

**PAGES
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THIS IS THE 1,322nd ISSUE OF

CANADIAN GROCER

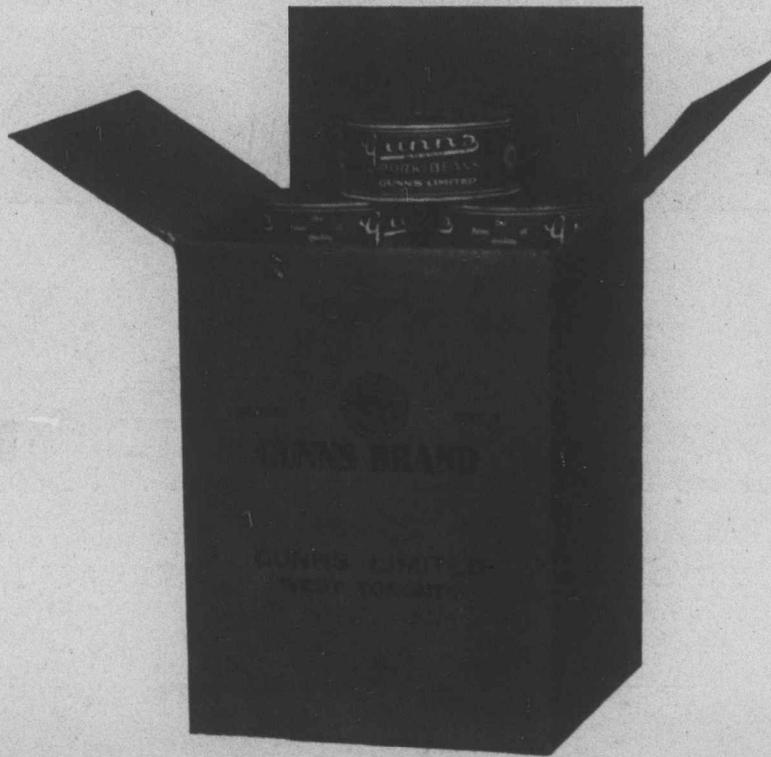
PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, APRIL 11, 1913

No. 15

The Latest Addition
—TO—
GUNNS LINE OF
PON HONOR FOOD PRODUCTS



PORK and BEANS

PLAIN, TOMATO AND CHILI SAUCE

A CORDIAL INVITATION IS EXTENDED TO THE MEMBERS OF THE
ONTARIO RETAIL GROCERS' AND MERCHANTS' ASSOCIATIONS, TO
VISIT THE HOME OF PON HONOR FOOD PRODUCTS.

GUNNS LIMITED, WEST TORONTO

PACKERS, CANNERS AND REFINERS

THE CANADIAN GROCER



LET YOUR CUSTOMERS KNOW THAT YOU STOCK THE BEST.

The Superior Quality of

"NUGGET" WATERPROOF SHOE POLISH

Makes Satisfied Customers Everywhere

IF YOU HAVE NONE IN STOCK,
ORDER SOME NOW.

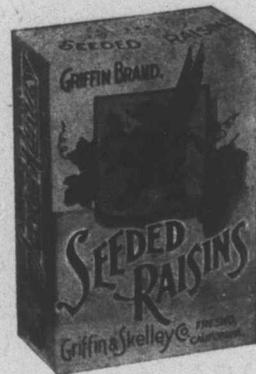
The Nugget Polish Co. Limited

9, 11 and 13 Davenport Road

TORONTO, ONT.

THE CANADIAN GROCER

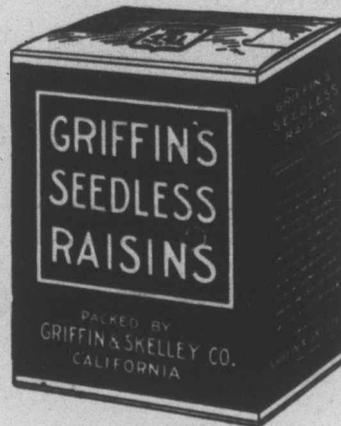
GRIFFIN & SKELLEY Company



Face the inevitable and win trade

The grocer who gets the idea that the public want cheap goods, will get a jolt when he finds that he has been really driving his best trade away from his store to the opposition's, where they can get quality goods.

Face the inevitable now and stock Griffin's Seeded Raisins, etc., and go after the best trade this Spring.



Canadian people want quality goods

Every year shows a tremendous increase in the quantity of first quality goods sold on the Canadian market. People who once use goods that are put up with a view to superior quality rather than low price, will never go back to using the inferior article. The best goods are always the most satisfactory in the long run, both to the dealer and the consumer.



ARTHUR P. TIPPET & CO.

Agents

MONTREAL

How About Your Tea and Coffee Stock?

We can supply you with **everything** you want in choice bulk lines, and have many especially good values to offer.

Particularly, we would call your attention to the following lines, which we are sure will appeal to you:

225 chests Ceylon Pekoe Sou	@	14c
200 chests Ceylon Pekoe	@	18c
150 hf. chests Ceylon, Broken Orange Pekoe	@	22c
500 hf. chests Ceylon, Orange Pekoe	@	20c
340 hf. chests Tippy Ceylon, fine flavored B.O.P.	@	26c
325 hf. chests Moyune Thirds, Young Hyson, light water	@	14c
210 cads Ping Souey, Young Hyson	@	14c
250 hf. chests Good Leaf Congo	@	14c
100 cads Good Leaf Congo, 25 lbs. each	@	15c

Terms: 3 per cent. 30 days delivered.

We extend you a hearty welcome to come and see samples of these lines, or **anything** you need, while you are in town for the O. R. G. A. Convention, and also to see where and how **MELAGAMA** TEA and COFFEE are packed.

You require the best—we have them. You are cordially invited.

MINTO BROS. 45 Front St. E. TORONTO



PACKARD'S SHOE POLISHES



A KIND FOR EVERY LEATHER

All the popular 10, 15 and 25c lines in Black, Tan, White and other colors. Have you received our illustrated price list showing **ALL LINES** If interested drop us a postal.

L. H. PACKARD & CO., LIMITED
MONTREAL



If you look the world over
BORDEN'S
will still be found the
"LEADERS of QUALITY"
in milk products.

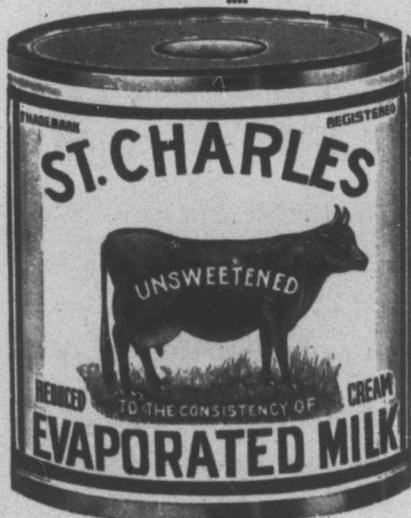
(SINCE 1857)

BORDEN MILK CO., Ltd.

"Leaders of Quality"

MONTREAL

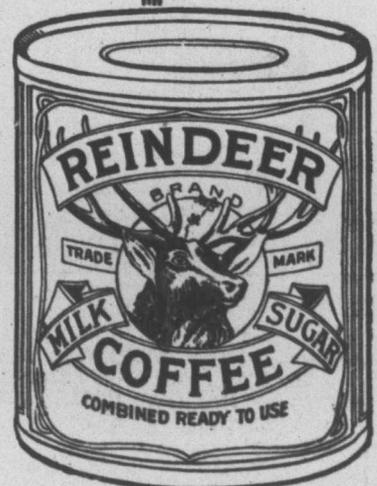
Branch Office: No. 2 Arcade Bldg., Vancouver.



(UNSWEETENED)



(THE ORIGINAL)



(WITH MILK AND SUGAR)



METAL
SCREW-TOPPED
GLASS JAR.
2LB. SIZE.

RECOMMEND

PINK'S

HIGH CLASS JAMS

TO YOUR LADY BUYERS

IT MAKES ALL THE DIFFERENCE TO THE SUCCESS OF THEIR PASTRY AND THEY WILL APPRECIATE YOUR ADVICE.

THE VERY CHOICEST INGREDIENTS ARE CHOSEN IN PREPARING THEM. LASTLY—YET BY NO MEANS THE WEAKEST POINT IN ITS FAVOUR — THE PROFIT IS GOOD.

Write NOW for Special Canadian List, Containing Full Particulars to

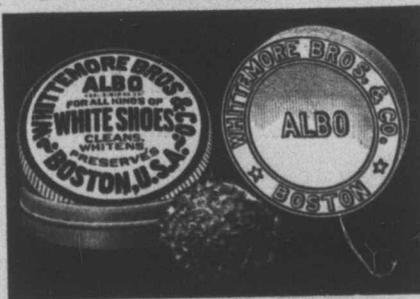
E. & T. PINK LTD., LONDON, ENG.

BUYERS in VANCOUVER AND DISTRICT SHOULD APPLY TO OUR AGENTS IN THAT CITY,
Messrs. EMERSON BAMFORD CO.

Finest
Quality

Whittemore's
Shoe Polishes

Largest
Variety



Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a zinc-tin box with sponge (see cut). Retails 10c. Each cake in a handsome aluminum box with sponge. Retails 25c.

"NUBUCK" White Leather Dressing cleans and whitens Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retails 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "STAR" russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. "BABY ELITE" COMBINATION (10c size). "ELITE" PASTE in 5 sizes.

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retails for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.
For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

There is One Brand

that will satisfy the desire and tastes of all classes of your trade for baked beans.

Proper cooking of the highest quality beans, combined with just the right amount of flavoring ingredients, has made

“Simcoe”



Baked

Beans

a popular dish with the classes as well as the masses. “A Better Quality at a Lower Price.”

Notwithstanding the high price for White Beans and high prices prevailing for food stuffs in general, “Simcoe” Baked Beans are reasonable and are continuing to please the lovers of this wholesome food.

Dominion Cannery, Limited

HAMILTON

:

CANADA



DIAMOND CLEANSER

"DIAMOND CLEANSER" a product for cleaning and scouring various household materials and articles such as sinks, baths, tiles, cutlery, kitchen utensils, etc., etc. It is the most efficient cleanser in the market. It has the advantage of being

**Absolutely ODORLESS and
is HARMLESS to the Hands**

WE ALSO MANUFACTURE

DIAMOND WASHING POWDER

It is especially recommended for washing places and fine fabrics without in any way injuring them. It is also good to use in the weekly wash and for washing dishes, etc.

**A TRIAL WILL CONVINCe
SATISFACTION GUARANTEED
Ask Your Wholesaler For Them**

10^c

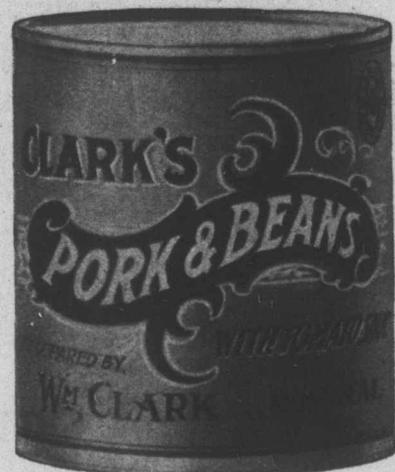
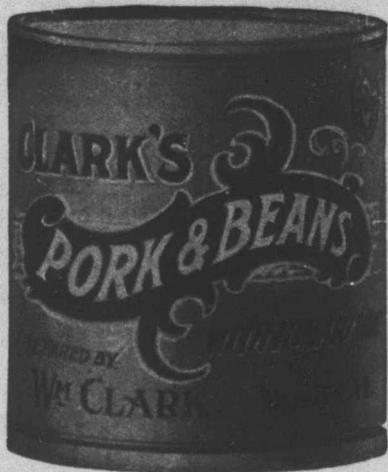
**Diamond Cleanser Mfg. Co.
LIMITED**

291 Arthur Street

TORONTO

Clark's Pork and Beans

PLAIN CHILI TOMATO SAUCE



The Earning Power

of your money, Mr. Merchant, depends to a large extent on the number of times you can turn it over within a given time.

The article with the steady demand and ever increasing sales is the one to give maximum results in this direction.

Clark's Pork and Beans

have THE DEMAND and will give you THE BEST RESULTS.

Don't keep your money idle on your shelves by buying beans that will not sell. STOCK CLARK'S

W. CLARK, - MONTREAL



PEOPLE in every corner of your field of trade

will tell you that "Hironnelle Brand" Alimentary Pastes are unexcelled for quality and deliciousness

—as good as any imported. Only the highest quality Canadian hard wheat flour is used in the production of]

"HIRONDELLE BRAND"

(SWALLOW BRAND)

Vermicelli, Macaroni, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, Etc.

Dealers appreciate the profitable selling qualities of these pastes.

Get a stock—display—and see it go.

The C. H. Catelli Company
LIMITED

MONTREAL,

CANADA



"King"
Compound
Jams

Bring Repeats

We do not claim that our "King" goods are pure, but we do claim that in many instances they have been proven superior to jams now being sold as pure. Their nutritive value, though, is absolutely beyond dispute.

The great care taken in preparation and the large variety of packages make them valuable stock.

Now Is The Time For Jams

LABRECQUE & PELLERIN, Montreal

AGENTS:
John J. Gilmore & Co. - WINNIPEG
J. Hunter White - ST. JOHN, N.B.

The Ideal Time

to put Maple Syrup to the fore is **NOW**. Manufactured Syrups can be had throughout the year but **NOW** is the time when Nature's Pure Product—Maple Syrup, **PRIDE OF CANADA BRAND**, holds sway. Your customers want only the Pure and Genuine, sell them "Pride of Canada!" Government tests have proven the quality. Order at once.



Maple Tree
Producers'
Association,
LIMITED
MONTREAL

When one woman tells another the kind of Coffee that she thinks is "simply perfect" it's pretty sure to be

CHASE & SANBORN'S

Ninety-nine times out of a hundred she tells where she bought it.

CHASE & SANBORN
MONTREAL

**THE NAME "FAIRBANK"
MEANS SOAP SURETY**



FAIRY SOAP

Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

"HAVE YOU A LITTLE 'FAIRY' IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, MONTREAL

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.

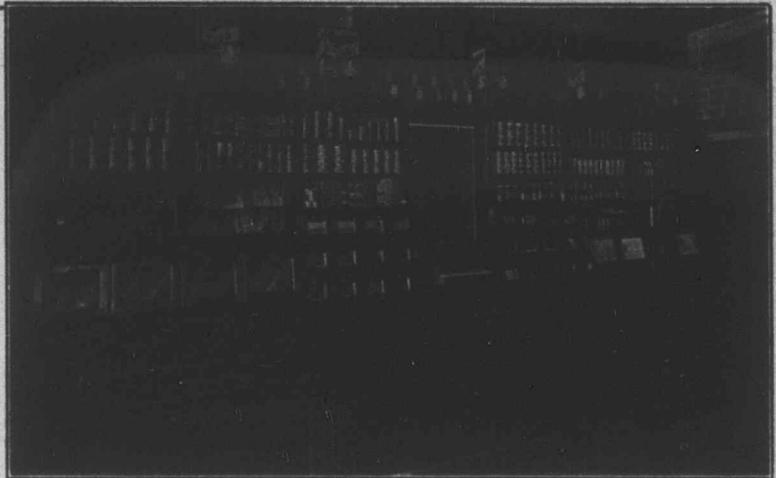
Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co., LIMITED



Berlin,

Ontario



REPRESENTATIVES,

Manitoba: Watson & Irwood, Winnipeg Man.
Sask. and Alta: J. H. Smith Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street
Montreal: W. S. Sisco, 33 St. Nicholas Street.
Maritime Provinces: R. H. Rankine, 4 Wright St., St. John, N.S.



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word



Keep a Good Stock

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

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

EDWARDS' SOUPS
DEDICATED

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

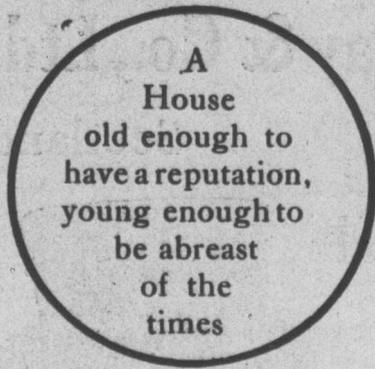
By Royal Warrant Letters Patent

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.



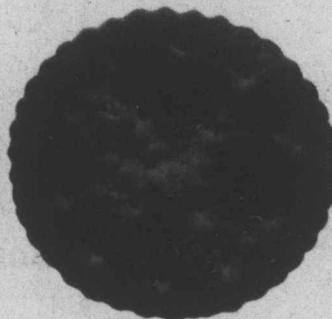
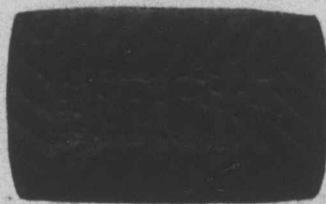
Packer's Celebrated Chocolates

NEW IDEAS NEW BOXES NEW CENTRES
NEW SERIES OF HIGH GRADE GOODS

Mr. J. P. Wright is now in Canada and will advise our friends prior to calling.

H. J. Packer & Co., Ltd., Chocolate Manufacturers **Bristol,**
England

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE

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

GOLDEN PUFF

Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)

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

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

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

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.)

John Gray & Co., Ltd.

Glasgow

Scotland

1 lb. Floral Glass

Samples and Prices from

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



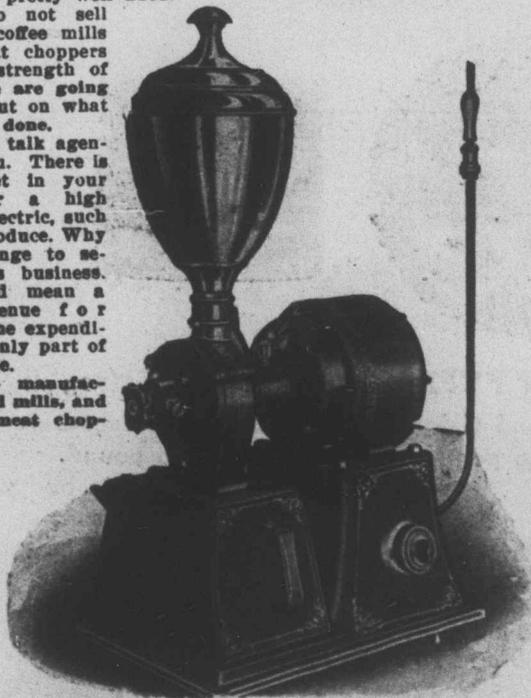
THE MARKET

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., 1015 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. Mewburn & Co., Calgary, Alta.

THE MARK OF OLIVE QUALITY Club House Brand

the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well.

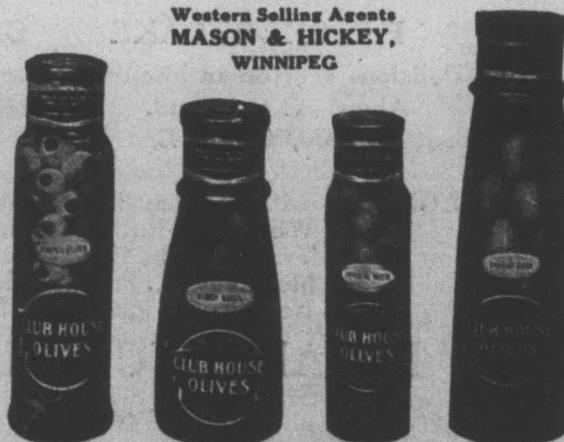
Back of every bottle is our guarantee of quality, assured sales with a good margin of profit.

Handle "Club House" Brand Olives.
 Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY,
 WINNIPEG



If it's CUSTOMERS you want, Sir—

You certainly want [H.P. SAUCE to bring them in] in many ways H.P. is unique, its flavor is unique, its deliciousness is unique, its value is unique—it makes customers—it makes business—it makes profits—

WHY NOT SELL IT?

H.P. SAUCE

W. G. Patrick & Co., Toronto, Montreal, etc.
E. B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.



LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits*. They are *known* for quality, and carry the best trade with them.

Packed for export in air tight tins. Send an order to the nearest agent.



AGENTS:

Wm. H. Dunn
Montreal and
Toronto.

Hamblin &
Breton
Winnipeg and
Vancouver,
B.C.

T. A. MacNab
& Co.,
St. John's,
Newfound-
land.

CARR & CO. CARLISLE ENGLAND



The Best Profits You Make

are the steady profits on the regular sellers. No line of Jams or Jellies sell so quickly and easily as



These Jams are high quality in every particular, Quality, Large Quantity, and Moderate Price being three outstanding features.

