, per box 0 90

EPSS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities ... 0 37

JOHN P. MOTT & CO.'S.
G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; Wallace Anderson, Toronto, Ont.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Pesse, 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, ½'s 0 24
" Plain choice chocolate liquors 20-80
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

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

COCOANUT.

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

ES

No. 1, 0 30
 No. 2, 0 25
 No. 1, 0 30
 No. 2, 0 25
 b. bxs. 0 30
 s, 5-lb. 0 36
 xes ... 0 36
 xes .. 0 36
 undles,
 box . 1 35
 cakes,
 box . 1 35
 1/2's, 6- 0 36
 1/4's, 6- 0 36
 c bars 0 90
 Warden, To-
 deau, Mon-
 & Co., Hall-
 & Gordon,
 is, 14- 0 35
 0 37
 & CO.'S.
 John, N.B.;
 real, P.Q.;
 ronto, Ont.;
 awa, Ont.;
 Winnipeg,
 e, Calgary,
 ckney, Ed-
 rty & Co.,
 ia.
 king) 0 90
 2 doz. 0 85
 en in 0 80
 1/4's 0 36
 0 30
 1/2's... 0 28
 r g's 1 00
 e, 1/2's 0 24
 olate 20-80
 coat- 0 20
 CO., LTD.
 colate, 1/4
 Breakfast
 and 5-lb.
 n's sweet
 lb. cakes,
 acas sweet
 lb. cakes,
 uto sweet
 kes, 6-lb.
 me sweet
 kes, 6-lb.
 cocoa (hot
 s, 34c lb.;
 kgs., 6-lb.
 tablets, 5c
 box, \$1.25
 are f.o.b.
 UT CO.,
 and 40c
 15-lb. and
 Per lb.
 0 26

LARD LOGIC

—Gunns Quality holds trade and brings new business—



Standards of Excellence

Maple Leaf Brand
Pure Lard

Our Quality Brand
Kettle Rendered
Pure Leaf

Easifirst
Shortening

All sizes in wood and tinware.

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

GUNNS LIMITED

Pork and Beef Packers

WEST TORONTO

H A M S

are already advancing in price and will undoubtedly be higher before Easter. We expect a keen demand for them at that time. Place your orders early.

We have cheaper cuts of Sugar-cured Smoked Meats, such as Shoulders and Rolls, both very acceptable and attractive in the present high run of prices.

F. W. FEARMAN CO., Limited
HAMILTON

The quality of

WETHEY'S Condensed Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted.

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE"

THE CANADIAN GROCER

1/2-lb pkgs, White Moss .. 0 27
 1/2-lb pkgs, White Moss ... 0 28
 1 and 1/2-lb. pkgs., assorted 0 26 1/2
 1/2 and 1/4-lb. pkgs., asstd... 0 27 1/2
 1/2-lb. pkgs., asstd., in 5-lb. boxes 0 28
 1/4-lb. pkgs., asstd., in 5-lb. boxes 0 29
 1/4-lb. pkgs., asstd., 5, 10, 15-lb. cases 0 30
 Bulk—
 In 15-lb. tins, 15-lb. pails and 10, 25 and 50-lb. boxes.
 Pails Tins Bbls.
 White Moss, fine strip 0 12 0 21 0 17
 Best shredded... 0 18 0 17
 Special shred... 0 17 0 16
 Ribbon 0 19 0 15
 Macaroon 0 17 0 17
 Desiccated 0 16 0 16
 White Moss in 5 and 10-lb. sq. tins 21c
CONDENSED MILK.
BORDEN'S CONDENSED MILK
 Wm. H. Dunn, Agent, Montreal and Toronto Per Case
 Eagle Brand, each 4 doz... \$6 00
 Gold Seal Brand, each 4 dz. 5 25
 Challenge Brand, each 4 dz. 4 50
 Peerless Brand, "Hotel," each 2 doz. 4 00
 Peerless Brand, "Tall," each 4 doz. 4 50
 Peerless Brand, "Family," each 4 doz. 3 75
 Peerless Brand, "Small," each 4 doz. 2 00
CANADA FIRST BRAND.
 The Aylmer Condensed Milk Co., Per case.
 Canada First Baby Evaporated Milk 2 00
 Canada First Family Evaporated Milk 3 65
 Canada First Medium (20 oz.) Evaporated Milk ... 4 40
 Canada First Hotel Evaporated Milk 3 90
 Canada First Condensed Milk (sweetened) 5 05
 Rose Bud Condensed Milk (sweetened) 4 90
 Beaver Condensed Milk, (sweetened) 4 15
REINDEER LIMITED.
 "Jersey" brand evaporated cream, per case (4 doz.) \$3 65
 "Reindeer" brand, case (4 doz.) 5 50
 "Reindeer" Condensed Coffee, case 5 00
 "Reindeer" Condensed Cocoa, case 4 80
 "Reindeer" Condensed Coffee, in glass jars, case.. 6 20
ST. CHARLES CONDENSING CO.
 St. Charles Milk, family size, per case 3 65
 Baby size, per case 2 00
 Ditto, hotel 3 90
 Silver Cow Milk 5 05
 Purity Milk 4 90
 Good Luck 4 15
COFFEES.
EBY-BLAIN, LIMITED.
 Standard Coffees
 Roasted whole or ground, packed in damp-proof bags.
 King Edward 0 34
 Club House 0 33
 Nectar 0 32
 Royal Java and Mocha.. 0 32
 Empress 0 30
 Duchess 0 29
 Ambrosia 0 28
 Plantation 0 26 1/2
 Fancy Bourbon 0 26

Crushed Java and Mocha 0 19
 Package Coffee.
 Gold Medal, 2-lb. tins, whole or ground 0 31
 Gold Medal, 1-lb. tins, do. 0 32
 Gold Medal, 1/2-lb. tins, do. 0 33
 Anchor Brand, 2-lb. tins, do. 0 31
 German Dandelion, 1-lb. tins, ground 0 26
 German Dandelion, 1/2-lb. tins, ground 0 28
 English Breakfast, 1-lb. tins, ground 0 19
 Grand Prix, 1 and 2-lb. tins, ground 0 30
 Demi-Tasse, 1 and 2-lb. tins, ground 0 30
 Flower Pot, 1-lb. pots, ground 0 23
WHITE SWAN SPICES & CEREALS, LTD.
WHITE SWAN BLEND.
 1-lb. decorated tins, lb. 0 32
 Mo-Ja, 1/2-lb. tins, lb. 0 30
 Mo-Ja, 1-lb. tins, lb. 0 28
 Mo-Ja, 2-lb. tins, lb. 0 28
 Cafe des Epicures, 1-lb. fancy glass jars, per doz., \$3.60.
 Cafe l'Aromatique, 1-lb. amber glass jars, per doz., \$4.00.
 Presentation (with tumblers) \$3 per doz.
MINTO BROS.
MELAGAMA BLEND.
 Ground or bean— W.S.P. R.P.
 1 and 1/2 0 25 0 30
 1 and 1/4 0 32 0 40
 1 and 1/2 0 37 0 50
 Packed in 30's and 50-lb. case.
 Terms—Net 30 days prepaid.
BRANSON'S SHEKEEF COFFEE.
 AGENT: F. COWARD.
 402 Spadina Avenue, Toronto.
 Small size..... \$1.45 per doz., net
 Large size..... \$2.85 per doz., net
 In 3 dozen free cases. Freight paid on 1/2 gross order.
CONFECTIONS.
PEANUT BUTTER.
 Ontario Prices.
 MacLaren's Imperial— Per doz.
 Small, 2 doz. 0 95
 Medium, 2 doz. 1 80
 Large, 1 doz. 2 75
 Tumblers, 2 doz. 1 35
 Pails, 24 lbs., per lb. 0 15
CHEESE.
MACLAREN'S IMPERIAL
 Ontario Prices
 per doz.
 Individual (each 2 doz.) .. 1 00
 Small (each 2 doz.) 2 40
 Medium (each 1 doz.) 4 50
 Large (each 1/2 doz.) 8 25
 MacLaren's Roquefort—
 Small (each 2 doz.) 1 40
 Large (each 1 doz.) 2 40
 MacLaren's Canada Cream—
 Small (each 1 doz.) 0 90
 Medium (each 2 doz.) ... 1 30
 Large (each 1 doz.) 2 30
CREAM.
FUSSELL & CO., LTD., LONDON, ENG.
 "Golden Butterfly" Brand Cream, 8 doz. 10c size, cases, \$7.00.
 "Golden Butterfly" Brand Cream, 8 doz., 15c size, cases, \$11.50.
INFANTS' FOOD.
 Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.
FLAVORING EXTRACTS.
SHIRIFF'S.
 1 oz. (all flavors) doz. 1 00

