

**PAGES  
MISSING**

THIS IS THE 1,315th ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, FEBRUARY 21, 1913

No. 8



## Diamond Brand



### Maple Syrup

"The quality brand," has that delicate sap flavor suggestive of the maple sugar camp. At this season of the year, when fruits are beginning to get scarce, maple syrup will be in big demand.

Get a stock of **Diamond Brand**. Do not experiment with "cheap" brands. The Canadian consumer wants the best, and is willing to pay for it.

**Diamond Brand** will ensure you satisfied customers and a large syrup business.

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**Sugars & Cannery Limited**  
**MONTREAL**



THE CANADIAN GROCER

# TEES & PERSSE LIMITED

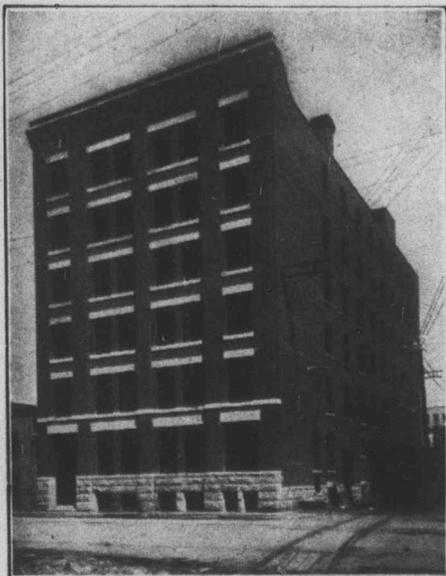
ESTABLISHED 1884

## MANUFACTURERS!

For Western Representatives we have pleasure in recommending

## TEES & PERSSE, LIMITED

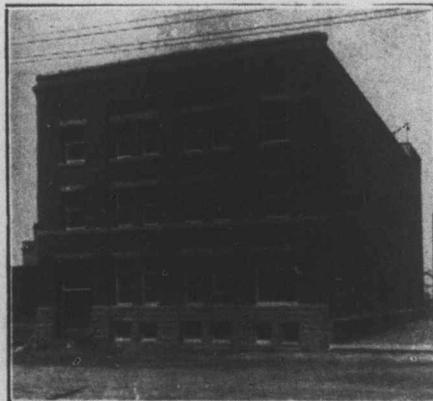
who have assisted us for many years in distributing



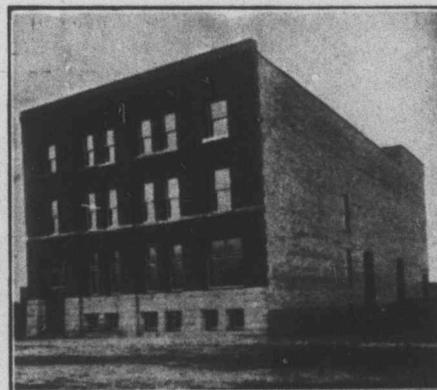
WINNIPEG WAREHOUSE



REGINA WAREHOUSE



SASKATOON WAREHOUSE



MOOSE JAW WAREHOUSE



CALGARY WAREHOUSE

**Durham Starch**

**St. Lawrence Starch**

**Canada Starch**

**Ivory Gloss Starch**

**Akron Starch**

**Bee Hive Corn Syrup**

Their warehouses at

**FORT WILLIAM**

**WINNIPEG**

**REGINA**

**MOOSE JAW**

**SASKATOON**

**CALGARY**

**EDMONTON**

were erected and are maintained to look after manufacturers' interests as they should be. Their operations extend

**"From the Great Lakes to the Rockies,"**

and all jobbers are canvassed daily.

**St. Lawrence Starch Co., Limited**  
**PORT CREDIT, ONTARIO**



EDMONTON WAREHOUSE

## ***Fish From Scotland***

The "Tyne" 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.

### ***The Shields Ice and Storage Company***

are specialists in the packing of Scotch Fish—nothing can possibly be finer than their product, "The Tyne Brand." Their reputation has been made entirely on this one thing. It is their hobby to offer only the "best"—and they do it.

*Arthur P. Tippet & Co., Agents*

*Montreal*

*Toronto*

## ***The French Macaroni***

The germ of the best wheat—the gluten—is the foundation on which the high quality of "CODOU" Macaroni rests. Added to this is the skill acquired by a life time of experience in manufacturing.

### ***Made by Felix Codou***

It is very delicate and tender. And there is a richness of flavor that makes it very toothsome. Beware of imitations. See that the name "Codou" is on every package.

*Arthur P. Tippet & Co., Agents*

*Montreal*

*Toronto*



The Tea of "Distinction"

Your customers will like Red Rose Tea—no other tea will please them as well—no other tea will take its place—BECAUSE Red Rose Tea has distinctive qualities. It is largely composed of the fine teas of Northern India, which are generous in strength and richness. These, blended with the flavory teas of Ceylon, produce the distinctive qualities for which Red Rose is famed.

If you sell Red Rose Tea you are sure to hold and increase your tea business.

Head Office : ST. JOHN, N.B.  
Western Branches:  
Winnipeg, 156 Lombard St.  
Calgary, 322-326 Ninth Ave. W.

**T. H. Estabrooks Co., Limited**  
7 Front St. East, TORONTO

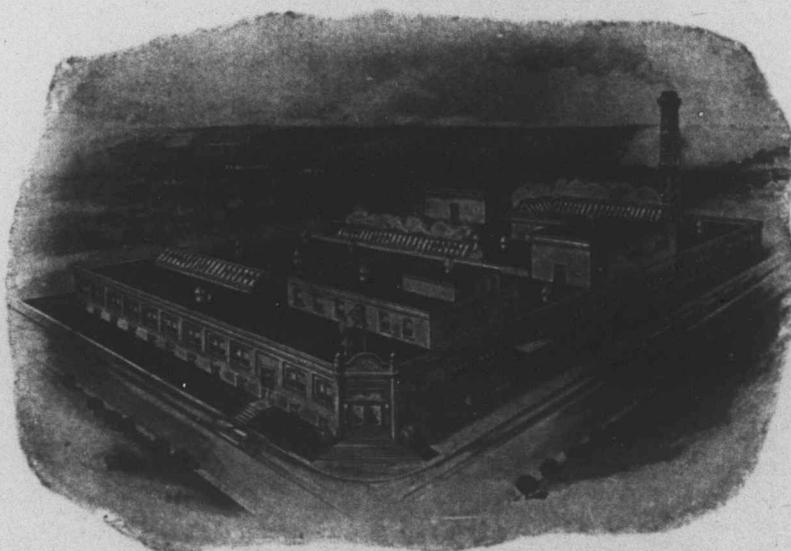
**WAGSTAFFE LIMITED**

NEW SEASON'S 1913

**SEVILLE ORANGE MARMALADE**

NOW READY FOR DELIVERY.

PREPARED IN  
COPPER  
KETTLES.  
BOILED IN  
SILVER PANS.



PACKED IN  
GOLD LINED  
PAILS  
AND GLASS.

PUT UP IN THE MOST UP-TO-DATE FRUIT PRESERVING FACTORY IN CANADA.

Wagstaffe's celebrated Orange Marmalade has won for itself a great reputation in Canada as the best that is made here, because it is prepared in Copper Kettles, boiled in Silver Pans, Packed in Gold Lined Pails and Glass, therefore, retaining all its essential oil and delicate flavor. Mr. Grocer, it will pay you to push WAGSTAFFE'S.

THE CANADIAN GROCER

For Quality in  
Milk Products Sell

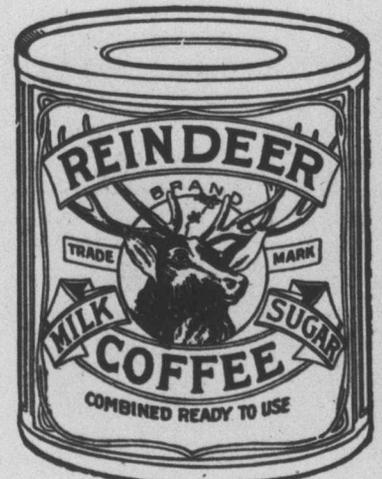
**BORDEN'S**



(THE ORIGINAL)



(UNSWEETENED)



(WITH MILK AND SUGAR)

Are your patrons getting the best in Condensed and Evaporated Milk Products? Borden's have been Leaders of Quality for over 56 years and have received highest awards wherever exhibited.

Borden's for quality, purity and deliciousness.

Borden's for big sales.

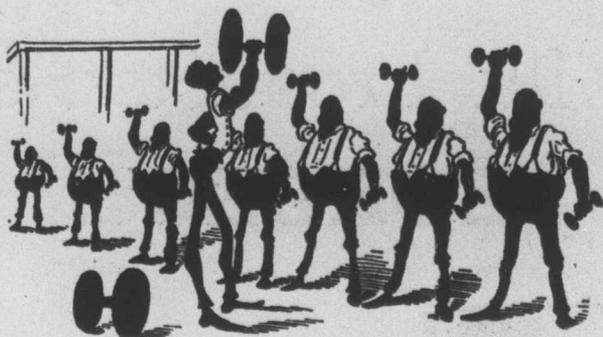
**BORDEN MILK CO., Limited**

"Leaders of Quality"

**MONTREAL**

Branch Office:

No. 2 Arcade Building, Vancouver



The strength of a business depends largely on the quality of goods you offer for sale. A line that is always up to the mark is the

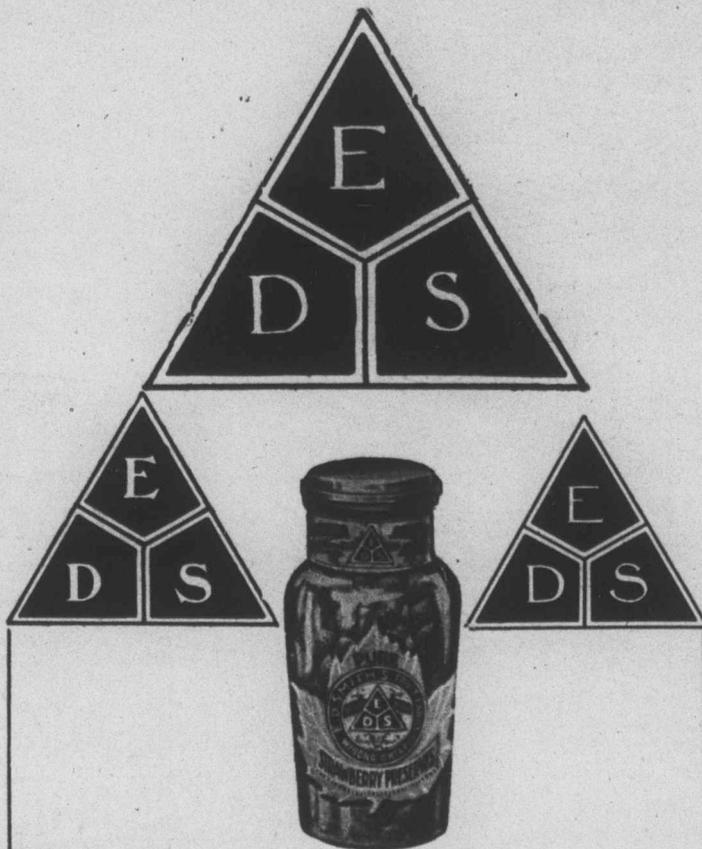
**Dominion**  
**Silent**  
**Match**

Once tried always used. Remember it is your support we want, and you will benefit as much as us.

**Dominion Match Co., Limited**  
Deseronto, Ontario

**REPRESENTATIVES**

The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Hallway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.



**We Are Telling  
the Public**

through attractive street car, newspaper and magazine advertising of the distinctive quality and absolute purity of E.D.S. Jams, Jellies, Marmalades, Catsups, Drinks, etc. This will cause a big demand for which it will pay you well to keep a good supply.

When you sell E.D.S. fruit products you are offering food products of the highest standard for purity and flavor. E.D.S. Products by Government inspection have proven 100% PURE.

Replenish your stock at once.

Made only by

**E. D. SMITH**  
WINONA, ONTARIO

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

**"SIMCOE"  
BAKED  
BEANS**

The food value of Baked Beans as a Winter Food is well understood by Canadian housewives, and the dealer who sells "Simcoe" Baked Beans will make his business flourish to the fullest. "Simcoe" Baked Beans are the acme for quality and deliciousness.

They have largely taken the place of the home baked beans because they are thoroughly cooked without destroying their form, and the flavoring is much more even and rich.

Most improved scientific methods, best selected beans prepared by a special process and packed solid, either Plain or with Chili Sauce; the sauces used are prepared with exceeding care as to flavor and purity.



**Dominion Cannery, Limited**  
HAMILTON - CANADA



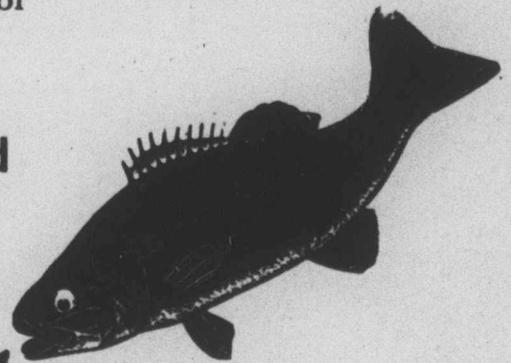
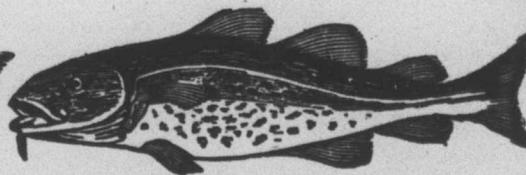
## Fish Pull the Dollars in

during the Lenten season.

Full satisfaction and fullest profits if you feature "Ocean Brand" Haddies, Kippers, Bloaters, Boutilier's Fillets, "Canada" Boneless Cod (the purest of the pure).

ASK YOUR WHOLESALER

**North Atlantic Fisheries, Limited**  
MONTREAL



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

32 Prize Medals

21 Royal Appointments

# PEEK, FREAN'S SHORTCAKE



About 32 **PIECES** to the **POUND**

So great is the demand for this new introduction that it is being manufactured night and day, and in the second week after it was placed upon the Market the output amounted to

**89 TONS 18¼ CWTS.**

This means about **SIX-AND-A-HALF MILLION BISCUITS.**

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.  
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.  
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto.  
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.  
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

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

PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

# Clark's Pork and Beans

## Your Own Experience

Mr. Grocer, is usually your safest guide in the selection of your stock in trade.

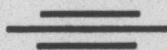
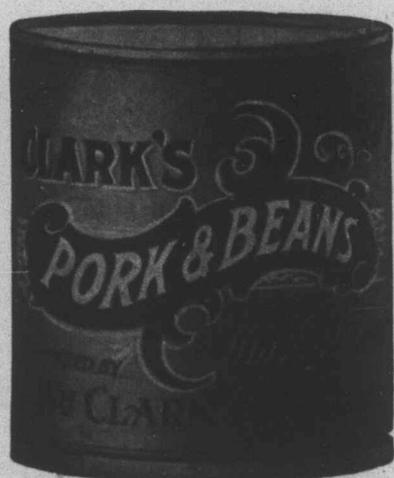
Upon YOUR OWN EXPERIENCE, Clark's are prepared to rely, confident in the assurance that you have always found CLARK'S PORK & BEANS to be a valuable adjunct to your business.

CLARK'S IDEAS are that PURITY and HIGH QUALITY are the most necessary attributes of prepared foodstuffs and that a well organized system of ADVERTISING is appreciated by the dealer as a material help to his trade.

CLARK'S EXPERIENCE is that careful attention to these essentials has resulted in a rapidly and ever increasing demand for CLARK'S PORK & BEANS.

Does your own experience coincide with Clark's?

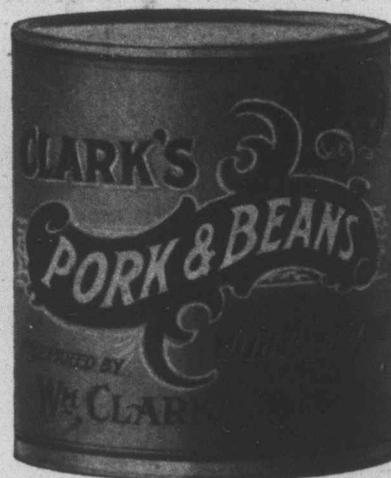
We leave it to you to decide.



WM.

**CLARK**

**MONTREAL**



## OLD MILL CANNED ... GOODS ...

There is now a splendid demand for canned goods, and we are having many enquiries for Old Mill Brand. We still have a surplus of

STRAWBERRIES	-	2's H. S.
RASPBERRIES	-	2's H. S.
RED PITTED CHERRIES		2's H. S.
YELLOW PEACHES		2's H. S.
GALLON and No. 3 PIE PEACHES		
GOLDEN WAX BEANS		2's
REFUGEE BEANS		2's
GALLON APPLES		
GALLON RHUBARB		
TOMATOES	-	3's
PUMPKIN	-	3's

All goods packed in Sanitary Tins. Prices cheerfully quoted on application.

---

THE  
**W. H. Merriman & Co.**  
WHOLESALE GROCERS and CANNERS  
St. Catharines, :-: Ont.

You'll make better  
profits on  
"NUT-LARD"

(Ree'd)

than on the lines  
that it substitutes

This is a delicious substitute for pork lard, oils, butter or any kind of grease used for cooking or baking purposes. You know that the profit on some of these lines is particularly small, and very often the sale of butter is unsatisfactory to yourself and expensive for the housewife, biscuit and confectionery makers.

"Nut-Lard" is a delicate vegetable product (100 p.c. pure fat) taken from the cocoanut. It is cheap and works more satisfactorily than any other lard, butter or oil, as well as being more digestible.

The profits are good. The saving to your patrons is large. Write to-day for prices.

Manufactured by  
**ROCCA, TASSY & DeROUX**  
MARSEILLES, FRANCE

Dominion Agent  
**J. Russell Murray**  
MONTREAL

# THE NEW LOT

of marmalade that we have made from this season's crop of selected Seville oranges is very fine.

We believe we have surpassed ourselves this time. The color is very rich and clear. And the flavor of



# Shirriff's Scotch Marmalade

will make those who try one bottle eager for more. Shirriff's Marmalade has always been a good seller. The profits are sure and quick. Send in your order for some of this new lot.

**Imperial Extract Co.**  
Toronto

Now is the time to push

# OXO CUBES

**E**VERY DAY is a good day for OXO CUBES—but your customers need OXO CUBES and enjoy them most right now.

OXO CUBES mean hot beef drinks in a moment — warming, invigorating,

nourishing beverages — just what young and old want when they come in from the cold. Thousands of OXO CUBES are used every day for this one purpose. Thousands more are used for preparing steaming Soups — tasty Broths — enriching Stews, Meat Pies, Hashes and other dishes.



One OXO Cube  
to -



**A cup**

READY IN  
A MINUTE

Now is the time for you Grocers to push the sales of OXO CUBES.

HOW'S YOUR STOCK? Plenty of the 50 and 100 cube tins on hand? as well as the 10c and 25c sizes? We'll ship by return if you wish.

**Corneille David & Co.**

Toronto, Montreal, Winnipeg, St. John, N.B.

**MODERN GROCERY EQUIPMENT**

Adds an air of distinction to your store—and

**ATTRACTS TRADE.**

**The "Walker Bin" System**

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.



**Walker Bin & Store Fixture Co., LIMITED**



Berlin,

Ontario

**REPRESENTATIVES.**

Manitoba: Watson & Truesdale, Winnipeg, Man.  
Sask. and Alta.: J. H. Smith, Box 695 Regina, Sask.  
Vancouver: Western Plate Glass Co. 318 Water Street.  
Montreal: W. S. Slocock, 53 St. Nicholas Street.  
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.



**KEEP POSTED ON SUGAR**

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

**SMITH & SCHIPPER CO., 138 Front Street, New York**

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



**Sanitary Cans**

*"The Can of Quality"*

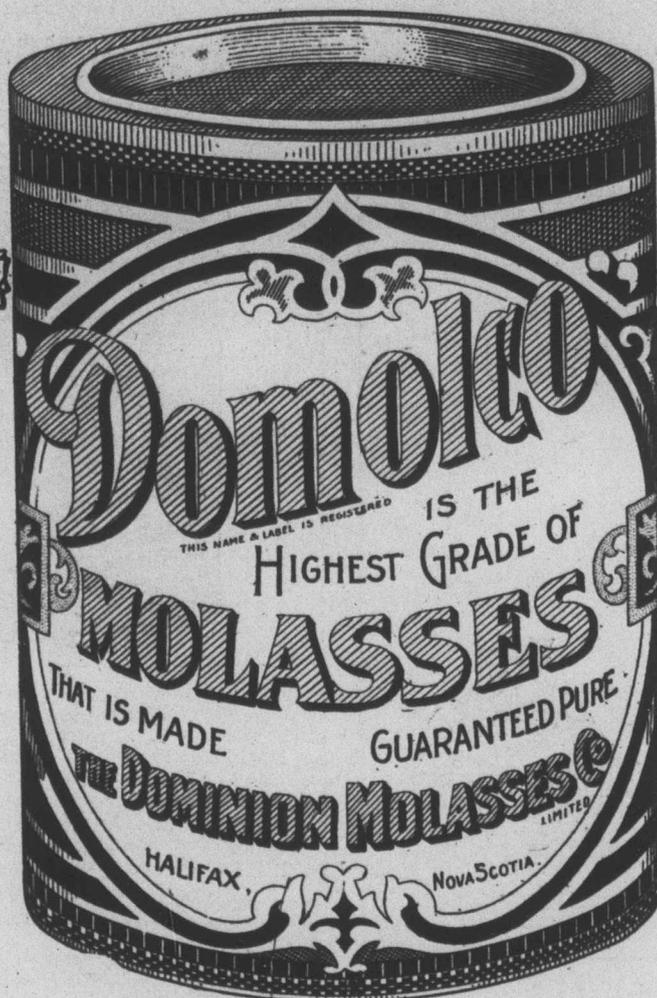
Baked Beans, Soups,  
Meats, Condensed Milk,  
Evaporated Milk 

**Sanitary Can Co., Ltd.,**

**NIAGARA FALLS, ONT.**

Delicious  
Pure and  
Wholesome

A High  
Grade  
Molasses



Note the  
registered  
label

The people  
will ask  
for it

## THE TASTE THAT GROWS

Domolco is a high grade table molasses, especially delicious, pure and wholesome. It has a refined definite flavor all its own that grows on your trade and places it on the regular grocery list.

Domolco Molasses is especially healthful and has been proven to be a body builder.

We have spent and are spending a great deal of money in putting this molasses before the public—advertising it in various ways. Will you take advantage of this advertising and fill the people's requirements?

Write to-day for prices, etc.

---

**The Dominion Molasses Co., Limited**

HALIFAX, N. S.

## "VOTES FOR WOMEN"

may be a pretty live issue in some parts of the world. But it is more than likely that the women of your locality are more interested in keeping house, and cooking for their families. To these women recommend

### "GLOBE"

#### Macaroni and Vermicelli

made from best hard wheat with no maize or rice flour mixed in, making them absolutely pure.

They possess a quality which gives distinctive flavor.

You may expect a big demand for the "Globe" brand goods as soon as they are introduced.

The profit makes it worth your while.

Order from your jobber, or

**D. SPINELLI & CO.**

REGISTERED

Montreal,

Quebec



GLOBE

## RED RIDING HOOD BRAND



5 lb.  
SLIP  
TOP  
CAN

5 lb.  
SLIP  
TOP  
CAN

### Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.

Toronto—Lind Brokerage Co., 47 Wellington St. E. Ottawa—E. M. Lerner & Sons, 11 York Street.

British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

## THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.



Coles Manufacturing Co., 1616 North 23rd St., Phila., Pa.  
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Newburne & Co., Calgary, Alta.

## No Disappointments

The housewife is never disappointed with her baking when *Forest City Baking Powder* is used and the Dealer is never disappointed with his sales—*Forest City Baking Powder* is recognized as the standard of purity and has been the standard for over 25 years. Sales are sure and profits good.



## Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:

Mason & Hickey, Winnipeg

# Purnell's Pickles of Excellence

## SAUCES THAT ARE SECOND TO NONE

The world-wide popularity of Purnell's Pickles and Sauces is hinged on their Purity. Only the best grade vegetables and ingredients are used in their manufacture, and the process employed in assembling them into the finest product, serve to produce an article of the utmost purity and of the finest possible flavor. You know Purnell's by reputation—do you know them personally and the benefit derived from their sale? Ask your wholesaler to-day for Purnell's Pure Food Products. These will increase your profits.

### Purnell & Panter, Ltd.

Malt Vinegar, Sauce and Pickle Makers

BRISTOL,

ENGLAND



## HIS INFLUENCE COUNTS

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

## WINDSOR TABLE SALT

makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

**THE CANADIAN SALT CO.,**  
LIMITED  
WINDSOR                      ONTARIO

## BEANS AND PEAS

White Haricot Beans  
White Pea Beans  
Rangoon Beans  
Large White Peas  
Split Peas  
New Zealand Butter

Rice  
Lentils  
Pearl Barley  
Pot Barley  
Pea Flour  
Potato Flour  
Honey

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

## ROTHON & CO.,

23, St. Mary Axe, London, E.C. (England)

Cables: "CHYLE, LONDON."

(A.B.C. Code, 5th Edition used.)



WEST IS A LONG WAY FROM EAST

### If You're Shipping

West, freight charges may be troubling you. There is a remedy—Re-ship at Regina. Bulk your consignments together for the long haul to Regina. You save a great deal of money doing this. At Regina we will receive the cars and re-ship the various orders promptly over short, direct routes. As our charges are reasonable, and Regina has roads radiating in every direction, this is eminently practical. If you want to consign a stock of goods to us we have ample storage capacity, and will act as your Western Branch, delivering as goods are ordered. Write us about your particular needs in this direction.

IT PAYS TO USE THE  
REGINA STORAGE AND  
FORWARDING COMPANY  
LIMITED REGINA



### Keep a Good Stock

of Edwards' Soups this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good.

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

# EDWARDS'

DESICCATED

# SOUPS

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

By Royal Letters Patent



# NELSON'S

## Crystal

### Leaf

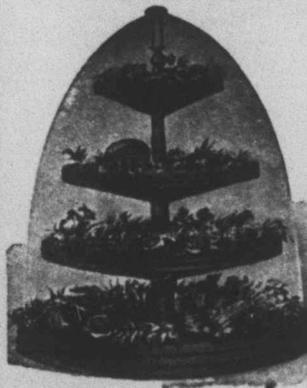
# GELATINE

Unrivalled in the kitchen,  
can be obtained from

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

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

### 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.

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

**WILLIS MFG. CO.**  
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

## RICE'S SALT

The Salt That People  
Ask You For

—the salt that stands for absolute purity and dependability for table and dairy use. Your first order is only a forerunner of your repeat orders.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Coderich, Ont.

It will pay you  
to handle



**"STANDARD  
CONSOMME"**

solidified in tubes



**The Perfection of  
CLEAR-SOUP**

None better on the Market.

Manufactured by

**The Standard Food Co.**

89 Westminster Bridge Rd., LONDON, Eng.

**AGENTS:**

**Winnipeg:**  
Buchanan & Gordon

**Toronto:**  
The Toronto-European  
Agencies  
122 Wellington St. West

**PLAINLY  
STATED**

You have in 'Camp' an article of established merit, one you can offer with perfect confidence, and one of unequalled power to bring and keep custom. Your stock is really not complete without you have

**'Camp'  
Coffee**

'Camp' in addition shows a substantial profit-margin.

Makers: R. Paterson & Sons, Ltd., Glasgow



**"COW BRAND"  
Baking Soda**

For satisfaction and profit there is no line of Baking Soda quite so good as COW BRAND.

It's invariably pure, of full strength, and reliable, and is always in demand by the careful cook!

Order from your jobber



**CHURCH and DWIGHT**

Manufacturers  
MONTREAL

Limited



It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

**Continental  
Germ-Proof Grocery  
Bags**

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

**THE CONTINENTAL BAG AND PAPER  
COMPANY, LIMITED**

OTTAWA

ONTARIO

**DISTRIBUTORS:**

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S. Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

**Tartan**  
**BRAND**  
THE SIGN OF PURITY

TEAS, COFFEES, SPICES, EXTRACTS,  
BAKING POWDER,  
JELLY POWDER, SOAP.

Canned Vegetables, Fruits and Salmon, Syrup Etc.

All goods branded "TARTAN" ensures the handler  
of the first quality, every package guaranteed.

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

All orders shipped same day as received.

**BALFOUR, SMYE & CO.,** Wholesale Manufacturing Grocers **HAMILTON**



THE MCGREGGOR PAPER BAG HOLDER.

**Better Service Means More Trade**

THE MCGREGGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

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

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

**TEA LEAD**

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

**ISLAND LEAD MILLS Ltd.**

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

Canadian Agents:

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

For  
"Green Mountains" "Delawares"  
or other varieties of

**POTATOES**

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

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Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

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We specialize in Biscuits and Candies  
We are still open for a few good Agencies

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

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If wanting car  
**Corn, Peas or  
Evaporated Apples**

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**W. H. MILLMAN & SONS**  
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White Kidney Beans  
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Popping Corn  
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27 Federal Life Bldg., Hamilton, Ont.  
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and Importers  
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# Manufacturers' Agents and Brokers' Directory

(Continued.)

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

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Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

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

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

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

## Mathieu's Nervine Powders



are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

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

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

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

## Readers of The Grocer, Let Us Know Your Wants

The Canadian Grocer is in a position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.



## OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

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## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

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Wellington Mills, London, England

# TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

THE CANADIAN GROCER

# Japan Tea

**Jobbers and Retailers** can more than double their profit by selling them instead of any other kind of tea, and we strongly urge **Jobbers** to impress this fact upon their travellers.

## FURUYA & NISHIMURA

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Order For Your Summer Trade Now

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## MILK AND CREAM

Laurentia is not a condensed Milk, but a pure natural bottled and sealed Milk that will keep indefinitely.



The Laurentia Milk Co.

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371 Queen Street West - Toronto, Ont.

Telephone: Adelaide 2760

There are no preservatives in this Milk.



## Time and Profit Saver

Mr. Merchant, you cannot afford to use your time or energy to do work which can be done more accurately and quickly by a machine. Sold on easy monthly payments without interest, or liberal discount for cash. Every scale guaranteed for five years.

**Canadian Scale & Fixture Co. - Sherbrooke, Que.**

## 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.

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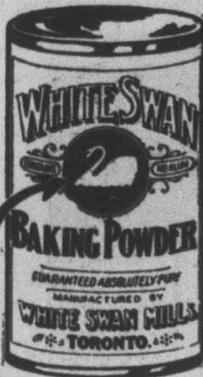
IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality. Remember the sale is guaranteed.

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### "Surety of Purity"

accompanies the White Swan Trade Mark.

The following ingredients are used only in their purest form—

Phosphate Starch  
Bi-carb. Soda

and are plainly printed on the label.

NO ALUM—NO AMMONIA

WHITE SWAN SPICES & CEREALS, Ltd.

Toronto - Ont.



### Our Advertising and Your Selling Powers

will do much in drawing trade for both of us. If you stock, display and recommend

### WHITE SWAN BAKING POWDER

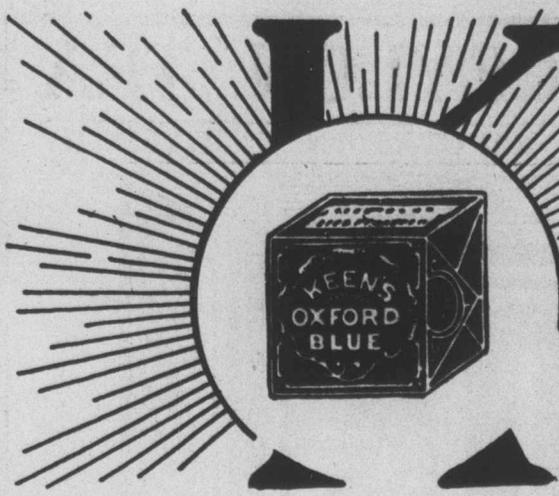
your sales and profits will advance rapidly. We have started a most convincing and extensive advertising campaign, which will create a widespread demand for all White Swan products.

WHITE SWAN SPICES & CEREALS, Limited

TORONTO, - ONT.

THE CANADIAN GROCER

# KEEN'S OXFORD BLUE



KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

## MAGOR, SON & COMPANY

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada

DELICIOUS, PURE, WHOLESOME SYRUP

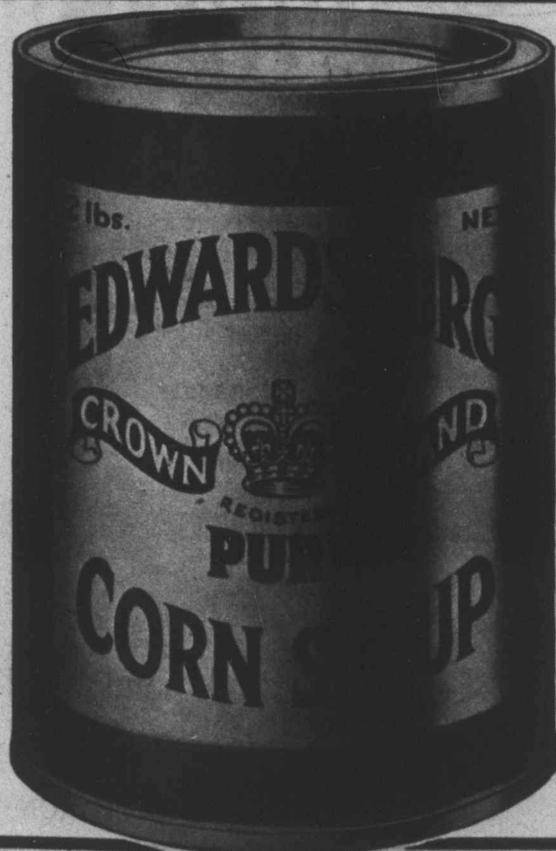
## Unequaled For Table and Cooking Purposes

Edwardsburg Crown Brand Pure Corn Syrup has no equal on the market for table and cooking purposes. It is less expensive, but is just as delicious and wholesome as clover honey. Crown Brand Corn Syrup gives an undeniably delicious touch to hot pancakes, muffins, hot tea biscuits, etc., and fills the usual late winter and spring requirements for a substitute for preserved fruits.

Order now.

**The Canada Starch Co.**  
LIMITED

Manufacturers of EDWARDSBURG Brands  
Montreal—Cardinal—Toronto—Brantford—Vancouver



# The Ontario Law Governing Early Closing

An Answer to an Inquiry—Council Must Pass By-law if Three-Fourths of Any Particular Trade Demand it—How it Can be Repealed—Law Defining Course Dealer Must Take Who Carries More Than One Line—The Licensing of Transient Traders.

In the letter published in next column "Ontario Reader" asks two important questions, one dealing with the law governing Early Closing and the other Transient Traders. This information is of interest to all readers in Ontario, and the entire trade should be acquainted with same.

## Authority of the Council

The law regarding municipal by-laws as to closing of shops declares that any local council may by by-law require that during the whole or any part or parts of the year, all or any class or classes of shops within the municipality shall be closed, and remain closed on each or any day of the week at and during any time or hours between seven o'clock in the afternoon of any day and five o'clock of the forenoon of the next following day.

## When Council Must Act.

Probably the most important section of the law is as follows:

"If any application is received or presented to a local council, praying for the passing of a by-law requiring the closing of any class or classes of shops within the municipality, and the council is satisfied that such application is signed by not less than three-fourths in number of the occupiers of shops within the municipality and belonging to the class or each of the classes to which such application relates, the council shall, within one month after the receipt or presentation of such application, pass a by-law giving effect to the said application and requiring all shops within the municipality, belonging to the class or classes specified in the application, to be closed during the period of the year and at the times and hours mentioned in that behalf in the application."

The usual method of procedure in such a case is to circulate a petition among the merchants whose businesses are affected, calling for early closing at a certain hour and if three-quarters of them sign, the council is in duty bound to grant their request.

## Publicity Necessary.

Merchants having had the by-law passed should see that it is given proper publicity. This is up to the council as the clause from the Statutes herewith indicates:—

## THE ONTARIO LAW GOVERNING EARLY CLOSING.

*Editor Canadian Grocer: Please pardon the liberty I take in writing you for information, but as you are the only person I know of who is posted in these matters I thought I would write you.*

*Can the village council pass a by-law compelling all stores to close at a certain hour, say, seven p.m., providing all are agreeable except one or two?*

*Can the council pass a by-law compelling all peddlers to take out a license to peddle in the town; say men who come here from \_\_\_\_\_ and \_\_\_\_\_ selling tea from house to house? They contend here that a county license of \$5.00 entitles them to do business in the towns as well as the townships.*

*If you would kindly answer these questions I would be very much obliged.*

*Ontario Reader.*

"Every such-by-law shall take effect at a date named therein, being not less than one or more than two weeks after the passing thereof, and shall before that date, be published in such manner as to the local council passing the by-law may appear best fitted to insure the publicity thereof."

Another clause from the Ontario Statutes deals with the repeal of an Early Closing by-law. It reads as follows:—

"If at any time it is made to appear to the satisfaction of a local council that more than one-third in number of the occupiers of shops to which any by-law passed by the council under the authority of subsection 3 of this section relates, or of any class of such shops, are opposed to the continuance of such by-law, the local council may repeal the said by-law, or may repeal the same in so far as it effects such class of shops as aforesaid, but any such repeal shall not affect the power of the council to

thereafter pass another by-law under any of the provisions of this section."

## Carrying More Than One Line.

A great deal of difficulty has heretofore been experienced as to the definition of a grocer. The claim has been made that if a retailer handles groceries at all, he comes under the act. Here is the clause relating to this phase of the question:—

"A shop in which trades of two or more classes are carried on, shall be closed for the purpose of all such trades at the hour at which it is by any such by-law required to be closed for the purpose of that one of such trades which is the principal trade carried on in said shop."

With regard to supplying an occupant of the premises with goods, this is permissible under the law. It is also permissible to supply any article required for immediate use by reason of any emergency arising from sickness or to supply an article to a steamboat or sailing vessel.

## Transient Traders Law.

The councils of townships, towns and villages, and of cities having less than 100,000 inhabitants, and the Board of Commissioners of Police in cities having 100,000 inhabitants or more have authority under the law to attend to the following:—"For licensing, regulating and governing transient traders and other persons who occupy premises in the city, town, village, or township, for temporary periods, and whose names have not been duly entered on the assessment roll of the municipality in respect of income or personal property for the then current year; and who may offer goods or merchandise of any description for sale by auction, or in any other manner conducted by themselves or by a licensed auctioneer or otherwise;

"For requiring all transient traders who occupy premises in the municipality, and are not entered on the assessment roll or who may be entered for the first time on the assessment roll of such municipality, in respect of income or personal property, and who may offer goods or merchandise of any description for sale by auction, or in any other manner, conducted by themselves or by a

licensed auctioneer, or by their agent or otherwise, to pay a license fee before commencing to trade."

**Can Fix License Fees.**

Councils of townships cities, towns and villages have authority for fixing the sums to be paid for licenses required under by-laws passed under the first of the preceding clauses.

The Law reads:—

"For fixing the sums to be paid for

licenses required under by-laws passed under the second of above clauses, not exceeding in cities and towns \$250 and in other municipalities \$100 for each license; and for providing that the sum so paid for a license shall be credited to the trader paying the same upon and on account of taxes for the unexpired portion of the then current year, as well as any subsequent taxes, should such trader remain in

the municipality a sufficient time for taxes to become due and payable by him, and in any other event to be taken and used by the municipality as a portion of the license fund of such municipality;

"Provided, nevertheless, that the license fee imposed by any by-law of any village situate within any territorial district may be a sum not exceeding \$200."

# Almost 3000 Signatures to the Petitions

Secretary of Ontario R.G.A. Has Heard From Several Sources—Many Responses From Smaller Towns—Amendments to Ontario Garnishee Law and Dominion Scale Inspection Act Wanted—More Places Yet to Hear From.

Secretary W. C. Miller of the Ontario Retail Grocers' Association reports that signed petitions re amendments to The Garnishee Law and Scale Inspection Act are coming, two and three every day. Up to time of going to press no less than 1,550 Ontario merchants signed the petition regarding the Garnishee Law and 1,331 that in connection with the Scale Inspection Act. This means altogether 2,881 signatures to both.

So that readers may know the progress made in getting these petitions signed, The Grocer secured from Mr. Miller the names of the villages, towns and cities from which signatures have come and number attached to each signature. The list is as follows:—

	Garnishee Law Provincial.	Scale Inspection Dominion
Ingersoll	14	14
Woodstock	16	16
Tweed	19	14
Sequin Falls	1	1
Hanover	28	20
Carleton Place	57	40
Huntsville	9	8
Elmira	17	17
Walkerville	19	19
Alliston	11	11
Amherstburg	27	25
Mitchell	23	24
Inkerman	3	3
Port Elgin	26	23
Cannington	14	14
Wheatley	11	11
Stratford	38	36
Waterloo	21	22
Dutton	6	6
Kingsmill	1	1
Port Perry	16	13
Gananoque	7	7
Morrisburg	18	19
Chatham	21	21
Cherry Valley	1	1
Whitby	26	27
Napanee	10	10
Jarvis	16	17
Lorneville	1	1
Milton W.	35	21
Appin	5	5
Brantford	206	77
St. Mary's	17	13
Middlesex County	11	11
Barrie	46	45
Norwich	13	15
Balliboro	2	2
Brighton	13	13
Coe Hill	7	7
Winchester	9	9
Parry Sound	20	22
Steelton	44	43
Atwood	15	15
Lynden	6	5

Essex	31	30
Meaford	45	26
Bell River	7	7
Wroxeter	10	12
Colborne	9	9
Ripley	22	18
Hastings	17	16
Kingston	33	34
Blythwood	1	1
Norwich	1	1
Hamilton	168	169
London	121	118
Hespeler	34	34
Tillsonburg	11	11
Ayr	16	16
Paris	34	20
Orono	14	15
Campbellford	44	44
Bethany	6	6
Totals	1550	1331

This means that at least 1,550 of Ontario merchants want to see the Garnishee limit reduced from \$25 to \$10 and 1,331 want the federal government to pay for inspection of scales. The Toronto petitions are not included in these figures.



To ARTHUR BOUTILIER, president and manager of North Atlantic Fisheries, Limited, Halifax, N.S. Mr. Boutilier was born February 26, 1875 in Halifax County. His first business position was in the office of J. A. Leaman & Co., wholesale and retail butchers, Halifax, and next as bookkeeper for Fader & Co., fish merchants. In 1901 he entered business for himself as buyer and shipper of fish and in 1905 organized the Halifax Cold Storage Co. and was made its president. This company was re-organized in August, 1912, into the North Atlantic Fisheries, Limited, when Mr. Boutilier became president and general manager.



Following items are from Canadian Grocer of Feb. 24, 1893:—

"Flour is lower in Hamilton than it has been for twenty years, and many citizens think the bakers should reduce the price of bread. The best flour made there is \$3.20 a barrel, 80c less than this time last year. Bread sells at 10c per four pound loaf."

Editorial Note.—This is certainly a low price for flour considering present quotations. Our Toronto market quotations to-day show first patents, Manitoba wheat flour at \$5.30.

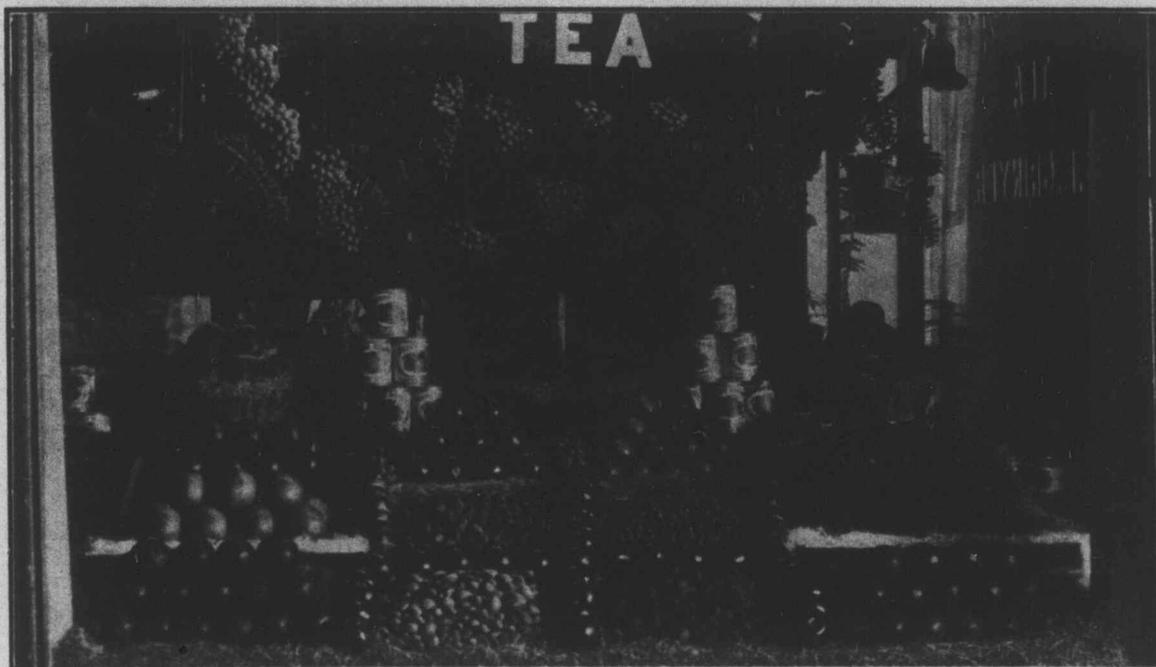
"Evaporated Apples.—Stocks of these are also pretty well cleaned out. There does not seem to be any demand and prices are unchanged at 8 to 8½c."

Editorial Note.—Above is from a market report in issue of Feb. 24, 1893. It shows that evaporated apples were dearer then than now as price is down to 7 and 7½c.

"The last car lots of dressed hogs of the season were received in Montreal this week, and are held at \$8.75."

Editorial Note.—Dressed hogs on Montreal market to-day are \$4.00, live weight being \$9.75.

The Codville Co., Western wholesale grocers, are enlarging their warehouse at Moose Jaw, Sask.



An attractive fruit and nut window which could be used effectively now in selling off nuts in shell, Malaga grapes, apples, etc.

## A Fruit and Nut Display

An attractive fruit window is always a good business getter. This is because of its power to create a craving for the goods shown. A fruit window is, in fact, always sure of making sales if it has any merit whatever, but the more attractive it is, the more sales will be made.

The accompanying illustration shows a neatly made trim. It was arranged by F. Grinyer, Yonge and Erskine streets, North Toronto. Mr. Grinyer is an Old Countryman who until eight or ten months ago was a clerk with a Toronto grocer before he went into business for himself. He pays special attention to the display of goods because he has long since been convinced of the value in returns of a well-dressed window or store interior.

This fruit window is simply but very effectively dressed with fruits and nuts. Foliage and grapes are used as decorative rounding out a striking trim. In the centre at the rear is a basket of cranberries, the basket being trimmed with fine excelsior. On either side are pyramids of canned pears, flanked by baskets of oranges. In the front, blocked off in squares are shown apples, oranges, grape-fruit, and various kinds of nuts.

Dealers who are anxious to move off remainder of nuts in shell would be well advised in using a good window display just now. The same would apply to Malaga grapes as season for these is pretty well over. The window should never be idle and it is doing most effective work when moving off perishable goods or goods whose season is on the wane.

# The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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Winnipeg—34 Royal Bank Building. Phone Garry 2313.

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New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.

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

GREAT BRITAIN—

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

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

PUBLISHED EVERY FRIDAY.