Neatly packed in 12 oz. glass jars, 2, 5, and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER LIMITED

370 DUFFERIN STREET TORONTO
Phone Park 2985

REPRESENTATIVES:

The Ames B. Gordon Co., Toronto.

WESTERN AGENTS:

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

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

WESTERN PROVINCES.

WESTERN PROVINCES—Continued.

If wanting car
**Corn, Peas or
Evaporated Apples**
write us
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

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

ESCOTT & HARMER
WHOLESALE GROCERY BROKERS,
COMMISSION MERCHANTS
and WAREHOUSEMEN
Head Office,
181 Bannatyne Ave., - WINNIPEG
Branches:
Regina, Calgary, Edmonton
Western Agents for
Milk Stock and Trumilk

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

**H. P. PENNOCK & CO.,
LTD.**
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

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

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

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

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

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

G. C. WARREN
Box 1036, Regina
**IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.**
Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

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

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

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
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.

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

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

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

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

**CONVENIENT, MODERN,
WAREHOUSING**
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
49-51 Nicholas Street - - Ottawa

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

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

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

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

LEADLAY LIMITED
332 Bannatyne Ave., Winnipeg
Commission and Buying Agents.
Facilities for Stocking.
Ready to handle Foreign and
Domestic Lines.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale
Commission Agents
332-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

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

Have You Had Your Sample?

There is a package of that
highly popular

WHITE DOVE COCOANUT



Awaiting your enquiry.

Free for the asking.

We want all to know that we
are the leaders. Very few
don't.

Do It Now.

W. P. Downey
MONTREAL

SHIP YOUR CARS TO FERGUSON'S SIDING

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

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

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

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

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

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

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

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

Mathieu's Nervine Powders



a quick sale and good profits. For
all forms of headaches there is no
remedy which reaches the seat of
the trouble so quickly and so effec-
tively as *Mathieu's Nervine Pow-
ders*. Be sure and stock them, as
they are quick sellers.

Try *Mathieu's Nervine Powders*
yourself at our expense as per cou-
pon attached, if you or someone of
the family suffer from headaches.

Remember there is nothing equal to *Mathieu's Syrup of Tar*
and *Cod Liver Oil* for breaking up colds.

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

Please send regular box of *Mathieu's Ner-
vine Powders* to the following address:—
Name
With (Name of firm)
Street
City or town Prov.....

NEWFOUNDLAND.

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

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission
Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or
manufacturers looking for a reliable rep-
resentative. Can furnish best of refer-
ences.

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

Tartan
BRAND
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Cannery opening prices. 100% delivery guaranteed.

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

BALFOUR, SMYE & CO.,

Wholesale and
Manufacturing Grocers

HAMILTON



THE MCGREGOR PATENT PAPER BAG HOLDER.

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the MCGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

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

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

TEA LEAD

(Best 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

FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN

N. B.

GILMOUR'S
Antiseptic
HAND CLEANER

The Yellow Can With "The Goods."

We prepay freight to points East of Port Arthur on shipments of two gross and over, and at same time allow the regular discounts, so that you are buying on same terms as our Montreal customers. Get the Yellow Can—The Profit Can,

10c, 10c, 10c, 10c, 10c, 10c.

THE GILMOUR CO.

604 Papineau Avenue, MONTREAL



D. & J. McCALLUM
PERFECTION
SCOTCH WHISKEY

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

Wm. E. McIntyre, Limited

23 Water Street,

St. John, N.B.

GENERAL AGENT

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY
ALL
JOBBERS

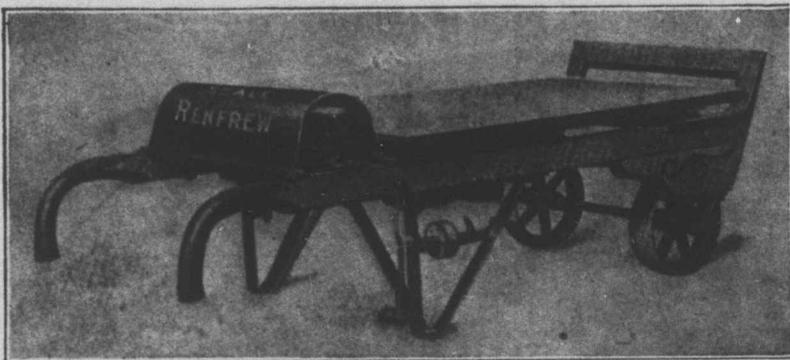
½-lb. tins—
3 doz. in case

THE CANADIAN GROCER

St. Lawrence

Granulated

Put up in 5 lb. and 2 lb. cardboard cartons. Save time and trouble in handling and parcelling, and waste in weighing.



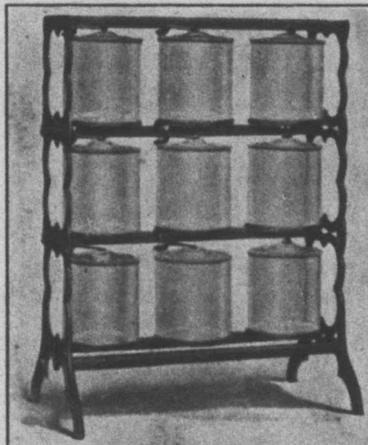
The Scale That Catches Leaks

Many shipments come to the dealer with a shortage of weight, especially the large and bulky articles. What are you doing to prevent this loss? With a

“Renfrew Scale”

you can weigh the goods and catch the leaks while trucking them into place. A labor-saver, strong and reliable.

RENFREW SCALE COMPANY, Renfrew, Ontario



Sanitary Sectional Jar Cases

CREATE a demand for profitable bulk goods. You know just as well as we do that your customers are anxious to buy olives, pickles, brine and vinegar goods of all kinds; fish, etc., in bulk because it's cheaper. Here's a case that solves your problem of displaying these goods attractively, effectively and sanitary. This case will sell goods for you because it is doing it for others.

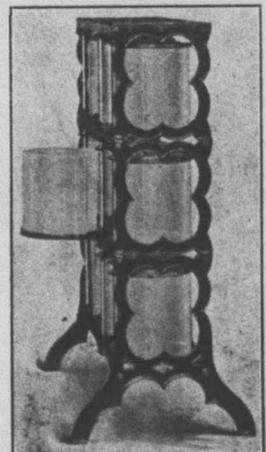
Capacity of Jars, 2 Gallons Each

Catalog of complete line free.

Koren Manufacturing Company

5402-4 Windsor Ave., N. E.

CLEVELAND, OHIO



STOVE POLISH

The best stove polish you can buy or sell is the old reliable

James Dome Black Lead

The most satisfactory and economical Polish on the market to-day

Sells well

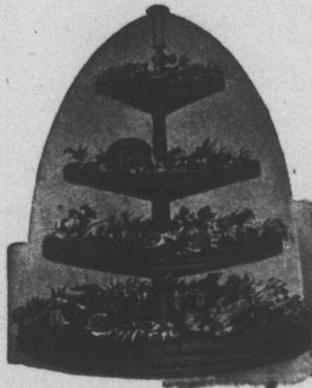
Pays a Good Profit

W. G. A. LAMBE & CO., Canadian Agents

FURUYA & NISHIMURA

have a few lines remaining of last season's JAPAN TEAS, closing them out and getting ready for NEW CROP.

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.

Flysac Flycatcher

More profit—more sales than with any other.

70 Cents per Box of 50 Pieces
\$12.75 per 1000 Pieces

Hermetically sealed. No leakage.
Covered evenly with gum.

HODGSON SUMNER CO.
LIMITED
MONTREAL

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



A Friend of the Grocer

because it sells without much pushing—quality and advertising make it popular. Sales are numerous and continual.

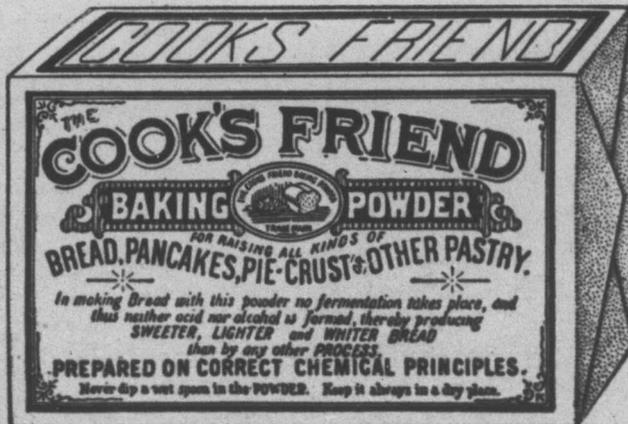
A Friend of the Cook

because Cook's Friend Baking Powder always puts the the baking at its best. Made from pure grape cream of tartar and contains no alum or other deleterious ingredients.

Purer than the Law Demands. Contains No Alum.

W. D. McLAREN, Limited MONTREAL
Agents

JOHN J. GILMOR WINNIPEG, MAN.



ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of \$2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

CAIRNS'



There is a subtle charm about the flavour which is peculiar to CAIRNS'

AND FOR THE FUTURE TO HER LATE MARY QUEEN VICTORIA

MARMALADE

PAISLEY - SCOTLAND

ROYAL SALAD DRESSING



belongs to all Seasons, but just now, look up your stock and be ready for the specially big demand of Spring and Summer.

The Horton-Cato Mfg., Company
WINDSOR - ONTARIO



PURE PORK SAUSAGES

Sausages are sausages you may say, but let your customers try Elgin Brand and you will find that their next orders will be Elgin Brand. It is quality and flavor that make Elgin Brand Sausages the prime favorite with particular people.

Elgin Brand Lard is pure and wholesome, and meets the requirements of the best trade.

Send for Post Card Order Book.

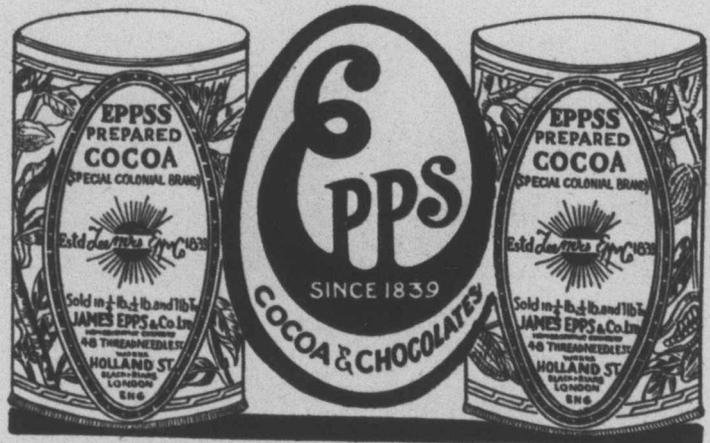
The St. Thomas Packing Co., LIMITED

Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

Let us send you one of our Post Card Order Books



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Ltd., LONDON, ENG.

25 East Front Street Toronto

Increase Your Salary

Do you wish to make from \$10.00 to \$50.00 in addition to your present monthly income?

By devoting your spare hours to our work you can easily do so.

We have hundreds of energetic young men throughout Canada making big money taking subscriptions for MacLean's Magazine.

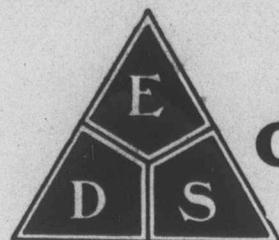
Many of these commission men join our regular sales force at a high salary.

You can secure a position in your town which will enable you to earn a good salary and put you on the road to success.

Write now for particulars.

**MacLean Publishing
COMPANY**

143-149 University Ave., TORONTO, ONT.



on Jams

Means Purity

From the tree or bush to your customer's table the fruits that make the E. D. S. line, are delivered in absolute purity. This has been proven by the most rigid Government tests, and no merchant can overlook this fact if he is anxious to give his patrons the best value possible for their money.

**When ordering insist on
E.D.S. Brand Products.**

**When selling recommend
E.D.S. Products.**

Made only by

**E. D. SMITH & SON
LIMITED**

WINONA, ONTARIO

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



INCREASE ON INCREASE



The INCREASE ALONE in "Salada" sales last week over the corresponding week of 1912 was again enormous, being

38,803 POUNDS

And as announced in last week's "Grocer," our increase in sales for the week ending March 29th amounted to over 47,000 lbs. No better proof could be afforded of "Salada's" value as a business builder.



"SALADA"

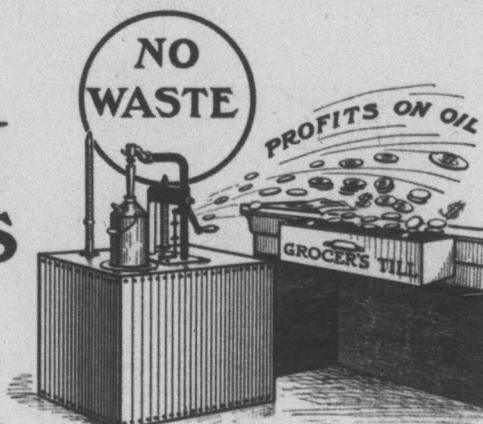


LONDON, ENG. 41 Eastcheap BUFFALO 11 Terrace NEW YORK 198 W. Broadway TORONTO 32 Yonge St. MONTREAL St. Paul St. BOSTON 34-35 S. Market St. CHICAGO 361 N. River St. DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia.



DON'T Give Away Your Profits ON OIL



The oil wasted by the old-fashioned tank cuts down your profits and damages other goods. The price of the oil saved by the

BOWSER SAFE SELF-MEASURING OIL TANK

first pays for the BOWSER outfit and then goes into your cash drawer as extra profits. The BOWSER automatic stop cuts off the oil as soon as you cease to pump and prevents dripping. The BOWSER gauge shows you how much to charge when filling odd measures, such as a lamp or oil stove tank, and shows how much oil you have left in the tank. It does away with the nasty, oily measure and funnel. There are over 750,000 BOWSER tanks in use because they do what we say they'll do,—SAVE MONEY. You should investigate. Let us send our catalogue,—FREE. Write to-day.

S. F. Bowser & Co., Inc., 72-73 FRAZER AVENUE Toronto, Ont., Can.

Made by Canadian Workmen and sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc.
Established 1885.



No Bitter Flavor To These

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

COLMAN'S or KEEN'S MUSTARD
IN SQUARE TINS

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

Magor, Son & Co.

Agents for the Dominion of Canada
403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.

SATISFACTORY SYRUP SALES

come to the dealer both from the point of volume and profit. If he handles

"Crown Brand" Corn Syrup

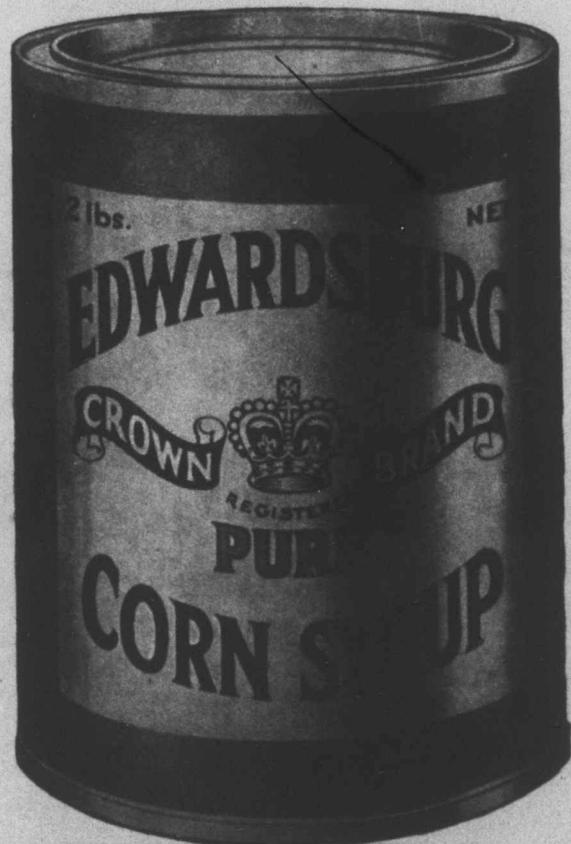
There's no syrup to which such care has been given to guarantee purity. Try this well-known line, and give it prominence. It will pay you to do so.

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal & Brantford, Ont



Programme for Ontario R.G.A. Convention

Will Open at 9.30 Next Wednesday Morning—Considerable Business to be Transacted—Conference With Wholesalers and Manufacturers—Splendid Entertainments Provided—Everything Now in Readiness.

This is the last call. The convention of the Ontario Retail Grocers' Association will be held next Wednesday and Thursday, April 16 and 17, in the King Edward Hotel, Toronto. "Come one, come all," is the call of the secretary.

The business of the convention will be conducted along the lines suggested by the accompanying programme. As this explains concisely and in detail just how the work will be conducted, it is not necessary to go further into the matter here.

President D. W. Clark and Secretary Miller expect a large representation from all over the Province. Reports from the East say that Ottawa, Peterboro' and several other centres will be well represented. Hamilton, London and Brantford will send a large number and other places have been heard from, where there are no local associations, but from which representatives of the trade will be present.

A reception committee composed of members of the Toronto trade will be at the King Edward Hotel on Tuesday night, prior to the opening day to look after the registration of visitors who arrive in Toronto that day. The register will be placed in the Blue Room of the hotel and the committee will be there to give all information required. Secretary Miller again urges any in the trade to be on hand whether member yet or not. The fee to become a member is only one dollar a year and as soon as names of new members are submitted and placed in the register, the official convention button will be presented entitling them to vote and to join in all proceedings and in the entertainments. The dinner on Wednesday night presented by the city will be one of the features of the convention.

The Question Box is going to be one of the most practical of the discussions on the programme. Any question of a business or legislative character connected with the trade is requested. There will be a special box at the convention in which all questions may be dropped. The secretary wishes to make it plain that retailers do not necessarily have to attach their names to these questions. Have the questions clearly written out before leaving home. Discussion on subjects referred to in the questions is going to be worth the trip itself.

Come All Along.

E. J. Ryan, member of the London, Ont., R.G.A., sends in a chorus which he

PROGRAMME FOR THE ONTARIO R. G. A. CONVENTION, APRIL 16 and 17.

WEDNESDAY SESSION.

- 9.30 a.m.—Meeting of Executive.
- 10.30—Opening Session O. R. G. A. and introduction of delegates.
President Clark's Address.
- 10.45—Address of Welcome—His Worship Mayor Hochen.
- 11.00—General Business and Reports of Executive.
- 12.30 p.m.—Adjournment for luncheon.
- 1.30—Delegates assemble at King Edward to visit factories of Christie, Brown & Co., Lever Bros. and Pugsley Dingman.
- 4.00—General Business Resumed.
- 5.00—Reports of Committees.
- 5.30—General Discussion on Reports.
- 6.45—Adjournment.
- 8.00—Complimentary Banquet tendered by Corporation and Council of City of Toronto at McConkeys, King St. W.

THURSDAY SESSION.

- 9.30 a.m.—Meeting of Executive.
- 10.00—Opening of O. R. G. A.
- 10.30—Question Box Opened and General Discussion.
- 12.30 p.m.—Adjournment for Luncheon.
- 1.30—Delegates Assemble King Edward to visit the plants of the Cowan Co. and T. A. Lytle & Co., Stirling Road.
- 3.00—Resumption of Business. Conference with Wholesalers and Manufacturers.
- 4.00—General Business and Election of Officers.
- 5.00—Completion of Business Before Final Adjournment.

requests every member of the Toronto, Hamilton, Brantford and London associations as well as any others going to the Ontario convention, to practice. It goes to the tune of "I Want to be in Dixie," and is as follows:—

"Come all along, Come all along,
"To the Retail Grocers Convention
"For all good grocers will be there
"To amend the laws, so they will be fair,
"Come all along, Come all along,
"And meet your brother grocers;
"You can tell your wife, you are going to
"T-O-R-O—you all know how to spell it,
"Oh yes I'm going, of course I'm going,
"To the Retail Grocers Convention.



When in a Western Ontario town last week, the writer noticed a display of brooms set outside a grocery store. Instead of having these arranged in some kind of a rack which would hold the brooms in such a position that their shape would not be destroyed, they were simply stood up on the sidewalk, leaning against the front of the store. In this position the straws would soon have been twisted badly out of shape, even

under ordinary conditions. But further than that, they were partially exposed to the rain which was steadily falling. Although under the end of the awning the rain on striking the sidewalk splashed on the brooms, and from time to time was blown on them by the wind. In this way it would not have taken very long to render those brooms saleable only as seconds.

In front of the same store was a tub containing a selection of coarse brushes and also a display of corn mats, and on these, too, the rain fell at intervals so that a fair amount of water had gathered in the tub, much to the disadvantage of the brushes.