2 oz. (all flavors) doz 1 75
 2 1/2 oz., (all flavors) doz. ... 2 00
 4 oz. (all flavors) doz. 3 00
 5 oz. (all flavors) doz. ... 3 75
 8 oz. (all flavors) doz. 5 50
 16 oz. (all flavors) doz. ... 10 00
 32 oz. (all flavors) doz. ... 18 00
 Discount on application.
CRESCENT MFG. CO.
 Mapleine— Per doz.
 2 oz. bottles (retail at 50c) 4 50
 4 oz. bottles (retail at 90c) 6 80
 8 oz. bottles (retail at \$1.50) 12 50
 16 oz. bottles (retail at \$3) 24 00
 Gal. bottles (retail at \$20) 15 00
CLARK'S PORK AND BEANS IN TOMATO SAUCE.
 Per doz.
 No. 1, 4 doz. in case 0 50
 No. 2, 2 doz. in case 0 90
 No. 3, flats, 2 doz. in case 1 00
 No. 3, talls, 2 doz. in case 1 25
 No. 6, 1 doz. in case ... 4 00
 No. 12, 1/2 doz. in case ... 6 50
LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.
 These prices are F.O.B. Montreal. Imported Peas "Soleil"
 Per case
 Sur Extra Fins, 1/2 facons. 40 bou. 11 00
 Sur Extra Fins, tins, 1/2 kilo, 100 tins ... 15 50
 Extra Fins, tins, 1/2 kilo, 100 tins 15 00
 Tres Fins, 1/2 kilo, 100 tins 14 00
 Fins, tins, 1/2 kilo, 100 tins 12 50
 4l-Fins, tins, 1/2 kilo, 100 tins 11 00
 Moyens No. 1, tins, 1/2 kilo, 100 tins 10 00
 Moyens No. 2, tins, 1/2 kilo, 100 tins 9 50
 Moyens No. 3 8 75
 Asparagus, Haricots, etc.
MINERVA PURE OLIVE OIL.
 Case—
 12 litres 6 50
 12 quarts 5 75
 24 pints 6 25
 24 1/2-pints 4 25
 Tins—
 5 gals, 2s 23 00
 2 gals, 6s 29 00
 1 gal., 10s 25 00
 1/2-gal., 20s 26 00
 1/4-gals., 20s 13 50
 1/2-gal., 48s sq. 17 00
 1/4-gal., 48s rd. 15 50
BASSIN DE VICHY WATERS.
 La Capitale, 50 qts. 5 00
 La Neptune, 50 qts. 6 00
 St. Nicholas, 50 qts. 7 00
 La Sanitas Sparkling, 50 quarts 8 00
 La Sanitas Sparkling, 100 pints 9 00
 La Sanitas Sparkling, 100 splits 4 00
 Lemonade Savoureuse, 50's 7 50
CASTILE SOAP.
 "Le Soleil," 72 p.c. olive oil.
 Case 25 lbs., 11-lb bars, lb 0 07 1/2
 Case, 12 lbs. 2 1/2 lb. bars, lb. 0 08 1/2
 Case 50 lbs., 1/2-lb bars case 3 50
 Case 200 lbs. 3 1/2-oz., case 3 75
 "La Lune," 65 p.c. olive oil.
 Case 25 lbs., 11-lb bars, lb. 0 07
 Case 12 lbs. 2 1/2 lb. bars, lb. 0 08
 Case 50 lbs., 1/2-lb. bars, case 3 25
 Case 100 lbs. 3 1/2-oz. bars, case 1 80
 Case 200 lbs., 3 1/2-oz. bars, case 3 40
ALIMENTARY PASTES.
BLANC & FILS.
 Macaroni, Vermicelli, Animals, Small Pastes, etc.
 Box, 25 lbs., 1 lb. 0 07 1/2

Box, 25 lbs., loose 0 97
DUFFY & CO. BRAND.
 Grape Juice, 12 qts. 4 75
 Grape Juice, 24 pts. 5 15
 Grape Juice, 36 splits 4 75
 Apple Juice, 12 qts 4 50
 Apple Juice, 24 qts. 4 75
 Champagne de Pomme, 12 q. 5 00
 Champagne de Pomme, 24 p. 5 50
 Matts Golden Russett—
 Sparkling Cider, 12 qts... 5 00
 Sparkling Cider, 24 pts. ... 5 50
 Apple Vinegar, 12 qts. 2 50
CEREALS.
 Grape Nuts—No. 22, \$3; No. 23 \$4.50.
 Post Toasties—No. T3, \$2.85.
 Postum Cereal—No. 0, \$2.25; No 1, \$2.70.
 Force, 36's 4 50
 Gusto, 36's 8 85
MUSTARD.
COLMAN'S OR KEEN'S
 Per doz. tins
 D. S. F., 1/4-lb 1 40
 D. S. F., 1/2-lb 2 50
 D. S. F., 1-lb 5 00
 F. D., 1/4-lb 0 85
 F. D., 1/2-lb 1 45
 Per jar
 Durham, 4-lb jar 0 75
 Durham, 1-lb jar 0 25
IMPERIAL PREPARED MUSTARD.
 Ontario Prices.
 Small, case 4 doz., per doz. 0 45
 Medium, cases 2 doz., doz. 0 90
 Large, cases 1 doz., doz... 1 35
CANNED HADDIES "THIS-TLE" BRAND.
 A. P. TIPPET & CO., Agents.
 Cases 4 doz. each, flats, per case 5 48
 Cases 4 doz. each, ovals, per case 5 40
LARD.
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.
 Tierces 0 09 1/2
 20-lb. pails 0 09 5/8
 20-lb. tins 0 09 1/2
 60-lb. tubs 0 09 3/4
 3's, 20 to case 0 10 1/2
 5's, 12 to case 0 10
 10's, 6 to case 0 09 3/4
 F.O.B. Montreal.
GUNN'S "EASIFIRST" SHORTENING.
 Tierces 0 08 3/4
 Tub 0 09
 20-lb. pails 0 09 1/2
 20-lb. tins 0 08 3/4
 10-lb. tins 0 09 1/2
 5-lb. tins 0 05 1/2
 3-lb. tins 0 04 1/2
 1-lb. cartons 0 10 1/2
MARMALADE.
SHIRIFF BRAND.
 "Imperial Scotch"—
 1-lb. glass, doz. 1 55
 2-lb. glass, doz. 2 90
 4-lb. tins, doz. 4 65
 7-lb. tins, doz. 7 35
 "Shredded"—
 1-lb. glass, doz. 1 90
 2-lb. glass, doz. 3 10
 7-lb. tins, doz. 8 25
VERMICELLI AND MACARONI
D. SPINELLI C'Y, MONTREAL
 Fine.
 4-lb. box "Special" per box 0 22
 8-lb. box "Special," box 0 44
 5-lb. box "Standard" box 0 27 1/2
 10-lb. box "Standard," box 0 55
 60-lb. cases or 75-lb bbls. per lb. 0 05
 25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb. 0 04
 Globe Brand.
 5-lb. box "Standard," box 0 30

..... 0 07
 BRAND.
 4 75
 5 15
 s 4 75
 4 50
 4 75
 s, 12 q. 5 00
 s, 24 p. 5 50
 It—
 pts.... 5 00
 s. 5 50
 2 50
 \$3; No. 23
 s, \$2.55.
 \$2.25; No
 4 50
 8 85

EBEN'S
 Per doz. tins
 1 40
 2 50
 5 00
 8 85
 1 45
 Per jar
 0 75
 0 25
 ED MUS-

 r doz. 0 45
 doz. 0 90
 doz... 1 35
 "THIS-
 D.
), Agents.
 flats,
 5 40
 vals,
 5 40

BOAR'S
 FOUND.
 ... 0 09 1/2
 ... 0 09 5/8
 ... 0 09 1/4
 ... 0 09 3/4
 ... 0 10 1/2
 ... 0 10
 ... 0 09 7/8
 L.
 SHORT-
 ... 0 08 1/2
 ... 0 09
 ... 0 09 1/2
 ... 0 08 3/4
 ... 0 09 1/4
 ... 0 09 3/4
 ... 0 10 1/2

ND.
 1 55
 2 80
 4 65
 7 25
 1 90
 2 10
 2 25
 MACARONI
 MONTREAL
 box 0 22
 x . 0 44
 box 0 27 1/2
 box 0 55
 bls.
 ... 0 05
 lgs.
 0 06
 box 0 30

Dealers in Ontario are requested to advise us promptly of any difficulty or delay in filling their orders for goods manufactured by this Company. All such cases will be investigated, and if conditions warrant it, goods will be supplied direct from our factory.