TORONTO, FEB. 21, 1913

## ANXIOUS ABOUT PARCELS POST.

What is the retail trade throughout the country going to do about Parcels Post? Almost every day someone in parliament or small daily newspaper advocates this system for Canada. The government is practically being forced to do something and eventually will, unless the opposition from the merchants of Canada is strong enough to offset the efforts of those anxious to see Parcels Post established.

Merchants throughout Ontario are becoming aroused, as is evidenced by the fact that several have written the secretary of the Ontario Retail Grocers Association wanting to know what is going to be done about it. They are anxious to see the Scale Inspection Act amended, and the Garnishee Law changed so that debts can be more easily collected, but from the tone of many letters they are more interested in offsetting Parcels Post.

This is likely to be one of the questions taken up at the annual meeting of the Ontario R.G.A. The trade is not so much opposed to the principle of Parcels Post as to the effect it will have on the country as a whole. Conditions here are great deal different from those in the Old Country and any injury caused the retail dealers throughout Canada is going to adversely affect the standing of the towns and villages in which those dealers are located.

The second of The Grocer's series of articles on Parcels Post will appear in next week's issue.

## STAMPING NEW ZEALAND BUTTER.

In view of the fact that New Zealand butter is being sold in Canada, the trade should be acquainted with the fact that the country of origin must be mentioned on the label.

The Dominion Inspection and Sale Act has the following re this:—

“No person shall sell, offer, expose or hold in possession for sale, any cheese or butter which is pro-

duced in any foreign country, unless the name of the country where such cheese or butter was produced is branded, stamped or marked in a legible manner upon the outside of every box or package which contains the same, in letters not less than three-eighths of an inch high and one-quarter of an inch wide.”

It would be well for those dealers handling this butter to see that the law is complied with. New Zealand exporters cannot be expected to know Canadian regulations and they should be advised of this law.

## EXPENSIVE STOCK ARRANGEMENT.

All other conditions being equal, the grocer who arranges his stock in a systematic manner with the view of placing each article where its accessibility is according to the ratio of its demand, has a decided advantage over his competitors who arrange stocks in a hap-hazard manner. With a neat, tasty arrangement of the stock the up-to-date dealer will be able to sell more goods and the systematic arrangement will save much lost motion, thus increasing the dealer's profit very materially.

The importance of the stock arrangement in the success or failure of any grocery was forcibly driven home by the arrangement in a grocery visited the other day by a Grocer representative. Displayed in a prominent place on one counter, was an arrangement of the following goods:—Codfish, cream cheese, toilet soap, and canned herring. This display occupied a space of about fourteen inches and all the articles were placed tight against the others so that the codfish would have an excellent chance to taint the cream cheese, and the toilet soap could easily spoil both the cheese and the codfish. Here was a display that would cause the dealer a lot of complaints and the loss from spoiled goods from arrangements like this would amount to a considerable figure by the end of the year. Great care should be exercised in arranging the stock and the displays to place those goods that are liable to taint or spoil other goods in a place by themselves or where they will have no chance of affecting other goods. Soap is often a very prolific source of loss as it will taint goods very quickly and great care should be taken to keep soap where it will have no chance to do harm.

The arrangement of the stock on the shelves was a peculiar one in the store in question and showed that system was an unknown quantity. One brand of canned soups was seen on four different shelves, each display of which was some distance from the other. A certain cleaning powder was prominently displayed at the front while the stock was carried on five different shelves in various parts of the store. Corn syrup and molasses in tins, were found on three different shelves and there was no sequence in the arrangement of the stock.

Each clerk was compelled to carry in his mind a map of the arrangement of the stock and when an article was called for the clerk had to think where he last saw that particular article and then go out on a hunt to locate it, thus losing considerable time in filling the wants of customers.

How much this poor arrangement of the stock cost this grocer every day would be hard to compute as it is difficult to estimate the effect on the customer, but a conservative estimate of the daily loss in this store from the waste motion due to the stock arrangement would be three dollars. It is quite probable that with modern equipment and proper arrangement of stock more business could be handled with less hired help.

**THE PAPER THAT SERVES ITS FIELD.**

The Canadian Grocer's attention was recently drawn to an article appearing in another paper going to a portion of the grocery trade in Canada which was largely taken from this paper without any credit having been given. As a matter of fact a cut appeared in connection with the article, which was indeed very similar to the one The Canadian Grocer had used—it was actually in the handwriting of a member of our editorial staff. This meant it had been cut from The Grocer and a new engraving made from it. Yet there was no credit given us.

This instance exemplifies the difference between a trade newspaper serving its field properly by securing the best practical and original matter available, and one which has to depend on clipped matter from other mediums.

The Grocer could easily turn out a paper with the same amount of reading matter at one quarter the cost, if the editorial department was at all adept with the scissors. But if there is one thing more than another upon which we insist it is that our readers get original, practical suggestions on live business topics. If an article from another publication is deemed worthy of reproduction, then it is The Grocer's claim, that the source deserves recognition.

**BUTTER IN A SOAP BOX.**

A retail dealer in one of the large cities calls the attention of The Grocer to a bit of carelessness on the part of a country shipper of butter which caused considerable loss and annoyance. The butter was sent in by a northern country merchant in a soap box. Naturally the contents were badly contaminated by the odor of the soap, and were unfit for use.

If the shipper's attention were called to this, he would probably blame it all on the delivery boy who had not properly carried out his instructions. Nevertheless it shows what the lack of system and care result in. Here was a box of good butter worth probably \$4 or \$5 rendered unfit for use through neglect of the use of a little foresight on the part of somebody.

In the case of butter, all dealers should remember that it has the faculty of taking to itself odors of other goods which readily impart same. This exchange of odors, is, in fact, one of the lessons to be learned by every merchant in the trade. The man who has come up through the clerk stage to proprietor is, of course, familiar with such things but the new dealer not accustomed to groceries is likely to be sometime taught a dear lesson if he is not careful.

**BEWARE OF THE CONFIDENCE MAN.**

Every man in the retail business is more or less subject to attacks from what is commonly called the "confidence" men. So much so has this been the case, that merchants have been lately insisting more and more on making sure before they take the jump.

In Western Ontario a new case of alleged false pretences has arisen in which merchants claim to be the victims. They were called on some time ago and asked to take advertising space in a board to be placed in a theatre. Some accepted and paid over their \$5, more or less, according to the size of the space. It is now claimed that the party in question had no authority from the theatre manager to do this business, and he has been arrested.

The advice given by an old grocer some time ago to the writer is worth while everyone's consideration. "Do all the business you can with men of standing, men whose

reputations have been established beyond a doubt," he said, "and never take a stranger at his word." This man insists on knowing the ins and outs of everything before he parts with his money. He is not averse to spending a two-cent stamp to determine the existence of an alleged person or manufacturer and he never signs an order or a paper before he reads it.

**LOSS OF 25,000 CARS.**

It will be some time before the exact extent of the damage to the California orange crop will be fully known. That is has been great is evident.

The California Fruit Grower states that there are a great many oranges left in Southern California that are perfectly good and sweet and full of juice and just the 'same as if nothing had happened.' On the other hand, there are a great many—and vastly more of them—which are good for nothing since the freeze. While the salvage in a matter of this sort is very difficult to arrive at, and it is very hard to say now just what the future shipments out of the present crop will be, the estimates of the various interests seem to be rather agreed upon 6,000 cars, or perhaps a little more, of oranges yet to go. This would make the total shipments of oranges from Southern California but about 11,000 cars for this season, as against preliminary estimates of the Exchange just before the freeze of 36,000 cars, or a loss of say 25,000 cars of oranges.

**EDITORIAL NOTES.**

A salesman who understands his goods can sell more.

Butter is out of its element when placed in a soap box.

Evaporation is the cause of much loss. It is one of the Leaks that should be bottled up.

Is 20 per cent. on sales too high a margin on sugar? Read Henry Johnson's opinion in this issue.

February is passing rapidly. Cold weather lines should be given the preference while winter lasts.

It seems that nothing can prevent the downward tendency to the egg market. The hens simply will lay.

The conservation of motion is going to be one of the biggest scientific studies of the twentieth century.

In signing the petitions re Scale Inspection and Garnishee Law Amendments or any other position, the signature should be in ink.

It cost a merchant near Edmonton, Alta., \$200 for one kiss. This is one of the 'Leaks in the Grocery Store' that evidently should be avoided.

That more cheese can be sold the more is known about it, is shown by the experience of a Montreal grocer, Mr. Turgeon. His suggestions are worth considering.

The only sure way to figure profits is on the selling price or turnover. Calculate them on the invoice cost and there are sure to be miscalculations in profits at end of the year.

# What Should the Margin on Sugar Be?

Is 20 Per Cent. an Unnatural Gross Profit?—Can Sugar Be Sold at 10 Per Cent. Advance and Make Money?—An Interesting Discussion on an Old Problem—Writer Maintains that Margins Must Inevitably Be Different, Depending on Quantity Sold and Expense in Selling.

By Henry Johnson, Jr.

I again refer to Utopia, but not in any flippant way. I was a bit playful when first I so characterized the account written from that town. I only continue to so call it to avoid confusion. For there is certainly nothing that appears chimerical about what my friend has written. He gives us plenty to think about.

In saying that "the men who do not follow our prices are not big enough to do a particle of damage," is my friend not treading on dangerous ground? This may be true—NOW—but will it always be true? If no competitor is capable enough to draw away your trade through the medium of lower prices and if for that reason you get prices which are abnormally high, are you not preparing an easy way for some more able competition to come in later on?

There is a slight suggestion of "the lion and the mouse" about this part of his communication. That is why I refer to it merely in passing. For we have presently more important things to consider.

## The Unnatural Margin.

I said that the margin of 20 per cent. and over on sugar was an unnatural margin; but this was not, as my friend asks, "only because it is not customary." It is unnatural because sugar can readily be handled on a margin much smaller than 20 per cent. gross and leave a nice net profit over.

I know this not so much by experience as from deduction. A friend of mine in the wholesale grocery business tells me that he could readily do an exclusive sugar business on 2 per cent. gross margin and make money. Yet it costs him over 7 per cent., in simple expenses, to do a general wholesale grocery business. This seems to me clearly to indicate that the cost of handling sugar is very low; and then I go to my own experience thus:

I buy from \$50 to \$200 worth at a time. I have not carried what might be called a stock of sugar for over 15 years. This because I have learned that no man can tell anything about sugar. It may be the normal season for an advance or a decline—but nobody can tell anything about what it will do. Witness the

present season, when any of us might have been tempted to carry liberal supplies any time since last November—and he would have suffered continual shrinkage to such an extent that even a considerably augmented value later on would scarcely recoup his loss. So I have steadily adhered to what seems to me the one certain plan with sugar. I have bought from hand to mouth only, never carried stocks, and have enjoyed my discounts and my steady, normal margin all the time.

## When Bill is Discounted.

In this way my supply is sold in from one to ten days time—so I have no investment in it whatever. I discount the bill AFTER THE GOODS ARE SOLD, so I get the 18 per cent. per annum, as the banker does, on the other fellow's money.

I get around 10 per cent. as sugar is sold in lots of 5 and 20 pounds, and 5 to 6 per cent. when it is sold in bags. Thus, to-day, I get 10½c for handling the 20 pound bag and that proportion on the 10s and 5s; and the gross margin on the bag averages 25c or better.

So sugar would seem to be an article I do not buy and sell, but one on which I am paid a handling commission; and I think I should much rather buy, sell and deliver 100 lb. bag for 25c, even though that is only 5 per cent., than this:

I buy, pay for, store and sell hominy. It costs me 2¼c a pound laid in. I sell it for 5 c. The gross margin is 53 per cent. If I sell 10 pounds it goes for 45c, and the margin is 50 per cent. I sell 25 pounds for \$1.00—and the gross margin is 43¾ per cent. This looks fine and is a good thing; but here is what happens:

I have an order this morning for 1 pound—total gross margin, 2¾c. Another article goes along which is not suitable and must come back. Thus I am paid 2¾c. If this had been 20 lbs. sugar, I should have had 10½c for my service. Then, again, hominy is for the few old-fashioned people and therefore is a very slow seller. Likely as not we shall have some left in the spring and it will get weevily and be lost. Then the total winter's business will not exceed, probably, \$25 in sales; and it will all take lots of time.

## Maintains Margins Should Vary.

The variation in margin is right, proper, justifiable. The circumstances in my opinion, render the 43¾ to 55 per cent. normal and natural on the hominy and the 5 to 10 per cent. normal and natural on the sugar. Things must be analyzed this way, or we might as well conclude that, because 55 per cent. is not excessive on hominy, 55 per cent. is natural on sugar.

My sugar is handled rapidly, in quantity, weighed automatically so that we get back what we pay for, and there is no loss through spoilage, sampling or other deterioration. Candy moves slowly, is frequently weighed at time of sale by unskilful girls, so there is much overweight on any kind of scale, it is open to heavy sampling and much eating by the help, it deteriorates considerably and rapidly. Thus 20 per cent. is abnormal on sugar, but 40 per cent. is insufficient on candy.

## Economics.

True economics is the science of giving each factor its just and equitable share and return for investment and service—and no more. Its rules are as rigid, albeit we do not always know what they are in a given case, as the laws of physics—which we also do not always know. We know well that if we swing a pail of water upward and over our head with a sufficiently rapid motion, the water will remain in the pail, practically at "level." We also know that if we invert the pail and hold it inverted over our head, without the "swing" which gives it centrifugal force, we shall get wet—very wet, indeed. Economic laws are just as inevitable as physical laws; and it is our business to try to follow them, to the end that our calculations be sound and our results certain.

It is unsound to charge more for a service than is just and equitable—not true economics; hence weakness, and weakness should be done away with in any business, man, animal, or plan, or each or any of them will prove to be failures.

A business built on true economics is as the house founded on the rock—wind (hot air or otherwise) and storm (of competition) and water (in the prunes or the finances) shall not prevail against it; but one founded on excessive margins, wind and water as aforesaid, will go

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

down before the storm of competition sooner or later—you cannot get away from that.

**No Controversy.**

Now, neither am I controversial. The more I think and study over these things the more do I have Newton's feelings: that I am as a little child picking up pebbles on the shores of the Great Ocean of Truth and I despair of being able ever to tackle a real boulder. So we must all of us just gather the little crumbs of knowledge and endeavor to apply them with all the help each can give the others.

The straw which seems to show the drift of the wind out in that prairie country whence comes this letter is this:

"To me (I have just returned after five years' absence)—ton seems to have lost some country trade."

This may not be serious. It may amount to nothing. But I fear that it is the little cloud, "no bigger than a man's hand," about which they know in that same country, and for which they all have such a profound respect. To carry the metaphor just a bit further, perhaps we may say that taking 20 per cent. on sugar is sowing the wind from which we shall later reap the whirlwind.

But now my limit is again reached and I have by no means exhausted the scope of this last wonderful letter; so I shall have to "continue in my next." Meantime, I shall be delighted to have further and wider comments.

crumbling. After a cheese is frozen it is next to impossible to prevent it from crumbling when being cut, and Mr. Turgeon's advice is that grocers should be very careful not to accept frozen cheese.

**Suggestions on Wrapping.**

Mr. Turgeon advises the use of parchment paper in the wrapping up of all cheese sent out to customers, as the free use of this paper will prevent it from drying up quickly. The clerk should impress upon the customer the importance of keeping the cheese well wrapped in this paper at all times. If this is done, it will not shrink so quickly, and customers will buy in larger quantities, as they will soon realize that cheese kept in this way is just as fresh and nice as the day they purchased same. The dealer who uses parchment paper and rightly handles his customers in this matter will not hear that old complaint, "I only want a small piece, as it dries up so quickly."

**Making More Sales.**

The factor that plays the most important part in increasing the sales in the cheese department is the flavor of the cheese itself. If the clerk can always give each customer exactly the kind that customer wants, and the kind that will tickle his palate the most, then the clerk will have that customer as a steady purchaser, and the man on the buying side of the counter will become a booster for the cheese department.

This may sometimes be a difficult matter to do, but if the dealer will use the card system, which was fully described in these columns last week, in handling his cheese department, this difficulty can be simplified, as the card index when properly filled out will give the clerk instantly each customers' preferences in the matter of cheese flavors. With this information to guide him the clerk can serve each customer more intelligently and can satisfy him much more thoroughly.

**Card Sold Cream Cheese.**

There is a good field in the handling of cream cheese, and to promote the sales of a certain line of package cream cheese, one grocer, called on recently, placed his stock of cream cheese on the main order counter with a price card attached. This method was successful from the first day, and was the means of increasing this merchant's sales of cream cheese about 300 per cent. in two weeks, and at the time the writer was talking to this merchant six weeks after this experiment had been tried the sales were still increasing, and the best evidence of the success of the plan was that the cheese still occupied a prominent place on the main order counter, having a neat price card attached stating the price in clear figures.

**Proper Handling of Cheese Sells More**

**Suggestions and Advice From a Montreal Dealer Who Specializes On This Line—Effect of Too Much Moisture—How a Display of Cream Cheese, Backed Up By Neat Show Card, Increased Sales 300 Per Cent.—Parchment Paper Suggested for Wrapping.**

Fifteen years ago J. A. Turgeon entered the employ of one of the largest retail grocery stores in Eastern Canada, if not in the whole Dominion, and two years later was promoted to chief of the cheese department, where for nine years he served the many patrons of this large store with the thirty odd varieties of cheese. About four years ago Mr. Turgeon left the employ of that firm to go into business for himself at the corner of Victoria Street and Burnside Place, Montreal. He has there put to practical use the experience and knowledge gained while in the employ of this large retail concern. The amount of cheese handled by this firm is certainly enormous, and many orders are received here from some of the most exclusive clubs in the United States and Canada, for this firm makes a specialty of handling nothing but the very best cheese that can be obtained. By placing this department in the charge of capable men and catering to the individual tastes of each customer this firm has built up an enviable trade in their cheese department as well as in the other lines which they handle.

**Displaying the Cheese.**

"A good display of cheese will always attract attention, and if the proper care is given to the arrangement it will greatly increase the sales of cheese in any store," said Mr. Turgeon. "Cheese should be displayed on a marble-topped counter or table, and, if it is possible to obtain a plate-glass top, this would be preferable, as it does not absorb the grease and oil as does a marble top. By

using such a counter the dealer is able to keep the goods more cleanly, and the display shows up to better advantage. Care should be taken to keep everything spotlessly clean, for thus you add greatly to the effectiveness of the display, as nothing appeals more to the customer than good goods displayed in a clean, well-kept department. This applies particularly to goods intended for consumption as a food.

"The use of glass covers," Mr. Turgeon continued, "is recommended, and these should be used as much as possible, as it keeps the cheese in better condition and prevents waste from evaporation. It also tends to impress the customer with the idea of cleanliness and up-to-dateness."

**Keeping in Good Condition.**

In Mr. Turgeon's opinion it is always wise to cover any cuts held in reserve with parchment paper. The parchment paper should be pressed very firmly against the cut surface in order to exclude the air and to make it stick better. It should be seen that the paper covers all the pores of the cheese, as this point is important if one wishes to preserve its appearance. To prevent Gruyere cheese from drying one should use a damp cloth to cover it, and care should be taken to keep this cloth moist. In summer cheese in storage should be kept in a cool place, where the humidity is not too heavy, nor where the cheese will be liable to "sweat," as this will cause it to become rancid. In winter care should be taken to keep it from freezing, as this will cause serious loss from

## New Meat Slicer Brought Provision Trade

Customers Appreciated Nicely Sliced Ham and Bacon and Business Was Increased Considerably—Loss in Wasted Meat Checked—Method of Announcing Installation of This Equipment—Value of Good Display, Show Cards and Adequate Service.

By Percy McKelvie, Toronto, Ont.

As I get many selling points and suggestions from The Canadian Grocer, I thought I would write and tell you that my brother grocers can make more money when they instal new equipment of any kind if they will just let their customers know by means of a circular.

In my own case I installed a meat slicer the first of this year and I find an exceptionally large number of my customers are purchasing ham and bacon from me. Previous to this time I had been forced to discontinue handling provisions on account of not being a good hand at slicing meats. I was not making any profit on this line as the value of meat wasted or poorly sliced was as large as were my profits thereon.

The proper slicing of meats in a grocery will easily increase the meat sales at least 50 per cent. In this instance at a time of the year when cooked ham and bacon are comparatively slow sellers, I find I am selling over 50 per cent. more meat than I used to sell in a season when ham and bacon are more in demand than in the month of January and February.

Now as to circular which I have had distributed, reproductions of which are shown here. Although I have not had many extra calls for orders put on my list, my trade being pretty much in my own block, I know for a fact that this circular has been read as my customers remarked to me that they had received it and were glad to know I was again handling meats.

In the preparation of or announcements, such as this, I find a saving of

about a third in the cost of printing by having the advertisement printed in such a manner that when the paper is folded it gives a booklet effect which goes a long way when received by the "lady of the house." She is the one who decides whether to throw it in the stove or read it before doing so.

If your circulars by their appearance gain a reading, and if the matter print-

Toronto, Ont. . . . . 1913

"McKelvie's Grocery."

Kindly call for orders at my address.

Daily       Twice a week

Weekly

Commencing.....

Name.....

Address.....

Card sent to customers and prospects to aid in building up the outside order business.

ed on it is instructive, it will mean more sales, not only in the lines which may be featured in the circular, but in getting the people to come into the store. If goods are well displayed, show cards used extensively, and you treat your customers right, your volume of business will increase to a very large extent and increased volume of business, even at a slight increase of expense, means a

larger increase of net profits. This is what every grocer is after.



A leak in the grocery store which often passes unnoticed is one which comes through evaporation. Many articles stocked by the grocer contain large quantities of moisture and when exposed to the air for a continued length of time give off more or less of this moisture, thereby losing weight and quality. This needs especially to be watched in bulk goods such as soap chips which are bought up in large quantities and sold again by the pound. With soap chips the amount of moisture varies greatly according to the variety, some containing as little as 2 per cent., and others much more. Thus it is at once apparent that a loss of greater or less proportion must follow where a barrel of such goods is exposed for any length of time.

A similar loss is experienced in all dried fruits which, although "dried," still contain a great deal of moisture. In Canadian dried fruits the amount of moisture varies anywhere from 10 to 15 per cent. No definite percentage can be stated with regard to this as it differs with almost every evaporator. Also, owing to directly mechanical means being employed here, greater variation is found. In California dried fruits the percentage is rather less, and much greater uniformity is found, as fruits in process of evaporation are exposed much more to the sun and air and are not wholly dependent on a mechanical process. But even in these the percentage is large and readily allows a "leak" to the careless grocer.

### MORE CANNING FACTORIES.

Hamilton, Ont., Feb. 20.—(Special).—The Dominion Cannery, Limited, are building a new factory at Simeoe, Ont., also one at Niagara Falls on the Lake and still another at Aylmer.

They are enlarging their factories at Sandwich, Forest, and Tecumseh, and making arrangements to build another factory at Chatham.

The Cannery state that as soon as they have improved their warehouse facilities, they expect to be in a position to have goods to supply the trade throughout the entire year.

**A LARGER** and more complete line of "Everything in Grocery Goods" is to be found at our store, which is situated on Markham Street, midway between College and Arthur Streets.

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A trial order will receive our usual prompt and careful attention, and, as we have not, just at the present, phone connection, would be glad to have your name on our list of daily, twice a week or weekly calls for orders. Use the enclosed post card and our Mr. J. P. McKelvie will call as you request.

We have installed a new meat slicer for slicing "As you like it," our choice cooked Ham and Bacon. Meats, as we slice them, go twice as far as when sliced by hand.

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We have also a fresh supply daily of Dale's Confectionery and Cakes.

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**McKelvie's Grocery**  
226 1/2 Markham St.  
"DON'T GO BY      COME BUY"

Reproduction of neat folder showing how installation of meat slicer was used to get business.

# Current News of the Week

## Quebec and Maritime Provinces.

The branch store of the Sussex Mercantile Co., Sussex, N.B., suffered a \$20,000 loss from fire.

The Port Hawkesbury branch of the North Atlantic Fisheries, Limited, was totally destroyed by fire on the night of Feb. 11th. The loss is estimated to be \$260,000 with an insurance of \$212,000.