The idea in arranging the outdoor display was no doubt good, but the question arises as to whether whole force of the display was not lost, and the stock injured as well. This is simply another instance of a leak which a little care could avoid.

Grocers' Letter Box

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

Editor, Canadian Grocer.—Can you give me the names of some firms making paper or cardboard boxes?

Alix, Alta. HARRY R. SMITH.

Editorial Note.—F. N. Burt Co., Toronto; Winnipeg Paper Box Co., Winnipeg; and Hitchings Paper Box Co., Winnipeg, manufacture these.

U.S. Tariff Changes Would Affect Canada

Should President Wilson's Proposals Go Through, Tendency Would Be To Firm Prices Here On Goods That Have Greater Call From Our Neighbor—Milk, Cream, Butter, Meats, Fish, Wheat and Oats Among the Most Important Lines Affected From Grocery Standpoint.

FEATURES OF PROPOSED U.S. TARIFF CHANGES.

Placed on Free List—Flour, bread, meats, milk and cream, potatoes, salt, swine, corn, cornmeal, fish.

Reductions—Horses, cattle, sheep, live poultry, grain, butter, cheese, eggs, vegetables, apples. Sugar duty reduced 25 per cent. until 1916, when it goes on free list.

Taken from Free List and Taxed—Furs, volatile oils, spices, diamonds and coal tar products.

Income tax on all above \$4,000.

Total reduction on duties estimated at \$80,000,000, which is expected to be made up from the income tax.

The above represents briefly from a grocery and allied trade standpoint the changes proposed by President Wilson and Chairman Underwood, of the Ways and Means Committee, in the United States tariff.

In a statement accompanying the bill, Chairman Underwood said the measure would, in the opinion of its makers, revise the tariff "to a basis of legitimate competition, such as will afford a wholesome influence on our commerce, bring relief to the people in the matter of the high cost of living, and at the same time work no detriment to properly conducted manufacturing industries."

"In its tariff revision work the committee has kept in mind," he said, "the distinction between the necessities and the luxuries of life, reducing the tariff burdens on the necessities to the lowest points commensurate with revenue requirements, and making the luxuries of life bear their proper portion of the tariff responsibilities. Many items of manufacture controlled by monopolies have been placed on the free list.

"The idea of the large extension of the free list for the manufactured products has been the fundamental conception, while the effort has been made to improve the status of the manufactured lumber. Thus sawed boards, other than cabinet wood, have been carried to the free list, while sawed cabinet woods, which were 12.75 per cent. in 1912, are now 10 per cent.; casks, barrels, etc., which were 30 per cent., are now 14.77 per cent.; and house furniture, which was 35 per cent., is now 15 per cent.

No Change on Tobaccos.

"Tobacco and sprits have been found to be good producers of revenue, and have, therefore, been left at the same rates as in the present law.

"In the effort to relieve the consumers and to mitigate the high and rising cost of living, schedule G, which deals with agricultural products, has been thoroughly revised and important reductions have been made. For instance, the duty on horses has been reduced from 25 per cent. to 10 per cent.; cattle, from 27½ per cent. to 10 per cent.; sheep, from 16.41 per cent. to 10 per cent.; barley, from 43.05 per cent. to 23.07 per cent.; hay, from 43.21 per cent. to 26.67 per cent.; fruits, from 27.21 per cent. to 15.38 per cent.; live poultry, from 13.10 per cent. to 6.67 per cent. Other changes are in proportion, and the general effect has been to reduce in a very material proportion the heavy taxes upon imported foodstuffs."

Some of the Reductions.

Following are some figures on the reductions made of special interest to merchants:

Barley, malt, from 45 cents to 25 cents bushel.

Buckwheat from 15 cents to 8 cents bushel.

Oats from 15 cents to 10 cents bushel.

Rice, cleaned, from 2 cents to 1 cent per pound.

Wheat from 25 cents to 10 cents bushel.

Butter from 6 cents to 3 cents pound.

Cheese from 6 cents pound to 20 per cent. ad valorem.

Beans from 45 cents to 25 cents a bushel.

Eggs from 5 cents to 2 cents dozen.

Nursery cuttings and seedlings, from 25 per cent. to 15 per cent.

Fresh vegetables from 25 per cent. to 15 per cent.

Apples, peaches, etc., from 25 cents to 10 cents bushel.

Raisins, from 2½ cents to 2 cents pound.

To encourage trade with foreign countries, the bill would reverse the maximum and minimum provision of the present tariff law. The new tariff rates would be the maximum tariff, and the President would be given authority to negotiate reciprocity treaties and make concessions to countries that grant favors to American exports.

With milk and cream on the free list and butter duty cut in half, the natural tendency would be to firm Canadian butter prices. At present the duty on cream is only 5 cents per gallon, it having by an error been placed that low when tariff was last revised. It really was intended to be 5 cents per pound. That error started a continual stream of cream across the border which would likely be further augmented if it were to go on the free list. With duty on butter reduced from 6 to 3 cents, the tendency would be to firmer prices. Same applies to potatoes, salt, corn, cornmeal and fish, all of which are scheduled for the free list. It would simply mean that there would be a greater demand for these goods whenever prices in the United States advanced above ours, and any surplus here would have an easier time finding a market.

Little Difference in Eggs.

Duty on eggs going into the United States is now 5 cents. It is proposed to reduce this to 2 cents, so that in case there was any surplus stock here it could be cheaply sent across the border. There is not, however, likely to be much of a surplus, judging from the past few years' experience, and from the fact that eggs in the United States are usually cheaper than in Canada. Whenever the reverse becomes true, then the tendency would be to firm prices.

With wheat and oat duty lower, there would be a tendency to sell these grains in the United States market whenever prices there were more than 10 cents per bushel higher than in Canada. This would help firm wheat and oat products here.

The Sugar Compromise.

A despatch from Washington states that it was believed throughout the capital Saturday night, after the Senators from the sugar State delivered to

Continued on page 35.



Getting New Business Through Store Front

Attractive Front, Including Well Dressed Windows, Strong Factor In Bringing In Buyers Who Eventually Become Regular Customers—Methods Used to Show New Fruits And Specials—Goods Easily Sold When Customers' Confidence Has Been Secured.

The cities where competition in the grocery trade naturally runs high, and where every effort put forth to catch the eye and attract the attention of the consuming public has an actual dollars and cents value, the outward appearance of a store is of very great importance. To cause passers-by to stop and take notice is a great part of the battle of making sales. And for this not only is an attractive window trim necessary, but the whole store front, and store interior so far as can be seen from the street must have about it something distinctive and attractive.

The accompanying illustration shows the store front of S. Bone, grocer, Avenue Road, Toronto. Situated as it is on a corner lot, splendid window facilities are provided, and these are made use of to very great advantage. The whole store front presents a neat, clean appearance. Woodwork finished in white, space above windows filled in with glass set in small panes, and general layout of windows and store all lend themselves to attracting attention.

Window Devoted to New Goods.

Mr. Bone, as well as his good wife, who takes a great interest in the business, lays great stress on the importance of window displays. The window in which the fruits are here shown is devoted continually to fruits and newest special goods. One rule observed is

never to draw from the window display to fill orders, so that as long as a display is run it is left entirely intact.

In the other window more staple lines are displayed, special attention being given to the showing of any lines of which a fresh shipment has just been received. The larger window, facing as it does on two streets, offers splendid opportunities for special displays of goods.

Cleanliness Very Important.

"Both outside and inside," states Mrs. Bone, "cleanliness is all important. There is nothing like it to attract attention. If you keep your store clean and have a pretty fair arrangement of goods little difficulty will be found in selling them. Scarcely a day goes by without some customer passing some remark about the cleanliness of our store."

Since the accompanying photograph was taken a large sign advertising new laid eggs and giving the price has been arranged so as to rise whenever the door is opened. The sign is hung from the top of the door frame by a cord some three feet in length and is guided so as to hang always in the centre of the door by a pulley placed at the top of the door. As the door opens the sign is drawn up and through its motion attracts the customer entering.

In running a grocery store Mrs. Bone

considers one of the most important points is to gain the confidence of customers, and to do this it is necessary always to tell them the exact truth about the goods. This, she claims, is especially important in taking phone orders, where people do not see the goods. After confidence is once gained sales can be made in anything that is worth selling.

"Make it a rule to tell people what you have, especially if it is new. Some people require to have their attention drawn to articles placed immediately in front of them before they will see them."

Macaroons Easily Sold.

In this connection Mrs. Bone tells of how she sold twelve dozen cocoanut macaroons the first morning she ever had them in stock. Every customer's attention was drawn to them in some way or other before each left the store, and in this way the total number ordered was sold out, so that more had to be obtained for the afternoon.

When customers returned, clerks made it a point to ask how they liked those macaroons. If satisfactory, they were asked if they wouldn't like to try some more.

This is only one instance, but it shows to some extent how trade is built up in different lines in the S. Bone store.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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TORONTO, APRIL 11, 1913

SPRING SALES NUMBER NEXT WEEK.

The next issue of The Grocer will be our big annual Spring Sales Number. As usual, it will be dressed in special attire and the thousands of dealers who are acquainted with our past big numbers will appreciate what that means. The others will know next week.

In this Spring Sales Number, the editors have endeavored to place before our readers a magazine that will be kept for reference. The central feature is "Creative Salesmanship," and the majority of our articles deal with ways and means the merchant has at his command to increase his business. Actual interviews with some of Canada's progressive dealers are given, showing how these men have made two blades of grass grow where there was only one before. The creating of new business is the main theme, and those who are anxious to expand will do well to study our annual number thoroughly. It will be profusely illustrated as well.

Apart from the reading matter, there will be a wealth of informative material in the advertising section. This section will be read because of attractiveness of the advertisements and because of the fact that they supply information about the goods the dealer handles—and the more one knows about the goods in stock the more efficient salesman he becomes.

Watch for the big Spring Sales Number next week.

SHOW YOUR APPRECIATION.

Next week, Thursday and Friday, the first annual convention will be held at the King Edward Hotel, Toronto. It is putting it mildly to say that President Clark and Secretary Miller, with their committee, have been working hard to make this a rousing and enthusiastic gathering of grocers. They have been giving their time and energy to present something worth while and from every account, they have admirably succeeded. It is up to the trade throughout the province to respond to these efforts by being present on the occasion of the first convention.

Those who have been secretaries of associations in the past, or are now, know the vast amount of work that has to be done apart from conventions. With a convention at hand, this is doubled and even trebled. Secretary Miller has devoted a great amount of time gratuitously in helping to bring the plans to a conclusion. In the past few weeks for instance, he has looked after the concluding work of getting the two petitions signed; in company with President Clark and others he helped in the arrangements for a convention hall; he secured reduced rates on the railways; the bulk of the work of sending out 1,200 invitation cards devolved upon him; he has replied to scores and scores of communications re association work; he assisted in providing entertainment for the visitors — trips to the various factories, and reception by the city council; he has talked convention to travelers and got them to pass the word along; he has gotten out unique advertising schemes to rouse interest in the convention, all in addition to the hundred and one other things necessary to complete the necessary arrangements.

President Clark and Secretary Miller with their committee have done yeoman work. Much of their time of the past few weeks—and time is precious these days—has been devoted to the interests of the entire Ontario trade. They will be satisfied with a large attendance. Let everybody be on hand.

SWAT THE FLY NOW.

The early bird has, since time immemorable, been held up as an example for men to follow. Let us for a moment elevate to the niche instead that most commendable of specimens, the early swatter.

One of the most recent duties discovered for overworked man is the swatting of flies. It was found that the fly, formerly regarded as nothing worse than a harmless nuisance, was in reality a deadly menace, a conveyor of germs and a disseminator of deadly diseases. Statistics were compiled to show how rapidly flies multiplied; their habits were examined and their general deadliness was exposed. So startling were the facts obtained that people were admonished to begin swatting at once in order to thin the ranks of the pestiferous fly family. The response was prompt and general. People began to swat in real earnest, and the life of the fly became one of much peril and uncertainty. Contests were inaugurated at many points. The only thing wrong with the campaign was that it began too late. People did not waken up to the necessity of unlimbering their swatters until the buzzing pests were besieging the screen doors and invading the houses in droves. By that time, the numbers of the enemy were such as to defy any attempt at even partial extinction.

It is now seen that a fly campaign, to be effectual, must start early. The fly which once in summer months new generations bred must feel the swatters wrathful swat in early spring instead. A fly killed now means about 3,587,961 less flies around August 1. It does not require any great depth of perception to realize that it is much easier to kill the one fly on April 11 than to massacre his 3,587,961 descendants around August 1. Therefore, the supreme duty at the present time is to get at the early crop of flies and swat them when the swatting is both easy and restful.

In Cleveland an early campaign has been inaugurated. For every 100 flies killed during April the sum of \$1.00 will be paid. Later on a dollar will be paid only for 1,000 flies, and, as the summer progresses, the rate will be lowered accordingly. With this incentive to spur them on, the people of Cleveland are already pursuing the pesky

THE CANADIAN GROCER

fly with right good will. Cleveland hopes in time to become known as a fly-less city.

For the grocer, who deals in the weapons required in fly warfare, this means an early start in the matter of selling and displaying goods. We would suggest that a display of fly killing materials be coupled with a note in the newspapers urging people to start the good work early.

THE BUSINESS OUTLOOK.

Dealing with the business outlook, The Financial Post states that information reaching it indicates no restriction of commerce, as a result of money conditions, but it has to be admitted that expansion is being contracted. Some general evidence of this is found in the bank earnings for March. More specific, as evidence in this respect, is the accumulation of demands on financial agents for capital for extending industrial plants. It has been the custom of Canadian banks, when deposits permitted, to make advances to manufacturers for the purpose of increasing plants. Through necessity, this class of accommodation has had to be restricted, and in consequence applications to financial agents for capital have been increased.

In the entire Dominion, the chief concern is the procuring of new capital to provide for expansion. The West will feel the need of more capital perhaps to a greater extent than the East. Already Eastern loaning houses are declining large loans and moderately large loans. For those around \$20,000 for city purposes there is a good demand, but they, at the present time, are being declined very generally. What money the companies have at their disposal is being distributed amongst the most likely borrowers for farms and homes. For this purpose the supply is going to be far short of the volume of last year.

Reports from the West indicate that the season is quite normal for seeding and that the acreage seeded will be larger than last year. Generally speaking, business has a tendency to drag during the seeding period and this year will be no exception.

Somewhat different conditions obtain at the present time in Ontario. Fall wheat looks promising and clover also. Farmers' however, are disappointed at having to accept low prices for beef after buying stockers at high figures. Business at country points, and collections also, are normal and satisfactory.

SALES FORCE EFFICIENCY.

One of the most difficult problems that the retail merchant faces is the maintenance of sales force efficiency. There is so vast a drop from the height of salesmanship perfection to the depths of incompetence where so many belong who essay the role of salesman, but the success of a business depends to no inconsiderable degree on the point between the two extremes that the staff average attains. If the average is low, the business will not prosper no matter how well it may be managed otherwise or how high the standard of the stock carried may be.

The average of salesmanship in the average big store is probably not very high. Among other qualities required to make a good salesman is ambition; and it is not often possible to infuse the spark of ambition into the whole staff. Clerks who lack the desire to get on in life seldom have the desire to run up a big sales total or to be consistently courteous and obliging to customers. With a certain number of clerks of the non-ambitious type scattered

through the staff, the possibilities of creating big increases in business are seriously curtailed.

In some of the larger stores, a method is followed to overcome this. Each salesman is provided with a weekly sales record, showing what sales he, or his predecessor, made during the corresponding week of the previous year, figures being thus given to show the salesman what he has to beat; for in these stores, increases are regarded as absolutely essential, and the salesman who cannot keep up his end is soon replaced. It is a hard rule and under it only the fittest survive, but it surely creates a high average of salesmanship. The weak links in the chain are soon detected. At the same time, it gives a capable clerk full opportunity to show his ability. When a salesman is showing results, his good work cannot be overlooked.

MAKE THE DELIVERY EFFICIENT.

Haphazard delivery is causing about as much loss of business to-day as any other deficiency in the grocery store. Many a housewife knows how frequently certain dealers send goods to her door which have never been ordered and how her goods have gone somewhere else.

The delivery boy starts off with the parcels, but soon finds he has goods for a certain number on a certain street which were not ordered. The result is he calls at every house on the street which is a customer of the dealer in question, to find out where the goods belong.

This causes considerable annoyance to the people involved in these unnecessary calls and is bound to create dissatisfaction and a lack of confidence in the merchant. The writer has recently heard of several instances of this defective delivery and those who are complaining threaten to withdraw their entire trade. Indeed many are purchasing only canned and package goods from these dealers, having no confidence in anything of a loose character.

In this advanced and enlightened age, every grocer should maintain an efficient, serviceable delivery system if he desires to make much headway. He has too many strong competitors keen after his trade if he neglects this point in his business management.

EDITORIAL NOTES.

The bee that gathers the honey doesn't hang around the hive.

• • •

Don't love life? Then don't squander time, for that is the stuff life is made of.

• • •

You don't know how much you have to know in order to know how little you know.

• • •

A business man's business is to mind his own business, until he marries a business woman.

• • •

"Many friends will pay their respects so long as you pay your checks." Such is the wording on a card shown by a Guelph, Ont., merchant.

The Selling of Leaders: Correct Margins

Does it Pay to Sell Leaders at a Loss?—The Complexity of Advertising — Should 10-Cent Lines Cost More Than 90 Cents Per Dozen?—Basing Service Charges on General Averages.

*By Henry Johnson, Jr.

One puts a question as follows:—

Does it pay to sell "leaders" at a loss as an advertisement in the grocery business?

Facts are stubborn things. Fact is that the big, successful merchants in all lines have been generous distributors of leaders. Often these are sold at less than laid-in cost, though many times there is a margin left after usual cost is reached. Such margin is often due to the "buying power" of the big merchant. We are all anxious to get into his class; but some of us will remain only anxious—perhaps because we "do not believe in selling leaders."

Advertising is a complex study. There is advertising of all kinds. Much of it consists in spreading our name and our offerings liberally, maybe lavishly, in the papers; and the cost is heavy. We do it because we think that is a "legitimate" way of making ourselves well known and popular.

An Interesting Comparison.

Suppose that instead of spending \$10.00 in the newspapers, we spend \$1.00 every week for a new sign, telling about some special "leader" we offer, and that, through selling that leader we lose \$9.00 in money—loss under cost and loss of margin included—do we not end up with just the same net expenditure?

Is there any difference in our net cash balance whether we pay out that \$10 to the editor or to our customers?

It should seem, then, that this is a matter of a choice of methods, not of means. Both methods call for a definite expenditure to accomplish a certain end. It is up to us to choose, in the light of our best knowledge and experience, which method is best suited to our requirements. But as to one being "legitimate" and the other not—that is something that it is futile to discuss.

Cost of 10 Cent Goods.

Another question:—

Why do grocers handle goods that cost them over 90c per dozen and sell them at 10c each?

The answer before me is: We believe in selling at 10c if competition de-

mands it; if not, use own judgment. In a majority of cases competition regulates the price.

As a matter of fact, in my opinion, 10c retail on goods costing 90c per dozen yields a good margin on anything not subject to deterioration or unusual waste or loss. This is 25 per cent. gross, which is 4 per cent. to 5 per cent. above the average percentage. While others may differ, I would say that it is safe to pay up to 96c, as laid-in cost where competition is keen for staple articles to sell at 10c each. Only when the cost advances beyond 96c need we feel that the danger line is crossed and we must do more than allow competition to rule. When this point is reached it is time for us to be up and doing, getting really and determinedly busy to stop the curtailment of margin.

Where Margin is Higher.

I have several articles in stock which cost from 85c to 90c which I sell for 15c each, retail. One is something that very few grocers carry, having little or no trade on it. Another is a particular brand of an article in common use of which it is easy to obtain equal value from many stores for 10c, but which I have no trouble in getting rid of daily for 15c.

All of which simply illustrates the well-known fact that business is war. It is war in the open and from ambush. It is war of skirmish, of close order, of intrenchment and of assault. It will never be anything else. It is, therefore, up to each of us to be ever on the alert to take such advantages as are thrown in our way, and no sleepy ones can expect to survive.

Analyzing Circumstances.

Most of these questions indicate that they were formulated with little knowledge and less thought, for they seek, almost universally to draw general conclusions from exceptional conditions; and it is plain that the askers have not stopped to analyze the prevailing circumstances of their business. Here, for instance:

Some customers have goods delivered and charged; others come to the store, pay cash and take their own goods home. Should the price be the same?