Magic Baking Powder Gillett's Cream Tartar
 Magic Baking Soda Royal Yeast Cakes
 Gillett's Perfumed Lye Imperial Baking Powder

E. W. Gillett Company Limited
 TORONTO, ONT.
 Winnipeg Montreal

KNOX

GELATINE

Is a Lively and Profitable Seller

Lively---because extensive advertising makes it well known and its quality and purity make it well liked; profitable---because there's a profit for you in every sale at 15 cents per package. "Make KNOX your *gelatine leader!*"



CHAS. B. KNOX CO.
 JOHNSTOWN, N.Y.
 Branch Factory: MONTREAL, CANADA

THE CANADIAN GROCER

10-lb. box "Standard," box 0 60
 25-lb. cases (loose) per lb. 0 04
 25-lb. cases, 1-lb pkgs., lb. 0 06 1/4

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz. 1 80
 Lemon (straight) contains 2 dozen 1 80
 Orange (straight) contains 2 dozen 1 80
 Raspberry (straight) contains 2 doz. 1 80
 Strawberry (straight) contains 2 doz. 1 80
 Chocolate (straight) contains 2 doz. 1 80
 Cherry (straight) contains 2 doz. 1 80
 Peach (straight) contains 2 doz. 1 80
 Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.

Assorted case, contains 2 dozen 2 50
 Chocolate (straight) contains 2 doz. 2 50
 Vanilla (straight) contains 2 dozen 2 50
 Strawberry (straight) contains 2 doz. 2 50
 Lemon (straight) contains 2 dozen 2 50
 Unflavored (straight) contains 2 doz. 2 50
 Weight 11 lbs. to case. Freight rate 2nd class.

IMPERIAL DESSERT JELLY. Ontario Prices.

Assorted flavors, \$10.75 per gross. Imperial Sterilized Gelatine.
 Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS
 Criole soap, per gross .. \$10 20
 Florida soap, per gross .. 12 00
 Straw hat polish, per gross 18 20

SNAP HAND CLEANER.

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

RICHARDS PURE SOAP.

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

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

FELS NAPHTHA.

Prices—Ontario and Quebec:

Less than 5 cases \$5 00
 Five cases or more 4 95

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

1-16 gall., doz. \$ 2 00
 1/4 gall., doz. 6 00
 1/2 gall., doz. 10 80
 1 gall., doz. 19 20
 1-16 gall. gross lot 20 00

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. \$1 50
 No. 2, 1 and 2 doz. crates, per doz. \$3 00
 Liquid Bluing, 90c per doz.
 Liquid Ammonia, 90c per doz.
 Both put up in corrugated paper shipping boxes.

STARCH.

EDWARDSBURG STARCH CO.,

Boxes Cents
 Contain Laundry Starches per lb.
 40, Canada Laundry05 1/2
 40, Canada white gloss,
 1-lb packages06
 48, No. 1 white or blue,
 4-lb. cart's.06 1/4
 48, No. 1 white or blue,
 3-lb. cart's.06 1/4
 100 lbs., kegs, No. 1 white
 200 lbs. bbls., No. 1 white
 30 lbs. Edwardsburg silver
 gloss, 1 lb. chromo pack-
 ages \$0 07 1/4
 48 lbs. silver gloss, in 6-lb
 canisters 0 07 1/4
 36 lbs. silver gloss, 6-lb.
 draw lid boxes 0 07 1/4
 100 lbs. kegs, silver gloss,
 large crystals 0 06 1/4
 28 lbs. Benson's satin, 1-lb.
 cartons, chromo label .. 0 07 1/4
 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
 Cullinary Starch
 40 lbs. W. T. Benson &
 Co.'s celebrated prepared
 corn 0 07 1/4
 40 lbs. Canada pure corn
 starch 0 05
 (20-lb. boxes 1/4c higher.)

BRANTFORD STARCH WORKS. Ontario and Quebec.

Laundry Starches—
 Canada Laundry, boxes
 about 40 lb. 0 05 1/4
 Acme Gloss Starch—
 1-lb. cartons, boxes of
 40 lbs. 0 06
 Finest Quality White Laundry-
 3-lb. canisters, cases of
 48 lbs. 0 06 1/4
 Barrels, 200 lbs. 0 06 1/4
 Kegs, 100 lbs. 0 06 1/4

Lily White Gloss—

1-lb. fancy cartons, cases
 30 lb. 0 07 1/4
 6-lb. toy trunks 8 in
 case 0 08 1/4
 6-lb. toy drums, with
 drumsticks, 8 in case 0 07 1/4
 Kegs, extra large cry-
 stals, 100 lbs. 0 06 1/4

Brantford Gloss—

1-lb. fancy boxes, cases
 36 lb. 0 07 1/4
 Canadian Electric Starch—
 Boxes of 40 fancy pkgs,
 per case 3 00

Celluloid Starch—

Boxes containing 45 car-
 tons, per case 3 60

Cullinary Starches—

Challenge Prepared
 Corn, 1-lb. packets,
 boxes of 40 lbs. 0 05
 Brantford Prepared
 Corn, 1-lb. packets,
 boxes of 40 lbs. 0 07 1/4
 Crystal Maize Corn
 Starch, 1-lb. packets,
 boxes of 40 lbs. 0 07 1/4
 (20-lb. boxes 1/4c higher.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48 1-lb., per
 case \$4; Ocean Baking Powder,
 3-oz. tins, 4 doz. per case, \$1.60;
 4-oz. tins, 4 doz. per case, \$3.00;
 8-oz. tins, 5 doz. per case, \$6.50;
 16-oz. tins, 3 doz. per case, \$6.75;
 5-lb. tins, 10 tins a case, \$7.50;

1-lb. bulk, per 25, 50 and 250 lbs.,
 at 15c per lb. Ocean blanc mange,
 48 8-oz., \$4; Ocean borax, 48 8-
 oz. \$1.60; Ocean cough syrup,
 36 6-oz. \$6.00; 36 8-oz. \$7.20;
 Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulli-
 gatawny, Chicken, Ox Tail, Pea,
 Scotch Broth, Julienne, Mock
 Turtle, Vermicelli Tomato, Con-
 somme, Tomato.

No. 1's. 95c per dozen.
 Individuals, 45c per dozen.
 Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties.
 doz. 0 90
 Clear soups in stone jars, 5
 varieties, doz. 1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 pack-
 ages, per box, \$3.00.
 Case of 1/2-lb., containing 120
 packages, per box, \$3.00.
 Case of 1-lb. and 1/2-lb., contain-
 ing 30 1-lb. and 60 1/2-lb. pack-
 ages, per box, \$3. Case of 5c
 packages, containing 96 pack-
 ages, per box, \$3.00.

SYRUP.

EDWARDSBURG STARCH CO.,

Crown Brand Corn Syrup
 2-lb. tins, 2 doz. in case,
 per case \$2 40
 5-lb. tins, 1 doz. in case,
 per case 2 75
 10-lb. tins, 1/2 doz. in case,
 per case 2 65
 20-lb. tins, 1/4 doz. in case,
 per case 2 60
 Barrels, 700 lbs. \$0 03 1/2
 Half barrels, 350 lbs. 0 03 1/2
 Quarter barrels, 175 lbs. . 0 03 1/4
 Pails, 38 1/2 1 75
 Pails, 25 lbs., each 1 25

Lily White Corn Syrup.

Plain tins, with label—

	Per Case.
2-lb. tins, 2 doz. in case.	\$2 75
5-lb. tins, 1 doz. in case.	3 10
10-lb. ins, 1/2 doz. in case.	3 00
20-lb. tins, 1/4 doz. in case	2 95
5, 10 and 20-lb. tins have wire handles.	

Beaver Brand Maple Syrup—

	Case
2-lb. tins, 2 doz. in case	\$3 50
5-lb. tins, 1 doz. in case	4 00
10-lb. tins, 1/2 doz. in case	3 95
20-lb. tins, 1/4 doz. in case	3 90
5, 10 and 20-lb. tins have wire handles.	

OXO.