Notice of incorporation of Magor Son & Co., Limited, Montreal, is given in last Canada Gazette. The incorporators include J. H. and N. A. Magor. This company takes over the business formerly conducted by Magor, Son & Co., the capital stock being \$100,000.

The Natashquan Fisheries, Limited, are making application this week for a Dominion charter for establishing fisheries on the Natashquan River in the province of Quebec. The company is capitalized at \$50,000 and one of the incorporators is Mr. C. H. Cahan. The new company will make a specialty of curing salmon and other fish.

## Ontario.

W. H. Fielding, a Guelph, Ont., grocer, died last week.

J. C. Slattery, grocer, Hamilton, Ont., has sold his business.

J. N. McEwen, grocer, Toronto, is selling to P. Dulmage.

Thornton Bros., have opened up business in Bradford, Ont.

F. Calverwell, of Sutton, Ont., has sold to Rilton and Murell.

The Vineland Canning Co., Vineland, Ont., has obtained a charter.

Spratt & Killen, grocers, Lindsay, Ont., have sustained loss by fire.

G. N. Willits, general merchant, St. George, Ont., is moving to Brantford.

H. C. Snelgrove, general merchant, Mount Brydges, Ont., has sold to Bond & Co.

Jones & May, general dealers, Exeter, Ont., sustained loss by fire recently.

F. H. Hatton, grocer, Windsor, Ont., is selling off stock and retiring from business.

Geo. Bedford, Exeter, Ont., has taken over the grocery business of W. J. Carling & Son.

J. D. Wisdom, an Allandale, Ont., grocer, was in Toronto last week on a business trip.

W. Roach has purchased and fitted up a complete grocery store at 485 Margueretta St., Toronto.

Mrs. Christian has been continuously in business for over twenty-five years at 1115 Dufferin St., Toronto.

J. Summer, of 105 Salem Ave., Toronto, has just rounded out a quarter of a century in the grocery business in this city.

W. R. Simpson, Mooresville, Ont., has sold his general store and post office to John McNaughton, of Galt. He intends going West soon.

R. S. Rushworth for 20 years a grocer in Missouri, U.S.A., has purchased the stock of R. S. Campbell at 235 Augusta Ave., Toronto, and opened for business there.

W. E. Phillips has purchased the grocery business of Patterson Bros. on Danforth Ave., Toronto. Patterson Bros. have been in that stand for over a quarter of a century.

James Munn, one of the oldest merchants of St. Thomas, Ont., died during the week at the age of 72 years. He has conducted a grocery business in St. Thomas for 43 years.

The grocery business of McDowell & Co., of Oshawa, has been taken over by Puckett and Scilley, two of the salesmen employed under Mr. McDowell. Mr. McDowell intends taking a prolonged trip through the West.

The partnership of Grills, Elliott & Grills, general merchants, New Liskeard, Ont., has been dissolved by mutual consent and the business will henceforth be carried on by W. R. Grills and J. A. Grills as Grills Company.

The retail merchants of Cobourg, Ont., have organized an association with the following officers: President, W. J. Maher; Vice-Presidents, A. R. Sandas and W. M. Fox; Treasurer, R. M. Harvey; Secretary, A. J. Plunkett.

Bishop Bros., General merchants, Semans, Ont., have adopted the cash system. They allow a cash discount of 10 per cent. on dry goods, boots and shoes, and 7 per cent. on all straight groceries and most rubber goods.

Net earnings of the Shredded Wheat Company for 1912 were \$922,000, which, after allowing \$75,000 as dividend on the preferred stock, leaves a surplus of \$847,000, or at the rate of nearly 10 per cent. on the common stock. Current assets of the company at the end of 1912

were \$1,494,531, an increase for the year of \$269,000, the amount of cash on hand being approximately \$600,000. It was stated at the annual meeting, held at Niagara Falls, New York, that the construction of the large new plant at Niagara Falls would be well under way within sixty days, and that it would be only a question of a short time when further extension, probably on the Pacific Coast, would be necessary.

## Western Canada.

C. Atkins has purchased the business of W. I. Kennedy, Maryfield, Sask.

W. G. Murphy & Co., grocers, Carberry and Binscarth, Man., held a 10 days sale this month for cash only.

J. C. Eaton, president of The T. Eaton Co., stated in an interview in Winnipeg that his company had no intention of establishing in Calgary or British Columbia.

Dominion Stores, Limited, a chain store concern are opening 3 stores in Nanaimo, B.C., and will sell stock to amount of \$9,800 in shares of \$10 each. This company make the claim that in the United States these stores pay from 15 to 47½ per cent. to their shareholders.

D. J. MacLeod is opening a grocery brokerage business in Edmonton, Alta. Mr. MacLeod traveled for nearly twenty-five years on the Huron, Bruce and Wellington Grey and Bruce districts for Edward Adam & Co., London, Ont., and James Turner & Co., Hamilton, Ont.

## ADDING ANOTHER WAREHOUSE.

Tees & Persee, Limited, Western Canadian manufacturers' agents, will erect in Edmonton, Alta., as soon as weather conditions permit, a large mill construction, six storey and basement, brick and stone warehouse, size 50 ft. x 134 ft., located on a private railway siding. If weather conditions are favorable, they expect to have this completed and ready for occupation about June 15th.

Tees & Persee are practically duplicating their Calgary building. The location of the new building is central on the south-west corner of Seventh and Peace Avenues. This firm have similar buildings in Winnipeg, Moose Jaw, Saskatchewan, Calgary, Fort William and Regina.

# General Firmness to Tea Market

Sugar Situation Doubtful—High Grade Molasses Firmer and Advancing—Coffee Market Much Weaker for Low Priced Grades — Beans Easier: Farmers Must Soon Market Crops—Surplus of Some Canned Goods on Market.

## MONTREAL MARKETS.

### POINTERS:

Sugar—Weak.  
Coffee—Mexicans advancing.  
Tea—Advance of 1c in Indians and Ceylons Blacks.  
Canned Goods—Steady.

Montreal, Feb. 20.—Trading in groceries on local market continues brisk, and demand is much heavier this year than for same period year ago. Travelers everywhere report prosperous times, and outlook for this year's business is pleasing. Wholesalers report an increase over last year's business. Trading at this centre is slightly quieter than last week, but difference is hardly noticeable. There is no change in volume of business derived from the city, which is on the increase. Country orders, however, are not as plentiful as last week, but this is probably due to cold weather, which has deterred country dealers from making the trip into town.

There have been few changes in prices; about the only one worth mentioning is a decline of 1/2c in Japan siftings and fannings, which are now selling at 8c to 8 1/2c. Trade in canned goods is steady, with no speculative buying in evidence. Almonds are getting scarce.

**SUGAR.**—Jobbers and dealers are still buying from hand to mouth, as if in anticipation of a decline. Indications seem to point out this decline may come within next few days. Primary markets have all eased off, and refiners here have not followed decline, evidently for the reason they expected a reaction, but market conditions have not borne out this assumption, as the primary markets continue weak. Demand has been limited, owing to close buying. Stocks have been accumulating, and with bumper crops now on way to market something will have to be done to get sugar moving again. The only logical means to accomplish this end seems to be a reduction in price. The situation needs something to restore confidence of buyers before they will stock up. In view of these conditions it would be advisable for dealers to purchase in small lots till situation clears. However, it is not expected that sugar will go below \$4.30, or at the very least \$4.25, as it cost approximately the latter figure to produce it. Any decline below cost would be serious, as it would have the effect of curtailing production, with re-

sult that sugars next year would be extremely high.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 25 lbs.	5 45
Red Seal, in cartons, each	0 25
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 85
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 85
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 20
Bbls. granulated and yellow may be had at 5c above bag prices.	

**SYRUP AND MOLASSES.**—There is nothing new in molasses market, and trading is rather dull. Stocks in hand are on light side, as buyers do not like to stock up under present market conditions, which seem to indicate lower price on new crop, but it is doubtful if this will materialize.

Corn syrups are in good demand owing to Lenten season, yet prices seem to be quite easy, with an unsettled tone.

Compound maple syrups are moving quite freely, as there is very little pure syrup on the market. Ninety per cent. syrup is selling around \$1.00 per gallon, while various other grades are selling all the way down to 60c, according to quality. Pure maple will be in stock in about six weeks, and will command a good figure.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	
Antigua		
Porto Rico		
Corn syrups, bbls.	0 05 1/4	
Corn syrups, half-barrels	0 05 1/4	
Corn syrups, quarter-barrels	0 05 1/4	
Corn syrups, 20 1/2-lb. pails	1 75	
Corn syrups, 25-lb. pails	1 25	
Cases, 2-lb. tins, 2 doz. per case	2 40	
Cases, 5-lb. tins, 1 doz. per case	2 75	
Cases, 10-lb. tins, 1/2 doz. per case	2 65	
Cases, 20-lb. tins, 1/4 doz. per case	2 60	

**DRIED FRUITS.**—Trade in dried fruits is dull, and prices remain same as last week. Prunes, however, are moving more freely, and there is always a demand for this line during the entire year.

Evaporated apricots	0 14 1/2
Evaporated apples	0 07
Evaporated peaches	0 09 1/2
Evaporated pears	0 12 1/2
Currents, fine filatras, per lb., cleaned	0 08 1/2
Currents, 1-lb. pkgs. fine filatras, cleaned	0 08
Currents, Patras, per lb.	0 09 1/2
Currents, Vostizias, per lb.	0 09 1/2
Dates, 1-lb. packages	0 09 1/2
Dates, Hallowee, loose	0 09 1/2
Figs	0 11
Figs, 3 crown	0 09 1/2
Figs, 4 crown	0 10 1/2
Figs, 5 crown	0 11 1/2

Figs, 6 crown	0 12 1/2	0 13 1/2
Figs, 7 crown	0 13 1/2	0 14
Figs, 9 crown	0 14 1/2	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 07 1/2	0 08

Prunes—		
20-30	0 13	
30-40	0 11 1/2	
40-50	0 10	
50-60	0 09	
60-70	0 08	
70-80	0 07 1/2	
80-90	0 07	
90-100	0 06 1/2	
Bosnia prunes	0 07	0 08

Raisins—		
Choice seeded raisins	0 07 1/2	
Choice fancy seeded, 1-lb. pkgs.	0 08	
Choice loose muscatels, 3-crown, per lb.	0 08	
Choice loose muscatels, 4-crown, per lb.	0 08 1/2	
Seedless, new, in packages	0 07 1/2	0 07 1/2
Select raisins, 7-lb. box, per lb.	0 07 1/2	0 08
Sultana raisins, loose, per lb.	0 11 1/2	
Sultana raisins, 1-lb. cartons	0 12 1/2	
Malaga table raisins, clusters, per box	0 75	1 00
Malaga table raisins, clusters, per 1/4 box	0 75	1 00
Valencia, fine, off stalk, per lb.	0 08	
Valencia, select, per lb.	0 08 1/2	0 09 1/2
Valencia, 4-crown layers, per lb.	0 09	0 09 1/2

**TEA.**—Indian and Ceylon blacks have advanced one cent to wholesalers, but as yet their price to the dealers has not followed this increase in cost to them. Importers state that market shows strongest tone this week it has in three months past, and prices are firm. Wholesalers state that local market is slow to respond to fluctuations of the London market, and prices here appear as if they would continue steady even in face of advances abroad, but there is feeling that prices will advance rather than decline. Good Ceylons are strong, with very few offerings and good demand. Fine Indians are also firming up on wholesale market. Cheap Chinas and Japans are selling better this week, and Japan siftings are quoted 1/2c easier selling, at 8c to 8 1/2c. The demand for teas this week is fairly heavy, although some firms report quiet trading.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 15	0 20
Yamashiro	0 75	1 00

Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 25
Pekoe Souchongs	0 20	0 25

India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 35
Hyson	0 22	0 32
Gunpowders	0 19	0 35

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

**COFFEE.**—More inquiries are being received this week for coffees, and the demand is much heavier than last week. Owing to the revolution in Mexico and the general unrest in that country, with the corresponding difficulty in getting supplies, Mexican coffee has a strong upward tendency, and is quoted a shade higher this week than last. For the

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same reasons Mochas are advancing, as the war in Eastern Europe is draining the laborers from the coffee fields, and in some instances the fields themselves are being devastated. There are persistent rumors to the effect that coffee is declining, and some of the primary markets have been easier during the past week, but with the unrest in these two centres, it is hard to say what outcome will be. The absorption of the valorization coffee without affecting the prices strongly supports theory that market will advance.

Mocha	0 28	0 29
Rio	0 21 1/2	0 23 1/2
Mexican	0 25	0 25
Santos	0 24	0 25
Maracalbo	0 27	

**SPICE.**—Trading in spices is only nominal, but fairly brisk for season. There are no price changes, and feeling is that there will be none to amount to anything for some time. Of course, there will be trifling fluctuations in various markets on spot goods, according to supply and demand, but, generally speaking, there is nothing new to indicate any changes.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochiti	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	0 25	0 30
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27 1/2	0 30
Pimento	0 15	0 17

**RICE AND TAPIOCA.**—A fair amount of business is passing in these articles, but prices remain steady, being same as quoted last week. There is an easier tone to tapioca market, due perhaps to the lower quotation on Singapore stocks.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 65	
Rice, grade B, bags 100 lbs.	3 65	
Rice, grade B, bags 50 lbs.	3 65	
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 75	
Rice, grade C.C., bags 250 lbs.	3 55	
Rice, grade C.C., bags 100 lbs.	3 55	
Rice, grade C.C., bags 50 lbs.	3 65	
Rice, grade C.C., pockets 25 lbs.	3 65	
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 75	
Patna, polished	4 60	
Pearl	4 65	
Sparkle	5 40	
Crystal	5 35	
Snow	5 60	
Imperial Glace	5 20	
Ice Dips	5 85	
Carolina Rice	7 25	
Brown Sago, lb.	0 08	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

**NUTS.**—There is little trading in nuts at this season, consequently prices are unaltered. Almonds are reported higher on other markets, but stocks here are fairly large, and until these are unloaded there will be no change. There is scarcity of almonds on primary markets.

In shell—		
Brazil	0 16	0 17
Pilberta, Sicily, per lb.	0 13	0 13
Pilberta, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbois, per lb.	0 13	0 14
Walnuts, Cormes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 60	0 60
Almonds, 3 crown selected, per lb.	0 55	0 57 1/2
Almonds, 2 crown selected, per lb.	0 51	0 52
Almonds (in bags), standards, per lb.	0 52	0 52
Cashews	0 15	0 17

Peanuts—		
American—		
Japanese roasted	0 05 1/2	
Coon, roasted	0 05	
Diamond G, roasted	0 09	
Bon Ton, roasted	0 11	0 12
Sum	0 10	0 12
Spanish No. 1	0 12	0 12
Virginia No. 1	0 15	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 75	
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

**BEANS.**—There is no change in bean market, and prices remain stationary. Stocks in hand are fairly large, and are ample to take care of present demand. Peas are also quiet, with no change in prices. A better grade of Ontario's are coming forward.

Beans—		
Imported Vienna brown beans, bush...	2 75	
Yellow beans, bushel	3 60	
Ontario, 3 lb. pickers	2 60	2 65
Green peas	2 75	
White peas	2 60	2 65

## ONTARIO.

**POINTERS.**—

Sugar—No change.  
Molasses—Barbadoes firmer.  
Spices—Cloves up 5 cents, cocoanut advanced slightly.  
Coffee—Weaker market.  
Teas—Firmer.  
Beans—Easier.  
Canned Goods—Easier feeling in market.

Toronto, Feb. 19.—Business during past week has been only fair. Demand in all lines is fair for season, but the whole market is dull. There is much talk about stringency of the money market, and this is given as one reason for trade dullness. Drafts are being allowed to come back in greater numbers than usual. Many of the banks have issued instructions to branches not to lend money and thus trade is being held down pretty tight in some cases. Balkan War, and also conditions in New York which allow of greater profits than here, are said to account for this.

**SUGAR.**—Sugar is going along in a quiet hand-to-mouth fashion. Raw market is weak, but is now about down to cost of production so that lower prices on primary market are scarcely looked for. In both Canada and States merchants are buying only according to direct needs. There is no speculating or storing of any account being done. In the States everyone is waiting to see what changes are to be made by the new administration in tariff.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 80
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 25
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

**SYRUP AND MOLASSES.**—Prospects are that fairly high prices will rule throughout whole season on all fancy Barbadoes. There is no change at present, but an advance may be expected. "Our people don't know what good molasses are," said one dealer this week. "In Quebec where fine molasses are used merchants are taking all their requirements in extra fancy." Supplies of all lines of syrups are fairly plentiful. Prices continue 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	2 60	
Barrels, per lb.	0 05 1/2	
Half barrels, lb.	0 05 1/2	
Quarter barrels, lb.	0 05 1/2	
Pails, 30 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 to case	7 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 50	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 28	
West Indies, half barrels	0 30	
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

**DRIED FRUITS.**—Dried fruits of all kinds are dull. The market in raisins, currants, and evaporated apples, is listless. A cable from Denia in Spain states that Valencia raisins are practically exhausted. California fruits are quiet with no important feature of any kind. Packers in the South are drawing attention to lack of rain and probable effect on crops, but nothing definite is reached yet.

Prunes—		
30 to 40, in 25-lb. boxes	0 13 1/2	0 13 1/2
40 to 50, in 25-lb. boxes	0 11 1/2	0 11 1/2
50 to 60, in 25-lb. boxes	0 10 1/2	0 10 1/2
60 to 70, in 25-lb. boxes	0 09	0 09
70 to 80, in 25-lb. boxes	0 08 1/2	0 08 1/2
80 to 90, in 25-lb. boxes	0 08	0 08
90 to 100, in 25-lb. boxes	0 07 1/2	0 07 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		
Apricots—		
Standard, 25-lb. boxes	0 13	
Choice, 25-lb. boxes	0 16	
Peaches—		
Standard, 25-lb. boxes	0 10	
Choice, 25-lb. boxes	0 11	0 12 1/2
Candied Peels—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04 1/2	0 04 1/2
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 12
Evaporated apples	0 07	0 07 1/2
Currants—		
Fine Filiatras, per lb.	0 07	
Choicest Amalas, per lb.	0 07 1/2	0 07 1/2
Patras, per lb.	0 07 1/2	0 07 1/2
Choice Vostizas	0 10	
Shade dried Vostizas	0 10 1/2	0 11
Cleaned, 1/4 cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencia, selected, new	0 09	0 09 1/2
Valencia, old stock	0 07 1/2	0 08
Seeded, 1 lb. packets, fancy	0 07 1/2	0 07 1/2
Seeded, 1 lb. packets, choice	0 06 1/2	0 07
Dates—		
Hallowes', full boxes	0 05	
Hallowes', half boxes	0 05 1/2	0 05 1/2
Faris, choicest, 12-lb. boxes	0 06 1/2	0 06 1/2
Faris, choicest, 50-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2

**TEA.**—Teas are much firmer this week. On primary market average prices for Ceylons ruled 1/8 penny higher than week ago. Smaller shipments are expected during next few weeks. Ceylons are firm with rising tendency.

**COFFEE.**—The general market situa-

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tion is easier this week and shows every indication of going lower. Rios and Santos are easier, but in mild coffees there is not so marked a change. Prices on local market continue unchanged.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Guatemala	0 25	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Several changes are reported in spice market. Cloves have advanced 5 cents and cocoanut is reported by some as up 1/2 cent, by others as up 2 cents. Celery seeds are higher, being quoted at 25 to 40 cents and still advancing. Nutmegs remain much same as week ago.

	5 and 10 lb.	1/4 lb.	1/2 lb.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-80	80-90
Cayenne pepper	23-33	72-80	90-115
Cloves	30-35	1 08-0 95	-1 08
Cream tartar	25-26	90-0 00	.....
Curry powder	25-00	.....	.....
Ginger	22-27	65-0 85	75-0 85
Mace	65-80	.....	0-2 75
Nutmegs	25-30	90-0 90	1 00-2 80
Peppers, black	20-23	67-0 75	80-0 80
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-0 95	75-1 10
Pickling spice	14-18	75-0 00	75-0 00
Turmeric	16-18	.....	.....

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

Mustard seed, per lb. in bulk	0 10	0 13
Celery seed, per lb. in bulk	0 25	0 40
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	.....	3 75
Rice, standard B., f.o.b. Toronto	.....	3 83

RICE AND TAPIOCA.—All rices have taken on firmer tone during past week. Tapioca market continues easy, but with little change from week ago. Good Singapores are bringing as high as 7 cents, while poorer, darker grades are running as low as 5 cents.

	Per cwt.	Per lb.
Rangoon	3 63	4 00
Patna	0 06	0 05%
Japan	0 06	0 06
Java	0 06%	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05%	0 08
Tapioca—		
Bullet, double goat	.....	0 09%
Medium, pearl	0 06	0 07
Flake	.....	0 08
Seed	0 06	0 05%

NUTS.—Market is dull and altogether without feature. Only a small amount of business is passing.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 18	0 18%
Walnuts, Bordeaux	0 13	0 13%
Walnuts, Marbot	0 14	0 15
Walnuts, shelled, new	0 34	0 35
Chestnuts, Italian, large, lb.	.....	0 12%
Chestnuts, Canadian, peck	.....	2 25
Filberts	0 12	0 12%
Hickory nuts, per lb.	.....	0 07
Pecans	0 15	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 18	0 13
Peanuts, green, extras	.....	0 08%
Peanuts, green, jumbo	.....	0 10
Peanuts, shelled	0 08	0 08

BEANS.—Imported beans are running along about same as week ago, but on whole market is quiet. The time is near at hand now when Ontario farmers will have to market their stores of beans and thus prospects are for lower prices to rule. It is stated that there are thousands of bushels of beans in Ontario which will not sell, and will have

to be used as feed, but even at that there are large quantities of marketable quality.

Beans, Canadian—		
Prime beans, per bush.	2 60	2 65
Austrian, medium, bush.	.....	2 75

CANNED GOODS.

Toronto, Feb. 19.—Canned goods have been especially quiet for season. An easy feeling prevails in market on account of dealers being somewhat overstocked. It is expected that the market will right itself soon, however. Canned salmon have been moving out quite freely and in some lines stocks are pretty well cleaned up even to a shortage.

MANITOBA MARKETS.

POINTERS.—Japan rice—1/2c per lb. up.

Winnipeg, Man., Feb. 20.—(Corrected by Wire).—Past week's business in groceries at wholesale is reported to have been satisfactory and different warehouses have been fairly busy shipping merchandise to country points. Fine weather and a large influx of visitors has given an appreciated stimulus to retail trade.

Prices hold steady and the only change to note is an advance of 1/2 cent per lb. in Japan rice.

Past week was pretty well taken up with the bonspiel and as usual there was a big influx of Western business men.

It is satisfactory to note that all of them seem inclined with optimism as to the business prospects in the West and the certainty of a great industrial expansion which should be good for all lines of business.

Collections are only fair and jobbers and wholesalers express a little disappointment in this respect. There is, however, a large amount of the past season's crop yet to market and the present somewhat tight money is not likely to be of long continuance.

SUGAR.—There is no new feature to report in sugar here, prices are steady, demand fair, stocks sufficient.

Montreal and B.C. granulated, in bbls.	5 15
Montreal and B.C., in sacks	5 10
Montreal and B.C. yellow, in bbls.	4 75
Montreal yellow and B.C. yellow, in sacks	4 70
Icing sugar, in bbls.	5 50
Icing sugar, in boxes, 25 lbs.	5 75

SYRUPS.—Syrup business has no doubt gained a little strength from recent agitation in the West re doctored butter. Much of the complaint has turned out to be without foundation. The city council has, however, decided to have an analytical chemist attached to health department and both retailers and citizens will be then better protected as to quality of butter and lard than they are at present. Syrup prices are steady.

2 lb. tins, per case	2 13
8 lb. tins, per case	2 53

10 lb. tins, per case	2 41	
20 lb. tins, per case	2 61	
Barrels, per 100 lbs.	3 70	
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quart, per case	.....	6 20
Maple syrup, 1/2 gals.	.....	5 85

DRIED FRUITS.—Dried fruits are steady. Apricots are a little easier at the coast. There is a good movement of all lines and with green fruits somewhat scarce the present should be a good time to feature dried lines.