And the "answer" is equally ill-considered:

If any difference is made, it should be in a cash discount.

A little consideration and reflection will lead us about this way.

I run a small business. Each man in it is necessarily an all-round man, not a specialist. I buy, sell, do a little book-keeping, a little advertising, some order-filling, some arranging of stock. My delivery boys pile flour and attend the fire. We are necessarily jacks-of-all-trades in such a small business.

Ways of Big Merchants.

Thus, whereas big merchants have systems whereby stock is accurately kept track of and costs are figured by expert specialists, I must arrive at my information in a sort of general survey of my little business. I look around and I find that even very big merchants run their retail business on a basis of averages. How foolish, therefore, for me to think I can have more than one average way of running my business. I notice that when any of those big fellows seek to run a cash and a credit business, or a delivery and a non-delivery business, they run two separate stores. I notice that when I step into a certain large store the clerk who takes my order asks: "Charge or Cash?" and I answer as the circumstances warrant; but I notice that there is no suggestion that my "Cash" will buy me more goods than my "Charge" would buy. If they cannot do this thing, though they must have lots of occasion to notice the disproportionate amount of work required to fill certain "charge" and delivery orders, how can I in my little business hope to have two or more ways of doing? Shall I not best be guided by their example?

General Average Business.

The conclusion seems inevitable that I must base my charges for services on some general average. I cannot stop to inquire whether Smith gives me more trouble and expense than Jones. I must simply lump the two sets of expense and trouble together, divide it by 2 and charge half of the result to Smith and Jones respectively.

In other words, our business must continue to be conducted on the law of averages; and I think if more of us thought of these facts, less of us would ask foolish questions.

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 20 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.

How Retailers May Solve the Milk Problem

Knowledge About Evaporated, Condensed and Homogenized Milks That Every Grocer Should Have—Customers Should be Impressed With the Absolute Purity of These as Opposed to the Varying Tendencies of Fresh Milk—Uses of Each Explained.

The retailer who is thoroughly posted on the uses and advantages of evaporated and condensed milk, can greatly increase their sales, and every dealer should see that his clerks know the selling points in favor of these articles.

This article would not be fulfilling its purpose if mention were not made to the comparatively new product, called Homogenized Milk and Cream, which together with the evaporated and condensed milks, placed the retailer in a position where he can absolutely compete with the milkman who goes from house to house in daily delivery. There is no class of trade which cannot be supplied with some one of these articles.

Unfortunately many retailers cannot tell their customers the difference between these milks, or the uses and advantages of each. The following is a short, general description of each:

Evaporated Milk.

Evaporated milk is unsweetened and fills every requirement of fresh milk, having all its advantages and none of its disadvantages. It is simply pure cows' milk reduced in vacuo to a creamy consistency and preserved by sterilizing only. In other words, water is taken from the milk, but nothing is added. If you empty the contents of a can of evaporated milk into a jug and add three parts of pure water which has first been boiled, the milk will be brought back to its original condition. Of course, evaporated milk may be served undiluted, either plain or whipped, for coffee, tea, cocoa, chocolate, etc. Diluted to suit the taste, it is delicious with fruits or breakfast cereals, and as it contains no sugar, it may be used for all recipes calling for milk or cream. It is also recommended as an infant food in special cases where unsweetened milk is desired.

Nature of Condensed Milk.

Condensed milk is preserved by the addition of about 40 per cent. sugar, and will meet all requirements for general use for coffee, tea, cocoa, chocolate, ice cream, puddings, and all recipes calling for both sugar and milk. Some brands of condensed milk are especially prepared for infant feeding, and are understood to be an excellent substitute for mothers' milk, in some cases.

It is not necessary to empty condensed milk from can. Being exposed to the air will not seriously affect the quality,

as owing to the sugar, it will easily candy or coat over the hole which effectively prevents the air from injuring the product.

Homogenized milk has only recently been put on the market in Canada, although it has been in use in France and Germany for five or six years. It is simply fresh, pure, rich milk from healthy cows, with the impurities and dirt taken out and then capped air tight in ordinary glass milk bottles. The following is the entire process, which in a very few words is a thorough explanation:—

To begin with, nothing but pure milk, fresh from the cow, can pass the test. It is first passed through the clarifying machines where all foreign matter is extracted. After going through the ordinary pasteurizing method, it is Homogenized by machines in which it is forced under high pressure between an agate and bronze surface, pressed tightly together. This action breaks up all the globules of cream, or butter fat, into small pulverized particles. It is then cooled in a sanitary manner and bottled in sterilized bottles and capped air tight. After the bottles have been capped, they are immediately placed in large sterilizers and heated to a degree sufficient to destroy all germ life. This milk, besides being used for household purposes, is also used for infants and invalids.

Retailers Should Know These Goods.

Up to the present, there are many retailers who have not taken the trouble to become thoroughly acquainted with the real facts concerning the milk business.

The public, however, are gradually becoming educated, and past experience shows that most people, after trying Evaporated and Condensed Milk, or Homogenized, become steady users.

Some people use these milks in preference to fresh milk, not only on account of their purity, but because they are cheaper. They are cheaper because more economical. One can use just as much as he wants one day, put away the can or bottle, use more to-morrow, the next day and so on, until all has been used.

Each retailer should take these milks home and try them so as to familiarize himself with the uses to which they can be put. This will give him greater confidence in recommending these goods to customers.

Great care is taken with all the 'raw'

milk used at the factories. The manufacturers realize that most milk is so infected with germs that the greatest precautions must be taken or his product will be useless. The dairy stables are regularly inspected so as to keep them absolutely sanitary. At the factory the milk is tested and must pass certain high standard tests before it is accepted. If the milk is in a dirty condition or does not come up to the test, it is refused. Cleanliness is the key of all these milk products.

The fresh milk procured from the ordinary milkman is usually collected from different farms, and the same care is not always taken. It cannot be as exacting, as the milkman has his rounds to make, and usually needs all the milk he can get. Laws are being passed all the time, and so many kicks are raised that it is quite evident the source of the milk supply is not considered satisfactory.

Isn't it plain that the dealer has a large field in which to develop a new class of trade?

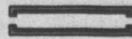
As far as purity is concerned, the consumer is taking no chances with these milks. Ordinary milk contains a large quantity of germs, and if one reads any government report of dairy conditions, he will see what a dangerous commodity ordinary milk is. All the germs in these milks have been destroyed, otherwise they would not keep.

The public, especially in the cities, are learning that these milks are absolute household necessities. The milk supply is becoming very uncertain. The milkman may not call, or when he does call, especially in warm weather, he may leave milk that has been such a long time on the way that while it is fresh when delivered, does not remain fresh for any length of time after. He may deliver a supply ample for usual requirements, but visitors often come in, and should the fresh milk run short, the can or bottle of milk on the shelf will save the situation.

Aside from these facts, however, there is a great field for the dealer to cultivate in educating the consumer to use pure milk. These two points would enable him to greatly increase his sales.

With facts such as presented above, in his possession and at his tongue's end, every retailer and clerk will be able to sell more of these goods. To be a salesman, one must first of all be thoroughly acquainted with his goods.

Character: Its Relation to Credit



A writer in the Philadelphia Ledger says:

The late Mr. Morgan told the Pujo Committee that he had given a million dollar check to a man that he knew did not possess a cent. To others who were rich he had refused to lend anything. The character of the borrower decided Mr. Morgan's action. This brings up a very big question.

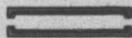
How much is character worth in business? Can it be capitalized? Has it a genuine earning capacity? Since Mr. Morgan gave his testimony I have made it a point to ask many Philadelphia financiers and business men those three questions. I shall set down, briefly, what one of them said in reply. He is a large dealer in certain kinds of iron and he does a prosperous business.

"Every school book," said this iron man, "should embody what Mr. Morgan said about character in business. It is everything. I have very often done in a much smaller way exactly what this king of Wall Street did with his million-dollar check. There are names on my books to-day that stand opposite men not worth one cent. But I trust them for thousands because I know they have character. An auditor, if he were to examine my books and understand the financial standing of these men, would undoubtedly tell me I had a lot of bad debts. My reply would be that my personal check would go into the asset column in place of those accounts questioned.

"I constantly do business with men who have no capital but character, and I never yet lost a cent through any one of them. My losses come from persons who do not lack cash, but who lack character.

"Your three questions are answered. Character is actually worth thousands, because some men can borrow on no other security. It is capitalized to that extent and it, therefore, has a real earning capacity."

All bankers will agree with the propositions here set down. Character is credit. The chief objection to Mr. Morgan's formula would be that it might be dangerous to permit one in his position to have the deciding vote on who has or who has not character. Thus giving the million-dollar check would be of less vital importance than the preliminary process of learning who could be trusted.



The basis of judgment which led the late J. Pierpont Morgan, hardheaded financier and keen observer that he was, to trust one million dollars to a man who had no financial rating, is found in the regulation of commercial credits everywhere. Character and cash are the assets on which a business man secures credit and standing. Under most circumstances it is necessary for a man who aims to enter the business arena to possess both; but it is far better to have character and no cash than to have cash and no character. There is a moral in this for business men. Few realize the true significance of good character in the matter of securing credit or extensions. If it were possible for a retailer to penetrate into the innermost secrets of the mind of the credit man who occasionally sits in judgment upon him, he would probably find that the facts which weighed most heavily were those relating to his (the retailer's) methods of doing business, his reputation for fairness of dealing and the sidelights on his character which the credit man, by ways of his own, had obtained.

Current News of the Week

Quebec and Maritime Provinces.

Currie Bros., Fredericton, N.B., recently suffered damage through fire breaking out in their storehouse adjoining the store. Loss was completely covered by insurance.

L. T. Moffatt has joined the sales staff of Bovril, Limited, and will cover the western section of Ontario. Mr. Moffatt has been calling on the trade in this section for the past five years in the interests of The Walter Lowney Co., Ltd.

T. H. Estabrooks, of St. John, N.B., accompanied by Mrs. Estabrooks, left on Saturday for several months' trip to the Old Country. Mr. Estabrooks well deserves this holiday, as he is noted for his very close application to work.

T. Collins, wholesale dealer, St. John, N.B., returned home last week after an extended trip through the North Shore, and brought back the interesting information that there were thousands of barrels of potatoes in store throughout the upper counties which seemed unable to find a market. The indications were that they would rot. The market for potatoes has fallen flat within the last few weeks, and they could hardly be disposed of at any price.

Ontario.

R. F. Kennedy, Peterboro', Ont., has sold to W. H. Hubel & Son.

J. Arnold, grocer, 428 Dundas St., Toronto, has sold to Dickinson & Son.

The partnership existing between A. Chappleau, Lea. Charette, and Nap. Chappleau, of Field, Ont., has been dissolved by mutual consent.

A record catch of nine ton of white-fish was taken in the nets at Port Stanley last week. The bulk of the catch was shipped to Chicago.

H. Dixon, of Weston, Ont., last week bought a bushel of mussels from a Toronto fish dealer, and in them found 14 pearls. Several of these he claims are large enough to set in rings.

A clerk in a Brockville store is reported to have gone to New York to marry a widow worth \$20,000,000. No doubt there are many clerks throughout the country who think such wind-falls are too few and far between.

R. Matheson, Petrolea, Ont., who retired from business about a year ago, is opening a new grocery in the block he recently purchased from Geo. Fisher. He is having the interior thoroughly renovated and new fixtures installed.

The annual meeting of the London Retail Grocers Association was held on Tuesday night, a report of which will appear in next week's issue. There was a meeting of the executive on Thursday night, April 3, winding up the year's business.

Arrangements are being made for an eight-storey addition to the present factory of Christie, Brown, and Co., King and Frederick Sts., Toronto. A permit has already been received from the city architect and operations are expected to commence soon.

Grocers, Limited, 31 Front Street East, Toronto, suffered loss by fire last week to the extent of \$15,000, most of which is covered by insurance. Much damage was done to stock room, but it is not expected that the fire will seriously affect their ability to carry on business and fill orders.

J. B. Little, who has conducted a grocery and crockery business in Blenheim, Ont., for some years, has sold his building to the Standard Bank, and has purchased for about \$3,700 that occupied as a general store by William Gilroy. Mr. Gilroy, who has been in business there nearly a quarter of a century, will dispose of his stock before July 1, when the new owner takes possession.

In Toronto this year there are many additions going up to factories. Robertson Brothers, confectionery manufacturers, will build a five-storey brick warehouse on Richmond Street, north side, just west of Jarvis, as an extension of their big plant facing on Queen. The structure will cost \$40,000. The Cowan Company are building a big addition to the factory at the Dundas St. bridge. Christie-Brown are erecting a five-storey addition facing on King St., to their plant. The Patterson Candy Co. in two weeks will be installing machinery in a new four-storey factory at the south-west corner of Queen and Massey Sts. This building is 117 by 130 feet.

Western Canada.

G. H. Stokoe has opened a grocery store in Strome, Alta.

F. J. Milne, of the John Irwin Co., Calgary, Alta., has accepted the position as manager of the grocery department of the Busy Store, along with J. A. Ramsay.

The firm of Escott & Harmer, Winnipeg, which was dissolved some months

ago with Mr. Harmer retiring, has now become W. H. Escott Company, Limited, with Mr. Escott as managing director. The capital has been increased and the organization extended.

A movement is now on foot to organize a cannery in the district of Grand Forks, B.C. Many business men are enthusiastically co-operating, and it is expected that the plant will be ready to handle this season's crop. The name of the firm has not yet been announced.

With a view to assisting the farmers in selecting the best material for their dairy herds Henry Rive and V. Bjorsen are making a tour of the agricultural districts of the Fraser Valley. Testing stations for the purpose of discovering the percentage of butter fat and other qualities of each individual animal, thus enabling the dairyman to select only such cattle as will give the best results, will be established at different points. Two stations at Chilliwack, one in Langley, and another in Delta have been selected.

PROPOSED TARIFF WOULD EFFECT CHEESE MARKET.

London, Ont., April 9.—A. E. Silverwood, head of Silverwoods, Limited, gives this interview on the tariff changes proposed by the United States Government:

"The proposed revision will mean a larger market for Canadian cheese. For eggs and butter there will be no difference, because Canada is an importer of butter and eggs at the present time in large quantities, but in cheese she is an exporter. Over \$3,000,000 worth of eggs was imported last year, and for nine months the importation of butter was \$5,000,000. Whether or not cheese could be sold to the United States would of course depend on the market there. It is higher than our market at times, and it is possible we could do some business. The cream business may be affected, as the importers may bring cream into the United States and manufacture it there. This would affect the towns on the border anyhow, but of course it is impossible to tell at the present time how it would affect us here."

WANTED

WANTED — COMPUTING COUNTER SCALES — thirty-pound capacity. Second-hand; good condition. Box 265, Tillsonburg, Ont.

The Sugar Situation and the New Tariff

Molasses Market in Montreal a Puzzle—Seeded Raisins Likely to Be Firmer—
Already An Advance in Montreal—General Business Brisker Than Week Ago.

QUEBEC MARKETS.

POINTERS.—

- Sugar—quiet.
- Molasses—weak and declining.
- Coffee—Mochas scarce.
- Tea—exceptional quality offerings.
- Rice—decline of 15c on April 15th expected.
- Canned Goods—lower prices predicted.

Montreal, April 8.—Trading in groceries is a little brisker with more favorable weather. Retailers are buying more liberally than during rainy weather of last week. Collections are improving. Practically no prices have been changed during past week on general groceries. Canned tomatoes seem to be easier and lower prices on last year's pack as well as 1913 pack are predicted. It is stated that some independent canners are offering 1913 pack tomatoes at 90c, but this was not confirmed.

Canned salmon is easier. The main topic of gossip is situation in molasses market.

SUGAR.—Sugar market is devoid of interesting features locally as prices remain unchanged. New York market as well as London Markets show a decline in raw sugar. Local market has not followed these primary markets lately but has acted more or less independent of them so it is not expected that they will be affected by recent decline in New York and London markets. The proposed 33 1-3 reduction in the U.S. tariff is the main topic of discussion in sugar circles this week.

Floods and bad road conditions have interfered considerably with distribution but it is hoped that these abnormal conditions will soon be a thing of the past. Demand for sugar is fairly good, but outside points show a falling off, owing to difficulty of getting in supplies.

Granulated, bags	4 80
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 25
Granulated, Beaver	4 25
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 25
Paris lumps, boxes 25 lbs.	5 80
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 25
Crystal diamonds, 25-lb. cartons	5 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 80
Bright coffee	4 65
No. 1 yellow	4 25
No. 2 yellow	4 25
No. 1 yellow	4 10
Bbls. granulated and yellow may be had at 5c above bag prices.	

MOLASSES.—Market on fancy Barbadoes molasses has weakened and prices are two to three cents per gallon lower for futures than quoted last week. Bullish element which entered into molasses trading a short time ago has met a very strong bearish movement which has resulted in decline in prices. Local dealers seem to be somewhat at sea regarding the future of the market. Bulls are non-plussed by the strength of the bears but state that as consumption of fancy Barbadoes in United States has been under-estimated by local holders chances are that those who have not covered their sales will be caught short and be forced to cover at a much higher figure than that for which the molasses were sold. On the other hand the majority of large dealers state that they have covered their sales fully and unless prices come down they will not buy for storage but will cover sales at market from time to time. If this attitude becomes general and is adhered to, position of bulls will become embarrassing when producers and refiners begin to deliver. Leader of bullish element, while strong financially, will undoubtedly find difficulty in financing the purchases recently made, unless the molasses are sold before delivery. It will be a hard task to dispose of this large purchase in United States. Therefore inference is that Canada will be asked to take some of this big purchase. As dealers here are pretty well stocked up, they are rather independent and inclined to force lower prices, and from all indications it is likely that they will succeed. Decline of this week supports this supposition. There is very little trading in molasses this week as dealers are waiting to see what will turn up. Fancy Barbadoes for future delivery are quoted at present at 36 to 37c.

Fancy Barbadoes molasses, puncheons	0 40	0 42
Fancy Barbadoes molasses, barrels	0 45	0 45
Fancy Barbadoes molasses, half-barrels	0 45	0 47
Choice Barbadoes molasses, puncheons	0 35	0 37
Choice Barbadoes molasses, barrels	0 35	0 40
Choice Barbadoes molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 25
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 85	0 85
Corn syrups, half-barrels	0 85	0 85
Corn syrups, quarter-barrels	0 85	0 85
Corn syrups, 38% lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 65	2 65
Cases, 20-lb. tins, 1/4 doz. per case	3 00	3 00

MAPLE SYRUP.—Maple syrup is arriving in limited quantities and it is freely stated that this year's production will show a shortage. This fact has caused prices to firm up. The following prices are quoted on the Montreal market for the genuine article.

Pure maple syrup, in 8 1/2 lb. tins	0 85
Pure maple syrup, in 15-gal. kegs, 9c per lb., or, per gallon	1 20
Pure maple sugar	0 12 1/2 0 13

DRIED FRUITS.—Advices have been received from California that all grades of raisins and prunes will be advanced 1c per pound. Several of the local firms have already advanced their prices on these commodities but this advice will tend to make advance general.

Raisins—		
Choice seeded raisins	0 07 1/2	0 07 1/2
Choice fancy seeded, 1-lb. pkgs.	0 08	0 08
Choice loose muscatels, 5-crown, per lb.	0 08 1/2	0 08 1/2
Choice loose muscatels, 4-crown, per lb.	0 07 1/2	0 07 1/2
Seedless new, in packages, 12	0 07 1/2	0 07 1/2
Select raisins, 7-lb. box, per lb.	0 07 1/2	0 08 1/2
Sultana raisins, loose, per lb.	0 11 1/2	0 12
Sultana raisins, 1 lb. cartons	0 12 1/2	0 14
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 07	0 07 1/2
Valencia, select, per lb.	0 07 1/2	0 08
Valencia, 4-crown layers, per lb.	0 07 1/2	0 08
Evaporated apricots	0 14 1/2	0 15
Evaporated apples	0 08 1/2	0 08 1/2
Evaporated peaches	0 08 1/2	0 10
Evaporated pears	0 12 1/2	0 14
Currants, fine filiatras, per lb., cleaned	0 07 1/2	0 07 1/2
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07 1/2	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizias, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 06 1/2	0 07 1/2
Dates, Hallowee, loose	0 05	0 05
Figs	0 11	0 11
Figs, 3 crown	0 10 1/2	0 10 1/2
Figs, 4 crown	0 10 1/2	0 11
Figs, 5 crown	0 11 1/2	0 12
Figs, 6 crown	0 12 1/2	0 13 1/2
Figs, 7 crown	0 13 1/2	0 14
Figs, 8 crown	0 14 1/2	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 15-oz., per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 09 1/2	0 08
Prunes—		
20-30	0 11	0 11
30-40	0 11	0 11
40-50	0 09 1/2	0 09 1/2
50-60	0 09 1/2	0 09 1/2
60-70	0 07 1/2	0 07 1/2
70-80	0 07	0 07
80-90	0 08 1/2	0 08 1/2
90-100	0 08	0 08
Bosnia prunes	0 07	0 08

TEAS.—Tea market is quiet locally, but there is an improvement in business accomplished by local firms in Ontario. Importers are cleaning out last of old stocks of Japans and India's and getting ready for new teas that will arrive about May 1. It is stated that new crops will be of a much higher quality than has been seen on local markets for long time. This is due to fact that better methods of cultivation are being used by tea cultivators. They are irrigating, fertilizing, and using up-to-date methods with result that crop is very greatly improved in quality.