CUBES.	Minimum
Enamelled Price per reselling	
tins of dozen tins	prices
4 cubes	\$ 0 95
10 cubes	2 40
50 cubes	11 00
100 cubes	21 50

Oxo Minimum reselling

(Liquid)	prices.
Bottles	prices.
1 doz. 1-oz.	\$ 2 00
1 doz. 2-oz.	3 50
1 doz. 4-oz.	6 50
1 doz. 8-oz.	11 25
1 doz. 16-oz.	18 50

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)
 2's—2 doz. to case, per doz. 93
 3's—2 doz. to case 1 45

Winnipeg.

2's—Tins, 2 doz. cases, per
 doz. 1 20
 3's—Tins, 2 doz. cases, per
 doz. 1 75
 5's—Tins, 1 doz. cases, per
 doz. 3 20
 10's—Tins, 1/2 doz. cases,
 per doz. 5 30
 20's—Tins, 1/4 doz. cases,
 per doz. 19 40
 Pails—1's each 0 65
 Pails—2's, each 1 12
 Pails—5's, each 2 55

DOMOLCO BRAND

Maritime Provinces and Ontario:
 2's. 2 doz. case, per doz. ... \$1 35
 3's. 2 doz. case, per doz. ... 1 95
 5's. 1 doz. case, per doz. ... 3 75
 10's. 1/2 doz. case, per case. . 3 40
 20's. 1/4 doz. case, per case. . 3 05
 Western Prices—Sudbury to
 Victoria.

2's, 2 doz. case, per doz. ... 1 60
 3's, 2 doz. case, per doz. ... 2 85
 5's, 1 doz. case, per doz. ... 4 00
 10's, 1/2 doz. case, per case 4 15
 20's, 1/4 doz. case, per case 3 80

SAUCES.

PATERSON'S WORCHESTER SAUCE.

1/2-pint bottles, 3 and 6 doz.
 cases, doz. \$0 90
 Pint bottles, 3 doz. cases,
 doz. 1 75
 H. P.

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

HOLBROOK'S IMPORTED PUNCH SAUCE.

Per doz.
 Large, packed in 3-doz.
 case \$2 25
 Medium, packed in 3-doz.
 case 1 40

HOLBROOK'S IMP. WORCES-
 TERSHIRE SAUCE

Per doz.
 Rep. 1/2 pints, packed in 6-
 doz. case \$2 25
 Imp. 1/2 pints, packed in 4-
 doz. case 3 15
 Rep. qts. packed in 2-doz.
 case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD..
 6a size, gross \$2 40
 2a size, gross 2 50

NUGGET POLISHES.

Dozen.
 Polish, Black and Tan ... 0 88
 Metal Outfits, Black and
 Tan 3 65
 Card Outfits, Black and
 Tan 3 25
 Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s .. 44
 Black Watch, 12s 45
 Bobs, 6s and 12s 46
 Bully, 6s 44
 Currency, 6 1/2s and 12s ... 46
 Stag, 5 1-3 to lb. 38
 Old Fox, 12s 44
 Pay Roll Bars, 7 1/2s 56
 Pay Roll, 7s 56
 War Horse, 6s 42
 Plug Smoking—Shamrock, 6s,
 plug or bar 54
 Rosebud Bars, 6s 54
 Empire, 6s and 12s 44
 Ivy, 7s 50

SEEDED RAISINS

We have been doing a record business in Seeded Raisins for this time of the year, but we want to continue it a while longer, and for that reason we are again placing before you our offerings of this fruit. You had better secure your Spring requirements now when the prices are so moderate.

Monarch Brand, Fancy, 16 oz., $7\frac{3}{4}$
 Griffin Brand, " 16 " 8
 Extra Quality, Choice, 16 " $7\frac{1}{2}$

JAPAN TEAS

We offer something very good in fannings and siftings, which draw equally as good as the large leaf teas, and would make an excellent substitute for the low-priced Japans which are now practically off the market. Prices range from nine to twelve cents. Samples on application.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. = TORONTO

lbs, per 1 20
 lbs, per 1 75
 lbs, per 3 20
 cases, 5 30
 cases, 19 40
 0 65
 1 12
 2 55
 AND
 nd Ontario:
 oz ... \$1 35
 lbs. .. 1 95
 lbs.... 3 75
 case.. 3 40
 case.. 3 05
 idbury to
 doz.. 1 60
 lbs. .. 2 85
 lbs. .. 4 00
 r case 4 15
 r case 3 80
 CHESTER
 6 doz. \$0 90
 cases, 1 75
 Per doz. \$1 90
 ts ... \$3 35
 -pints 3 25
 PORTED
 CE.
 Per doz. \$2 25
 8-doz. 1 40
 WORCES-
 UCE
 Per doz. \$2 25
 in 6- 3 15
 in 4- 6 50
 SH.
 EK LEAD.. \$2 40
 2 50
 HBS.
 Dozen. 0 85
 and 3 65
 and 3 25
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 CO COM-
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 1, 6s .. 44
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 46
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 12s ... 46
 38
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 ock, 6s, 54
 54
 44
 80

THE CANADIAN GROCER

Starlight, 7s 50
 Cut Smoking—Great West
 Pouches, 8s 59
 Regal Cube Cut, 9s 70

TEAS.

THE "SALADA" TEA CO.
 East of Winnipeg.

Wholesale R't'l.
 Brown Label, 1's and 1/2's .25 .30
 Green Label, 1's and 1/2's .27 .35
 Blue Label, 1's, 1/2's, 1/4's
 and 1/8's30 .40
 Red Label, 1's and 1/2's .36 .50
 Gold Label, 1/2's44 .60
 Red-Gold Label, 1/2's55 .80

LUDELLA CEYLON TEA.

Orange Label, 1/2's 24 30
 Orange Label, 1's 23 30
 Brown Label, 1/2's & 1's 28 40
 Brown Label, 1/4's 30 40
 Green Label, 1/2's & 1's... 35 50
 Red Label, 1/2's 40 60

MELAGAMA TEA.
 MINTO BROS.
 45 Front St. East.

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

Wholesale R't'l.

Brown Label, 1-lb. or 1/2 .25 .30
 Red Label, 1-lb. or 1/2 .. 27 .35
 Green Label, 1's, 1/2 or 1/4 .30 .40
 Blue Label, 1's, 1/2 or 1/4 .35 .50
 Yellow Label, 1's, 1/2 or 1/4 .40 .60
 Purple Label, 1/4 only55 .80
 Gold Label, 1/4 only70 1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and 1/2-lb. lead
 packages—black or mixed.
 Black Label, 1-lb., retail at
 25c20
 Black Label, 1/2-lb. retail at
 25c21
 Blue Label, retail at 30c24
 Green Label, retail at 40c30
 Red Label, retail at 50c35
 Brown Label, retail at 60c . .42
 Gold Label, retail at 80c55

JAMS AND JELLIES.

T. UPTON & Co.
 Compound Jams — Red Rasp-
 berry, strawberry, peach, plum,

red currant, black currant,
 cherry, gooseberry, blueberry,
 apricot, huckleberry, 12-oz. glass
 jars, 2 doz. in case, \$1 per doz.;
 No. 2 tin, 2 doz. in case, \$1.90 per
 doz.; No. 5 tin pails, 9 pails in
 crate, 37 1/2c per pail; No. 7 tin
 pails, 6 pails in crate, 52 1/2c per
 pail; No. 7 wood pails, 6 pails
 in crate, 52 1/2c per pail; 30-lb.
 wood pails, 7 1/2c per lb. Packed
 in assorted cases or crates if
 desired.

Compound Jellies — Raspberry,
 strawberry, black currant, red
 currant, pineapple, 9 oz. glass
 tumblers, 2 doz. in case, 95c. per
 doz.; 12-oz. glass jars, 2 doz.
 in case, \$1.00 per doz.; No. 2 tin,
 2 doz. in case, \$1.90 per doz.; No.
 5 tin pails, 9 pails in crate 37 1/2c
 per pail; No. 7 wood pails, 6 pails
 in crate, 52 1/2c per pail; 30-lb.
 wood pails, 7 1/2c per lb. Packed
 in assorted cases or crates if de-
 sired.
 Pure Orange Marmalade—Guar-

anteed 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 seal-
 ers, 1 doz. in case, \$2.25 per doz.;
 No. 2 tins, 2 doz. in case, \$2 per
 doz.; No. 4 tins, 2 doz. in case,
 35c per tin; No. 5 tins, 9 in crate,
 42 1/2c. per tin; No. 7 tins, 12 in
 case, 57 1/2c per tin; No. 7 wood
 pails, 6 in crate, 57 1/2c per pail;
 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND
 CEREALS, LTD.