Prunes—	Per lb.	
80-100s, 25s, s.p.	0 05%	
80-100s, 15s, s.p.	0 05	
80-90s, s.p.	0 06	
80-90s, 10s, s.p.	0 05%	
70-80s, 25s, s.p.	0 06%	
70-80s, 10s, s.p.	0 07	
60 70s, 25s, s.p.	0 05%	
50-60s, 25s, s.p.	0 07%	
40-50s, 25s, s.p.	0 09%	
Cooking Figs—		
Choice boxes	0 05%	
Half boxes	0 05%	
Half bags	0 05%	
Valencia Raisins—		
Fine, f.o.s., 25s, s.p., per box	2 75	
Fine, selected, 25s, s.p., per box	2 70	
4-crown layers, 22s, s.p., per box	2 65	
4-crown layers, 14s, s.p., per box	1 35	
4-crown layers, 7s, s.p., per box	0 75	
Ne plus ultra, 82s, s.p., per box	2 20	
Sultanas—		
California	0 09%	0 09%
Smyrnas	0 13	0 15
Currants—		
Dry clean, per lb.	0 07%	
Washed, per lb.	0 07%	
1-lb. package	0 08%	
2-lb. package	0 17%	

COFFEES AND TEAS.—There is no news to speak of in coffee and tea lines. The demand is steady and nothing at present indicates a probability of change.

Green Rio, No. 5	0 17	
Roasted Rio	0 21	
Green Santos	0 18	
Roasted Santos	0 24	
Chicory	0 11%	
Teas—		
China blacks, choice	0 35	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—There is no immediate prospect of any change, prices are steady trade quiet.

	Per lb.	
Brazil	0 18	0 19
Tarragona almonds	.....	0 16%
Peanuts, roasted, Jumbos	.....	0 12%
Peanuts, choice	.....	0 11
Pecans	.....	0 22
Marbot walnuts	.....	0 13%
Grenoble walnuts	.....	0 16
Sicily filberts	.....	0 11%
Shelled almonds	0 33	0 34
Shelled walnuts	.....	0 31

BEANS.—Local situation is unchanged. There are some imported Austrian beans available of good quality.

Beans—		
Hand picked, per bushel	2 95	
3 lb. picker	2 65	
Peas—		
Split peas, sack 95 lbs.	4 00	
Whole peas, bushel	2 75	
Barley—		
Pot barley, per sack 95 lbs.	3 65	
Pearl barley, per sack 95 lbs.	5 15	

WINNIPEG.

GREEN FRUITS & VEGETABLES.—The green fruit trade is as usual at this time of the year at a somewhat low ebb. Apple stocks in West are still ample. Preserving oranges are on market. There is a brisk movement in imported vegetables as frosty weather has held back domestic supplies. Lack of heated cars is hampering the fruit trade.

Seville oranges	5 00	
Messina lemons	7 00	
Frozen cranberries	10 00	
Malaga grapes, keg	9 00	
Navel oranges, case	4 50	5 00
Bananas, per bunch	2 50	3 50
California lemons, crate	.....	10 00

# THE CANADIAN GROCER

Washington apples	1 50	2 25
Florida tomatoes, case	.....	9 00
Ontario apples	4 25	4 50
Cranberries	.....	14 00
Spanish onions	.....	3 75
Florida grape fruit	.....	6 00
Valencia onions	.....	2 00
Hothouse rhubarb	.....	0 12
Strawberries, quart	.....	0 50
Sauerkraut, lb.	.....	0 04
Potatoes—		
Potatoes, per bushel	.....	0 40
Carload lots	.....	0 35
Jersey sweet, basket	.....	3 50

## WINNIPEG.

FISH.—The Lenten season has given a satisfactory boost to the fish trade. Prices are steady the only change to note being a decline of 3 cents per keg on Holland herrings.

Fish—		
Oysters, per gallon	.....	2 75
Fresh salmon	.....	0 11
Frozen halibut	.....	0 09
Fresh whitefish	.....	0 09 1/4
Fresh pickerel	.....	0 08
Block cod	.....	0 10
Haddock	.....	0 08
Finnan haddies	.....	0 08
Holland herring	.....	0 72
Kippers, box	.....	2 00
Smoked cod	.....	0 12
Goldeyes, dozen	.....	0 50
Labrador herring	.....	4 20
Fresh trout	.....	0 12

## WINNIPEG.

PRODUCE AND PROVISIONS. — Butter, lard and cheese prices are unchanged on local market. Butter stocks in city are said to be increasing rapidly. Eggs are a shade firmer, but for present unchanged. There is nothing new to note in cured meats.

Lard—		
Tierces, per lb.	.....	0 13 1/4
1 lb. bricks	.....	0 15
50 lb. tubs	.....	6 95
20 lb. pails	.....	2 85
10 lb. cases	.....	8 65
5 lb. cases	.....	8 70
3 lb. cases	.....	8 80
Cured Meats—		
Hams	.....	0 16 1/2 0 19
Bacon	.....	0 18 0 22
Shoulders	.....	0 14 1/2
Long clear D. S.	.....	0 15
Mess pork, bbls.	.....	26 00
Butter—		
Creamery	.....	0 34 0 36
Dairy, best	.....	0 28 0 29
Dairy, No. 1	.....	0 25 0 26
Dairy, No. 2	.....	0 20 0 21
Eggs—		
Manitoba, per doz.	.....	0 28
Storage	.....	0 22
Cheese—		
Ontario large	.....	0 15 1/4
Ontario twins	.....	0 15 1/4
Manitoba large	.....	0 14 1/4
Manitoba twins	.....	0 15

## BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, B.C., Feb. 20.—Butter here has an upward tendency, with eggs dropping. Potatoes are firm and in big demand.

Butter, creamery, per lb.	.....	0 35
Butter, New Zealand prints	.....	0 33
Butter, New Zealand solids	.....	0 32 1/4
Currents, Filatras, per lb.	.....	0 05 1/4
Currents, Vostizias, per lb.	.....	0 10
Canned Goods—		
Corn, 2's, per doz.	.....	1 20
Peas, 2's, per doz.	.....	1 47 1/4 1 60
Raspberries, 2's, per doz.	.....	2 37 1/4 2 40
Strawberries, 2's, per doz.	.....	2 37 1/4 2 40
Tomatoes, 2's	.....	1 40
Cornmeal, per barrel	.....	4 30
Eggs, per dozen	.....	0 33 0 45
Flour, Manitoba best, per bbl.	.....	5 60
Oatmeal, std., per sack	.....	1 90
Potatoes, local, ton	.....	15 50
Potatoes, Ashcroft, ton	.....	21 50
Raisins, Cal., fancy, per lb.	.....	0 06 0 07
Rice, Japan, per ton, No. 1	.....	112 50
Rice, Japan, per ton, No. 2	.....	90 00
Salmon, Sockeye, per case	.....	10 25
Sugar, std., granulated, per cwt.	.....	5 85

## NEW BRUNSWICK MARKETS.

By Wire.

St. John, Feb. 20.—Markets on the whole are quiet, with no special changes during week. Colder weather brightened up business, and snow added much to the movement, particularly in country districts, and allowed farmers to reach the city. Dealers say business is much better. Sugar and molasses are unchanged, tendency being easier in former. Demand for flour is better, but no change in quotations. Rice is plentiful and lower. Oatmeal is cheaper and mill-feeds easier. Barelled pork is in better demand. Lard is firmer and apt to be higher. Pork products all stronger in tone. Dairy stocks are light, particularly butter and eggs.

Bacon	.....	\$ 15	30 15
Beans, hand picked, bushel	.....	2 75	2 80
Beans, Austrian, bushel	.....	2 05	2 75
Beans, yellow eye, bushel	.....	3 10	3 15
Butter, dairy, per lb.	.....	0 32	0 36
Butter, creamery, per lb.	.....	0 28	0 30
Buckwheat, W., grey, bag	.....	2 75	2 85
Cheese, lb.	.....	0 15	0 15 1/4
Currants, 1's, lb.	.....	0 07 1/2	0 08
Canned Goods—			
Beans, baked	.....	1 30	1 35
Beans, string	.....	1 02 1/2	1 02 1/2
Corn, doz.	.....	1 10	1 10
Peas, No. 4	.....	1 40	1 40
Peas, No. 3	.....	1 42 1/2	1 42 1/2
Peas, No. 2	.....	1 45	1 45
Peas, No. 1	.....	1 80	1 80
Peaches, 2's, doz.	.....	1 55	1 60
Peaches, 3's, doz.	.....	2 35	2 40
Raspberries, doz.	.....	2 20	2 20
Strawberries	.....	2 20	2 20
Tomatoes	.....	1 65	1 65
Cornmeal, gran.	.....	4 75	4 75
Cornmeal, bags	.....	1 40	1 40
Cornmeal, bbls.	.....	2 95	2 95
Eggs, henery	.....	0 45	0 50
Eggs, case	.....	0 25	0 27
Flour, Manitoba	.....	6 25	6 35
Flour, Ontario	.....	5 65	5 70
Lard, compound, lb.	.....	0 10 1/2	0 11
Lard, pure, lb.	.....	0 15	0 17
Lemons, Messina, per box	.....	3 50	4 00
Molasses, Barbados, fancy	.....	0 38	0 39
Oatmeal, rolled	.....	5 75	5 75
Oatmeal, std.	.....	5 80	5 80
Pork, domestic mess	.....	24 00	24 50
Pork, American clear	.....	25 00	27 00
Potatoes, barrel, new	.....	1 80	2 25
Raisins, California, seeded	.....	0 07 1/2	0 08 1/4
Rice, per cwt.	.....	3 85	3 95
Salmon, Case—			
Red Spring	.....	9 25	9 50
Cohoos	.....	8 60	8 75
Sugar—			
Standard granulated	.....	4 70	4 80
Austrian granulated	.....	4 60	4 70
Bright yellow	.....	4 50	4 60
No. 1 yellow	.....	4 20	4 30
Paris lumps	.....	5 60	5 75

## NOVA SCOTIA MARKETS.

By Wire.

Halifax, Feb. 20.—Wholesale grocers report business in fairly good volume and prices on the whole firm. American clear pork advanced \$1 to \$27.50. Hams are up to 19c and side bacon 19c. Flour is in better demand, Manitoba patents being \$6.30. Ontario 90 per cent. is \$5.20 to \$5.30. Rolled oats are easier, at \$5.25 to \$5.30. Receipts of butter and eggs are fair, with price unchanged. There is good enquiry for vegetables, and prices show sharp advance, due to improved condition on the English market.

Bacon, side, per lb.	.....	0 19
Butter, creamery, per lb.	.....	0 32
Currents, Vostizias, per lb.	.....	0 08 1/4
Canned Goods—		
Corn, 2's, per doz.	.....	1 20
Peas, 2's, per doz.	.....	1 47 1/4 1 60
Raspberries, 2's, per doz.	.....	2 37 1/4 2 40
Strawberries, 2's, per doz.	.....	2 37 1/4 2 40
Tomatoes, 2's	.....	1 40

Cornmeal, per bag	.....	1 50	1 55
Eggs, fresh, per dozen	.....	0 28	0 28
Eggs, cold storage, per dozen	.....	0 28	0 28
Flour, Ontario 90 per cent.	.....	5 20	5 30
Flour, Manitoba best, per bbl.	.....	6 30	6 30
Hams, per lb.	.....	0 15	0 15
Oatmeal, std., per sack	.....	1 80	1 80
Potatoes, per bag	.....	1 60	1 60
Raisins, Cal. fancy, per lb.	.....	0 06	0 07
Rolled oats, per bbl.	.....	5 25	5 30
Salmon, Sockeye, per case	.....	10 25	10 25

## CHAIN STORES FOR CANADA.

Company Organized in the West With Big Hopes.

Vancouver, B.C., Feb. 20.—(Special.)—Grocers in Vancouver and British Columbia generally are somewhat interested in the promotion of the Dominion Stores, Limited, with a capital of \$1,000,000, which is being organized to operate 150 grocery stores all over the West from Winnipeg to the Pacific coast. Extravagant claims have been made in behalf of the proposed company by its backers. Some identified with it have remarked that many other grocery businesses will be wiped out of existence. But the bona-fide grocer only smiles knowingly.

It is said that one-quarter of the capital has been subscribed by a group of coast capitalists, but no names are mentioned. The balance of the stock will be allotted to the various cities where the stores will be located. The ambitious scale on which the company contemplate doing business is shown in the statement that canneries and packing houses will be established, and that it will contract for the entire output of an elevator and flour mill in Alberta, and sell this flour and feed through the different stores.

It is proposed that wherever a store is located stock will be sold to the consumers to the extent of about three-quarters of the total cost of that store. The store when located in the country, it is said, will act as a market for the farmer and be a place where he can not only purchase his supplies, but also dispose of his produce. This produce will be sent to a head distributing centre and thence to the different stores in the city. By buying direct from the producer and selling for cash to the consumer the officials of the company make the claim they will be able to cut the middleman's profit, or effect a saving of from 15 per cent. to 25 per cent.

W. J. Kerr, who heretofore has only gained renown as a Coquitlam realty broker, and who has an office in New Westminster, is managing director. It is proposed to obtain stores in the following places:—Vancouver, Victoria, Nanaimo, New Westminster, Nelson, Revelstoke, Calgary, Edmonton, Medicine Hat, Wetaskiwin, Moose Jaw, Regina, Brandon, Winnipeg and other cities.



# Fruit and Vegetable Dept.

## Messina Lemons Arrive on Canadian Market

Quality Reported As Finest for Years—Grapefruit Running To Large Sizes—Potato Market Easy—Held Up Only By Cold Weather—Fresh Imported Fruits and Vegetables Command Large Sales.

First shipments of Messina lemons arrived on Canadian market during past week. Quality is reported as the finest seen for years. Sizes are smaller than usual, and 300's, desirable sizes on this market, are hard to get. Crop in Italy is small as compared with last two years, but it is still thought there will be no scarcity.

What damage has been done to trees by frost in California is hard to state, but at any rate California lemons are off market for this year.

Grapefruit has been running to large sizes of late, and sizes 64, 80 and 96 have been scarce. Cubans are expected in a week or two, and in these sizes are said to be more desirable. Florida oranges have advanced slightly on primary market. Market is firm, and general outlook is that it will go still higher. Oranges have been arriving in splendid condition.

Fresh fruits and vegetables are now becoming a strong feature on all Canadian markets. Demand for these lines is increasing rapidly, not only in the large centres, but also in the smaller and more outlying districts.

Cold weather has tended to hold potato market firm for past few weeks, but on account of large stocks throughout country prospects are for easier market soon. Farmers are holding off, simply through fear of getting goods frozen.

### MONTREAL.

**GREEN FRUITS.**—Trade in fruits is rather dull, as can be expected at this season. Prices remain practically same as last week, there being little indication of any change in near future. Apples are a little firmer than last week, and there is a brighter tone to market

as result. Choice varieties, such as Spies, Russets and Baldwins, are in good demand, and Russets are quoted a shade higher than last week. The following list is the receipts of tropical fruits over the G. T. R., which were sold at auction on Monday morning:—Two cars celery, quality good; sold well; one car bitter oranges, picked up quickly; one car lemons, one car cranberries, one car Florida oranges, one car Valencia oranges, one car Mexican oranges, quality poor owing to thick skin; five cars of bananas. The stocks of Almeria grapes are getting low, as demand for these has been quite brisk lately, and few have been imported. Oranges are selling slowly, and trading is much duller than in previous years. This is probably due to fact that rainy weather during past summer caused oranges marketed during the early fall and Christmas seasons to have thick skins. These thick-skinned oranges did not appeal to the public, consequently the demand fell off, and just when the good oranges were about ready to be harvested the frost ruined much of the crop, with the result that there have been few really good juicy oranges on the market till lately. This peculiar situation has checked consumption of oranges considerably, and dealers have had little demand for oranges from grocers selling to public. However, market conditions will adjust themselves with the coming of warmer weather, and in course of a month or so the market will take on brisker tone.

Apples, fall, No. 1	3 00	4 50
Apples, fall, No. 2	2 25	3 00
Bananas, crated	2 00	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 00	4 00
Oranges, California navels	3 00	4 00
Oranges, Valencias	3 75	5 00
Oranges, Mexicas	2 50	3 00
Pineapples, Cubans, cases of 24	4 00	4 50
Almeria grapes	5 00	7 50

**VEGETABLES.**—There were several new vegetables seen on local markets this week, even though trading is dull, owing to cold weather, with the consequent difficulty in making deliveries. Egg plant is offered at \$2.50 to \$2.75 per dozen, and quality is exceptional. Boston lettuce is offered at \$1.50 per crate of two dozen. Curly lettuce is selling at \$1.75 to \$2.00 per crate of four dozen. New potatoes are selling at 7c per lb., or \$10.50 per barrel. The quality of strawberries offered is certainly worthy of mention, as they are exceptionally fine this season, being much better than those seen on local market for several years past, and it is doubtful if the quality has ever been excelled. They are bringing 42c to 45c per box, and are retailing at 50c. Horse radish is selling at 15c per lb., with a fair demand. Canadian oyster plant is selling at 50c, and American at \$1.10. Garlic is quoted at 15c per bunch. Tomatoes are not as plentiful as last week, but prices remain same. Potatoes are firming, and market is stronger than last week owing to the scanty supplies coming forward this week, as the dealers and farmers do not like to risk getting them frozen. All varieties remain steady, but Green Mountain have advanced about 2½c per bag over the price quoted for last week.

Canadian oyster plant	0 50	0 50
American oyster plant	1 10	1 10
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01½
Wax beans, in hamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	1 20	1 20
Cauliflower (for single cases \$2.00)	3 00	3 50
Celery, per crate (3 to 6 doz.)	4 50	5 00
Cucumbers, basket, per dozen	2 50	2 50
Peppers, green, crate	3 00	3 00
Radishes, dozen	0 60	0 60
Sweet potatoes, basket	2 50	2 50
Potatoes—		
Green Mountains, car lots, per bag	0 70	0 80
Quebec grades, car lots, per bag	0 65	0 70
Quebec grades, small lots, per bag	0 90	1 00
Spinach, bbl.	2 50	2 75
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 12 doz.	1 50	1 75
Curly lettuce, crates, 4 doz.	1 75	2 00
Strawberries, qt.	0 42	0 45
New potatoes, 1c lb. or, bbl.	10 50	10 50
Horse radish, lb.	0 15	0 15
Garlic, bunch	0 15	0 15

### TORONTO.

**GREEN FRUITS.**—Trade in fruits has been brisk during past week. Staple lines are in usual demand, and call for all imported fresh lines is increasing, both in city and outlying points. Almeria grapes are practically off market,

and worth from \$8 to \$9 when obtainable. Temporary scarcity of pineapples has caused them to advance 50 cents.

First shipment Messina lemons arrived February 13. Quality is reported as finer than for many years, and thus lemons are commanding large sales. Apples are reported as keeping in excellent shape, and are moving out slightly better than week ago.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 00
Spies, per barrel	2 50	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	1 25	1 25
Greenings, No. 1, per bb.	2 50	3 00
Greenings, No. 2, per bbl.	2 00	2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	2 50	2 50
Artichokes, Canadian, bag	1 00	1 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	12 00	12 00
Cranberries, crate	3 75	4 00
Cocoanuts, per sack of 80	6 50	6 50
Grapes, Almeria, per keg	6 50	8 50
Hothouse grapes, per lb.	0 90	0 90
Grapes, Almeria, per keg	8 00	9 00
Grapefruit, Florida, sizes 54, 64 and 80, case	3 25	3 75
Grapefruit, Jamaica, all sizes, per case	2 50	3 25
Kumquats, per quart	0 25	0 25
Lemons, Messina	3 60	4 00
Oranges, Florida, case	3 00	4 00
Navels, per case	3 25	4 00
Oranges, bitter, case (200 and 160)	2 25	2 50
Oranges, Valencia, ordinary, 420c, case	5 25	5 25
Oranges, Valencia, large, 420c, case	5 25	5 25
Oranges, Valencia, 714c, case	4 00	4 50
Pineapples, per case	2 50	2 50
Pears, Cal., 1/2 boxes (35 to 50)	3 50	4 00
Pears, Cal., full boxes (150 to 200)	0 40	0 45
Strawberries, per quart box	0 40	0 45
Tangerines, per strap, 2 boxes	5 50	5 50

**VEGETABLES.**—Potato market is easier, with light demand. Cold weather has had a tendency to sustain the market, but potatoes are in the country, and farmers will have to get rid of them before end of April. At present few are offering, but it is expected that as soon as movement starts prices will drop considerably. Demand for onions is poor, and large stocks on market are tending to lower prices. Present scarcity of cucumbers and mushrooms has caused each of these to advance. Florida tomatoes are now on market, and are rapidly taking the place of Cubans. Prices are slightly easier.

Beans, wax and green, hamper	5 50	5 50
Beets, per bag	0 65	0 75
Beets, imported, per doz.	1 00	1 00
Brussel sprouts, per quart box	0 25	0 25
Carrots, per bag	0 40	0 50
Carrots, imported, per doz.	0 75	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 90	0 90
Celery, Florida, per case	3 25	3 50
Celery, California, bunch of dozen heads	1 25	1 25
Chicory, doz.	0 75	0 75
Cucumbers, Boston, hot house, doz.	3 00	3 50
Cucumbers, outdoor grown, per hpr.	7 00	7 00
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 25	3 25
Mushrooms, per lb.	0 75	0 90
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 60
Onions, green, imported, per doz.	0 50	0 50
Peppers, green, basket	0 50	0 60
Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick, per bag	0 95	1 05
Parasnips, per bag	0 65	0 75
Potatoes, new, Bermuda, hamper	3 00	3 00
Potatoes, new, Bermuda, barrel	8 50	8 50
Rhubarb, according to size, per doz.	0 85	1 25
Spinach, per bbl.	2 25	2 75
Turnips, per bag	0 35	0 50
Tomatoes, hothouse, per lb.	0 30	0 30
Tomatoes, Florida, case	4 50	5 00
Sweet potatoes, 50 lb. hamper	1 25	1 50
Cauliflower, hamper of 15 to 25	3 00	4 00
Water cress, per doz. bunches	0 25	0 25

All men are more or less deaf; the degree depending upon who is talking and what they want.

## Peddlers and Invoice Costs on the Slate

Chief Topics Discussed at Meeting of Toronto Grocers—Will the Hawkers be Allowed to Call Out Their Wares?—Discussion on Cost of a 25 Cent Article — Letter From London Brethren Read—A Six-for-a-Quarter Story — Presentations Made.

Toronto, Feb. 20.—(Special).—Questions in reference to peddlers, cost of biscuits, and soap, and the annual dinner, as well as a couple of presentations occupied the time of the Toronto Retail Grocers Association at their regular February meeting on Monday night. President D. W. Clark was in the chair.

### Why Peddler Was Acquitted.

Some days ago a peddler was acquitted here on a charge of "crying out his wares" on the street, and as the amendment to the Hawker's by-law secured by the association last year prevented this, the matter was gone into by W. C. Miller to determine the why and the wherefore of the acquittal. He discovered that through an oversight the city official responsible for such work, did not have the by-law changed on the books so that when the case came up the magistrate dealt with it on the strength of the old by-law. As this allowed hawkers to 'moderately call out their wares,' the defendant in the case was allowed to go.

Mr. Miller stated that the authorities are now sending out notices of the amendment to all hawkers who received their licences since January 1. But one of the aldermen has declared that he will try to have the amendment repealed and the association has this to contend with. Every member was requested to discuss the question with their representative aldermen and the controllers with a view to pointing out why the amendment should not be repealed.

### Cost of Twenty-five Cent Article.

A letter was received from the London Retail Grocers Association asking the Toronto body to consider the cost price of a certain 25 cent article. The former maintained in their letter that 19 cents was sufficient as 20 cents only allowed 20 per cent. gross margin from which must be deducted all overhead charges. Some of the Toronto retailers were under the impression that probably 20 per cent. was sufficient on a staple article, whereas others were selling articles costing 20 cents at 28 cents. Neil Carmichael was of the opinion that if invoice cost were lowered it might give the price cutter an opportunity to do damage to the trade.