Quality of Ceylons and in fact nearly all teas is very high just now. Best quality of tea that has been offered this year is being offered at present time and it would be ideal time to make purchases as retailer would be assured of getting very best quality of tea obtainable.

Japans—		
Choicest	0 40	0 40
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 15	0 20
Yamashiro	0 15	0 20
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 25	0 35
Pekoe Souchongs	0 20	0 25
India—		
Pekoe Souchongs	0 15	0 20

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Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	0 22	0 22
Gunpowders	0 19	0 20
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 15
Pingsuey gunpowder, pea leaf	0 20	0 20
Pingsuey gunpowder, pinhead	0 20	0 20

COFFEE.—Owing to war in Balkans, supplies of Mocha coffee are coming forward very uncertainly. Those who have stocks of Mochas are taking advantage of this condition by asking whatever price they think they can get for their stocks. These conditions make it very difficult to get supplies of this blend of coffee. Demand shows an improvement this week and some sales have been made at advanced prices. Quotations, however, are unchanged.

Mocha	0 25	0 25
Rio	0 21½	0 22½
Mexican	0 25	0 25
Santos	0 24	0 25
Maracabo	0 27	0 27
Javas	0 30	0 40

SPICE.—There is nothing of interest to report in spice market. Booking is going along merrily and prices are firm at last week's quotations.

Allspice	0 13	0 13
Cinnamon, whole	0 19	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 28
Cloves, ground	0 27	0 28
Cream of tartar	0 25	0 22
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	0 15	0 15
Nutmegs	0 25	0 30
Peppers, black	0 14	0 15
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—There is no change in rice or tapioca market this week. Price of rice goes down 15c on April 15th as per usual custom. Stocks of tapioca are rather heavy and prices have been shaded for round orders. Demand for rice continues steady.

Rangsons—		
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, ½ pockets, 12½ lbs.	3 50	
Rice, grade B, pockets 25 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., ½ pockets, 12½ lbs.	3 75	
Rice less 15c April 15th.		
Patna, polished	4 60	
Finest imported Patna, 22½ lb. bags	5 50	
Finest imported Patna, 56 lb. bags	5 75	
Pearl	4 85	
Sparkle	5 40	
Crystal	5 35	
Snow	5 60	
Imperial Glace	5 20	
Ice Dips	5 85	
Canadian Caroline rice	7 35	
Imported Caroline rice, hand picked	9 00	
Imported Caroline rice, fancy	8 50	
Brown sago, lb.	0 05	0 05½
Tapioca, medium, pearl, lb.	0 06½	0 06
Seed, lb.	0 06½	0 06

NUTS.—There is a little better movement in peanuts and it is expected that opening of navigation will increase demand. Shelled walnuts are a shade higher than last week.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	0 11	0 11
Farragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08½	0 09
Coon, roasted	0 08	0 09
Diamond G, roasted	0 09	0 10

Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12	0 12
Virginia No. 1	0 13	0 13
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 18	0 19
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS:—

Sugar—Sound and quiet.
Molasses—Barbados open high.
Maple Syrup—New lists announced.
Tea—Ceylon firm and advancing on primary market.
Shelled Walnuts—Easier.

Toronto, April 9.—Trade in general has taken on much brisker tone during past week. In view of opening of navigation many orders have been booked to take advantage of cheaper freight rates. As yet trade for season is comparatively dull, but prospects now are for a brighter future.

Collections are still in a pretty bad state, but by several firms are reported as being in much better shape this week than for some time.

SUGAR.—With temporary curtailment in consumption of sugar in States and announcement of proposed new tariff, the tendency has been to cause a depression in the States. Whether this will effect the world's market is a question. Usual expected spring advance appears to have been at least temporarily checked, but with increasing consumption dealers look to a steady market with advancing tendency.

Whether the new tariff would cause present depression to continue is a matter of much discussion. "If sugar were to be let in free in three years," states one broker, "it would mean a serious thing for Canada, as our protection is not high enough to compete. The States would immediately dump in sugar and swamp us." Further developments are anxiously awaited.

Just now local market is fairly strong, and shows a good sound condition. United States refineries are said to be selling at less than cost, which they can't keep up very long. Instead of cutting prices they have reduced their meltings. Whole situation is still uncertain, and needs close attention.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
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, est.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal diamonds, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—On fine grades molasses prices have advanced considerably, Barbados having opened

up at from 2 to 3 cents higher than year ago. Poorer grades continue unchanged, and little business is moving.

New lists on maple syrup have been announced this week, but show no change from those of year ago. Much syrup is being offered at country points, and city markets are also receiving in large quantities. Fairly brisk business is being accomplished.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.	0 03½	
Half barrels, lb.	0 03½	
Quarter barrels, lb.	0 03½	
Pails, 3½ lbs. each	1 75	
Pails, 2½ lbs. each	1 25	
Maple Syrup—Compound—		
Gallons, 5 to case	4 80	
½ gals., 12 to case	5 40	
¼ gals., 24 to case	5 40	
Pints, 24 to case	3 00	
Maple Syrup—Pure—		
Gallons, 5 to case	6 60	
½ 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	0 28
West Indies, half barrels	0 30	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Market is without special interest, except for seeded raisins, which appear to have taken on much better feeling. Prices on primary market are much higher. Owing to success of new raisin growers' association in the South seeded raisin business is likely to be on a healthier basis now throughout the year. Prices locally are not expected to advance until fall, when this fruit again begins to make a feature on market.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13½
40 to 50, in 25-lb. boxes	0 11½	0 12½
50 to 60, in 25-lb. boxes	0 10½	0 11½
60 to 70, in 25-lb. boxes	0 09	0 09
70 to 80, in 25-lb. boxes	0 08½	0 08½
80 to 90, in 25-lb. boxes	0 08	0 08
90 to 100, in 25-lb. boxes	0 07½	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	0 13	0 13
Choice, 25-lb. boxes	0 16	0 16
Peaches—		
Standard, 25-lb. boxes	0 10	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tappets	0 05½	0 06½
Bag figs	0 08	0 07
Fancy box figs, according to size	10	15
Evaporated apples	0 07	0 07½
Currents—		
Fine Filistras, per lb.	0 07	0 07
Choicest Amalas, per lb.	0 07½	0 07½
Patras, per lb.	0 07½	0 07½
Choice Vostizas	0 10	0 10
Shade dried Vostizas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07½
Seeded, 1 lb. packets, choice	0 06½	0 07
Dates—		
Hallowee, full boxes	0 65	0 65
Hallowee, half boxes	0 65	0 65
Paris, choicest, 12-lb. boxes	0 08½	0 09½
Paris, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—"Ceylons are very firm, with rising tendency," was the gist of this week's cable to one local tea house. On primary market dealers have had to pay more for teas than week ago. Firmness prevails throughout.

COFFEE.—Coffee situation remains practically unchanged. Lower grades if

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anything are slightly easier on primary market, but for milder coffees mark holds about same.

Rio, roasted	0 21	0 25
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricao, roasted	0 25	0 25
Espresso	0 27	0 28
Kocha, roasted	0 20	0 22
Java, roasted	0 22	0 25
Mexican	0 27	0 28
Gautemala	0 25	0 28
Jamaica	0 26	0 28
Chicory	0 11	0 13

SPICES.—Spices continue quiet, and are likely to run along without much change until money tightness is relieved.

	5 and 10 lb.	¼ lb.	½ lb.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-80	80-90
Cayenne pepper	23-28	72-80	80-1 15
Cloves	30-35	1 00-0 85	1 00
Cream tartar	27-30	90-0 00	
Curry powder	27-30	90-0 00	
Ginger	22-27	65-0 85	75-0 95
Mace	75-1 00		6-2 75
Nutmegs	25-30	80-0 00	1 00-2 00
Peppers, black	19-23	67-0 75	80-0 90
Peppers, white	27-29	90-1 05	1 05-1 15
Pastry spice	30-37	85-0 85	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.

Cardamom seed, per lb., in bulk	1 00	1 00
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 60
Shredded coconut, 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.—Following usual custom, rices are expected to decline 15 cents about the middle of the month. Market conditions continue about same, easy feeling continuing to prevail. Tapioca is unchanged.

	Per lb.
Rangoon, per cwt.	3 63
Patna	0 06
Japan	0 06
Carolina	0 05½
Sago, medium brown	0 05½
Tapioca—	
Bullet, double goat	0 09½
Medium pearl	0 06
Flake	0 08
Seed	0 06

NUTS.—Shelled walnuts are slightly easier this week, and almonds continue to hold about same. Business is quiet, trade being only nominal.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbot	0 14	0 15
Walnuts, shelled, new	0 30	0 32
Chestnuts, Italian, large	0 08	0 12½
Chestnuts, Canadian, peck		2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.		0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras		0 08½
Peanuts, green, jumbo		0 10
Peanuts, shelled	0 08	0 09

BEANS.—Owing to large supplies of Austrian beans on the market, there has been little call for Canadians owing to these being inferior in quality. When the Austrians move out it is expected that demand for these will increase. Trade is quite dull.

Beans, Canadian—		
Prime beans, per bush	2 20	2 65
Austrian, H.P., bush	2 60	3 00
Austrian, mixed, per bush		2 40

CANNED GOODS.

TORONTO, April 9.—Retailers pushing sales of canned goods during past few weeks has greatly reduced stocks throughout the country, so that now more sorting orders are being turned in

and prospects for the wholesaler are somewhat brighter.

Canned fish of all kinds continue to move slowly, only nominal business being done.

MANITOBA MARKETS.

Winnipeg, April 9.—“Featureless” describes the Manitoba market at the time of writing. Wholesale grocers report business fair and there are no changes in values.

Retail trade has to some extent suffered from bad roads and semi-flooded conditions that accompanied the spring thaw, but these inconveniences are rapidly disappearing with the beautiful weather of the past few days.

There is a good seasonable movement of merchandise with no evidences of either depression or special activity.

Collections continue disappointing, but a little more activity in grain and a slight improvement in prices may make money a little looser.

SUGARS.—Sugars are steady and reports from sources of production would indicate that supply of raw in the West Indies will be very heavy, the European beet production also being greatly in excess of that of last year. Louisiana output is however light.

Montreal and B.C., in sacks	5 15
Montreal and B.C. yellow, in bbls.	4 40
Montreal yellow and B.C. yellow, in sacks	4 35
Ice sugar, in bbls.	5 50
Ice sugar, in boxes, 25 lbs.	5 75

SYRUPS.—There is a good demand for new maple syrup and an average demand for other lines. Cheaper butter will probably reduce syrup sales.

2 lb. tins, per case	2 13
5 lb. tins, per case	2 53
10 lb. tins, per case	2 41
25 lb. tins, per case	2 81
Barrels, per 100 lbs.	3 75
Molasses, New Orleans, gal.	0 35
Molasses, Barbados, gal.	0 45
Maple syrup, quart, per case	6 20
Maple syrup, ½ gal.	5 85

DRIED FRUITS.—The California raisin market is reported as firmer and prunes and currants are a little weaker, but no changes in prices locally are as yet announced.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 05
97-100s, 10s, s.p.	0 04½
95-90s, s.p.	0 05
75-80s, 10s, s.p.	0 05
75-80s, 25s, s.p.	0 05
60-70s, 10s, s.p.	0 05
60-70s, 25s, s.p.	0 05
50-60s, 25s, s.p.	0 07½
40-50s, 25s, s.p.	0 00
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 05½
Half bags	0 05½
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, 25s, s.p., per box	2 65
4-crown layers, 16s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 20s, s.p., per box	2 20
Sultanas—	
California	0 09½
Smyrnas	0 14
Currants—	
Dry clean, per lb.	0 07½
Washed, per lb.	0 07½
1-lb. package	0 09
2-lb. package	0 17½

TEAS AND COFFEES.—Market is now steady with no prospects of further changes.

Coffee—		
Green Rio, No. 5	0 16½	
Roasted Rio	0 21½	
Green Santos	0 19	
Roasted Santos	0 24	
Chicory	0 11½	
Tea—		
China black, choice	0 25	0 60
India and Ceylon, choice	0 22	0 60
Japans, May picking	0 25	0 60
Japans, choice	0 25	0 65

NUTS.—A continuation of present beautiful weather should lead to a little more activity in nuts which for some time have been very dull.

	Per lb.
Brazil	0 15
Tarragona almonds	0 15½
Peanuts, roasted, Jumbos	0 15½
Peanuts, choice	0 11
Pecans	0 20
Marbot walnuts	0 15½
Grenoble walnuts	0 15
Sticky filberts	0 11½
Shelled almonds	0 25
Shelled walnuts	0 21

BEANS.—Beans are steady at recent reduction and trade is fairly active. Railway contractors should shortly be heavy purchasers of these lines.

Beans—		
3 lb. picker	2 25	
Peas—		
Split peas, sack 35 lbs.	4 00	
Whole peas, bushel	2 75	
Barley—		
Pot barley, per sack 35 lbs.	3 05	
Pearl barley, per sack 35 lbs.	5 15	

WINNIPEG.

PRODUCE & PROVISIONS.—Eggs are down 1 to 1½ cents per dozen in sympathy with weather situation in the United States. Creamery and dairy butters are both steady. Cured meats and cheese are in good demand and unchanged.

Lard—		
Tierces, per lb.	0 14	
1 lb. bricks	0 15	
50 lb. tubs	7 15	
20 lb. pails	2 80	
5 lb. cases	8 85	
3 lb. cases	9 00	
Cured Meats—		
Hams	0 17	0 20
Bacon	0 19	0 22
Shoulders		0 15
Long clear D. S.		0 15½
Mess pork, bbls.		26 00
Butter—		
Creamery	0 32	0 35
Dairy best		0 29
Dairy, No. 1		0 20
Dairy, No. 2		0 16
Eggs—		
Manitoba, per doz.		0 20
Cheese—		
Ontario large		0 15½
Ontario twins		0 15½
Manitoba large		0 14½
Manitoba twins		0 15

WINNIPEG.

FRUITS.—Strawberries are plentiful at reasonable prices and excellent naval oranges are obtainable at a somewhat advanced price. Trade in fruits is showing signs of improvement with warmer weather.

Red Globe Onions	1 50	
Arkansas Strawberries, case	4 00	
Messina lemons	7 00	
Malaga grapes, kegs	9 00	
Navel oranges, case	5 00	
Bananas, per bunch	2 50	
California lemons, crate	9 00	
Washington apples	1 50	
Florida tomatoes, case	2 25	
Ontario apples	4 50	
Spanish onions	3 75	
Florida grape fruit	4 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

THE CANADIAN GROCER

WINNIPEG.

FLOUR AND CEREALS.—There is a great domestic demand for flour and cereals and an improving export enquiry.

Flour—	
Best patents	5 40
Strong bakers	4 30
Rolled oats, 80-lb. sack	1 75
Granulated oatmeal, 95 lbs.	2 25
Cormeal, 95 lbs.	1 75

WINNIPEG.

FISH.—The demand for fish is said to be not quite so brisk as during Lent, but there is a fair trade. Fresh halibut is 1 cent per lb. lower.

Fish—	
Frozen salmon, per lb.	0 11
Fresh whitefish, per lb.	0 08½
Fresh halibut, lb.	0 13
Fresh trout, lb.	0 12
Pickered, per lb.	0 08
Block codfish, per lb.	0 10
Finnan haddies, lb.	0 08
Bloaters, box	1 80
Holland herring, keg	0 72
Kipperd herring, box	2 00
Goldeyes, doz.	0 50
Labrador herring, ½ bbl.	4 20
Oysters, gallon	2 75

HALIFAX.

FISH.—Local market is well supplied with all kinds of seasonable fresh fish. Haddock and halibut are of exceptionally fine quality. Lobster situation, however, has been an interesting one during week. Bad weather has greatly interfered with catch, and at opening of week all markets were bare. All kinds of prices were offered for lobsters. Conditions, however, were changed toward close of week.

ST. JOHN.

FISH.—Easterly weather being experienced along bay of Fundy has greatly interfered with supplies of fish to local market, and this week was a particularly poor one with local dealers. Variety was not nearly up to standard, while demand was keen. Bad weather has practically spoiled lobster fishing thus far, but dealers are looking for improvement in week or ten days when better weather should be had. Many lobster fishermen have suffered considerably from the winds and seas, their pots and traps being damaged, and consequent decrease in the catch resulting.

Gaspereaux were extremely plentiful during early part of week but fell off materially towards latter end. There are no local smelt offering, but a few consignments have been received from North Shore. Haddock and cod were also scarce this week.

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., April 8.—Markets are quiet with really no changes. Molasses are firmer, reports from Barbadoes being discouraging. Steamers arriving this week are only fairly well stocked so that the tendency is upwards. Sugar continues unchanged. Market appears unsteady so that there may be lower quotations. No change has taken place

since drop in United Empire last week. Flour holds same with slightly better demand since opening of river navigation. Pork products advanced with article itself. Eggs are coming a little better aided by finer weather and river opening. Same is true with butter. There is little change in price.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W. grey, bag	2 75	2 85
Cheese, lb.	0 15	0 16½
Currants, 1's, lb.	0 07½	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cormeal, gran.	4 75	4 80
Cormeal, bag	1 40	1 45
Cormeal, bbl.	2 85	2 90
Eggs, hennerly	0 26	0 28
Eggs, case	0 23	0 24
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10½	0 11
Lard, pure, lb.	0 16	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 39	0 40
Oatmeal, rolled	5 25	5 30
Oatmeal, std.	5 25	5 30
Pork, domestic mess	28 00	28 00
Potatoes, barrel	1 50	1 80
Raisins, California, seeded	0 07½	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
United Empire	4 40	4 50
Bright yellow	4 50	4 60
No. 1 yellow	4 20	4 30
Paris lumps	5 60	5 75

U.S. TARIFF CHANGES WOULD AFFECT CANADA.

Continued from page 24.

the President at the White House the refusal of the Louisiana sugar cane growing interests to accept the Administration's compromise proposition, that the bill as sent to the Public Printer provided for the immediate removal of sugar from the dutiable list.

But instead of making sugar free, the President and Chairman Underwood decided to put into the bill the compromise proposition which they had offered to the Louisiana and other sugar interests, and which had been rejected. This reduction of 25 per cent. means that should the bill pass in this shape, sugar, which is now dutiable at \$1.65 per 100 pounds, will enter the United States at approximately \$1 per 100 pounds after allowing for the 25 per cent. reduction by the President, and also taking off the 20 per cent. granted by the Cuban reciprocity treaty. At the end of three years it is proposed to put sugar on the free list.

It is, of course, understood that the above changes are only proposals as yet. They have to meet the favor of the United States House of Representatives and be passed. The Democratic leaders, however, seem confident of their ground, and it looks as if they would go through.



Following items are from The Canadian Grocer of April 14, 1893:—

“Robert Davies, a grocer, 54 Homewood Avenue, Toronto, was driving along Yonge Street, Thursday, when a trolley struck his wagon, separating it from the horse and breaking one wheel and the front axle. Mr. Davies was thrown out and the horse fell and rolled over his body. He escaped with nothing worse than several severe bruises.”
Editor's Note.—Although the above was written 20 years ago, Mr. Davies, with his son is still in business on Homewood Ave., Toronto, at the same address.

“A long standing grievance with the merchants of Montreal has been the non-uniformity of appraisement of imports at the various ports of entry in the Dominion, the result of which was to discriminate against Montreal in the interpretation of the tariff items at competitive points. Numerous specific instances of irregularities in the application of the duty have transpired, going to show laxity at other points which gave merchants at such places a decided advantage over their fellows in Montreal in the competition for the distribution business of the country. Consequently, it was natural to expect a large gathering the other day at the big port for the purpose of conferring with Comptroller Wallace regarding the matter. W. W. Ogilvie, President of the Board of Trade, occupied the chair, and among those present were: Jas. A. Cantlie, Thos. J. Drummond, J. B. McLean, J. D. Rolland, C. R. Smith, D. L. Lockerby, Jas. Williamson, Henry Lyman, Chas. P. Hebert, D. Cameron, John Kerry, J. B. Learmont, Jas. Slessor, J. R. Wilson, J. P. Cleghorn, D. Morrice, Henry Miles, Alex. Ewan, R. S. White, M.P., D. Sinclair, W. Reid, L. J. Bolvin, J. C. Rose, Jonathan Hodgson, L. E. Geoffrion, Alex. Manson, R. R. Stevenson, J. S. Shearer, Walter Paul, D. J. McArthur, S. Davis and others.”