White Swan, 15 flavors, 1
 doz. in handsome counter
 carton, per dozen \$9 90
 List Price.

"Shirriff's" (all flavors), per
 doz. 6 90

Discounts on application.

YEAST

White Swan Yeast Cakes,
 per case, 3 doz. 5c pack-
 ages 1 15

FANCY FLORIDA TOMATOES,
 CELERY and CABBAGE

You will find these good,
 prices are right.

Have fresh cars Navels
 arriving daily, such Brands
 as

VOLUNTEER (Sunkist), ROSE
 and CLOVER.

Full stock of Lemons,
 Grape Fruit, Valencia
 Onions, Irish Potatoes,
 Strawberries, Head and
 Leaf Lettuce, Cucumbers,
 etc.

McWILLIAM
Mc. AND E.
 EVERIST

25-27 CHURCH TORONTO
 are Largest Receivers

TANGLEFOOT



THE ORIGINAL FLY PAPER
 FOR MORE THAN 25 YEARS THE
 STANDARD IN QUALITY.
 ALL OTHERS ARE IMITATIONS.

FRESH TOMATOES

OUTDOOR GROWN
 SHIPMENTS GUARANTEED
 EVERY WEEK
 6 BASKETS TO CRATE
 PRICE IS RIGHT

WEST INDIES FRUIT CO.
 36 William Street, Montreal

"ST. NICHOLAS"

are always

VERY FINE

It will pay you
 to insist on
 this Brand.

J. J. McCABE

AGENT

TORONTO, : : ONT.



The BROWN is the only
 convenient Bag Holder

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

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

The Cocoa of HIGHEST FOOD VALUE

THE IDEAL
 BREAKFAST AND
 SUPPER BEVERAGE
 FOR ALL
 WEATHERS.

EPPS'S

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

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

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

Special Agents: WILLSON & WARDEN, Toronto. Manitoba: BUCHANAN & GORDON, Winnipeg
 FORBES & NADEAU, Montreal J. W. GORHAM & CO. Halifax, N.S. C. A. MUNRO, St. John, N.B.

12-oz
 use, \$1.10
 s, 2 doz.
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 per doz.;
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 in crate,
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**Fancy Ripe Florida
 Tomatoes**

New Cabbage

Celery (California and Florida)

Pineapples and Bananas

Headquarters for all the
 best early goods from
 the South.

WHITE & CO., LIMITED
 TORONTO and HAMILTON

**FANCY FROM FRUIT
 FROM FLORIDA**

TOMATOES AND CELERY

Fancy Ripe Tomatoes Crisp, well-bleached Celery

Strawberries Pineapples

Full Line of fresh Greens arriving every day,
 both Southern and Hot-house.

**WE HAVE A NICE LOT OF DOMESTIC
 ONIONS (RED GLOBES)**

Put up in 100 lb. sacks. They are dry and
 well cured. Try some.

THE HOUSE OF QUALITY

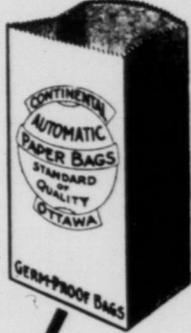
HUGH WALKER & SON
 (Established 1861) GUELPH, ONTARIO

**BUSTER
 BROWN
 LEMONS**

ALWAYS PACKED UP
 TO A STANDARD
 NEVER
 DOWN TO A PRICE.

PROTECT YOURSELF BY ORDERING
 THIS BRAND OF
**FOLLINA'S FANCY
 LEMONS**

W. B. STRINGER
 Gen. Can. Agent Toronto



ANOTHER REASON
 why you should use
**CONTINENTAL
 GROCERY BAGS**

Besides being **GERM PROOF** and having
 the **MOST PERFECT BOTTOMS** of any
 bags manufactured, our bags are counted by the newest
 special mechanism, insuring absolutely **FULL COUNT** and
MAXIMUM NUMBER OF PERFECT BAGS in each package.

if your Wholesaler does not handle
CONTINENTAL BAGS, accept no other,
 but send orders to the Distributors.

ONTARIO: Victoria Paper and Twine Co., Ltd., Toronto; Davidson
 & Hay, Limited, Toronto; Walter Woods & Co., Hamilton;
 The Young Co., Limited, North Bay and Sudbury.

MANITOBA, ALBERTA and SASKATCHEWAN: Walter Woods
 & Company, Winnipeg.

QUEBEC and MARITIME PROVINCES: The Continental Bag and
 Paper Company, Limited, 427 St. James St., Montreal.

The Continental Bag & Paper Co., Limited
 SOLE MANUFACTURERS
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Merchants and Salesmen!

Would you be willing to pay \$2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In **BRAIN-POWER BUSINESS MANUAL**

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—
The Selling Profession.
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Samples.
Getting the Price.
Credits and Terms.
Cancelled Orders.
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Long vs. Short Trips.
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Special Tactics.
Character and Conduct.
183 pages, 5 $\frac{3}{4}$ x 8 $\frac{3}{4}$ inches.

PRICE \$2.00

TECHNICAL BOOKS,
143-149 University Ave.
TORONTO

No Accident

made the large sale and wide popularity of Fels-Napthasoap. Every customer for it has been won on merit, and wherever women wash clothes Fels - Naptha is making more friends and holding them for the same reason.



WORLD RENOWNED
C.F. St.&Co.
BRAND STUHR.

Stuhr's DELICACIES.

**Genuine Caviare,
Anchovies in Brine,**
IN TINS AND GLASSES.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG



Are You Ready

to supply your trade with the best biscuit needs? Everybody claims to have the best; but we leave judgment to you, Mr. Grocer, and the buyer. We can take no greater care in the selection of materials and are proud of our efforts and success with

MOONEY'S PERFECTION CREAM SODAS

Every modern dealer wants something different, exclusive to what is usually offered—this is the line you want if you have not already been passing it out.

The MOONEY

Biscuit and Candy Co.
LIMITED

Factories at
Stratford, Ont. Winnipeg, Man.

BRANCHES at Hamilton, Ottawa,
Sydney, C. B., Halifax, N. S.,
Fort William, Calgary, Vancouver,
St. John's, Nfld.

Are You Prepared
To Meet The Demand
that is being created daily for

MAPLEINE

(The Flavor de Luxe)

For Cakes, Cake Fillings,
Candies, Ice Cream, Etc.,
and for a Table Syrup
better than Maple.

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

The Crescent Mfg. Co.
SEATTLE, WN.





Perfection and Popularity

go hand in hand. The wise grocer knows this to be a sound commercial fact. He accordingly stocks



Royal Shield Jelly Powders

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

If you but suggest, you will find a steady and satisfied trade to be worked up for Royal Shield goods, and it is a profitable line, too.

Campbell Bros. & Wilson

Limited

WINNIPEG

CAMPBELL, WILSON & HORNE, Limited, Calgary.
 CAMPBELL, WILSON & SMITH, Limited, Regina.
 CAMPBELL, WILSON & ADAMS, Limited, Saskatoon.
 CAMPBELL, WILSON & HORNE, Limited, Lethbridge.

Facts Concerning Bovril

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

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



Make up Your Stocks To-day.

BOVRIL, LIMITED
 MONTREAL

If You Went Into

a Drug Store and the Druggist recommended a certain patent medicine you would give it a trial, ten to one. We feel that you should give our goods a fair run on our recommendation, and we are sure, if you do, that you and your customers will both be pleased.

4

BRANDS OF FLOUR OF EQUAL PURITY.
 "Regal," "Laurentia," "National,"
 "Daily Bread,"

Made in Canada's newest and most up-to-date mills.

THE ST. LAWRENCE FLOUR MILLS
COMPANY, LIMITED
 MONTREAL

CLASSIFIED ADVERTISING

BUSINESS CHANCES

MAPLE SUGAR, MAPLE SYRUP, COMB honey. Write us. Woodman & McKee, Coaticook, Que.

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

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

GROCERY FOR SALE, RAILROAD TOWN. Population 1,500; stock \$1,200; monthly sales over \$600. Good reasons for selling. Apply, D. MacLennan, 893 Lansdowne, Toronto.

FOR SALE—STOCK OF GENERAL STORE. Stock about five thousand, doing a cash business. Established thirty years. This is a money-maker to a good live man. Good reasons for selling. Stone store with stone dwelling attached. Can be rented for a term of years, rent moderate. If interested, would like to show you the business. A. Millar, Spencerville, Ont.