From the discussion one would infer that the question is one that would bear a great deal of debating. Some of the

members were even figuring margins on invoice cost instead of selling price.

### Six-for-a-Quarter Discussion.

The London Association also requested that the Toronto organization consider another problem re cost price of a new line a certain large manufacturer is turning out. This line is sold to the grocer at \$3.55 per case of one hundred and is intended for a six-for-a-quarter line. The London trade maintained that this is too high, as it only allows the trade about 14.8 per cent. gross margin and they asked the Toronto association to take the matter up with the manufacturer in question.

From the opinions of those present the reason for this new line is to offset competition from a United States firm who are putting a competitive line on the Canadian market. The price of this is \$3.40 in 50 box lots and \$3.50 in 10 box lots, the former allowing over 18 per cent. gross margin and the latter over 16 per cent. The London Association thinks that the Canadian firm should lower their price to permit of a higher margin.

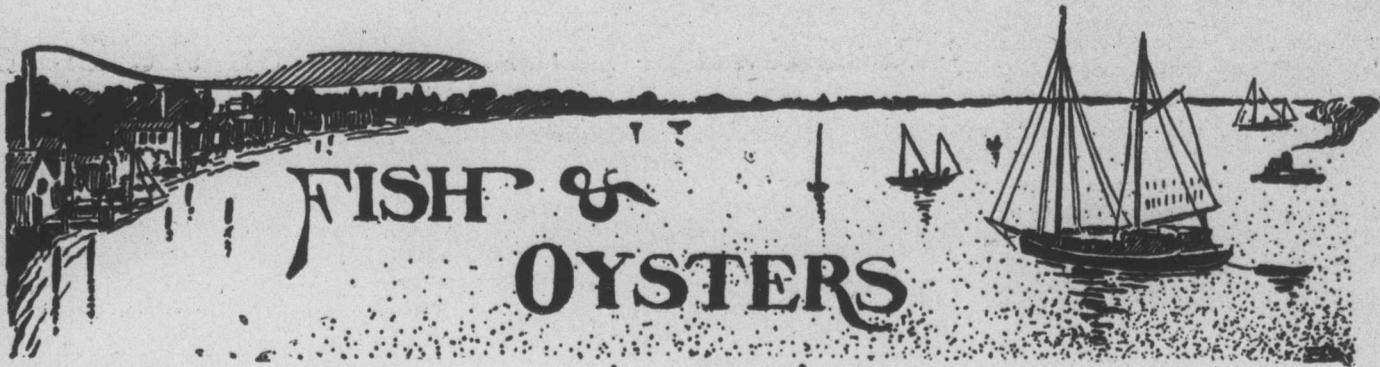
The question was gone into at length but it was not definitely decided upon. More will probably be heard at the annual meeting of the Ontario R.G.A.

R. Matthews inquired as to the work done by the Ontario body and secretary W. C. Miller stated that the first year had been practically given over to organization work. Much attention had been given to sending out the petitions re amendments to the Seale Inspection Act and Garnishee Law, to which almost 3,000 signatures had been attached.

### Two Presentations.

Interesting incidents of the meeting were presentations to the retiring president, R. W. Davies and Secretary C. F. Thorne. The former was made by W. C. Miller and the latter by J. S. Bond, both of whom eulogized the work of the president and secretary. Mr. Thorne has held the position for 3 years now and has done arduous work in looking after the interests of the association. Mr. Davies was given a handsome traveler's suitcase and Mr. Thorne a cheque. Both replied referring to their appreciation of the gifts.

Andrew Walker, Westmoreland Ave., and Jno. McCuaig, Eglinton, were added as members of the association, their names having been put forward by Pres. Clark.



## Decreased Supplies Strengthen Fish Market

**Stormy Weather on Atlantic Coast—Lenten Demand, Too, Is Strong and Some Lines Have Completely Disappeared—Montreal Dealers Almost Out of Halibut—Many Prices Firming Up.**

Supplies of fish coming in during the past week have been none too encouraging. Cold stormy weather has prevented fishermen from pursuing operations and as result offerings have been light. Cod, haddock and lobsters are mentioned especially as being scarce at maritime points. Supplies of fresh trout and halibut too, are limited, but on account of general scarcity it is expected that packers will get their boats out earlier this year and thus place fresh halibut on the market at an earlier date. Demand for oysters and clams has been brisk during past week. On account of prolonged fine weather supplies in these have become fairly well exhausted, but it is still thought that there will be enough stock to finish up the season. Frosts during past couple of weeks have been severe enough to freeze the juice in the shell, but not enough to weaken the stock.

### MONTREAL.

**FISH.**—The fish market is active and fish men are mostly too busy to talk. The demand has been so great that several lines are sold out completely and the shortage predicted in these columns for some weeks past have become a reality. The Lenten season is in full swing and it seems that everybody must be eating fish from the way orders are coming in. The cold weather has given the dealers more confidence and they are ordering in large quantities, with the result that they are pushing the sale of this line more energetically. Prices are advancing on nearly all lines of fresh and frozen fish. The prices quoted this week are firm and there is a persistent feeling that these will go still higher in a few days. Tom cods are quoted at \$1.50 to \$1.75 and salt green cod has advanced about 10 per cent., in fact all cods have advanced

quite sharply. Haddock is almost impossible to obtain and advices from Boston quote haddock at 18 $\frac{3}{4}$  cts. which is the highest price quoted in the memory of local dealers.

Boston also quotes cod at 25 cts. and scarce at that price. The quotations are for fish in transit as the market has been completely cleaned up of these varieties.

As the fishing is closed now, the prospect of unloading the heavy stocks of smoked fish is exceptionally good. The colder weather will assist materially in this process and should the weather continue steady, it is quite probable that prices of smoked fish will firm. Local fish dealers report good stocks of haddie, kippers and bloaters.

Nearly all lines of canned fish are firm and in good demand. The tendency is upwards in these lines and an advance is likely to be announced shortly.

There is a good trade in both shell and bulk oysters. The demand is a little heavier than usual at this season of the year. Prices remain about the same as last week, but are shaded a little on large orders.

The price on oysters, however, is weak and the tendency is downwards with a revision likely to be announced at any time.

Halibut is practically off the market here although there are a few obtainable. Vancouver wires scanty supplies and offers a limited amount at 10 cts. F. O. B. Vancouver which means that the Montreal dealers would have to pay almost 20 cts. per lb.

### FRESH AND FROZEN.

Flounders	0 05
Dressed perch	0 09
Fancy spring salmon, per lb.	0 14
Large herring, per 100	1 80
Market cod, cases, 250 lbs., per lb.	0 05 $\frac{1}{2}$
Less than case	0 12
Smelts, fancy	0 05 $\frac{1}{2}$
Haddock	0 05 $\frac{1}{2}$
Halibut, per lb.	0 15
Herring, frozen, per 100 fish, medium	1 80
Mullets	0 07
Pike, dressed and headless, lb.	0 07

Pike, round	0 06
Steak, cod	0 06
Mackerel	0 10
B. C. red salmon	0 10
Gaspe salmon, per lb.	0 15
Qualla salmon	0 08
No. 1 smelts, per lb.	0 07 $\frac{1}{2}$
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 10
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Barbotte (dressed), bullheads, per lb.	0 10
Black Sea bass	0 12
Fancy bluefish	0 13
Fancy weakfish	0 10

### PREPARED FISH.

Boneless cod, in blocks or pkgs., lb. 7, 8, 10, 11, 12	
Dry pollock, 100 lb. bundles, per bundle	6 00
Shredded cod, 2 doz., in box, per box	1 00
Boneless strip cod, 30-lb. box	0 10

### SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1	10 00
New Labrador herring, per bbl.	8 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pair	1 75
No. 1 mackerel, half bbls.	8 50
Lake trout, keg	7 00
No. 1 green haddock, per 200 lbs.	8 50
Salt eels, per lb.	0 06 $\frac{1}{2}$
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	3 00
Scotch herring, keg	7 00
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	1 00
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	7 00

### SMOKED.

Bloaters, box	1 00
Yarmouth bloaters, fancy, per box	1 10
Haddies, fancy, 15-lb. boxes, per lb.	0 06 $\frac{1}{2}$
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 13
Kippers (small), per box of 50 fish	1 00
Smoked salmon, per lb.	0 22
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

### SHELL FISH.

Solid meats—Standards, gal., \$1.70; selects, gal.	1 90
Bulk standards, gal., \$1.40; selects	1 60

### TORONTO.

**FISH.**—With cold weather prevailing and the Lenten season on, trade in fish has been brisk during the past week. Trout are getting pretty scarce and dealers fear that these will soon be out of the market. Fresh fish are holding out pretty well. There is no surplus in whitefish and halibut too are getting pretty low, but supplies coming in are sufficient to take care of the trade for some little time yet. Stocks in qualla salmon on this market are fairly heavy. A few flounders appeared on the market again this week. Supplies of these have been very irregular and at no time has there been any large quantity on the market.

Stocks in oysters continue fine and business is reported as better than a year ago.

### FROZEN FISH.

Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Coho salmon, headless and dressed	0 12	0 12
Qualla salmon, per lb.	0 08	0 08
Flounders, per lb.	0 05	0 05
Sea herring, per 100	2 00	2 00
Lake Superior herring, per 100	2 00	2 00
Cod, per lb. straight	0 08	0 08
Haddock, per lb. straight	0 05	0 05
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straight	0 07	0 07

## THE CANADIAN GROCER

Pickarel, per lb. straight .....	0 09
Lake Erie herring, per lb. straight.....	0 06
FRESH CAUGHT FISH.	
Steak, cod .....	0 08
Haddock .....	0 07
SMOKED.	
Ciscoes, per basket .....	1 00
Finnan haddie .....	0 08
Smoked fillets .....	0 12
Smoked bloaters, 60c .....	1 25
Kippers .....	1 25
PREPARED.	
Shredded cod, 2 doz. pkgs. 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
Skinless, cwt. (100 lb. boxes) .....	7 00
SALTED AND PICKLED.	
Labrador herring, per keg .....	3 25
Labrador herring, per barrel .....	5 75
Labrador trout, per keg .....	7 25
Scottish herring, Loch Fyne, per kit.....	1 10
Holland herring, per keg .....	0 85
Oysters—	
Selects, per gallon .....	1 75
Straight, 1 gal. lots .....	1 75
Straights, 3 gal. lots .....	1 70
Straights, 5 gal. lots .....	1 65
Shrimps—	
1 gallon cans .....	1 25
2 gallon cans .....	2 40
3 gallon cans .....	4 60
Smelts—	
No. 1, per lb. .....	0 11
Extra, per lb. .....	0 16

### ST. JOHN, N.B.

FISH.—Supplies of fish in the past week have been more or less discouraging to local dealers. Cold, blowy weather in the bay and on the Ken-

nebecasis river interfered materially with the catch. Cod and haddock in consequence came in only in limited quantities though the scarcity did not alter the price. Lobsters have been scarce right through the season largely owing to the bad weather making it impossible for the men to get them. On the river gaspereaux are coming in little better quantities while smelt are about same as regards supply.

### HALIFAX N.S.

FISH.—The receipts of fish at Halifax during the past week have been unusually light. Stormy weather conditions continue to interfere with the operations along the coast. The scarcity of fish is bringing a higher return to the fishermen for what they have and a corresponding increase in the price to the consumer. As a result the price has been advanced one cent per pound on all kinds.

025. Of all fish caught the salmon catch was most valuable totaling, \$6,804,166 in 1912, as compared with \$5,331,733 in 1911.

For the fiscal year ending March 31, 1912, \$16,704,678 worth of Canadian fish were exported. United States took \$5,378,644 worth, the United Kingdom \$5,132,074 worth, while the remainder went to other countries.

The above figures show the importance of fish in the diet of people. Consumption of fish is increasing every year. Is the Canadian retail grocer getting his share of this natural increase?

### BICYCLE DELIVERY SERVICE.

**Grocer States This Works Satisfactorily For Him—Customers Wants Supplied Quickly.**

E. E. Martin, a grocer on College St., Toronto, whose trade does not demand delivery of large, bulky and heavy quantities such as a country store might be called upon to deliver, operates a bicycle delivery service which he claims has proven a success to a large degree.

Mr. Martin supplies the bicycles which have a carrier attachment on the front and he says, it is surprising what the boys who operate them can carry. During the week, one and two boys keep the delivery counter clear, while on Saturday three boys are required.

The phone is a big selling force in this store and delivery of small phone orders receive prompt attention. Mr. Martin says he would hate to chase a horse with a wagon up the street to deliver a bunch of celery or some other small requirement that a customer may order over the phone. Considering everything, he says, this form of delivery has been found satisfactory in filling the delivery of this particular business.

Another feature of this store is the display advantage of having the building on a slant. Crooked street lines make it necessary to have the buildings in this section on somewhat of a diamond shape. The front and back walls of the building are on line with the street while the side walls run diagonally, making it possible for one looking in the front window of the store to see almost the entire shelf display, which adds to the selling force.

It is a policy in the Martin store to make things look as bright and cheerful as possible. At the back end of the counter, what would otherwise be a rather dismal looking place, is placed a large mirror, this not only brightens up the corner, but gives life to it. White coats and aprons are worn in serving customers.

## The Importance of the Fishing Industry

**Various Kinds That Are In Large Demand On American Continent—Interesting Figures on Extent and Value of the Catch—Canadian Exports for Last Fiscal Year.**

Fresh, salt, smoked, frozen and shell-fish in one form or another is universally recognized as an important food material, and enters, to a large extent, into the diet of the majority of United States and Canadian families. It would possibly be better for the health of these nations if more fish were consumed, and it certainly would have the result of cutting down the present cost of living, as the price of fish and fish products is cheaper than fresh meat in its various forms.

Few, however, have any adequate conception of the great importance of the fishery industry of this Continent and of the immense amount of nutritive material which is every year taken from the salt and fresh waters of this Continent.

### Some Interesting Data.

Just to illustrate and to give readers an idea of the immensity of this industry let us quote the recent data collected by the United States Fish Commission:

"It appears that more than 528,000,000 pounds of fish, crustaceans, etc., are annually taken from the waters of the New England States; over 819,000,000 lbs. from the Middle Atlantic States; over 106,000,000 lbs. from the South Atlantic States; 113,000,000 lbs. from the Gulf States; 217,000,000 lbs. from the Pacific Coast; 96,000,000 lbs. from the Mississippi River and its tribu-

aries, and 155,000,000 lbs. from Alaska. The products of the fisheries of the Great Lakes exceed 113,000,000 lbs. annually, and of the minor interior waters 5,000,000 lbs.

In addition to this grand total, thousands of pounds are caught annually by sportsmen, but statistics of the amount are not available. Of course, these amounts are only approximate, as there are thousands of pounds caught annually of which no record can be obtained.

The data represent the products as they leave the hands of the fishermen, except in the case of Alaska, where the figures include salmon after being canned or otherwise prepared for the market. In considering such products as clams, scallops and oysters the weight of the edible part only has been taken into account.

### Catch Valued at \$58,000,000

The total weight of the fish products of the United States as they leave the hands of the fishermen is about 2,169,000,000 lbs., representing in round numbers as the value of the catch \$58,000,000. By the processes of canning, salting, smoking and otherwise preserving, the value of the fish is greatly increased.

There were \$15,370,110 worth of fish caught in Canadian waters during the nine months ending Dec. 31st, 1912. The value of the fish caught during the same period in 1911 was only \$14,433,-

# FLOUR & CEREAL DEPARTMENT



## Rolled Oat Market has Weaker Tendency

Decline Announced on Some Markets—Both Flour & Cereals  
Dull—Snow in Eastern Canada Has Helped Flour Trade Some-  
what—Some Declines in Mill Feed.

The general situation of the flour and cereal market this week is one of dullness. Demand in all lines is light and little business is being transacted.

The wheat market holds practically same as week ago. Fluctuations have been frequent, but of little account and during past two weeks there hasn't been change of more than two cents. With flour stocks in present condition, and wheat market steady, there appears to be little sign of change.

Receipts of flour for week in Montreal were 6,346 sacks as compared with 21,324 sacks for corresponding period year ago. Portland and St. John exported 62,736 sacks last week while a year ago during same week 110,536 sacks were exported. The decrease is probably the result of the higher rates charged for space this year. Spot stocks of flour in Montreal are 32,259 more than week ago, and an increase of 55,505 sacks over corresponding week last year.

Word comes from St. John, N.B., that demand for flour is much better since heavy snowfall. Rolled oats there have declined and mill feeds too are easier.

Cornmeal is being imported from the States at a price which is tending to pull down Canadian market. Stocks both in corn and cornmeal are heavy in South so that there is little hope for an early advance.

Demand for bran is fair, but owing to mild and open winter and large quantities of rough feed in country demand for all mill feeds has been light.

### MONTREAL.

**FLOUR.**—Trading in flour is only nominal on local market. Prices remain same as last week and have not been affected by the weakness of the wheat market. There seems to be no likelihood of a change until opening of navigation and increased exportation. There is fair demand locally and a good call for

car lots for both local and country accounts. This is a good indication that stocks in dealer's and jobber's hands are not large. There seems to be little inclination on the part of the dealers to stock up owing perhaps to the unsettled conditions of the wheat market.

Winter wheat, fancy patents, in bags ....	4 80	4 75
Straight rollers, in bags .....	4 30	4 25
Manitoba 1st Spring wheat patents, bags ....	5 40	5 40
Manitoba straight patents, in bags .....	4 90	4 90
Manitoba strong bakers, in bags .....	4 70	4 70
Manitoba second, in bags .....	4 30	4 30

**CEREALS.**—Rolled oats are quoted the same as last week and trading is quiet. Prices are weakening. Trading in cornmeal is nominal and rolled wheat is in fair demand. The exports of rolled oats from St. John and Portland for the past week were 8,458 sacks and 3,600 cases as compared with 14,911 sacks and 3,709 cases for the same week of a year ago.

Cereals—	
Rolled oats, in 25 sack lots .....	\$2 12½
Rolled oats, in single bag lots .....	2 22½
Standard oatmeal, in single bag lots .....	2 44
Granulated oatmeal, in single bag lots .....	2 44
Fine oatmeal, in single bag lots .....	2 44
(In 25 bag lots the price of the above is 10c lower.)	
Rolled wheat, in barrels .....	2 70
Hominy, in 98 lb. sacks .....	2 15
Cornmeal, in 98 lb. sacks .....	2 05
Rolled oats, in cotton sacks, 5c more.	

**MILL FEEDS.**—There is a brisker tone to mill feed market this week with bran in good demand. Buyers, both local and country, have let their stocks get pretty low and are just stocking up again. Orders for car lots are coming in quite freely.

Bran, in car lots, per ton .....	20 00
Shorts, in car lots, per ton .....	22 00
Middlings .....	24 00
Wheat moulee, per ton .....	25 00

### TORONTO.

**FLOUR.**—Flour market is exceedingly quiet with poor demand. So far as present conditions are concerned, there is nothing to indicate any alteration in price. Ontario wheat market is trifle easier, and with more snow, larger offerings may be expected. Manitoba wheat continues firm. Fluctuations are so slight as not to alter flour market.

At present trade is dull, and millers are looking for more snow to liven things up a bit.

Manitoba Wheat.	
1st patent, in car lots, per bbl. ....	5 30
2nd patent, in car lots, per bbl. ....	4 80
Strong bakers, in car lots, per bbl. ....	4 60
Feed flour, in car lots, per ton .....	28 00
Flour, in cotton sacks, 10c per barrel more.	

Winter Wheat.	
Fancy patents, domestic consumption....	4 85 5 15
Patents, 90 p.c., domestic consumption....	4 55 4 85
Straight roller, domestic consumption....	4 35 4 55
Blended domestic consumption .....	4 85 5 05

**CEREALS.**—Rolled oats have again taken a decline of 15 cents per bbl., or 7½ cents per sack. This is due to some extent to manipulation, but conditions of the market also warranted decline. Demand is light, and stocks now becoming fairly heavy. With colder weather heavier demand is looked for.

Cornmeal too is easy. American cornmeal can be brought in and sold here at a price to compete with our meal and this is tending to lower market.

Rolled oats, small lots, 90 lb. sacks.....	2 15
Rolled oats, 25 bags to car lots.....	2 05
Standard and granulated oatmeal, 98-lb. sk., small lots .....	2 35
Rolled wheat, small lots, 100-lb. bbls....	2 75
Rolled wheat, 5 barrel to car lots.....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality .....	1 70 1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades .....	1 50 1 65
Rolled oats in cotton sacks, 5 cents more.	

**MILL FEEDS.**—Another slump of \$1 in price of millfeeds took place on Tuesday. Usually at this season prices on mill feeds are advancing but this year there has been so much rough feed in the country that demand has been light. Grinding at present is heavy and with light demand, stocks are piling up rapidly. There is thought to be a considerable amount of manipulating being done on this market, hence declining prices.

Bran, in car lots, per ton .....	19 00
Shorts, in car lots, per ton .....	21 00
Middlings .....	24 00 25 00

### WINNIPEG.

**FLOUR AND CEREALS.**—There is an improving export inquiry for flour and a satisfactory domestic trade. Prunes remain unchanged.

Flour—	
Best patents, per bbl. ....	5 40
Seconds, per bbl. ....	4 80
Bakers', per bbl. ....	4 60
Rolled Oats—	
Rolled oats, 90 lb. ....	1 90
Standard granulated, 98 lb. ....	2 40
Cornmeal, sack, 98 lb. ....	1 75
Wheat granules, 98 lb. ....	2 05
Bales, 1½c .....	3 00



# Produce & Provisions



## Provision Market on the Upward Trend

**Live and Dressed Hogs Advancing Due to Scarcity and This is Followed by Advances on Many Hog Products—Year of High Prices Predicted—New Zealand Butter in British Columbia—Egg Situation Clearing as Storage Stocks are Moving Out—Losses Will be Quite Heavy.**

There has been a firm feeling in the whole provision market during past week. Owing to light receipts of raw material all hog products are holding firm although demand for same is not great owing to some extent to the Lenten season being on. But considering conditions, dealers are well satisfied with trade which is passing and expect prices to continue firm.

New Zealand butter has been a strong feature on Vancouver market and has also commanded some sales on Eastern markets, but in Toronto little has been handled. A year ago prices were such as to enable dealers to ship Eastern butter to Vancouver, but this year with an advance of 4 cents in price, Vancouver has had to look to another market, hence the importation of New Zealand makes. Ontario dealers state that while New Zealand butter is a finer grade than Ontario, being all grass make, and contains only 10 per cent. moisture as compared with 16 per cent. here, still they claim the grain is closer, and flavor not so good. It is the price, they state, which prevents Ontario butter commanding sales on the coast. There is a big market at the coast and large quantities of butter have to be imported. "Every boat that comes here from New Zealand," says our Vancouver representative, "carries a cargo of butter, and New Zealand butter heads the list in getting the patronage of British Columbia and the States to the south along the coast."

The egg market in the south looks pretty sick on account of large offerings of new laids. Storage stocks are becoming pretty well worked down, which is an encouraging feature to all holders.

### MONTREAL.

**PROVISIONS.**—"Up, Going up, Gone up" is the tone pervading the provision market here this week and it is even predicted that this year will see new record

for high prices of nearly all lines of pork products. Hogs are exceedingly high and are going higher as the supply is only about half what the trade can use. Outlook for hogs is discouraging to the packers as conditions point to serious shortage and production this year is away below that of previous years while the demand is steadily increasing. It is anticipated that there will be another advance this week and as hogs are costing the packers \$9.75 per cwt., another advance they claim is justified. Dressed hogs are selling at \$14.00 per cwt. The demand is mostly for hams and bacon. English breakfast and Wiltshire being favorites. Lard is firm with brisk demand. An advance is anticipated by the end of the week in pure lard as the stocks are comparatively low.