Editorial Note.—Among the above men are some familiar Montreal names; but a regrettable feature is that to-day many of the bearers of these names are absent from among us, having, in the interim, passed on to the great beyond.

FLOUR & CEREAL DEPARTMENT

Effect of New Tariff Would Be Slight

Toronto Millers Are of Opinion That Proposed Tariff Will Have no Effect on Their Trade—The Situation in Brief—Bookings For Export Slightly Better Than Week Ago—Shorts and Bran Moving Freely.

Much discussion has taken place since the announcement of President Wilson's new tariff as to how such a bill would effect Canadian flour and cereal markets. Toronto dealers are of the opinion that the change resulting would be so slight as not to have any real effect on local markets.

One dealer explains the situation thus: "We would have to pay 10 per cent. ad valorem. This would relieve the duty about 10 cents per barrel to 50 cents, which is not enough inducement to the Canadian miller to ship across the line. I don't see how it will effect us in the slightest degree."

The following item taken from The Toronto Globe gives the situation in brief, and will leave each reader to form his own opinion:—

"While wheat flour is put on the free list, a duty of ten per cent. is imposed against countries which levy a duty on American flour.

"Wheat imported from Canada under this provision, that was to be used in making export flour, would, therefore, ultimately pay ten cents per bushel tariff, less a refund of all but one per cent. of the ten cents per bushel, making such wheat carry practically no duty.

"Canada now has a tariff on flour of sixty cents a barrel, and France, Germany and practically all of the other Foreign countries have a tariff on the same article. The ten per centum clause against such countries therefore gives American millers a ten per cent. duty against all countries from which they are liable to competition, except from Britain."

Demand for flour during past week has shown some slight increase, and market appears somewhat firmer. With boat and rail freight beginning on April 15, more orders are now being booked for export, but even in this as one broker states, "We could do a lot more yet." Cereals and mill feeds show little change except that demand for latter has been increasing.

MONTREAL.

FLOUR.—Local demand for flour continues good with a goodly number of car orders coming in from outside points. Demand from Ontario is excellent at this writing and volume of business accomplished in Ontario by local millers is greater than that accomplished in Quebec. Demand for export flour shows signs of decreasing owing to price war among American millers which is to the advantage of foreign buyers. Even in face of these unequal odds local firms report a fair amount of business transacted. Prices remain firm with an upward tendency in export prices.

Winter wheat, fancy patents, in bags ..	4 80	4 75
Straight rollers, in bags	4 30	4 60
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 10	4 30

CEREALS.—Trading in rolled oats and cereals is purely a consumptive one as dealers are buying only for daily wants. There is a slight change in prices of rolled oats. This change is marked only in the case of one firm which has been quoting a very high price. This week this price has been made uniform with what other firms are quoting. This is about the only new feature in the market this week.

Exports of rolled oats from Portland and St. John for week were 900 sacks and 7,775 cases as compared with 3,675 sacks and 7,194 cases for corresponding week year ago.

Cereals—	
Roller oats, in 25 sack lots	2 05
Roller oats, in single bag lots	2 18
Roller oats, in bbls.	4 55
Standard oatmeal, in single bag lots.....	2 26
Granulated oatmeal, in single bag lots.....	2 26
Fine oatmeal, in single bag lots	2 26
(In 25 bag lots the price of the above is 10c lower.)	
Roller wheat, in barrels	2 70
Hominy, in 96 lb. sacks	2 00
Cornmeal, in 96 lb. sacks	1 85
Roller oats, in cotton sacks, 5c more.	

MILL FEED.—There is no change in mill feed situation on local market. Demand continues heavy and prices are firm at last week's quotations. Country orders are coming in quite freely and city buyers are keeping up their end.

Bran, in car lots, per ton	30 00
Shorts, in car lots, per ton	22 00
Middlings	24 00
Wheat moulee, per ton	20 00

TORONTO.

FLOUR.—During past week there have been some rumors that flour prices may be higher before long. Using this supposition it is stated that some mills have been endeavoring to get extra business, but the practice does not seem to be general. As a rule navigation tends to make prices easier. Wheat has advanced only 2 cents since March 1, which does not appear to justify an advance in flour. Besides most mills are pretty well stocked up with wheat to carry them through to the new crop. As yet no change has taken place. Domestic demand holds good, and bookings for export have been slightly better during past week.

Manitoba Wheat.	
1st patent, in car lots, bags	5 40
2nd patents, in car lots, per bbl.....	4 90
Strong bakers, in car lots, per bbl.....	4 70
Feed flour, in car lots, per ton	23 00
Flour, in cotton sacks, 10c per barrel more.	
Winter Wheat.	
Fancy patents, domestic consumption.....	4 70
Patents, 90 p.c. domestic consumption....	4 85
Straight roller, domestic consumption....	4 35
Blended domestic consumption	4 85

CEREALS.—Cereal market is practically without change. Some mills, it is reported, are putting down the price of rolled oats 5 cents. Larger mills, however, are not meeting this, and claim that prices are down to a fair enough level now. Corn has been stiffening slightly on primary market, but as yet has not changed enough to affect the price on cornmeal. Business passing is only fair.

Roller oats, small lots, 90 lb. sacks	2 15
Roller oats, 25 bags to car lots	2 05
Standard and granulated oatmeal, 96-lb. sk., small lots	2 35
Roller wheat, 50 lb. boxes	1 60
Roller wheat, small lots, 100-lb. bbls.....	2 75
Roller wheat, 5 barrel to car lots.....	2 65
Cornmeal, 96 lb. bags, 25 bag lots, best quality	1 70
Cornmeal, 96 lb. bags, 25 bag lots, coarser grades	1 50
Roller oats in cotton sacks 5 cents more.	

MILL FEEDS.—Enquiry for shorts during past week has increased considerably so that now there is more moving than bran. With increased demand there has also been a tendency for shorts to firm up slightly, but as yet no change has been made. Bran is inclined to be scarce, and according to one miller there is only one firm in the city selling by car lots. Business on the whole is good.

Bran, in car lots, per ton	19 00	20 50
Shorts, in car lots, per ton	21 00	22 00
Middlings, in car lots, per ton	24 00	25 00
Wheat moulee, in car lots, per ton.....	20 00	21 00

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Sharp Advance Expected in Tomatoes

East Florida Crop Wiped Out; West Crop Not Yet Matured—Pineapples Arriving Too Green to Market—Potatoes Drop Five Cents in Toronto and Market Still Weak—Trade Much Brisker Than Week Ago.

Within the next week prices on Florida tomatoes are expected to take very marked advance. As intimated some time ago crops on the East coast were well wiped out with floods. On the West coast crops have not yet come to maturity so that this is now the period between seasons. Tomatoes from Western Florida are expected about May 1, or perhaps a little earlier. Until that time high prices will likely rule.

MONTREAL.

GREEN FRUITS.—Navel oranges have advanced quite sharply on local market. Advance amounted to 50c per box and it is anticipated that another advance of 50c or \$1.00 will be made before end of week. London market has advanced and as oranges on that market were too ripe to ship here local market faced a shortage which caused prices to soar. Floridas and Valencias are now selling around \$5.00 per box for good quality. Mexican oranges are practically off market here and what few are offered are only bringing \$1.25 to \$1.75 per box. Bananas are a little easier this week. About thirty cars of different fruits and vegetables were on track here on Monday morning.

Apples—	
Ben Davis XXX.	3 00
Spies, first grade, per barrel	5 00
Spies, second grade, per barrel	2 50
Russets, No. 1, per barrel	5 00
Russets, No. 2, per barrel	2 75
Greenings, No. 1, per bbl.	3 00
Greenings, No. 2, per bbl.	1 75
Baldwins, No. 1, per bbl.	3 00
Baldwins, No. 2, per bbl.	2 50
Fancy imported, box	2 00
Bananas, crated	1 75
Cranberries	11 50
Grape fruit, Florida, case	3 50
Grape fruit, Cuban	2 75
Lemons	4 00
Oranges, California navels	4 50
Oranges, Valencias	4 00
Oranges, Florida	1 25
Oranges, Florida, Winter Nells, box 18 doz.	4 00
Pears, California	5 00
Pineapples, Cubans, cases of 24	4 50

VEGETABLES.—There is a better tone to vegetable markets this week than there has been for some little time. More business is being accomplished and demand for vegetables seems to be kee-

er. Buyers seem to be more optimistic and are buying more liberally. Prices have declined on some lines. Florida tomatoes are expected to advance quite sharply during week owing to a shortage in supply caused by unfavorable weather in South. New cabbage is coming on local market and is selling at \$2.50 per crate of 4 to 5 dozen heads. Quality of the new cabbage is very good. Strawberries are cheaper this week, being quoted at 50c per quart. New carrots are selling at \$1 per dozen bunches.

Asparagus, California, doz. bunches	5 00
Asparagus, Boston, doz. bunches	7 00
Beets, old, per bag	1 00
Beets, new, per doz. bunches	1 00
Canadian oyster plant	0 50
American oyster plant	1 20
Carrots, new, per doz. bunches	1 00
Carrots, bags	0 75
Spanish onions, large case	2 50
Canadian red onions, per lb.	0 0134
Wax beans, in hamper, imported	5 50
Cabbage, new, 4 to 5 doz. crates	2 50
Cabbage, bbls. of 3 doz.	1 00
Cauliflower, per doz., hothouse	4 00
Celery, per crate (3 to 6 doz.)	4 00
Cucumbers, per dozen	1 75
Leeks, per bunch	1 25
Peppers, green, crate	3 00
Radishes, dozen	0 60
Sweet potatoes, basket	2 50
Potatoes—	
Green Mountains, car lots, per bag.	0 65
Quebec grades, car lots, per bag.	0 624
Quebec grades, small lots, per bag.	0 85
Spinach, bbl.	3 00
Tomatoes, Florida, fancy, per case	3 25
Tomatoes, Florida, choice, per case	2 50
Tomatoes, hothouse, lb.	0 30
Turnips, per bag	0 20
Egg plant, doz.	2 50
Boston lettuce, crates, 2 doz.	3 00
Curly lettuce, crates, 4 doz.	2 50
Strawberries, qt.	0 50
New potatoes, 6 lb. or. bbl.	7 50
Horse radish, lb.	0 15
Garlic, bunch	0 15
Water cress, per doz. bunches	1 00
Rhubarb, per doz. bunches	1 50
Mushrooms, basket of 4 lb.	3 50
French Indive, per lb.	0 30
Artichokes, Canadian, bag	2 00

TORONTO.

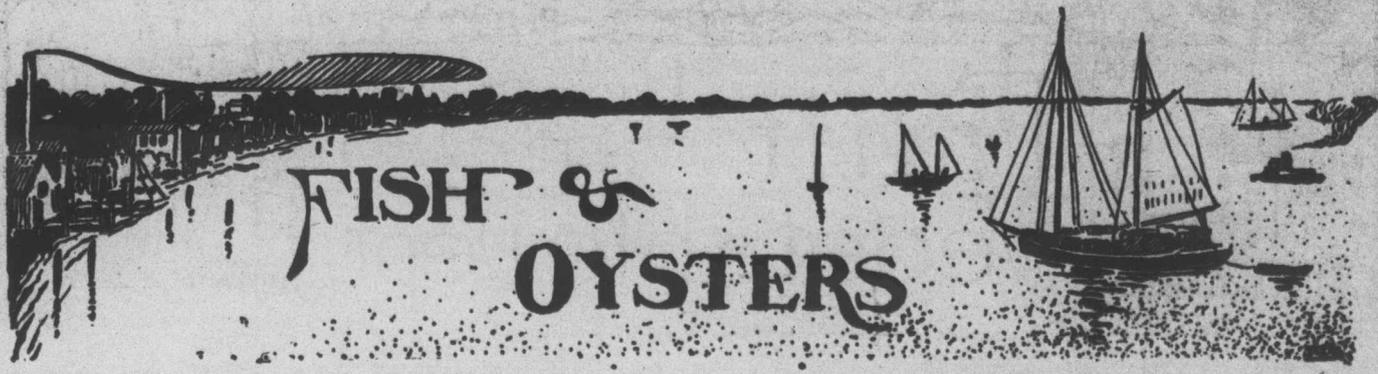
GREEN FRUITS.—Business during past week has taken on much brisker tone so that now all goods are moving quite freely. Pineapples coming in larger quantities have a tendency to bring down market and this week has marked considerable decline. Grapefruit is tending to advance as season is now drawing to a close and as some difficulty is being experienced in securing desirable sizes. Bitter oranges are practical-

ly off market, appearing now in only small quantities.

Apples—	
Spies, first grade, per barrel	3 50
Spies, second grade, per barrel	2 50
Russets, No. 1, per barrel	3 25
Russets, No. 2, per barrel	2 75
Greenings, fancy, per box	1 00
Greenings, No. 1, per bbl.	3 00
Greenings, No. 2, per bbl.	1 75
Baldwins, per bbl.	2 75
Fancy imported, box	2 50
Artichokes, Canadian, bag	1 00
Bananas, per bunch	1 75
Cocoanuts, per sack of 30	2 00
Grapefruit, Florida, sizes 54, 64 and 80, case	3 75
Grapefruit, Jamaica, all sizes, per case	4 00
Lemons, Messina	3 50
Limes, per box of 100	1 50
Oranges, Florida, ordinary case	4 00
Oranges, Florida, Valencias, case	4 75
Oranges, California navels, per case	4 25
Oranges, Valencia, ordinary, 420c, case	3 75
Oranges, Valencia, large, 420c, case	4 75
Oranges, Valencia, 714s, case	5 25
Pineapples, per case	3 50
Pears, Cal., 1/2 boxes (35 to 50)	2 50
Pears, Cal., full boxes (150 to 200)	3 00
Strawberries, per quart box	0 45
Strawberries, Louisiana, per pint	0 12 1/2

VEGETABLES.—During next week prices on tomatoes are likely to advance sharply, perhaps to extent of \$1 per case. This is now the period between seasons and for next two or three weeks prices are likely to rule high. With this week Spanish onions are likely to disappear. Egyptians are expected by Friday or Monday next. Prices will likely rule about \$3.50 per sack of 112 lbs. As pointed out last week cucumbers are now much easier and are moving freely at present low figures. Deleware potatoes have declined 5 cents and still market looks easier. Continued fine weather is expected to cause even further declines before long.

Beans, wax and green, hamper	5 00
Beets, per bag	0 60
Beets, imported, per doz.	1 00
Carrots, per bag	0 35
Carrots, imported, per doz.	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75
Cabbage, Charlton, new, crate 5 doz.	2 25
Cauliflower, hamper of 15	2 00
Cauliflower, hamper of 25	3 25
Celery, Florida, per case	3 00
Chicory, doz.	0 75
Cucumbers, Boston, hot house, doz.	1 75
Cucumbers, Florida, hamper	4 25
Egg plant, per crate of 33 to 45	3 50
French Indive, case of 16 to 17 lbs.	5 50
Lettuce, doz. bunches	0 30
Lettuce, Boston heads, hamper	3 50
Mushrooms, per lb.	0 85
Onions—	
Spanish, per crate	2 50
Canadian onions, 75 lb. bag	0 60
Onions, green, imported, per doz.	0 15
Peppers, green, basket imported	0 60
Peppers, green, hamper of 6 boxes	2 50
Parley, large bunches, doz.	0 50
Parsons, per bag	0 50
Potatoes, Ontario, per bag	0 75
Potatoes, New Brunswick, per bag	0 95
Potatoes, new, Bermuda, hamper	3 00
Potatoes, new, Bermuda, barrel	8 50
Radishes, hamper	1 50
Rhubarb, according to size, doz. bunches	0 85
Spinach, per bbl.	2 25
Spinach, per hamper	0 75
Tomatoes, per bag	0 30
Tomatoes, hothouse, per lb.	0 30
Tomatoes, Florida, case	3 00
Sweet potatoes, 50 lb. hamper	1 75
Water cress, per doz. bunches	0 25



Fresh Caught Fish Big Feature on Market

Stocks Beginning to Arrive Fairly Freely—All Lines Expected in Course of Week or Ten Days—Frozen and Prepared Lines Quiet—Lobster Catches on Eastern Coast Poor—Good Business Passing—Proposed Change to U.S. Tariff Has Fish on Free List.

Fresh fish are now beginning to make a big feature on all markets and to great extent are taking place of frozen and all other lines. Demand too has been fairly heavy so that satisfactory trade has been passing on most markets.

Bad weather on Eastern coast has greatly interfered with fishing operations, causing catches during past week to be exceptionally light. This is true more particularly of lobsters, but even in these conditions are now beginning to right themselves again.

River and lake fish though appearing only in small quantities as yet, are expected freely in another week. There is still a considerable amount of ice floating around in the lakes which prevents fishermen from getting their nets down. Dealers are looking forward to brisk business in couple of weeks.

Oyster season is practically over. Stocks are now being rushed in by express and arrive in splendid condition, but after this week it is expected that demand will be practically nil. With warmer weather there is little call for hot oyster soups, etc.

If fish is placed on free list going into the U.S. this will tend to firm Canadian prices.

MONTREAL.

FISH.—Few sea fish are coming to local market. This has had tendency to keep prices firm even though the demand has been quiet. A few cars of halibut arrived this week from Pacific Coast. These consignments met with a ready sale and commanded good prices. Strike of the fishermen on the Pacific Coast has been compromised with result that vessel owners will pay a higher wage. This increase in cost of labor has resulted in an increase in price of fish from the West of 1/2c to 1c per pound. It is interesting to note that while the express rate on general merchandise

from the Pacific Coast to Montreal is \$14.25 the rate of small shipments of fish is only \$7 per hundred pounds. Car lots of fish come through for the extremely low rate of \$4 per cwt. Thus the heavier the demand the cheaper the fish can be sold.

River fish, such as carp, perch, pike, pickerel, etc., are arriving quite freely and price of these is lower with tendency to further reductions owing to fact that fishing will soon start on local waters.

A few frozen fish are being sold as weather has been favorable, but trading in salt and prepared fish is almost nil. Smoked haddies are selling fairly well for season, but each week shows a falling off in quantity sold. Sale of oysters and shell fish is slow. Prices are firm.

FROZEN FISH.

Herring, per 100 fish medium	1 50
Haddock, per lb.	0 05
Smelts, fancy	0 12
Smelts, No. 1, per lb.	0 08
Salmon, fancy spring, per lb.	0 14
Salmon, red, B.C., per lb.	0 10
Salmon, Gaspe, per lb.	0 15
Salmon, Quaila, per lb.	0 07 1/2
Trout, lake, per lb.	0 12
Whitefish, large, per lb.	0 10
Whitefish, small, per lb.	0 07
Weakfish, fancy	0 10

FRESH FISH.

Black Sea bass, per lb.	0 15
Bluefish, fancy, per lb.	0 15
Barbotte (dressed), bullheads, per lb.	0 05
Market cod, cases, 250 lbs., per lb.	0 05 1/2
Less than case	0 07
Steak cod, per lb.	0 07
Tom cod, new, per bbl.	1 25
Founders, per lb.	0 04
Haddock, fresh, per lb., by express	0 06
Halibut, fresh, per lb.	0 14
Herring, lake, per 100 lbs.	2 00
Mullet, per lb.	0 08
Mackerel, per lb.	0 07
Pike, dressed and headless, per lb.	0 06
Pike, round	0 10
Perch, dressed	0 08

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06
Dry Pollock, 100 lb. bundle, per bundle	6 00
Pure cod tablets, 20 lb. boxes, per lb.	0 10 1/2
Pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	6 50

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	7 00
Labrador herring, per bbl.	5 00
Labrador herring, per half bbl.	2 80
No. 1 mackerel, 20 lb. kits	1 75
No. 1 mackerel, half bbls.	7 00
Lake trout, kegs	7 00
No. 1 green haddock, per 200 lbs.	5 00
Salt oels, per lb.	0 06
Salt sardines, bbls., 200 lbs.	5 00
Salt sardines, half bbls.	3 00
Scotch herring	7 25
Holland herring, bbl.	10 00
Holland herring, half bbl.	5 00

Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	1 00	1 00
Labrador salmon, bbls.	15 00	15 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	6 50	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Haddies, extra fancy, per lb.	0 11	0 11
Haddies, fancy, fresh cured	0 08	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	0 12	0 12
Fillets, regular, lb.	0 11	0 11
Herring, new, smoked, per box	0 13	0 13
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	0 22	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10
Clams, per bbls.	6 50	6 50
Shrimps, per gal.	2 00	2 00
Periwinkles, per bus.	2 50	2 50
Prawnes, per gal.	2 00	2 00

SHELL FISH.