MANAGER WANTED

EXPERIENCED MANAGER WANTED TO consider partnership in grocery, shoes and dry goods business in growing British Columbia city. Excellent opportunity for right man with some capital. Apply, with particulars and references, to Box 416, Canadian Grocer, Toronto.

SALESMEN WANTED

ATTENTION! SALESMEN CALLING ON retail and wholesale grocers are invited to carry, as a side line, the most complete line of Quality Chewing Gums in Canada. Our gums are of the highest standard in quality and appearance. Splendid opportunity. Dominion Chicle Co., Limited, London, Canada.

OLIVE OIL—AN ITALIAN MANUFACTURER of choice brand of olive oil is desirous of appointing agents in Canada. Apply Box 417, Canadian Grocer.

WANTED—TRAVELER FOR EASTERN AND Northern Ontario. Apply by mail, with references and salary expected. Reply confidential. Maclure & Langley, Limited.

WANTED—SALESMAN TO CARRY SIDE-line to general stores, hardware and harness stores. Samples small and light. Write at once for information. Give territory covered, present occupation, references. Box No. 418, Canadian Grocer.

STORAGE

STORAGE, VANCOUVER, B. C.—STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 329 Railway Street, Vancouver.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c, 50c, 75c, \$1, \$1.25, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., MacLean Publishing Co., 143 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 214 Stair Building, Toronto.

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

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

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

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

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

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

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

EGY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio: 123 Bay St., Toronto; 25814 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

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

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

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

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

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

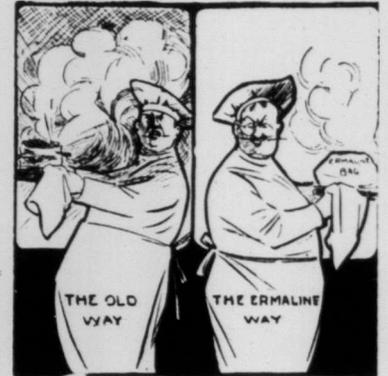
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

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

**Be Ready
For Every Demand**

It's a mighty bad thing, Mr. Grocer, to have a customer ask two or three times for an article and not be able to get it. Your failure to supply the goods proves conclusively that your sign board which says "Everything for the Household in Stock" is a little bit off!

THE
**Ermaline
Cooking
Bags**



are as valuable in the household as any other kitchen utensil, in fact many housewives have found them indispensable.

Do You Want a Set Free?

All you have to do is, send us a card. We'll do the rest.

Edward Lloyd
Limited
508 Eastern Townships Bank Bldg.
Montreal

The Finest Fish Obtainable

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



Brunswick Brand Sea Foods

the choice of all particular people.

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

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

"BRUNSWICK"

Connors Bros., Limited

Black's Harbor, N.B.



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

Headquarters for Maple Flavor

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

Sold in bottles or in bulk.

Let us quote you prices and submit sample.

THOS. HENDERSON

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

IRISH POTATOES

White-skinned, long-shaped, for table use and seed.

Particulars and Quotations from

M'Loughlin Bros.

Wholesale Potato Exporters
48 MAY STREET
BELFAST, - IRELAND.

Cables—"Paradox" Belfast.

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:

C. Gyde, St. Xavier St., Montreal
F. Coward, Toronto
(For Ontario)

The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.

Distributors, Ltd.
Edmonton, Alta.
Ayre & Sons, Ltd.,
St. John's Newfoundland
J. M. Crosswell & Co.
Kingston, Jamaica

Samples free by post.

HOUSEWIVES' FAVORITE



WHITE DOVE Cocanut

The White Dove, symbolic of purity, is the proper brand for this popular cocanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

W. P. Downey MONTREAL, QUE.

Condensed Coffee



Reindeer Brand

is the extract of best grade Coffee condensed together with Granulated Sugar and REINDEER Brand Milk.

For a cup of rich Coffee simply put one spoonful in a cup and add boiling water. (Will keep in same can after opening.)

Are you getting your share of this increasing demand? If not, try showing a full line of goods bearing the Reindeer Head and stock up.

REINDEER LIMITED

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

"Elite"

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

Diamond

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

Ask your jobber.

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

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

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

AURORA COFFEE

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

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.

Brooms

Brooms

"BROOMS OF QUALITY"

are hard to get.

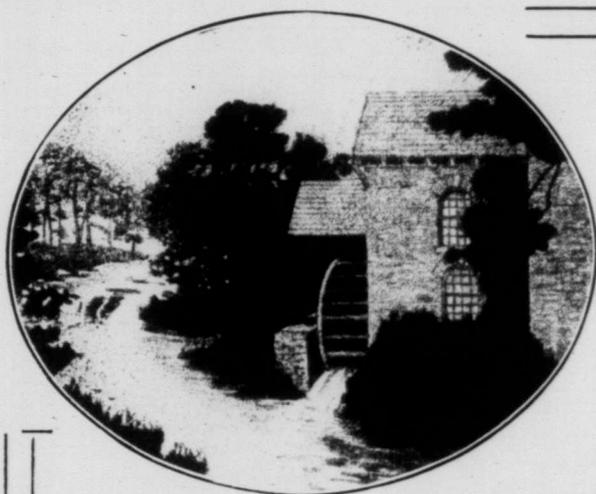
W. W. & CO. BRANDS are made up to the mark, always. Our customers know this and our Factory runs full time on "Quality" account.

TRY A SAMPLE SHIPMENT.

WALTER WOODS & CO.

HAMILTON

WINNIPEG



Steady Sales Depend on Quality

and especially is this so of canned goods. You can lose reputation and custom quicker by selling inferior canned goods than in any other way. Make sure of steady sales and satisfied custom by selling

THE OLD MILL TOMATOES AND FRUITS

Purity marks the process of manufacture, and natural surrounding conditions have blessed us to an even greater extent. The celebrated Spring of pure water supplies the Old Mill Factory and the unequalled quality of Tomatoes and Fruits grown in the Niagara Peninsula district are added, giving "Old Mill" Tomatoes and Fruits that fresh flavor of quality goodness that speaks volumes of advertising for your store. We are now backing orders for fall delivery.

PUT IN A STOCK NOW, THE PROFIT IS WORTH IT, TOO.

The W. H. Merriman Co., St. Catharines, Ont.

FACTORY AT ST. DAVID'S

JAM QUALITY

Have you ever noticed that while your customers always order the same brand of tea, flour, coffee, etc., they always look for

Something New in Jams?

Are you always able to satisfy their curiosity? If not, make no mistake, but get in a small trial supply of

KING BRAND JAMS

and let your customers be the judge and jury. They will undoubtedly bring in a verdict of "QUALITY."

Write for Prices

Labrecque & Pellerin

MONTREAL, QUE.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



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

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

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

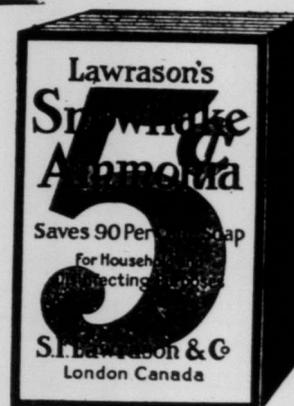
Montreal Representative
 JAMES RUTLEDGE - Telephone St. Louis 3076
 Distributing Agents, WALTER WOODS & CO., Winnipeg
 Agents at Fort William, Hamilton, Calgary, Moosejaw, Saskatoon

Don't Cry Over Lost Soap Profit



There never was a condition of soap markets or any other markets that obliterated the profit from one thing but what it profited another. So here's your alternative, Mr. Grocer, for lost soap profits.

LAWRASON'S SNOWFLAKE AMMONIA



THE GIANT
5-CENT PACKAGE

In many ways it replaces soap in the household. At this season of the year it has decidedly more sales than any other cleaning or washing device.

Lawrason's is pure ammonia powder, and the largest 5c. package on the market. Line up now. This is the time to make up profit lost on soap sales.

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



We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and as such should always be found on your shelves.

Church & Dwight, Limited

MANUFACTURERS
MONTREAL



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

Klondike and Jubileé Brooms

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

Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN - - - ONTARIO



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W
M
R.
J.



**THE BEST
SELLING BRAND**

of canned fruits and vegetables on the market is undoubtedly the

E.D.S. BRAND

There are the soundest reasons for it. They stand the Government Test, the materials used are positively the highest grade luscious, ripe, fresh fruits grown on our own fruit farms in the fruit garden district of Canada. The factory is a marvel of scientific sanitation and up-to-the-minute mechanical perfection.

Is there any wonder why E.D.S. is the best.