Long clear bacon, heavy, lb. ....	0 15
<b>Hams—</b>	
Extra large sizes, 28 to 40 lbs., per lb. ....	0 14 1/4
Large sizes, 20 to 28 lbs., per lb. ....	0 15 1/4
Medium sizes, 15 to 19 lbs., per lb. ....	0 17 1/4
Extra small sizes, 10 to 14 lbs., per lb. ....	0 18 1/4
Bone out, rolled, large, 16 to 25 lbs. per lb. ..	0 17
Bone out, rolled, small, 9 to 12 lbs. per lb. ..	0 20
Breakfast bacon, English, boneless, lb. ....	0 19
Windsor bacon, skinned, backs, lb. ....	0 22
Spiced roll bacon, boneless, short, lb. ....	0 15 1/4
Picnic hams, 6 to 12 lbs. ....	0 14
Wiltshire bacon (50 lb. sides) ....	0 18
Cottage rolls, small, about 4 lbs. ....	0 18
Rolled ham, small, skinned, boneless. ....	0 26
Hogs, live, per cwt. ....	9 75
Hogs, dressed, per cwt. ....	14 00
<b>Pure Lard—</b>	
Boxes, 50 lbs. net, per lb. ....	0 14 1/4
Cases, tins, each, 10 lbs., per lb. ....	0 15
Cases, tins, each 5 lbs., per lb. ....	0 15 1/4
Cases, tins, each 3 lbs., per lb. ....	0 15 1/4
Pails, wood, 20 lbs. net, per lb. ....	0 14 1/4
Tubs, 50 lbs. net, per lb. ....	0 14 1/4
Tierces, 375 lbs., per lb. ....	0 14 1/4
One pound bricks, 60 lbs. to case. ....	0 15 1/4
<b>Compound Lard—</b>	
Boxes, 50 lbs., per lb. ....	0 10
Cases, 10-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/4
Cases, 5-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/4
Cases, 3-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/4
Pails, wood, 20 lbs. net, per lb. ....	0 10 1/4
Pails, tin, 20 lbs. gross, per lb. ....	0 09 1/4
Tubs, 50 lbs. net, per lb. ....	0 10 1/4
Tierces, 375 lbs., per lb. ....	0 09 1/4
One pound bricks, 60 lbs. to case. ....	0 11 1/4
<b>Pork—</b>	
Heavy Canada short cut mess, bbl., 35-45	27 50
pieces	28 00
Canada short cut back pork, bbl., 45-55	27 50
pieces	28 00
Heavy short cut clear pork, bbl. ....	27 50
Clear fat backs	28 00
Heavy flank pork, bbl. ....	28 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb. ....	0 15 1/4
Plate beef, barrel	None offered
<b>Cooked Meats—</b>	
Jellied tongue, 10 lb. open tins, per lb. ....	0 22
Headcheese, per lb. ....	0 10
English brawn, per lb. ....	0 12 1/4
Jellied hock, 6 lb. tins, per tin ....	0 75

Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb. ....	0 07
Tripe, in kits of 25 lbs., per lb. ....	0 06

**BUTTER.**—Prices remain unchanged with a fair demand. There is considerable New Zealand butter on local market and it is having effect of maintaining prices at present level. The supply of butter on spot is sufficient to take care of the demand. The demand is for small lots principally and orders for car lots are few and far between.

Creamery blocks	0 30 1/4
Dairy tubs, lb. ....	0 26
Creamery, winter made	0 28

**EGGS.**—Although the thermometer has been hovering around the zero mark for nearly two weeks, new laid eggs have declined 3c from the prices quoted last week. Supplies coming forward are quite plentiful and while weather has been cold, roads are in fine condition enabling farmers to bring in their stocks of new laid eggs. Storage eggs remain steady at prices quoted last week and are quite firm at that level. Six hundred and thirty-one more cases of "new laids" were received this week than last and the decline in prices can be attributed to this cause. Should the weather continue fine prices will likely decline a little every week but, should storms block the roads, making it difficult for farmers to get into town prices will advance as the shortage thus caused would fully justify such a course, since supply in dealer's hands here is limited. Storage stocks are low and in some cases exhausted. This situation accounts for the large importations of eggs from the United States.

New laid eggs, per doz. ....	0 32	0 34
Selects	0 25	0 25
No. 1's	0 18	0 22

**CHEESE.**—Trading on local market has been rather dull during past week. Receipts were 105 boxes less than previous week and 33 boxes less than the same week of 1912. London cables report market for Canadian cheese as unchanged with steady demand.

Cheese—	New.	Old.
Large	0 14	0 14 1/4
Twin	0 14 1/4	0 15 1/4
1/2 Twin	0 15	0 15
Stilton	0 18	0 18

**POULTRY.**—Supplies of poultry are scarce and prices quite firm. While the demand is not heavy at this season of year, the receipts are especially small and are hardly sufficient to supply the wants of buyers.

# THE CANADIAN GROCER

Poultry, Dressed—		
Turkeys, per lb.	0 22	0 23
Ducks, per lb.	0 14	0 17
Chickens, per lb.	0 16	0 18
Fowls, per lb.	0 14	0 15
Geese, per lb.	0 13	0 14

**HONEY.**—Trading in honey is quiet and prices remain steady. Supplies are ample to take care of the demand.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

## TORONTO.

**PROVISIONS.**—A quiet, steady tone prevails in provision market with little sign of change. Offerings in hogs continue light and as result not only are high prices being maintained but further advance has been made this week, fed and watered being quoted at \$9.00. Demand for hams is steady but rather inclined to be light. Stocks are ample to take care of trade. Lard continues firm and is moving out well at advanced prices.

Smoked Meats—		
Light hams, per lb.	0 17	0 17½
Medium hams, per lb.	0 17	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	0 14	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14½
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 13½	0 14
Lard, tubs, per lb.	0 14½	0 14½
Lard, pails, per lb.	0 14½	0 14½
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, fed and watered		9 00
Live hogs at country points	8 65	8 75
Dressed hogs		13 50

**BUTTER.**—A general easiness in tone prevails in butter situation. Demand is poor and little is moving. Speaking of local situation, one dealer said: "Toronto is suffering from a surplus supply of dairy butter which is not up to the standard." With regard to farmers' separator, another dealer states that at 26 to 27 cents farmers' separator is going the limit. There is little coming in worth that.

Prices on New Zealand butter are high, it costing 31 cents laid down here. This leaves little or no margin for the Toronto wholesaler.

	Per lb.	
Fresh creamery print	0 31	0 33
Creamery solids	0 29	0 30
Farmers separator butter	0 26	0 27
Dairy prints, choice	0 22	0 23
Dairy solids	0 20	0 22

**EGGS.**—The whole egg market is in pretty poor shape. Market for strictly new laid is active but on the decline, prices ranging from 29 to 32 cents. "Storage eggs are pretty sick," said one dealer. "I wouldn't let anybody out if he came in and offered me 17 cents for them." Fresh eggs are coming in much larger quantities into Chicago and making that market look pretty bad for holders of storage. Latest quotations from there give strictly new laid 19 to 22 and storage 12 to 13 cents. Warm weather here would also have a depressing effect on this market.

One hopeful feature for those who have had heavy storage stocks is that

such stocks have now become very much reduced. The number of storage eggs in Chicago is very much less than a week or so ago and thus prospects are looking a little brighter.

Eggs—		
Strictly new laid, per doz.	0 29	0 32
Storage, per doz.	0 17	0 20
Pickled, per doz.	0 15	0 16

**CHEESE.**—Cheese continues quiet but firm. Demand is good for season. Stocks in Toronto are fairly heavy but not too great for demand.

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

**POULTRY.**—Poultry market is firm for fresh. Choice spring chickens are scarce and sell at from 20 to 22 cents. All fresh stocks are scarce. Frozen stocks are much more plentiful and prices continue firm.

Spring chicks, milk fed, lb.	0 18	0 20
Spring chickens, dressed, lb.	0 14	0 18

Spring ducks, dressed, lb.	0 18	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 22	0 24
Geese, dressed	0 15	0 17

**HONEY.**—General firmness prevails. Demand is at present light but it is thought that as the Lenten season advances all syrups and honey will move more freely. Stocks locally are light.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12½	
Clover honey, 10-lb. pails, per lb.	0 22	
Clover honey, 5-lb. pails, per lb.	0 13	
Buckwheat, 60-lb. tins, lb.	0 10½	

## BUTTER, EGGS AND CHEESE RECEIPTS.

Montreal, Feb. 20.—(Special).—The table below shows the receipts of butter, cheese and eggs for the week and season to date, with comparisons:—

Receipts.	Butter, pkgs.	Eggs, cases.	Cheese, boxes.
Week ending Feb. 15, 1913.	668	3,295	185
Week ending Feb. 8, 1913	1,991	2,664	60
Total season to date, May 1st, 1912-1913	466,950	248,049	1,787,010
Total corresponding season of last year, 1911-12	495,642	234,487	1,831,515

## What Should be Cost of Ten Cent Article?

**London Grocers Discuss This Question And Think It Should Not Be More Than 90 Cents—Cost of Biscuit Tins Taken Up And Consideration Promised—Law Explained Regarding Giving Tobacco to a Minor—Written Order Must Be Made Out—A Social Evening, Too.**

London, Ont., Feb. 20.—(Special).—The Retail Grocers' Association put on a double bill at the Board of Trade rooms on occasion of their last regular meeting. The early part of the evening was devoted to regular business, afterwards an "At Home," as the notices called it.

Harry Ranahan reported for the deputation re the cost of biscuit tins. He had an interview with Mr. Currie, of the D. S. Perrin Co., who is secretary of Ontario. Mr. Currie went into the matter quite fully with Mr. Ranahan, and assured him it would be given every consideration by the manufacturers.

### Cost of a 10-cent Article.

While Mr. Ranahan was discussing other matters with representatives of the biscuit manufacturers he brought up the question of the grocer paying 96c per dozen for package sodas, to retail at 10c per package. He claimed that the grocer should not pay more than 90c per dozen for any 10c article.

Norman McLeod thought that if the manufacturers could not put the 10c packages up for 90c per dozen they should reduce the size of the package.

Adam Palmer contended that as it is now the grocer is working for the manufacturer.

The Secretary read letters from a couple of biscuit firms re empty packages.

There was also a lengthy discussion with regard to the advance in the price of certain brands of tobaccos. It was thought that the profits to the retailer

were now not very lucrative, and it was finally decided to leave the matter over for the Provincial Association to deal with.

### Law Re Selling Tobacco to Minors.

Adam Palmer reported that he waited on the Police Magistrate with regard to fining a local grocer \$10 for selling tobacco without an order. The Police Magistrate claims he had no alternative, and that he could not even have allowed suspended sentence. The law, he said, is very strict in this matter, and leaves no room for doubt. Every time a minor is sent for tobacco an order signed by the father must accompany it. A general order covering a month or a year will not do. Also a grocery order with tobacco on it even if signed by the parent does not cover the law. There must be an order in every case signed by the father.

### Wound Up With Entertainment.

After the business was transacted the local city travelers were invited in from the ante-room, and President John Diprose introduced the program of the evening, which was greatly enjoyed by all present. Those taking part were John Taylor, Fred Jones, A. Baker, M. McKeough, Cyril Hayes, Thos. Ranahan, and the Excelsior Male Quartette. All received encores. Ex-Secretary Hayes is certainly a fine elocutionist.

The committee, who deserve credit for the splendid program, were E. J. Ryan (chairman), G. B. Drake and Jas. McKenzie.

# QUOTATIONS FOR PROPRIETARY ARTICLES

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

**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 85
" 12-oz. ....	3 85
" 1-lb. ....	4 90
" 3-lb. ....	13 00
" 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 85
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-lbs. ....	7 25
No. 17, 5-lb. ....	14 00

**FOREST CITY BAKING POWDER.**

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

**BLUE.**

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

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

**UN-NUMBERED.**

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

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

**CEREALS.**

**WHITE SWAN SPICES AND CEREALS, LTD.**

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.  
The King's Food, 2 doz. in case, per case, \$4.50.  
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.

**F. COWARD,**

402 Spadina Avenue, Toronto.  
Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.  
Potato Flour (finest) in 10c cartons, per doz., 90c.  
Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

**DOMINION CANNERS.**

**Aylmer Jams. Per doz.**  
Strawberry, 1912 pack ....\$ 2 15  
Raspberry, red, h'vy syrup 2 15  
Black currant .....

**Jellies.**

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

**Marmalade.**

Orange jelly .....	1 85
Green fig .....	2 25
Lemon .....	1 90
Pineapple .....	2 00
Ginger .....	2 25

**Pure Preserves—Bulk.**

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

**14's and 30's per lb.**

Strawberry .....	0 13
Black currant .....	0 13
Raspberry .....	0 13

Freight allowed up to 25c per 100 lbs.

**COCOA AND CHOCOLATE.**

**THE COWAN CO., LTD.**

**Cocoa—**

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

Special quotations for Cocoa in barrels, kegs, etc.

**Unsweetened Chocolate—**

Supreme chocolate, ½'s 12-lb. boxes, per lb. ....	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz. ....	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. ....	0 90

**Sweet Chocolate— Per lb.**

Queen's Dessert, ¼'s and ½'s, 12-lb. boxes .....	0 40
Queen's Dessert, 6's, 12-lb. boxes .....	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes .....	0 35
Diamond, 8's, 6 and 12-lb. boxes .....	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes .....	0 24
Diamond, ¼'s, 6 and 12-lb. boxes .....	0 25

**Icings for Cake—**

Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-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
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**Chocolate wafers, No. 2,**

5-lb. boxes .....	0 25
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**Nonpareil wafers, No. 1,**

5-lb. boxes .....	0 30
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**Nonpareil Wafers, No. 2,**

5-lb. boxes .....	0 25
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**Chocolate ginger, 5-lb. bxs.**

boxes .....	0 36
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**Coffee drops, 5-lb. boxes ..**

boxes .....	0 36
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**Lunch bars, 5-lb. boxes ..**

boxes .....	0 36
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**Milk chocolate, 5c bundles,**

3 doz. in box, per box. ....	1 35
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**Royal Milk Chocolate, 5c**

cakes, 2 doz. in box, per box .....	0 85
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**Nut milk chocolate, ¼'s, 6-lb. boxes, lb. ....**

boxes .....	0 36
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**Nut milk chocolate, ¼'s, 6-lb. boxes, lb. ....**

boxes .....	0 36
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**Nut milk chocolate, 5c bars,**

24 bars, per box .....	0 90
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**EPPS'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 .....

**JOHN P. MOTT & CO'S.**

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

**Elite, 10c size (for cooking)**

dozen .....	0 90
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**Mott's breakfast cocoa, 2-doz.**

10c size, per doz. ....	0 85
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**Nut milk bars, 2 dozen in**

box .....	0 80
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**" breakfast cocoa, ¼'s**

and ½'s .....	0 36
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**" No. 1 chocolate .....**

boxes .....	0 30
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**" Navy chocolate, ½'s ..**

boxes .....	0 26
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**" Vanilla sticks, per grs 1 00**

boxes .....	0 24
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**" Plain choice chocolate**

liquors .....	20 30
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**" Sweet chocolate coat-**

ings .....	0 20
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**WALTER BAKER & CO., LTD.**

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ¼, and ½-lb. cakes 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 4-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

**CONDENSED AND EVAPORATED MILK.**

**BORDEN MILK CO., LTD.**

**East of Fort William, Ont.**

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

**Evaporated (Unsweetened)—**

St. Charles Brand, small, ea. 4 doz. ....	2 00
Peerless Brand, small, ea. 4 doz. ....	2 00
St. Charles Brand, Family, ea. 4 doz. ....	3 90
Peerless Brand, Family, ea. 4 doz. ....	3 90
Jersey Brand, Family, ea. 4 doz. ....	3 90
St. Charles Brand, tall, ea. 4 doz. ....	4 60
Peerless Brand, tall, ea. 4 doz. ....	4 50
Jersey Brand, tall, ea. 4 doz. ....	4 50
St. Charles Brand, Hotel, ea. 2 doz. ....	4 25
Peerless Brand, Hotel, ea. 2 doz. ....	4 25
Jersey Brand, Hotel, ea. 2 doz. ....	4 25
St. Charles Brand, gallons, each ½ doz. ....	4 75

**"Reindeer" Coffee & Milk,**

ea. 2 doz. ....	5 00
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**"Regal" Coffee and Milk,**

ea. 2 doz. ....	4 50
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**"Reindeer" Cocoa & Milk,**

ea. 2 doz. ....	4 80
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**CANADA FIRST BRAND.**

**The Aylmer Condensed Milk Co.**

	Per Case.
Canada First Baby Evaporated Milk .....	2 00
Canada First Family Evaporated Milk .....	3 00
Canada First Medium (20 oz.) Evaporated Milk .....	4 80
Canada First Hotel Evaporated Milk .....	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special .....	4 75
Canada First Condensed (sweetened) .....	5 25
Rose Bud Condensed Milk .....	5 15
Beaver Condensed Milk .....	4 80

# THE CANADIAN GROCER

## COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.	
King Edward .....	0 34
Club House .....	0 38
Nectar .....	0 32
Royal Java and Mocha.	0 32
Empress .....	0 30
Duchess .....	0 29
Ambrosia .....	0 28
Plantation .....	0 26½
Fancy Bourbon .....	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground .....	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins.	
German Dandelion, 1-lb. tins, ground .....	0 26
German Dandelion, ½-lb. tins, ground .....	0 28
English Breakfast, 1-lb. tins, ground .....	0 19
Grand Prix, 1 and 2-lb. tins, ground .....	0 30
Demi-Tasse, 1 and 2-lb. tins, ground .....	0 30
Flower Pot, 1-lb. pots, ground .....	0 23
do. ....	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb....	0 36
Mo-Ja, ½-lb. tins, lb.....	0 32
Mo-Ja, 1-lb. tins, lb.....	0 30
Mo-Ja, 2-lb. tins, lb.....	0 30
Presentation (with tumblers) 28c per lb.	

MINTO BROS.

MELAGAMA BLEND,

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

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

BRANSON'S SHERKEEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size .....\$1.50 per doz., net  
Large size .....\$3.00 per doz., net  
In 3 dozen free cases. Freight paid on ½ gross order.

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.

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 ½ doz.) .....	8 25
MacLaren's Roquefort—	
Small (each 2 doz.) ....	1 40
Large (each 1 doz.) ....	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.) ....	0 90
Medium (each 2 doz.) ....	1 35
Large (each 1 doz.) .....	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz. ....	1 00
2 oz. (all flavors) doz. ....	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz. ....	3 00
5 oz. (all flavors) doz. ....	3 75
8 oz. (all flavors) doz. ....	5 50
16 oz. (all flavors) doz. ....	7 00
32 oz. (all flavors) doz. ....	8 00
Discount on application.	

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.

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

LAFORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES.

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
Lemonade Savoureuse, 50 qts 8 00	
Lemon ade, St. Nicholas, 50 qts. ....	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case 12 lbs., 3-lb. bars, lb. 0 00	
Case 25 lbs., 11-lb. bars, lb 0 08	
Case 50 lbs. ¾-lb. bars, cs 3 75	
"La Lune," 65 p.c. olive oil.	
Case 12 lbs., 2½-lb. bars, lb 0 08½	
Case 50 lbs. ¾-lb. bars, case 3 35	

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb. ....	0 08
Box, 25 lbs., loose .....	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts. ....	4 75
Grape Juice, 24 pts. ....	5 00
Grape Juice, 36 splits ....	4 75
Apple Juice, 12 qts. ....	3 75
Apple Juice, 24 pts. ....	4 50
Champagne de Pomme, 24 p	5 00

Matts Golden Russett—

Sparkling Cider, 24 pts....	4 00
Apple Vinegar, 12 qts. ....	2 40
These prices are F.O.B. Montreal. Imported Peas "Soleil"	

Per case

Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 00
Mi-Fins, tins, ½ kilo, 100 tins .....	11 00
Moyens No. 1, tins, ½ kilo, 100 tins .....	10 50
Moyens No. 2, tins, ½ kilo, 100 tins .....	10 00
Moyens No. 2 .....	9 00

Frs. "Pettit" Peas.

Fins, tins, ½ kilo, 100....	10 00
Moyens, tins ½ kilo, 100..	7 50
Asparagus, Haricots, etc.	

MINERVA PURE OLIVE OIL.

Case—	
12 litres .....	8 00
12 quarts .....	6 00
24 pints .....	6 50
24 ½-pints .....	4 25

Tins—

5 gals. 6s .....	2 00
2 gals. 6s .....	2 05
1 gal. 10s .....	2 10
20s, ½ gal. ....	2 60

CANNED HADDIES, "THIS-TLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case .....	5 40
Cases 4 doz. each, ovals, per case .....	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
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BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces .....	0 10
60 lb. tubs .....	0 10½
20 lb. wood pails .....	0 10½
20 lb. tins .....	0 10
Cases, 3 lbs., 20 to case. 0 11	
Cases, 5 lbs., 12 to case. 0 10½	
Cases, 10 lbs., 6 to case 0 10½	
F.O.B. Montreal.	

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

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

"IMPERIAL SCOTCH."

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

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins

D. S. F., ¼-lb. ....	1 40
D. S. F., ½-lb. ....	2 50
D. S. F., 1-lb. ....	5 00
F. D., ¼-lb. ....	0 80
F. D., ½-lb. ....	1 45
Per jar	
Durham, 4-lb. jar .....	0 75
Durham, 1-lb. jar .....	0 25

MACLAREN'S 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	

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

Fine.

4-lb. box "Special," per box 0 22	
8-lb. box "Special," box... 0 44	
5-lb. box "Standard," box. 0 27½	
10-lb. box "Standard," box 0 53	
60-lb. cases or 75-lb. bbis., per lb. ....	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb. ....	0 00
Globe Brand.	

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

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz. ....	1 80
Straight.	

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

JELL-O ICE CREAM POWDER

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

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

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, \$0.75 per gross. Imperial Sterilized Gelatine. Cartons, 1 doz., 90c per dozen.	
---	--

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS. SNAP HAND CLEANER.

3 dozen to box .....	3 00
6 dozen to box .....	7 20
30 days.	

RICHARDS PURE SOAP.

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

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

FELS NAPTHA.

Prices—Ontario and Quebec: Less than 5 cases .....	\$ 5 00
Five cases or more .....	4 80

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

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



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

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

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

*Drop a card to-day.*

**NICHOLSON & BAIN,** Wholesale Commission Merchants  
and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY

## Lucky Pod Peas From Old England

The Green Peas of England are said to be the finest in the world. They certainly taste very good, and these will please you and please your customers. Put up in one pound packages, three dozen and six dozen in a case, and sold at \$1.00 the dozen.

Established 1854.

**F. W. FEARMAN CO.**  
LIMITED  
HAMILTON

## Try Us on BULK MINCE MEAT

the next time  
you are buying.  
Our quality will  
surprise you. We  
have what you  
want.

**J. H. WETHEY, Limited**  
ST. CATHARINES

"THE MINCE MEAT PEOPLE."



Come Out  
OF THE  
DARK!

**FREE**



**White Dove Cocoa-  
nut Purity**

To those few dealers who do not know White Dove Coconut, we will be glad to send a generous supply free of all charge.  
Your name will fetch it.

**W.P. Downey**  
MONTREAL

## Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

## Georgian Bay Apples

We have a limited quantity of high grade apples left. Order now.

**LEMON BROS.**

Owen Sound, Ontario

## TRACUZZI'S LEMONS

are very fine, try

"St. Nicholas"  
"Home Guard"  
"Puck" and  
"Kicking"

*They Always Satisfy*

**J. J. McCABE**

Agent

Toronto, - Canada

## Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE  
IN ADVANCE

**MacLean Publishing Co.**  
145-449 University Ave., Toronto

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

## NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

## Nation's Egg Powder



AGENTS:

C. Gyde, St. Xaviour St., Montreal  
F. Coward, Toronto  
(For Ontario.)  
The W. H. Escott Co.,  
Winnipeg, Man.  
McKelvie, Cardell, Ltd.,  
Calgary, Alta.  
Distributors, Ltd.  
Edmonton, Alta.

Samples free by post.

## Marmalade Oranges

Our last shipments for the season are here. Better not delay placing order. Quality Extra Fancy.

Sizes 160's and 200's.