Solid meats—Standards, gal., \$1.70; selects, gal	1 90
Bulk standards, gal., \$1.40; selects	1 60
Cape Cod Shell Oysters—	
Medium size, per bbl.	3 50
Boiled lobsters, per lb.	0 35

TORONTO.

FISH.—Business in fish during last week was quite heavy and this week has started off to good advantage. A car of fresh caught halibut arrived on market on Monday and moved out fast. All fish now on sale are arriving in large quantities and good live business is passing for season. Frozen lines are pretty well cleaned up and are now expected to last only about another 10 days. A number of fresh caught lines have appearing, perch, whitefish, and suckers. It is expected that during the next week or ten days all fresh caught lines will appear.

FROZEN FISH.

Quaila salmon, per lb.	0 08	0 00
Halibut, per lb.	0 12	0 12
Pickerel, per lb.	0 00	0 00
Restiguse salmon, per lb.	0 20	0 20
Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Trout, per lb.	0 11	0 12
Coho salmon, per lb.	0 10	0 12
Whitefish, per lb. straight	0 10	0 12

FRESH CAUGHT FISH.

Haddock	0 07	0 00
Halibut, per lb.	0 14	0 14
Herring, per lb.	0 06	0 06
Live lobsters, per lb.	0 50	0 50
Perch, per lb.	0 06	0 06
Roe shad, each	1 50	1 50
Steak cod	0 20	0 20
Suckers, per lb.	0 05	0 05
Whitefish, per lb.	0 05	0 22

SMOKED.

Ciscoes, per basket	1 00
Ciscoes, per box of 15 lbs.	1 50
Finnan haddie	0 05 1/2
Kippers	1 10
Smoked bloaters, 60s	1 25
Smoked fillets	0 12

PREPARED.

Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 05 1/2
Shredded cod, 2 doz. pkgs. to box	2 25
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Labrador trout, per keg	0 75	0 75
Scottish herring, Loch Fyne, per kit.	1 00	1 00
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	1 75	1 75
Straights, 3 gal. lots	1 75	1 75
Straights, 5 gal. lots	1 05	1 05
Shrimps—		
1 gallon cans	1 25	1 25
2 gallon cans	1 40	1 40
3 gallon cans	1 40	1 40
Extra, per lb.	0 35	0 35



Produce & Provisions



Provisions Advance Sharply in Montreal

Some Toronto Firms Also Put Price Up Half Cent—New Tariff Bill Introduced By Democrats in U. S. Expected to Affect Canadian Markets—Butter Firm, But Without Change—Eggs Again Easier.

With continued light receipts of hogs, provisions are notably holding firm, but show marked tendency towards an advance. In Montreal during past week practically all prices have moved up, and, while no general change has been made in Toronto, still several firms have advanced hams, backs and bacons all 1/2 cent. Market is decidedly firmer, but some dealers are of opinion that present high prices will not be advanced much further.

Since announcement of President Wilson's policy much talk has taken place with regard to what will happen in the Canadian produce and provision markets. With all meats, swine, milk and cream entering the States free of duty and reduction being made on cattle and eggs, there will undoubtedly be a larger market opened up for the Canadian farmer. It would appear that this will tend to make prices firmer here than they otherwise would be on all such articles, and on articles directly connected with these, such as butter and cheese. Dealers are anxiously awaiting further developments to see definitely just what they are going to get out of it.

Butter market holds firm, but with practically no change. New makes are coming in fairly freely, and show an increase over corresponding season of year ago; but owing to stocks of storage being so far reduced, demand is keeping markets pretty well cleaned up. Buyers are running along on hand-to-mouth basis, not caring to stock up for fear of change in market.

The Trade Bulletin this week states: "It would not be surprising to see a still firmer market for finest qualities, as the receipts are below those of last year at this time, although the stocks in store here on the first of the month were three times more than on the same date last year."

In Toronto dealers are of the opinion that no further advance will be made in prices, and that next move will be downward. The situation appears to be

rather a puzzling one, and time will have to solve it.

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

	Butter, pkgs.	Cheese, pkgs.	Eggs, cases.
For week ending March 29, 1913	650	340	5,655
For week ending March 30, 1912	4,928	310	9,150
For week ending April 5, 1913	1,942	42	12,908
For week ending April 6, 1912	2,450	226	7,186

MONTREAL.

PROVISIONS.—Prices of provisions have again advanced on local market. Hams and bacon have advanced rather sharply, but advance has curtailed consumption to some extent, as demand has fallen off a little. Lard, both pure and compound, has advanced. The demand continues heavy even at new level. It is not expected that lard will change again for some time to come. Canned meats are beginning to move and orders for the summer are being booked now. Live hogs have advanced to \$10.40 to \$10.50 per hundred. Dressed hogs are still selling at \$15 per cwt.

Long clear bacon, 50-70, per lb.	0 15 1/2	
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.	0 16	
Large sizes, 20 to 28 lbs., per lb.	0 17	
Medium sizes, 15 to 19 lbs., per lb.	0 19	
Extra small sizes, 10 to 14 lbs., lb.	0 19 1/2	
Bone out, rolled, large, 15 to 25 lbs., lb.	0 18	
Bone out, rolled, small, 9 to 12 lbs., lb.	0 21	
Breakfast bacon, boneless, lb.	0 20	
Windsor bacon, skinned, backs, lb.	0 22	0 23
Windsor bacon, backs, boneless	0 24	0 25
Spiced roll bacon, boneless, short, lb.	0 16 1/2	
Picnic hams, 6 to 12 lbs.	0 15 1/2	
Ham, cooked, per pound	0 28	
Wiltshire bacon (50 lb. sides)	0 18	
Cottage rolls, small, about 4 lbs.	10 40	10 50
Hogs, dressed, per cwt.	15 00	
Pure Lard—		
Boxes, 50 lbs. net, per lb.	0 15 1/2	0 15 1/2
Cases, tins, each, 10 lbs., per lb.	0 16 1/2	0 16 1/2
Cases, tins, each 5 lbs., per lb.	0 16 1/2	0 16 1/2
Cases, tins, each 3 lbs., per lb.	0 16 1/2	0 16 1/2
Pails, wood, 30 lbs. net, per lb.	0 16	0 15 1/2
Tubs, 50 lbs. net, per lb.	0 15 1/2	0 15 1/2
Tierces, 37 1/2 lbs., per lb.	0 16 1/2	0 17
One pound bricks	0 16 1/2	0 17
Compound Lard—		
Boxes, 50 lbs., per lb.	0 09 1/2	0 09 1/2
Cases, 10-lb. tins, 60 lbs. to case, lb.	0 10 1/2	0 10 1/2
Cases, 5-lb. tins, 60 lbs. to case, lb.	0 10 1/2	0 11
Cases, 3-lb. tins, 60 lbs. to case, lb.	0 10 1/2	0 11
Pails, wood, 30 lbs. net, lb.	0 10	0 10 1/2
Pails, tin, 30 lbs. gross, lb.	0 09 1/2	0 09 1/2
Tubs, 50 lbs. net, lb.	0 09 1/2	0 10 1/2
Tierces, 37 1/2 lbs., per lb.	0 09 1/2	0 09 1/2
One pound bricks, 60 lbs. to case.	0 11 1/2	0 12
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	28 50	
Canada short cut back pork, bbl., 45-55 pieces	28 00	
Heavy short cut clear pork, bbl.	27 50	
Clear fat backs	28 50	
Heavy flank pork, bbl.	28 00	
Dry Salt Meats—		
Green bacon, flanks, lb.	0 15 1/2	
Plate beef, barrel 100 lbs.	10 00	
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.	0 28	

Headcheese, per lb.	0 10
English drawn, per lb.	0 12 1/2
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.—Demand for butter continues good with prices at same level as quoted for last few weeks. Stocks of storage butter are getting low and in some cases it is stated that supply will only last a couple of weeks longer at the present demand. Receipts of butter show an increase over the receipts of last week of 392 packages. This is an encouraging feature of the market.

Creamery blocks, Sept. and Oct. make	0 32 1/2
Dairy tubs, lb.	0 25
Creamery, winter made	0 30
New Zealand	0 32

EGGS.—Heavy receipts of eggs this week forced price down to 23c per dozen. Receipts for the week totalled 12,908 cases, which is an increase of 7,253 cases over preceding week, and 5,622 cases more than for same week of a year ago. Demand for eggs is quite heavy but price is weak and liable to decline sharply during coming weeks. If roads were in better condition so that the farmers could market their eggs it is likely that price would be several cents lower than to-day's quotation.

New laid eggs, per doz.	0 23
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CHEESE.—There is nothing new to report in cheese situation this week. Prices remain steady at last week's quotations. Demand is fair and quite a nice volume of business is being accomplished.

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

POULTRY.—Supply of poultry is just sufficient to take care of demand. Prices remain very firm at last week's quotations.

Poultry, Dressed—		
Turkeys, per lb.	0 25	
Ducks, per lb.	0 22	
Chickens, per lb.	0 19	0 20
Fowls, per lb.	0 16 1/2	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	0 24	

HONEY.—Very little honey is moving at this season of year as maple products are to the fore just now. Prices remain same.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 15 1/2
White, extracted	0 12	0 12 1/2
Buckwheat honey	0 10 1/2	0 11

TORONTO.

PROVISIONS.—Provisions this week hold firm with good demand. Stocks are light, only few hogs being offered. During past week offerings have been

THE CANADIAN GROCER

even lighter than usual owing to bad roads rendering farmers unable to get to market.

Prices if anything are firmer. Some firms have advanced hams, backs, and bacons half a cent, light hams now being quoted at 19 cents, but this does not appear to be general.

Considerable discussion is being carried on as to what effect Wilson's new policy is going to have on provision market. With both meats and swine, also salt, being admitted free into the States, the chances, according to local dealers, are that prices will be firmer than what they would otherwise be.

Smoked Meats—		
Light hams, per lb.	0 18%	0 18%
Medium hams, per lb.	0 18%	0 17%
Large hams, per lb.	0 18%	0 17%
Backs, plain, per lb.	0 23	0 23
Backs, boneless, per lb.	0 24	0 25
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 15%	0 16
Shoulders	0 13%	0 14%
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 26	0 27
Long clear bacon, light	0 15	0 15%
Long clear bacon, heavy	0 14%	0 14%
Lard, tierces, per lb.	0 14%	0 14%
Lard, tubs, per lb.	0 14%	0 15
Lard, pails, per lb.	0 15	0 15
Lard, compounds, per lb., tierces	0 09	0 09%
Live hogs, fed and watered	9 50	9 65
Live hogs at country points	9 15	9 40
Dressed hogs		14 00

BUTTER.—Butter market shows no change. Apparently it is standing still at the top of the peak. Buyers are working altogether on a hand to mouth basis. Cold storage is scarce, and although new makes are on the increase, still there is barely enough to keep going. Make this spring has been heavier than a year ago, but owing to reduction in storage stocks no supplies have been laid aside as yet. Prices continue steady, but that is about all.

Dealers locally are of the opinion that if Wilson's policy works out prices on butter here will be much higher, owing to milk and cream being admitted free into the States. A larger market will be opened up to the Canadian farmer, and thus tend to advance prices.

	Per lb.	
Fresh creamery print	0 34	0 35
Creamery solids	0 29	0 31
Creamery prints, per lb.	0 31	0 32
Farmers' separator butter	0 27	0 29
Dairy prints, choice	0 26	0 27
Dairy solids	0 20	0 22

EGGS.—Egg market continues weak. One dealer sold 20 cases on Monday at 20 cents straight. Buyers are paying 17 to 18 cents in the country and are likely to offer less before very long. New laids are coming in quite freely, placing whole market in weak condition.

CHEESE.—Cheese market is without a change. As yet not much of new make has appeared on the market and as there is still enough of the old to meet the demand the new is cutting no great figure. Quality of the new make is said to be good, and even superior to that of last year. This is credited to greater abundance of feed throughout the country. Trade is only fair.

Cheese—		
Old, large	0 14%	0 15
Old, twins	0 15%	0 15%
New, large	0 14	0 14%
New, twins	0 14%	0 14%

POULTRY.—Demand continues good, but supplies are still on scarce side in fresh killed birds. Live fowl are moving fairly freely; demand this week being slightly on the increase.

Chicks, milk fed, lb.	0 22	0 23
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 14	0 16
Turkeys, dressed	0 23	0 25

HONEY.—Market is entirely without feature, only a nominal business being done.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12%	0 12%
Clover honey, 10-lb. pails, per lb.	0 12%	0 12%
Clover honey, 5-lb. pails, per lb.	0 13	0 13
Buckwheat, 60-lb. tins, lb.	0 10%	0 10%

Want Elimination of Bad Egg Business

Wholesale Dealers at Conference Pass Far-Reaching Resolution—Demand an "Egg Marks Act" Along Same Line as That in Regard to Fruit—Government Officials Present.

Toronto, Apr. 9—That legislation should be passed which would prevent the selling of stale and rotten eggs in the markets of the province was the opinion of the egg dealers of Ontario, who met last week in the Board of Trade building and considered the best means whereby the people and merchants could be protected against the purchase of these products when unfitted for use. On special invitation the officials of the Provincial and Dominion Governments were also present. The advisability of adopting a new system whereby due discrimination could be made, according to the quality of the product, was also considered, and the following resolutions passed:—

"Resolved, that it is the consensus of opinion of those assembled in this meeting that that which the Canadian egg trade needs most at the present time is the passage of an Egg Marks Act along similar lines to the Fruit Marks Act.

"This to deal with the forbidding of the buying, selling or trading in rotten eggs and any other legislation and penalties thought advisable to promote the best interests of all concerned.

"Resolved that these egg dealers assembled here unanimously approve of changing the present system of buying eggs to strictly one of buying on quality basis, after June 1st, 1913, and further approve of not paying for any rotten eggs in our receipts after that date, as it is unlawful."

By the passing of an "Egg Marks Act" the meeting hoped to eliminate the present system which prevails, and which means that when bad eggs are found in the cases there is no recourse for the dealer to take. This system is known as the "case count," and has prevailed for some years. It provides for no discrimination whatever. A flat rate is quoted, stale and bad eggs command just as large a price as the highest grade. In such an arrangement the producer receives no encouragement to market an article of high quality. Moreover, it was pointed out country store-keepers receive no premium even when particular care is taken to place their shipments upon the

final market in the best possible condition. As a matter of fact, the "case count" or flat rate system is equivalent to placing a premium on careless and dilatory methods in the production and care of this product.

Representing the Government were Prof. W. R. Graham and F. N. Marcellus, of the Provincial Department of Agriculture, and W. A. Brown and J. H. Hare, of the live stock branch of the Federal Department of Agriculture. The efficacy and the imperative need of a system of payment based upon quality was set forth by these speakers. Their proposal was followed by continued and animated discussion, but through it all it was clear that the majority of the meeting was heartily in sympathy with this or any other measure that would enable the producers and handlers of this product to curtail, or if possible entirely eliminate, the enormous and needless loss due to the marketing of bad and deteriorated eggs.

It was further pointed out by certain members present that it would certainly be unwise not to take advantage of the experience gained by a number of the States of the American Union, notably Kansas and Michigan. What was proposed at the meeting had already been worked out in a practical way in these States, with the result of very greatly conserving this valuable product by eliminating needless loss and thus making the poultry enterprises more remunerative for the producer and the price of the product cheaper and its quality more dependable for the consumer.

The following firms were represented at the meeting: Wm. Davies Company, Swift Canadian Company, Gunns, Ltd., W. Laing, J. J. Fee, Rutherford, Marshall Company, Wm. Ryan, W. T. McDonnell, J. A. McLean, Willard & Co., all of Toronto; J. Duff & Sons, Hamilton; Lemon Bros., McDougall & Evans, Owen Sound; Silverwood, Ltd., Mann & Laurie, London; J. D. Moore & Co., St. Mary's; J. E. Weston, Tillsonburg; Woodstock Produce Co., Woodstock; Moore, Galt; Whyte Packing Co., Stratford; Brantford Cold Storage Co., Brantford.

The Glad Hand of the West

awaits your goods if you will allow us to open the market to you.

With our immense facilities — five large warehouses at the best points, and a wide-awake staff of representatives covering the entire territory all the time. We are in a position to introduce your line more quickly and effectively than would be thought possible.

Our experience and success in Western Canada enables us to guarantee sales.

Will you get in touch with us now?

Nicholson & Bain, Wholesale Commission Merchants and Brokers

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HAMS and BACON

Easter marks the opening of the season for Hams and Bacon. Be prepared for the demand and stock up with the old reliable

“Star Brand”

Cured under Government inspection by

F. W. FEARMAN CO.
LIMITED

HAMILTON

Established 1854.

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
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“THE MINCE MEAT PEOPLE.”

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 55
" 12-oz. 3 85
" 1-lb. 4 90
" 3-lb. 13 60
" 5-lb. 22 35

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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 bookseach 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES 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, \$4.00.

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

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

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

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

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

DOMINION CANNERS.

Aylmer Jams. Per doz.
Strawberry, 1912 pack\$ 2 15
Raspberry, red, h'vy syrup 2 15
Black currant 2 00
Red currant 1 85
Peach, white, heavy syrup 1 60
Pear, Bart., heavy syrup 1 77½

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

5 lbs. 7 lbs.
Strawberry 0 69 0 95
Black currant 0 69 0 95
Raspberry 0 69 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, ¼'s 12-lb. boxes, per lb. 0 23
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 ½-lb. packages, 2 doz. in box, per doz.. 0 90

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 25
Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil Wafers, No. 2, 5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 65
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPS'S.

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

JOHN P. MOTT & CO.'S.

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

Elite, 10c size (for cooking) dozen 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80

" breakfast cocoa, ¼'s and ½'s 0 36
" No. 1 chocolate 0 30
" Navy chocolate, ¼'s .. 0 26
" Vanilla sticks, per grs 1 00
" Diamond chocolate, ¼'s 0 24
" Plain choice chocolate liquors 20 30
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Break-

fast 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., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

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 ds 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 00
Peerless Brand, Family, ea. 4 doz. 3 00
Jersey Brand, Family, ea. 4 doz. 3 00
St. Charles Brand, tall, ea. 4 doz. 4 50
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
"Regal" Coffee and Milk, ea. 2 doz. 4 50
"Reindeer" Cocoa & Milk, ea. 2 doz. 4 80

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 50
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



Cleaning Time Specials—How is Your Stock?

PEARLINE

Everybody knows this line—if you will feature it for the next few weeks it will prove to be a valuable addition to your sales. There is only one “Pearline” the name being the registered trade mark of James Pyle & Sons, New York.

BROWN'S ENGLISH FURNITURE POLISH

They are very particular about shining up furniture in the Old Country. In Brown's furniture polish your trade will find a polish that cannot be excelled, and will not injure the finest mahogany, etc. If you once sell Brown's polish to a customer, that one bottle will sell many more for you, as the ladies who use Brown's once, generally tell their friends about it.

PARSON'S HOUSEHOLD AMMONIA

Is a “cloudy” ammonia. It is the only ammonia that won't injure the skin, colors, or fabrics. It costs more than other lines, but is well worth the difference. Most people like to use it in the bath.



Rose & Laflamme
Limited
Montreal - Toronto



THE CANADIAN GROCER

COFFEES.

NEY-BLAIN, LIMITED.
Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

- King Edward 0 34
- Club House 0 30
- Nectar 0 33
- Royal Java and Mocha. 0 32
- Empress 0 30
- Duchess 0 29
- Ambrosia 0 28
- Plantation 0 28 1/2
- Fancy Bourbon 0 26
- Crushed Java and Mocha 0 19

Package Coffees.

- Gold Medal, 2-lb. tins, whole or ground 0 31
- Gold Medal, 1-lb. tins, do 0 23
- Gold Medal, 1/2-lb. tins do 0 33
- Anchor Brand, 2-lb. tins, German Dandelion, 1-lb. tins, ground 0 26
- German Dandelion, 1/2-lb. tins, ground 0 23
- 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 30
- Mo-Ja, 1/2-lb. tins, lb. 0 32
- Mo-Ja, 1-lb. tins, lb. 0 30
- Mo-Ja, 2-lb. tins, lb. 0 30
- Presentation (with tumblers) 20c per lb.