Made only by

E. D. SMITH,
WINONA, ONT.

AGENTS:

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



Quaker Soap

PURE SOAP

Neither Prize

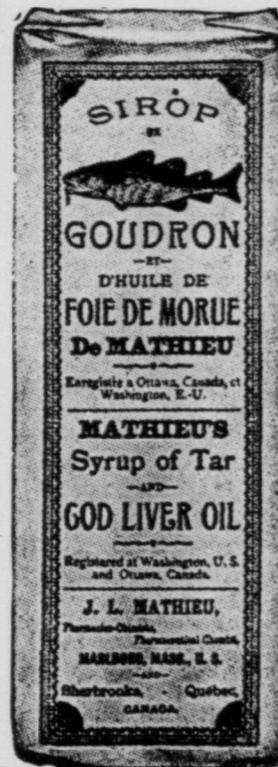
Nor Premium

Just Soap

Mathewson's Sons

Wholesale Grocers
MONTREAL

KEEP OFF THE SICK LIST



by taking a dose or two of

**MATHIEU'S
SYRUP
OF TAR AND
COD LIVER OIL**

if you have a chill or have been exposed to inclement weather.

And when you've seen its effect you will recommend this very excellent remedy to your customers.

Every household should have a bottle handy.

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

Mathieu's Nervine Powders

are another useful remedy. Not only are they an unequalled headache and neuralgia cure but they are invaluable to check a fever and stop the ache of bones and chest which comes with a heavy cold.

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

Chaput, Fils & Cie., Montreal, Que.
Foley Bros. & Larson, Winnipeg, Man.



Our Triumph

Perfection is not attained in a day. It takes years of experiment, expense and experience to obtain biscuit perfection.

Try our exquisitely crisp and tasty

St. Lawrence Cream Sodas

Our triumph in the art of baking—where lies the real secret of biscuit successes.

A TRIAL ORDER WILL SURPASS YOUR EXPECTATIONS.

ABBOTT, GRANT & CO.

Limited

BROCKVILLE

ONTARIO

ELEVEN GOLD MEDALS

FUSSELL'S CREAM

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

THE WHIPPING CREAM

Is better than "Devonshire Cream"

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

Single Cream for Tea and Coffee

("PURPLE BUTTERFLY" BRAND)

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

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

Guaranteed to keep good for 12 months unopened at all seasons

AGENTS:

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

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

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

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

SERVICE

THAT'S what you want, Mr. Canner. Our factories are specially equipped to attend to your orders promptly and turn them out satisfactorily. We can supply you with the maximum amount of tin containers (of any size or description) in the minimum of time. You can safeguard your business and feel more secure about the delivery of your goods on a promised date if you entrust us with your orders.

WRITE

AMERICAN CAN COMPANY
MONTREAL, QUE. - HAMILTON, ONT.

SUCCESSFUL

merchants always make sure of stocking trustworthy goods and you should certainly consider the

7-20-4 CIGAR

when fixing up your tobacco show case.

It Has Merit

and provides a most refreshing smoke at a reasonable figure, both you and the consumer getting money back all the time.

We Don't Want

to overstock you but we do want you to give our goods a fair trial. We know that you'll be a good customer in the end.

The Sherbrooke Cigar Co.

SHERBROOKE, QUE.

King George's Navy

is worthy of your support right now for many sound business reasons. There are hundreds of men in your neighborhood whom you can "recruit" and "muster" around your store on Saturday evenings for their weekly Tobacco allowance.

KING GEORGE'S NAVY has nothing to do with the Canadian Navy, remember, but is the popular

CHEWING TOBACCO

packed by the firm which guarantees prompt delivery and quality all the time.

THAT FIRM IS

The Rock City Tobacco Co.

Quebec Winnipeg

WRITE ABOUT

Maple Sugar	-	-	Chewing Tobacco
Master Mason	-	-	Smoking Tobacco
Rose Quesnel			Smoking Tobacco

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE Milder
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

- - - -

Ont.



THE MCGREGOR PAPER BAG HOLDER.

The McGregor Patent Bag Holder

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

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS, LIMITED

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

THE WILLIS DISPLAY STAND



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

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

Write to-day for complete description.

WILLIS MFG. CO.
GALESBURG, ILL.

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

Wholesalers or Jobbers: write for agency proposition.

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

BUY

Star Brand Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM



Sell the Best Cocoanut

The Name is

McLEAN

It will please your patrons and give you a good profit. What more is there?

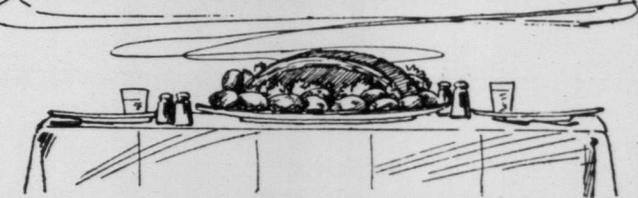
THE CANADIAN COCOANUT CO. Montreal, Que.

Hold Your Trade by Selling Good Salt

The grocer who values his trade will make sure of his salt. Nothing can take the place of good salt. It is the grocer's staple. ONTARIO PEOPLE'S SALT is absolutely pure and fills the popular demand for a GOOD salt.

SEND FOR PRICES.

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



YOUR AWNING REQUIREMENTS

for the ensuing spring and summer season is a question that it will pay you to settle NOW. Don't let the strong rays of the sun get at your stock and so depreciate it in value that you must sell it at a loss.

We are at your service. Ask us to quote on your requirements.

Raymond Bros., - London, Ont.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

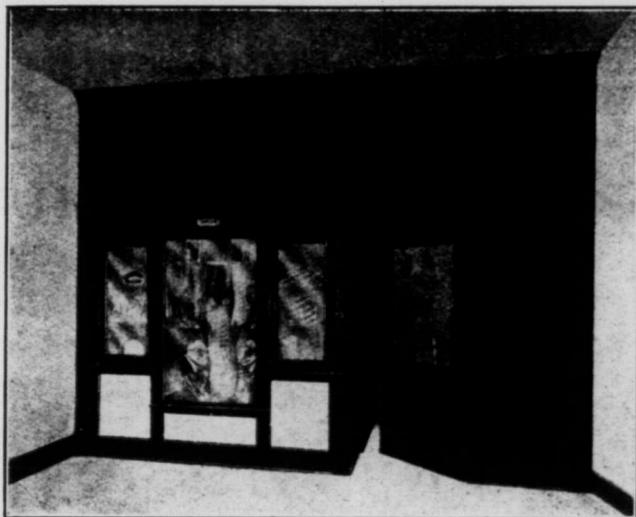
ABSOLUTELY NEW JUST PUBLISHED

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.



272 Pages
Bound in Cloth

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada.



THE "ARCTIC" FOR THE BUTCHER

This is one of our new lines and it is just what the up-to-date Butcher wants. It is handsome in appearance, with oak or ash case, with open panels. It is also the coldest and driest refrigerator on the market.

For the Grocer we have a great variety of equally up-to-date refrigerators.

Western Representatives, DONNELLY, WATSON & BROWN, Calgary, Alta.

WRITE AT ONCE FOR CATALOG.

JOHN HILLOCK & CO., Limited
154 GEORGE STREET, TORONTO

NOW!

when the canned fruit supply is low in most households, is the time to make big sales of Jams.

Sterling BRAND
Strawberry
Raspberry
Red Currant
Black Currant
Plum
Peach, etc. **JAMS**

including both the PURE and compound fresh fruit products, have enormous sales. The Grocer who is selling these is coining money.

Pure Jam is packed in 16 oz. jars.
Compound Jam is packed in 12 oz. jars, appropriate for all requirements and tastes.

Send for our Prices

The T. A. Lytle Co.
LIMITED

Sterling Road, TORONTO, Ont.



Condensed Milk Growing Popular



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

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

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

Our lines will bring you new customers and quick returns.

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

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

Accounting Worries are Over

Retail bookkeeping is probably the greatest thief of time the grocer has to contend with; and unless you have the only modern device of retail bookkeeping you can expect it to ever worry you.

The "BARR" ACCOUNT REGISTER

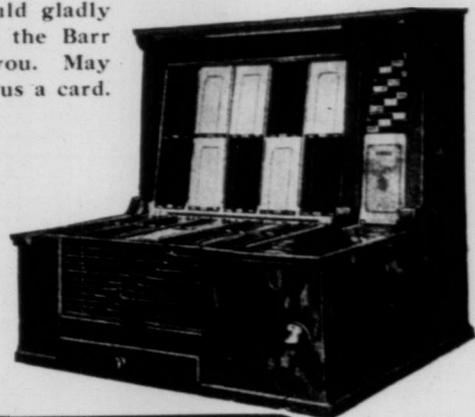
is the system for you. With one writing you have every customer's account balanced, entirely eliminating any chance of error or misunderstanding between you and your account customer.