**Florida Tomatoes,  
Pineapples,  
Head Lettuce, etc.**

**WHITE & CO., LIMITED**  
TORONTO  
Wholesale Fruit and Fish

## Fancy Florida Grape-Fruit

and  
**Increased Sales**

The two go together when you handle our Brand. Order a box to-day and be convinced of the Superior Quality

## Smooth, Heavy, Juicy, Fruit

We have all sizes.

Pineapples, Tomatoes, Celery,  
Valencia Oranges, Navel Oranges,  
Bitters, Bananas, Lemons.

THE HOUSE OF QUALITY.

## HUGH WALKER & SON

GUELPH and NORTH BAY  
Established 1861



### Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut Cylinder extra for \$94.00.

He writes that the machine is doing fine. I pay \$40.00 per month rent and have four people employed, and machine pays rent and help.

Now, to get at his profits in this little, big business, let's do a little figuring. Rent \$480 per year. Four clerks at \$5.00 per week each, \$1,040, total \$1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from \$8.50 to \$350.00. Sold on liberal instalments.

*You should have Kingery's Book of Possibilities and Catalogue No. 41. They are free.*

**KINGERY MFG. CO.**  
Cincinnati, Ohio

### Every Arctic Refrigerator is backed by a long line of ancestors that have made good



Thousands of the best grocers, butchers, institutions and private houses have used and are using the Arctic Refrigerator. It is absolutely sanitary, all parts separable, and is finely finished throughout. Nothing to rust or to collect dirt. Cold, dry air circulates freely. Send for our new catalogue and let us give estimates on your special requirements.

AGENTS IN WEST:  
J. UPRICHARD, Regina, Sask.  
J. D. BRACK & CO. Winnipeg, Man.

**JOHN HILLOCK & CO., Limited**  
TORONTO, ONTARIO

## ROSE QUESNEL

### A Pure Canadian Smoking Tobacco

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

and

## KING GEORGE

### NAVY PLUG

### A Chewing Tobacco

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

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

**Rock City Tobacco Co., Limited**  
Quebec



Talk  
Money Into  
Your Pocket  
By Selling  
**SOCLEAN**

Soclean is the original dustless sweeping compound; it absolutely lays dust, saves labor, dusting, scrubbing, etc. Soclean kills moths, cleans carpets and does numerous other things that go to make it popular with the housewife. Soclean is a good seller. Put up to retail at 25, 45 and 75c per pail.

## Soclean Limited

"The Originators of Dustless Sweeping"

**TORONTO**

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

## CASTILE SOAP



### "LA VIERGE"

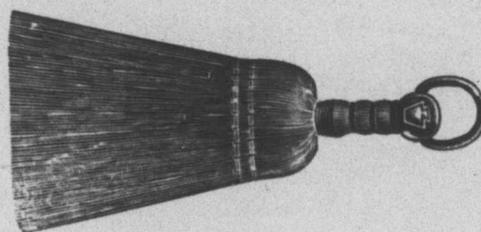
### The Virgin Brand EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

**LAW, YOUNG & CO., Montreal**  
SOLE AGENTS FOR CANADA

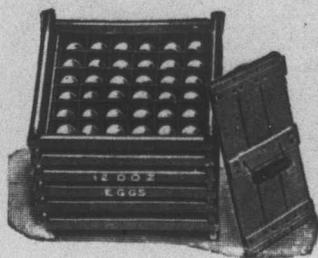


## Do You Handle WHISKS?

Most broom manufacturers make a few whisks just to work up their short broom corn, but we specialize on this line and each season visit the district where Whisk Corn is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at extra special value to the Jobbing Trade.

Write for samples.

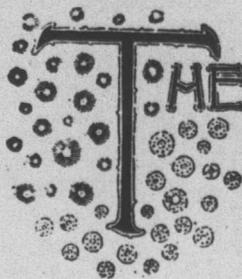
**STEVENS-HEPNER CO., Limited**  
PORT ELGIN, ONTARIO



Humpty  
Dumpty  
**EGG  
CRATES**

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

**Walter Woods & Co.**  
HAMILTON and WINNIPEG



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



Manufactured by  
**SMALLEY, KIVLAN  
& ONTHANK**  
BOSTON, U.S.A.

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

DO YOUR CUSTOMERS KEEP POULTRY, HORSES,  
CATTLE, HOGS, SHEEP, OR DOGS?  
Sell them

**QUINQUINOL** 

(Pronounced Kin-Kin-All)

the STOCK FOOD of HIGHEST QUALITY, has been awarded three diplomas as well as receiving the recommendation of the Minister of Agriculture.

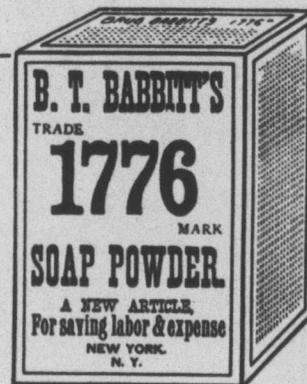
QUINQUINOL for Horses, Cattle, Sheep, Hogs, Dogs, Poultry, etc., etc., offering you a good opportunity to build up a strong "Stock Food" business with your country patrons. We can show you copies of hundreds of orders received from grocers for Quinquinol, surely a guarantee of its great qualities.

**50% PROFIT and Exclusive Territory**

\$4.00 per dozen gallon tins. Retail at \$6.00. We are now allotting territory for next spring trade. Are you interested? Only one dealer in each town wanted.

**QUINQUINOL STOCK FOOD CO.**  
69 ST. TIMOTHEE STREET, MONTREAL

When Your  
Customers  
Ask For  
'Soap Powder'



**SELL THEM "BABBITT'S"**

not only because it pays you a good profit, but also because it will please them best, and, that means lots of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store, 396 St. Paul St., Montreal, Canada.

**B. T. BABBITT, INC.**  
NEW YORK



**STUHR'S**  
**GENUINE CAVIARE,**  
**ANCHOVIES IN BRINE**  
*(Salted Sardels).*  
 In Tins and Glasses.  
 Sold by all High-Class Provision Dealers.  
**C. F. STUHR & CO., HAMBURG.**

# SOME

of your customers, Mr. Grocer, would just as soon buy a **carton** of Fels-Naptha: they can afford to buy ten bars, and convenience would prompt them to do so were you to solicit it.

Why not turn that much profit?





Buy  
 Anchor Brand  
 Flour and you  
 will not want  
 your money  
 back; all de-  
 lighted; all trade  
 bringers, no complaints or quibbles about  
 quality. Join the happy throng. 16

## Anchor Brand Flour

Manfd. by  
 Leitch Brothers Flour Mills  
 Oak Lake, Man.

**Reduce  
 Credit Risks**

The longer an "account" is allowed to run, the greater the risk. If you offend the credit customer you may lose both customer and his "account." If you let him go on you stand a chance of losing still more.



**ALLISON  
 Coupon Books**

reduce the risk because they enable you to hold the credit customer "in control." And they please the customer—that's a big thing.

**HOW THEY WORK**

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale By the Jobbing Trade  
 Everywhere.

Manufactured by **ALLISON COUPON  
 CO., Indianapolis, Indiana, U.S.A.**

**SUGGEST MAPLEINE**



to your customers as a change of "Flavour." It can be used like lemon or vanilla.

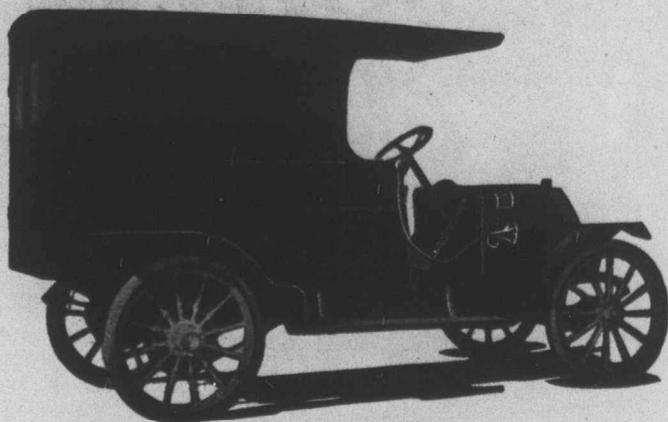
It makes delicious table syrup when added to white sugar and water.

Order from your jobber or  
**Frederick E. Robson & Co.,**  
 25 Front St. E., Toronto, Ont.

**Mason & Hickey,**  
 287 Stanley St. Winnipeg Man.

**The Crescent Mfg. Co.**  
 SEATTLE. - WASH.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."



The Menard Commercial Car

## Why It Pays

An auto delivery car will do from two to four times as much as a horse and wagon outfit.

The promptness and efficiency of an auto delivery system draws trade—the dealer who gives the best service gets the most trade.

Larger territory can be covered, making a larger business. A Car

will not tire out—many long trips can be made in a day.

When not in use the car is little or no expense. The cost of a car is figured as a necessary expense, the efficiency determining to a large extent the concern's standing among its customers.

THE MENARD COMMERCIAL CAR is a quiet, reliable car with good speed and great power. It reduces delivery expenses and enables you to give a greater service.

Write for information to-day. It costs nothing.

**Menard Commercial Motor Car Co'y**  
WINDSOR, ONT.



### Three Lines You Should Know and Introduce to Your Customers

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

St. George Evaporated Milk, 4 dozen in case	- \$3.50
Princess Condensed Milk, 4 dozen in case	- \$4.20
Banner Condensed Milk, 4 dozen in case	- \$5.00

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

**J. MALCOLM & SON**  
St. George Ontario

## PARAFFINE

### Wax Candles

#### A Favorite Line of Staples

Made of pure paraffine wax, in all popular sizes. Specially desirable for home use.

Our Paraffine Wax Candles are guaranteed to give satisfaction to your customers.

If you are not carrying them already, write to-day for complete list of prices.



**The Imperial Oil Co., Limited**

Toronto, Winnipeg, Montreal,  
St. John, Halifax

A MAN IS KNOWN BY THE COMPANY HE KEEPS --- A MERCHANT BY THE GOODS HE SELLS---

Every time you sell a package of

**HEINZ 57 VARIETIES**  
PURE FOOD PRODUCTS

you give your customer one more proof that you are a quality grocer.

That's one reason why it pays to specialize on the 57 Varieties. The others are steady demand—easy sales and quick turn-over of capital.

**H. J. Heinz Company**

**THE KING OF SARDINES**  
—KING OSCAR BRAND

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

Uniform special size and quality.



Particularly suitable for salads, etc.

"King Oscar" stands for A1 quality.

Only the finest olive oil used.

By Special Royal Permission.

CANADIAN AGENTS,  
**J. W. Bickle & Greening**  
(J. A. Henderson)  
**Hamilton, - Ontario**

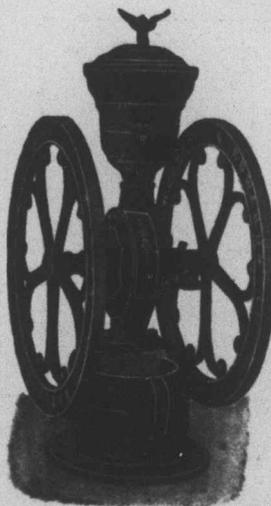


is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

**JOHN P. MOTT & CO.**

MANUFACTURERS

HALIFAX, NOVA SCOTIA



**THE ELGIN**  
National  
Coffee Mill

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

Equipped with the new style force feed steel grinders.

Investigate this grinder carefully. Its price is very reasonable.

- Ask any of the following Jobbers for our Catalogue:
- WINNIPEG—G. F. & J. Galt (and branches); The Cadville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
  - VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Bradd & Co.; Kelly, Douglas & Co., Ltd.
  - HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
  - TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
  - LONDON—Gorman, Eckert & Co.
  - ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
  - REGINA, SASK.—Campbell, Wilson & Smith.
  - MONTREAL—The Canadian Fairbanks Co. (and branches.)
  - EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

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



Showing Electric Recorder and Cash Till

## WHY NOT

let the McCaskey Account Register do your bookkeeping! It will save you time and trouble copying your accounts, prevent errors, stop forgotten charges, keep your delinquent creditors in check, and save you much worry and nightwork.

With Only One Writing

### The McCaskey System

The End of Drudgery

prevents misunderstandings with customers and improves collections. In case of fire it protects you against loss of insurance—your claim is quickly adjusted without dispute.

One of our 30 travelling men is near you. Let him show you where and how and why you need The McCaskey System and how it will pay for itself several times a year, as it does for a hundred thousand users.

Write to-day without obligation on your part.

Manufacturers of "Surety" Carbon Back Counter Check Books

**The Dominion Register Co.**  
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

The Largest Manufacturers of Carbon Coated Salesbooks in the World



## BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches — the plant is modern and strictly sanitary, and is operated under the most ideal conditions. BRUNSWICK BRAND SEA FOODS come perfect to the consumer.

### Our Chief Sellers:

- |                       |                         |
|-----------------------|-------------------------|
| ¼ Oil Sardines        | Kipperd Herring         |
| ¾ Mustard Sardines    | Herring in Tomato Sauce |
| Finnan Haddies        | Clams                   |
| (oval and round tins) | Scallops                |

## CONNORS BROS., LIMITED

Black's Harbor, N.B.

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



# "Sterling"

BRAND

the word that counts for something. Through a long series of years the word "Sterling" applied to Pickles, Catsups, Sauces, Jams, Jellies, Marmalades, Mincemeats, Lime Juice and Summer Drinks (in season) means all that the word itself means—and that is much.

**"Of the Purest Quality"**

Dealers who cultivate the highest calls of trade can with confidence recommend "Sterling" products.

**THE T. A. LYTLE CO.,**  
Limited

Sterling Road - Toronto



## D. W. C. SPANISH OLIVES Are Unexcelled

Mr. Grocer, do you realize the exceptionally big value you can give your customers, by featuring D. W. C. Spanish Olives? Customers get quality and quantity—they come back for more.

**ROWAT & CO.**  
Glasgow, Scotland

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

# EUREKA

## Twenty-seven years of Eureka Refrigeration



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

WRITE FOR CATALOGUE AND PRICES

**Eureka Refrigerator Co., Ltd.** 54 NOBLE STREET  
TORONTO

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

## Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

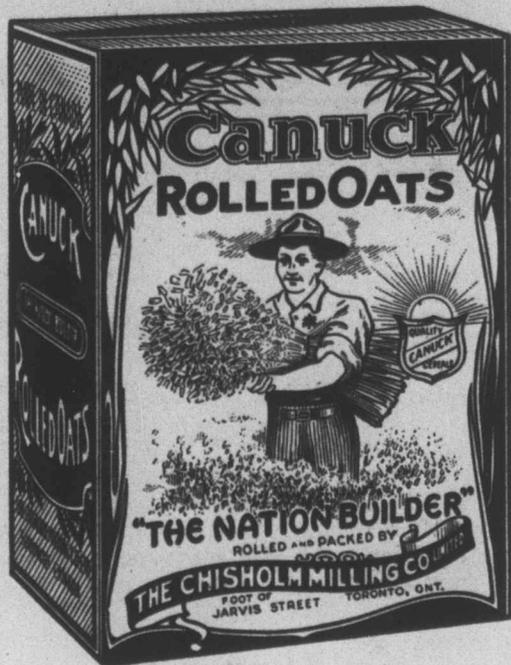
## Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'



**F. F. DALLEY CO., Limited**  
Hamilton, Canada Buffalo, U.S.A.



## An Assured Demand

The quality of Canuck Rolled Oats is backed by extensive advertising.

Quality and Publicity go hand in hand in getting the trade of the consumer. Canuck Rolled Oats have already won many friends and are continually enlarging this circle.

Keep Canuck Rolled Oats to the front.

A big demand is assured.

Two sizes, retailing at 10c and 25c.

**Chisholm Milling Company, Ltd.**

Toronto, Ontario

Montreal Office---109 Youville Square

## We Make An Inducement

to the dealers in order to get acquainted with them, by offering to ship 6 tins of PARIS PATE as a trial lot, freight prepaid to every one who sends us fifty cents.

PARIS PATE is the most exquisite among all delicacies, is always ready for use. Contents of tin will keep good for five years if container is not opened.

Taste it yourself and you will recommend it to your customers.

Our first week here saw sales amounting to 15,000 tins, and before long we are confident that our output will be double that of our factory in Dijon, France—50,000 tins per day.



We use in its making only the finest meats and spices that money can buy, combined with the most exquisite French cooking.

Its preparation is entrusted to expert French chefs and to specialists in every department of our large factory. The best proof is in the eating.

# PARIS PATÉ SANDWICH

THE ACME OF FRENCH CUISINE

ITS SUCCESS ASSURED

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Montreal**



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It has been tried and proven in every climate and has always given unequalled satisfaction. It never spoils in hot or wet seasons, never freezes in the lowest temperature.

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*Write for full particulars to*

**THE MACLEAN PUBLISHING CO.**

143-149 University Ave.

Toronto, Ont.

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¶ “If there is one enterprise on earth,” says John Wanamaker, “that a ‘quitter’ should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat’s bottom.

¶ “He must know before he begins it that he must spend money—lots of it.

¶ “Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ “Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power.”



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That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

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**The St. Lawrence Flour Mills, Ltd.**  
MONTREAL

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For your own satisfaction, if you do not know the virtues of "Red Rose" Jelly Powder, let us send you a sample package. Have it tried out and proved.

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We are open for Agents for Ontario and British Columbia  
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Purest of  
Pure Salts

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SARNIA - ONTARIO

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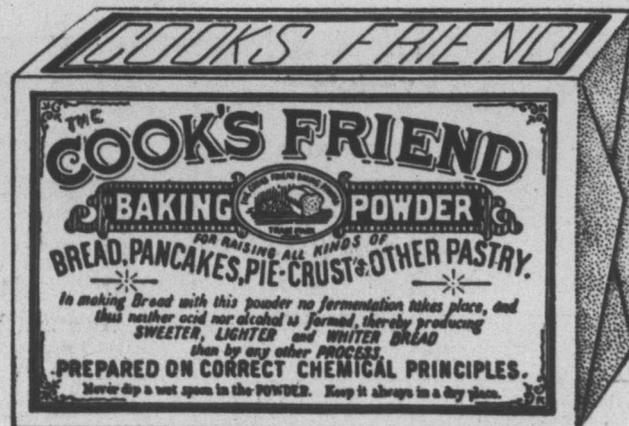
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It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used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

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by stocking and selling  
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Attractive prices. We have a good assortment of pipes.  
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That's Our Policy.  
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Satisfy every user. Let's tell you why.  
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are good smokers and sellers  
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The Nagle Mercantile Agency  
WESTMOUNT QUE.

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Manufacturers and Buyers of Dried, Evaporated and Canned Apples.  
Ingersoll, - - - Ontario  
Established 1886.

**Let Us Make Your Store Fixtures**  
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Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.  
See Our Travelers.  
**THE AETNA BISCUIT CO., LTD., MONTREAL.**

**PICKLES & CATSUP**  
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.  
**H. BOURQUE & SON**  
MONTREAL.

**GRATTAN & CO., LIMITED**  
ESTD. 1825  
The Original Makers of  
**BELFAST GINGER ALE**  
Agents in Western Canada  
**EMERSON, BAMFORD CO.**  
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**BAKE OVENS**  
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.  
Bread Racks, Proof Boxes, Fans and every necessity for the Bake Shop.  
Write for General Catalog.  
**The BRANTFORD OVEN AND RACK CO., LTD., Brantford Canada**

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Suchard's. Suchard's. Suchard's.  
**FRANK L. BENEDICT & CO., Montreal Agents.**

Write us for New Price List of  
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**TORONTO SALT WORKS**  
TORONTO, ONT. GEO. J. CLIFF, Manager

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Bitter Oranges and Peels  
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and advertising offer."  
It will only take a  
minute and it's worth  
dollars to you.

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**FREDERICK E. ROBSON & CO. TORONTO**

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### Maple Syrup Maple Sugar

There is no doubt as to the quality of these goods and retailers will find "Pride of Canada" the one brand which will give entire satisfaction. Pure goods always pay.

Place your order now. Be sure of delivery.

**Maple Tree Producers Assoc.  
LIMITED  
Montreal**

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**AND QUALITY RIGHT, TOO**

### CANADIAN CANNED GOODS.

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"DRAGON" Brand, 45 12-oz. pkgs. (seeded).

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Peels, Figs, Dates, Nuts, Shelled Nuts, Peanuts.

Write, Phone, Wire at once.

**LAPORTE, MARTIN & CIE, LIMITEE**

Tel. Main 3766

566 St. Paul St., MONTREAL

# THE CANADIAN GROCER

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## 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:—

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- Tea from Leaf to Cup*
- The Tea Markets of the Orient*
- How to Test Teas*
- Where to Buy Teas*
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- Bulk versus Package Teas*
- How to Establish a Tea Trade*
- Tea Blending*

(275 pages)

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**MacLean Publishing Company**

(Technical Book Department)

148-149 University Ave.,

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to sell Cairns' Marmalade — it is pure, toothsome and delicious. Every sale means a repeat. Stock well and display.

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KING GEORGE V.  
HIS MAJESTY  
THE KING OF SPAIN  
HER ROYAL HIGHNESS THE  
CROWN PRINCESS  
OF SWEDEN  
and for 22 years  
TO HER LATE  
MAJESTY  
QUEEN VICTORIA

**Alexander Cairns  
& Sons**

Paisley, Scotland

Canadian Agents:

Snowdon & Ebbitt  
Montreal  
McLeod & Clarkson,  
Vancouver

# If You Want Anything

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**To Buy a Business**

**To Sell a Business**

**To Rent a Store**

**To Hire a Clerk**

**To Get a Position**

**To Get a Partner**

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

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

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

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

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

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## THE CANADIAN GROCER

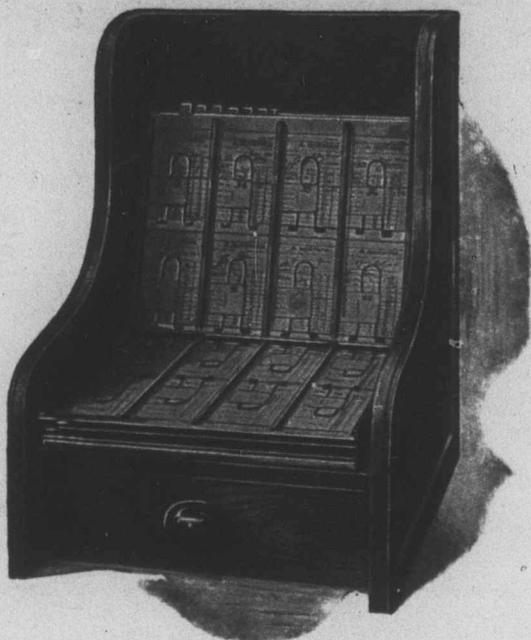
TORONTO

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Send Advertisements for this Department to  
143 UNIVERSITY AVE., TORONTO, ONT.

## A Money Earner and Money Saver



When you buy the Ullman Account Register it is the same as employing a first-class bookkeeper at twenty-five cents per day. That's all it costs to instal one of our Registers, and you only pay that for a few months, then for the rest of your business lifetime your bookkeeping costs you nothing, and if you sell your business you sell your bookkeeper. The Ullman Register pleases customers and brings trade. Saves money, time and labor. Fireproof Safe furnished with every Register. Write us for further information and for special mail order proposition.



We want agents to handle the Ullman Account Register in some localities.

**The Hamilton Incubator Co., Ltd.**  
Hamilton, Ontario



**Every  
Household  
Has Use for  
Arrowroot!**

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

## ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

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

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

AGENTS: Wallace Anderson, 49 Wellington St., Toronto.  
L. H. Millen, Hamilton, Canada

THE CANADIAN GROCER

PURVEYORS OF  
JAMS, JELLIES AND  
CANNED ENGLISH FRUITS



TO  
HIS MAJESTY  
KING GEORGE V.

BY APPOINTMENT



## Chivers & Sons' Fruit Preserves

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

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

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

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

ORDER TO-DAY

## CHIVERS & SONS, LIMITED

FRUIT GROWERS,

HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.  
57 Water Street  
VANCOUVER, B.C.  
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.  
144 Craig St. West  
MONTREAL  
(Canada and Newfoundland)