It is such system that inspires the confidence of all who trade with you, a fact insuring your success.

We would gladly demonstrate the Barr system to you. May we? Drop us a card.

**Barr
Registers,
Limited,**

TRENTON,
ONTARIO





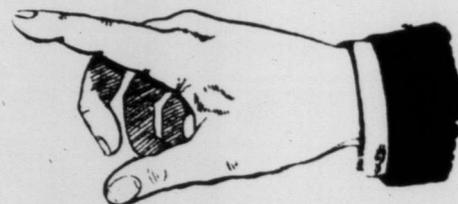
5 Cases at \$4.15
with half Case free.

10 Cases at..... \$4.05
with 1 Case free.

25 Cases at..... \$4.05
with 3 Cases Free

FREIGHT PREPAID
Net 30 days.
Assorted or otherwise.

Read all about the new prices



and remember quality counts.



Apply to
FACTORY:
Woodstock, Ont.

MONTREAL OFFICE:
514 Coristine Bldg.

TORONTO OFFICE:
76 Colborne St.
or any wholesaler.

Butter, Eggs
AND
Dried Apples

We invite enquiry

Prompt attention and first-class service.

We have also

1000 BARRELS No. 1 HARD

Georgian Bay District

WINTER APPLES

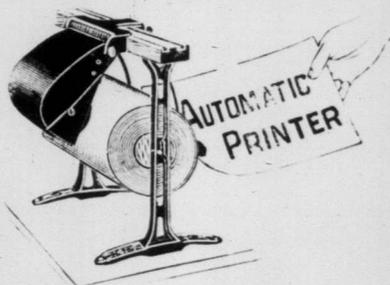
WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

IF You want to advertise your store
You want to advertise your service
You want to stamp your name on paper
You want to stamp your name on bags
You want to save 90% on your advertising bill

Ask us about the



It's a wonder, and does everything we claim for it.

PAYMENT LIGHT.

SATISFACTION HEAVY.

Send your name into every home every day.

UTILITIES LIMITED
MONTREAL

Listen!

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

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

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

TOMATO EXTRACT

It's delicious.

H. E. VIPOND & CO.
MONTREAL

FISH! = FISH!

Two Weeks Left in Lent

GOOD FRIDAY, the Best Fish Day of the Year

Lay in a Good Supply. Be Prepared.

Present conditions indicate that fresh caught lake fish will be late this Spring. We can, however, offer you several varieties of sea fish.

FRESH CAUGHT HALIBUT

FRESH CAUGHT HADDOCK

FRESH CAUGHT STEAK COD

Frozen Lake Trout is off the market, but we can recommend **Red Sea Salmon** in its place. We have both "Round" and "Headless and Dressed" at low prices.

WHITE FISH! Single frozen, caught through the ice this winter, are equal to a fresh caught fish. We have still a few of these excellent fish left.

Beacon Brand HADDIES
CISCOES None Better

SPECIAL

A few Kegs No. 1 Extra Fancy
PICKLED LAKE TROUT
\$6.00 Keg

The F. T. JAMES CO., Limited

Church & Colborne Streets

Toronto

Don't Depreciate Your Store

in the eyes of your customers, by selling an inferior grade of goods. No matter what your customer asks for, from clothes-pins to caviare, let it be a superior line.

You **must** realize what effect this policy will have in the long run. We are interested, among other things, in supplying you with the finest line of extracts.



More
Than
Ninety
Flavors

More
Than
Ninety
Flavors

Sell this line to your most discriminating customer and the result will be one of two things. Either she will know the goods and tell you she is "so glad you have them," or she will make their acquaintance and thank you afterwards.

Like to test that statement? We'll send you a sample of our

Shirriff's TRUE VANILLA

and you can test that and the statement at one and the same time.

It's made of real Mexican vanilla beans, not from any of the artificial bases which make most of the so-called "vanillas" offered you to-day. To most people it is a **new experience**—tasting genuine extract of vanilla.

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

IMPERIAL EXTRACT CO., TORONTO

Waters from the Vichy Basin

Spring is practically at hand and with its approach come thoughts of the hot, sweltering summer days when the demand for cooling and refreshing water such as above, is unlimited.

Equal, if not Superior

to any other brands selling at a higher price. That's what we have to say about the following lines, and you can rely on this guarantee as it is the reliable word of a reliable house.

SPRING LA CAPITALE	50 qts.	\$5.00
" NEPTUNE	" "	6.00
" ST. NICHOLAS	" "	7.00
" SANITAS (Spklg)	" "	8.00
" "	100 pts.	9.00

LEMONADES LA SAVOUREUSE

\$5.00	case of 50 pts.	Claret Bottles
7.50	" " "	qts. " "
5.50	" " "	pts. Champagne "
8.00	" " "	qts. " "
9.50	" " "	120 splits. " "

ST. NICOLAS

\$5.50	case of 50 pts.	Champagne Bottles
7.50	" " "	qts. " "
7.50	" " "	100 splits " "
10.00	" " "	100 pts. " "

We are now taking orders for delivery on arrival of first steamers. On all orders received for five cases, assorted or not, we will pay freight and give reduction of .25 per case.

These prices and conditions are subject to change without notice.

Take Advantage of This Liberal Offer

Laporte, Martin et Cie.

LIMITÉE

568 St. Paul St.

MONTREAL

Telephone Main 3766

Abbott, Grant &
Adams & Co.,
Albion Coupon
American Can C
Aylmer Conden

Balfour-Smye &
Banner Mfg. Co
Barr Register C
Benedict, F. L.
Bickle, J. W., &
Borden Conden
Bovril, Ltd.
Bradstreet's
Brand & Co.
Brown Mfg. Co
Bull Dog Amme

Campbell Bros.
Canada Sugar B
Canadian Cocoa
Carr & Co.
Catelli, C. H.
Chaput Fils & C
Chivers & Sons
Church & Dwight
Clark, W.
Chawson & Co.
Clements Co., L
Coles Mfg. Co.
Common Sense
Connors Bros.
Continental Bag
Crescent Mfg. C

Dalley, F. F. Co
Distributors, Lt
Dominion Cann
Dominion Matc
Dominion Mola
Dominion Regis
Dominion Salt
Downey, W. P.

Eby-Blain, Lim
Eckardt, H. P.
Edwardsburg St
Epps, James &
Esoka, W. H. C
Eureka Refrige
Ewing & Sons,

Farrow & Co.,



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LA

A Table Delight for Old and Young

Jelly, as a sweet at luncheon
or dinner, is unsurpassed—if
it is Chivers.'



FLAVORED WITH
RIPE FRUIT JUICES

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON

CAMBRIDGE

ENGLAND

For samples and quotations apply to the agents :

THE W. H. MALKIN CO., LTD.

57 Water St.

VANCOUVER, B.C.

(British Columbia and Alberta)

THE FRANK L. BENEDICT CO.

144 Craig St. West

MONTREAL

(Canada and Newfoundland)

False Statements



were made about our **Cabinet Brand Maple Compound Syrup** by a concern in Toronto. We found it necessary to take action and they apologized for slanders and withdrew them in their entirety, as appears by their letter of which the following is a copy.

Ramsays Limited,
Montreal, Que.

Toronto,
Feb. 21, 1912

Dear Sirs,

Referring to our recent letter to the members of the Ontario Wholesale Grocers' Guild, in which we stated that "Ramsays Cabinet Brand" Maple Syrup was composed of glucose, brown sugar and artificial flavoring, we beg to state that we were mistaken in the analysis thereof and such statement is incorrect, and we beg therefore to withdraw the letter in its entirety, and to express our regret that this occurred.

Yours truly,
(Signed) Maples Limited
Jas. C. Gardiner.

Every knock is a boost. Mr. Grocer, think it over, syrup season is now on. Feature the syrup that is proved to be the best by our opposition. Made from pure Maple and the best of granulated sugar. We do not have to slander anyone to get your business because you know we are a reliable firm and will give you a square deal.

RAMSAYS LIMITED

MONTREAL, QUE.

“MAKES DIRT RUN”



When Spring Cleaning
is at hand,
COMFORT LYE is
in demand.

How is your stock of

**Comfort
Lye**

PUGSLEY, DINGMAN & CO., Limited
TORONTO