MINTO BROS.

MBLAGAMA BLEND,

- Ground or bean— W.S.P. R.P.
- 1 and 1/2 0 25 0 30
- 1 and 1/4 0 32 0 40
- 1 and 1/2 0 37 0 50
- Packed in 30's and 50-lb. case.
- Terms—Net 30 days prepaid.

BRANSON'S SHERIFF 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 1/2 gross order.

CEREALS.

- Grape Nuts—No. 22, \$3; No. 23, \$4.50.

- Post Toasties—No. T3, \$2.85.
- Postum Cereal—No. 6, \$2.35; No. 1, \$2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

- MacLaren's Imperial— Per doz.
- Small, 2 doz. 0 95
- Medium, 2 doz. 1 30
- Large, 1 doz. 2 75
- Tumblers, 2 doz. 1 35
- Pails, 24 lbs., per lb. 0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

- Individual (each 2 doz.) .. 1 00
- Small (each 2 doz.) 2 40
- Medium (each 1 doz.) 4 50
- Large (each 1/2 doz.) 8 25
- MacLaren's Roquefort—
- Small (each 2 doz.) 1 40
- Large (each 1 doz) 2 40

MacLaren's Canada Cream—

- Small (each 1 doz.) 0 90
- Medium (each 2 doz.) 1 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
- 2 1/2 oz. (all flavors) doz. .. 2 00
- 4 oz. (all flavors) doz. 3 00
- 5 oz. (all flavors) doz. 3 75
- 8 oz. (all flavors) doz. 5 50
- 16 oz. (all flavors) doz. ... 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 80
- 8 oz. bottles (retail at \$1.50) 12 50
- 16 oz. bottles (retail at \$3) 24 00
- Gal. bottles (retail at \$20) 15 00

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

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

BASSIN DE VICHY WATERS.

- La Capitale, 50 qts. 5 00
- St. Nicolas, 50 qts. 7 00
- St. Nicolas, 50 pts. 9 00
- La Neptune, 50 qts. 6 00
- La Sanitas Sparkling, 50 quarts 8 00
- Claret, qts., Crown, 50s. 7 50
- Claret, pts., Crown, 50s. 5 10
- Claret, qts., Cork, 50s. 7 50
- Claret, pts., Cork, 50s. 5 00
- Champenoise, qts., Cork, 50s 8 00
- Champenoise, pts., Cork, 50s 5 50
- Champenoise, sp., Cork, 120s 9 50

Lemonade Savoureuse, 50 qts 8 00

- Lemonade, St. Nicolas, 50 qts. 7 50
- Lemonade, St. Nicolas, 50 pts. 5 00
- Lemonade, St. Nicolas, 100 pts. 10 00
- Lemonade, St. Nicolas, 100 Splits 7 50

CASTILE SOAP.

- "Le Soleil," 72 p.c. olive oil.
- Ca. 200 7-oz. pieces, cs. 7 50
- Ca. 200 10-oz. pieces, cs. 12 00
- Ca. 100 10-oz. pieces, cs. 6 50
- Ca. 50 1/2 lb. pieces, cs. 3 75
- Ca. 50 1-lb. pieces, cs. 4 50
- Ca. 12 3-lb. bars, lb. 0 09
- Ca. 25 11-lb. Bars, lb. 0 08
- Ca. "Le Lune," 65 p.c. olive oil.
- Ca. 50 1/2-lb. pieces, cs. 3 35
- Ca. 12 3-lb. Bars, lb. 0 08 1/2
- Ca. 25 11-lb. Bars, lb. 0 08

ALIMENTARY PASTES.

BLANC & FILS.

- Macaroni, Vermicelli, Animals, Small Pastas, etc.
- Box, 25 lbs., 1 lb. 0 07 1/2
- 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 90
- Motts Golden Russett—

- Sparkling Cider, 12 qts. 4 50
- Sparkling Cider, 24 pts. 4 75
- Sparkling Cider, 36 sp. 4 90
- Extra Fins, 100 1/2 16 00
- Apple Vinegar, 12 qts. 2 40

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

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

- Frs. "Petit" Peas.
- Fins, tins, 1/2 kilo, 100. 10 00
- Moyens, tins 1/2 kilo, 100. 7 50
- Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

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

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, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

BOAR'S HEAD LARD COMPOUND.

- N. K. FAIRBANK CO., LTD.
- Tierces 0 10
- 60 lb. tubs 0 10 1/2
- 20 lb. wood pails 0 10 1/2
- 20 lb. tins 0 10
- Cases, 3 lbs., 20 to case. 0 11
- Cases, 5 lbs., 12 to case. 0 10 1/2
- Cases, 10 lbs., 6 to case. 0 10 1/2

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 (1/2 ds case) .. 8.00 8.35

"IMPERIAL SCOTCH."

- 1 lb. glass (2 ds case) \$1.00 \$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 (1/2 ds case) .. 7.75 7.50

MUSTARD, COLMAN'S OR KENN'S.

- Per doz. tins
- D. S. F., 1/4-lb. 1 40
- D. S. F., 1/2-lb. 2 50
- D. S. F., 1-lb. 5 00
- F. D., 1/4-lb. 0 35
- F. D., 1/2-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 23
- 8-lb. box "Special," box. ... 0 44
- 5-lb. box "Standard," box. 0 37 1/2
- 10-lb. box "Standard," box 0 55
- 60-lb. cases or 75-lb. bbis., per lb. 0 05
- 25-lb. cases, 1-lb. pkgs.

(Vermicelli), per lb. 0 05

Globe Brand.

- 5-lb. box "Standard," box 0 30
- 10-lb. box "Standard," box 0 00
- 25-lb. cases (loose), per lb. 0 05
- 25-lb. cases, 1-lb. pkgs., lb. 0 05 1/2

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

SOAP AND WASHING POWDERS.

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 25

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

- 1-16 gall., doz. \$ 2 00
- 1/4-gall., doz. 6 00
- 1/2-gall., doz. 10 00
- 1 gall., doz. 18 00
- 1-16 gall. gross lot 20 00

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in 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 Grocer you are entitled to this service.

The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver



Pure, Fresh Pork Sausage

- | | |
|----------------|---------------------|
| Ring Bologna | Smoked Pork Sausage |
| Frankforts | Head Cheese |
| Summer Sausage | Blood Sausage |
| Ham Sausage | Liver Sausage |

Write for a trial order



HIGH GRADE GERMAN SAUSAGE
PORK PACKERS

BERLIN, ONTARIO

**TOMATOES,
CELERY,
ORANGES,
BANANAS.**

Shipments of Fruits and
Vegetables arriving daily.

—Get our quotations.

Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

WATCH

for Tracuzzi's
new brand of

**FANCY LEMONS
"Queen City"**

Here in a few days. Order
ahead from your jobber, or
write me.

J. J. McCABE

Agent

Toronto, - Canada



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

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

53 Highest Awards in Europe and America

**WALTER BAKER & CO.'S
CHOCOLATE
& COCOA**



Registered
Trade-Mark

Our Cocoa and Chocolate
preparations are Absolu-
tely Pure—free from
coloring matter, chemical
solvents, or adulterants
of any kind, and are
therefore in full conform-
ity to the requirements

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

When writing advertisers kindly
mention having seen the advertise-
ment in this paper.

SEEDS

Present Prices f.o.b. Toronto

No. 1 Government Standard.
Per 100 lbs.

- | | |
|-----------------|--------------|
| Red Clover |\$25.00 |
| Mammoth Clover | 24.50 |
| Alsike Clover | 26.00 |
| *Alfalfa Clover | 16.00 |
| xAlfalfa Clover | 15.00 |
| Timothy | 5.50 |

No. 2 Government Standard.

- | | |
|----------------|--------------|
| Red Clover |\$22.00 |
| Mammoth Clover | 22.50 |
| Alsike Clover | 24.00 |
| zTimothy | 4.75 |

No. 3 Government Standard.

- | | |
|----------------|--------------|
| Red Clover |\$19.00 |
| Mammoth Clover | 20.00 |
| Alsike Clover | 20.00 |
| Timothy | 4.00 |

Dutch Sets. . . 10.50

Shallots. 5.00

*Gold, x, Silver, z Pine Tree.

Geo. Keith & Sons

Phone Main 163

Toronto -:- Ontario

Seedmerchants since 1866

To The Retail Grocers Of Ontario

We extend a hearty invitation
to visit us while attending the
Grocers' Convention in Toronto

Direct Importers of Fruits and
Vegetables from all the world

WHITE & CO., LIMITED

Front and Church Sts., TORONTO

HEADQUARTERS

—For—

California Naval Oranges,

Florida Pineapple Oranges,

Florida Tomatoes and Celery,

Bananas and Grape-Fruit,

Messina Lemons.

Pineapples, Strawberries, Asparagus.

All varieties of Green Vegetables.

THE HOUSE OF QUALITY.

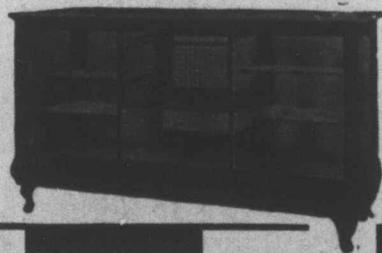
HUGH WALKER & SON

Established 1861

GUELPH

and

NORTH BAY



Silent Salesman Arctic Refrigerator

Goods that you did not think possible to display can be given great prominence, and thereby increase your sales, by using one of our Silent Salesmen. These are fitted with sanitary and rust proof fittings throughout. These cases will pay for themselves in a short while.

Send for 1913 Catalog

Agents

Regina, Sask.

J. UPRICHARD

Quebec and Maritime Provinces WOLF, SAYER & HELLER Montreal

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

IT IS NOT EASY

to cut exactly the amount of cheese a customer asks for. Oftentimes you cut more than the order requires and let it go—this is lost profit. Then again you very often cut less—this is a loss in sale. Another time a small piece is left to dry up and waste; all these losses will continue as long as you cut cheese by guesswork.

THE PERFECTION CHEESE CUTTER

can be depended upon to cut just exactly the amount required, eliminating all loss of cheese by guesswork.

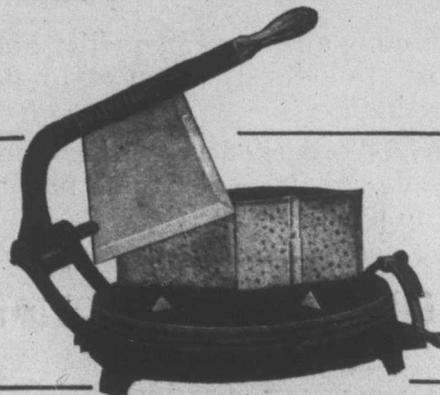
Send for particulars and prices.

**The American Computing Co.
of Canada**

HAMILTON.

..

Canada





EVERY POUND OF
ANCHOR BRAND FLOUR

Is Essentially Good

and to make it so it is indispensable that all departments involved in modern Mills be absolutely and strictly keyed up to the top-notch, high-grade development. Wheat must be well selected to yield "quality" and the machinery in perfect condition to secure "uniformity" at all times.

Anybody can make good flour, but it requires experience and technical knowledge to uphold this feature incessantly against all odds. Our Millers have made Anchor Brand Flour during 25 years and nothing else—it is second nature to them to make it good.

3 lb. free samples given for tests.

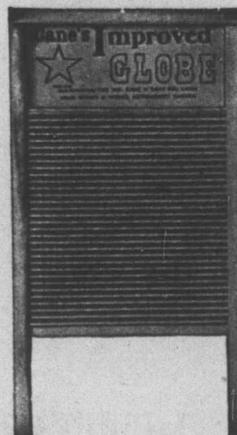
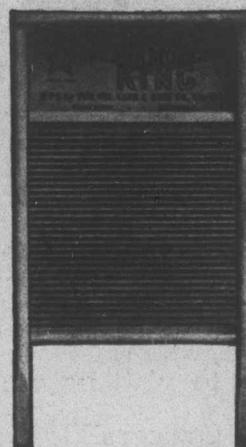
Leitch Brothers' Flour Mills, Ltd.

"Millers of Quality"

OAK LAKE MANITOBA CANADA

THE QUALITY OF
CANE'S WASHBOARDS

MAKES THEM
QUICK SELLERS
AND SATISFACTION GIVERS.



Among the 13 different styles and grades we have a board at a price which every class of trade can afford. Customers can tell at a glance that Cane's Wash Boards are superior to others. Your jobber has them in all styles and grades. Write us for catalogue.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, .. ONTARIO

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

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



Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oily boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED

Hamilton, Canada Buffalo, U.S.A.

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

M^CVITIE & PRICE

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., Ltd., York Street, TORONTO
Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

THE British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

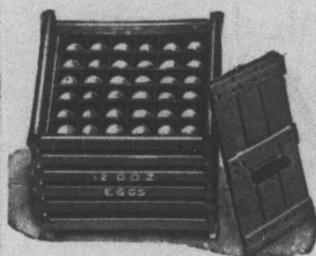
FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

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

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver



Humpty
Dumpty
EGG
CRATES

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

Walter Woods & Co.
HAMILTON and WINNIPEG

MATCHLESS LIQUID GLOSS

A Ready Seller

wherever a good polish can be used.

Makes dusting easy because it collects the dust instead of scattering it.

Tell your customers to try Matchless Liquid Gloss on linoleums and oil-cloths, too. It removes dirt and grease and brings back the original brightness.

Put up in attractive lithographed tins, half-pint to five gallons; also in half-barrels and barrels. Write to any of our agencies.



The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax



**Superlative
Quality
Consistently
Maintained**

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

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

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

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

HIT UP TRADE

right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

**ANTI-DUST
Sweeping Powder**

the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL
MacLaren Imperial Cheese Co., Ltd., Toronto, Ont.,
Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.



**QUEEN
SQUARE
FRUIT
JARS**

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

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

Manufactured by

SMALLEY, KIVLAN & ONTHANK
BOSTON, U. S. A.

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

**A Better Knowledge of
SNAP**

will mean bigger sales, and more sales mean more profit.



**SNAP
HAND
CLEANER**

leads, being anti-septic and non-injurious to the most delicate skin.

Snap Used in the Bath

is an ideal refresher! Imparts that cleanly feeling which no soap can produce.

LEAVES THE SKIN SMOOTH AND SOFT.

SNAP COMPANY, Limited
MONTREAL, QUEBEC



Litster Goods

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

Litster Pure Food Co.,
 Limited
 TORONTO

The Habit Grows Meadow Cream Sodas

Start the habit of handling our Meadow Cream and watch it grow and your profits increase.

The
W. J. Crothers Co., Ltd.
 Kingston

Grocers! Attention!

Have You Ever
 Featured Our

SOAPS?

	Per case.
Wonderful Soap (100 cakes) . . .	4.15
Royal City Bar (24 bar)	2.85
Peerless Bar (30 bar)	2.45
Standard Soap (100 cakes)	2.30
Crystal Soap Chips (100 pkg.) . . .	3.75

Freight Paid 5 Case Lots.

Crystal Soap Chips (200 lb. bbl.) ^{per lb.} 5½¢
 Freight Paid.

Yours for Quality.

GUELPH SOAP CO.
 GUELPH, - - - - - ONTARIO

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S ENGLISH SAL SODA

is [the PUREST, contains LEAST MOISTURE and
 therefore GOES FURTHER of any
 Washing Soda]

WINN & HOLLAND, LIMITED

SOLE AGENTS
 MONTREAL

**Sardines with the real
sea flavor**

"KING OSCAR"



From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil, it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

Get them from wholesalers.

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

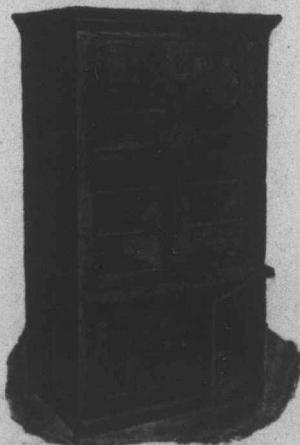
JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

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

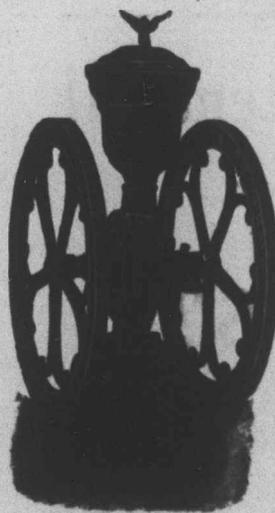
**Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO**

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, **WALTER WOODS & CO. Winnipeg**

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon



**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.

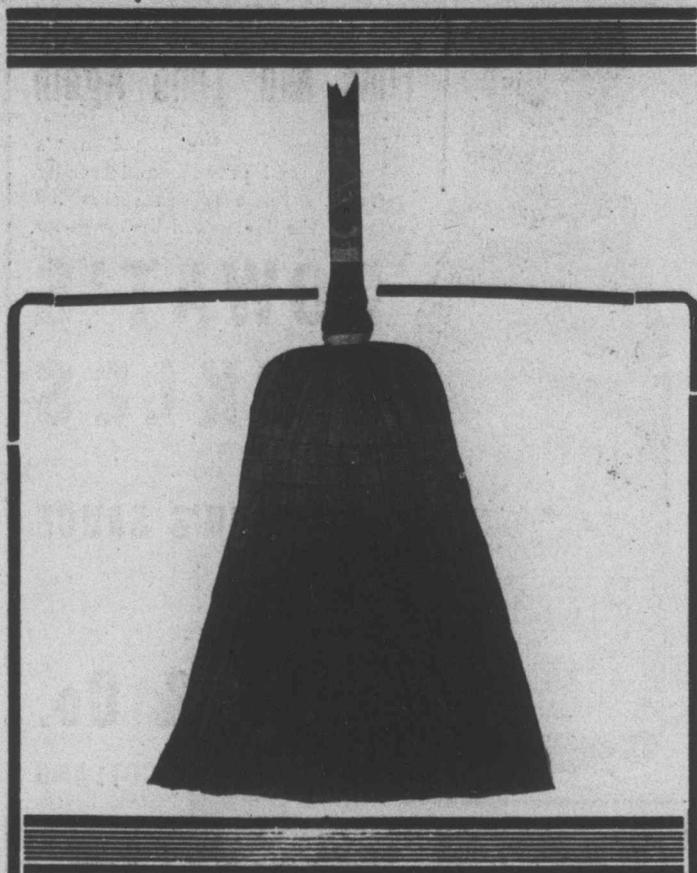
Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—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.



**Corn Brooms
Of Excellence**

THE PANSY BRAND

In this Broom there is nothing but the finest Brush. Soft and pliable, and everything is done in the workmanship to give you the best that can be had.

The "Pansy" Broom will outwear any three Brooms on the market. It is the cheapest Broom you can handle.

H. W. Nelson & Co.
LIMITED

Toronto

Ontario



BRUNSWICK BRAND FINNAN HADDIES

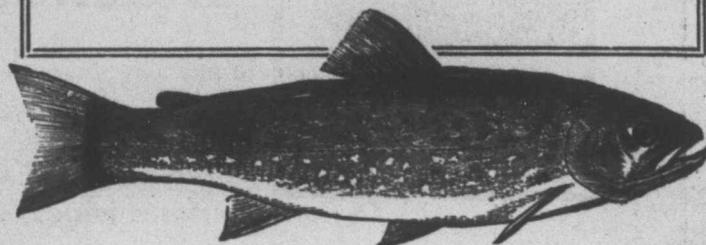
Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connor Bros' Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED
Black's Harbor, N.B.

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



MASON'S 'O.K.' SAUCE

THE ORIGINAL



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

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

THE MARK OF QUALITY

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

10 Cts.

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

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street,
Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.



Time and Time Again

It has been proven that Rowat's Pickles will produce a decidedly friendly business connection between the dealer and his customer

ROWAT'S PICKLES

—AND—

PATERSON'S SAUCE

are two lines that have high quality and exquisite flavor—they get the family trade.

Rowat & Co.

GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 225 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.



Talking to the Point

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

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

TRY A CONDENSED AD. IN THIS PAPER.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax, - N.S.

**If You Only Know
What You Are Missing
By Not Stocking
PARIS PATE SANDWICH**

The newest delicacy, and the most successful seller on the Canadian market, you would not let your shelves and window displays be without

THIS NEAT TIN



The Purest of Meats and Spices

alone go into this delicious preparation. Excellent for spreading on the kiddie's bread for lunch at school. Equally delightful at every meal in the home.

Write to-day for Special Offer.

**La Société Française
de Spécialités Alimentaires**

MONTREAL

AGENTS:

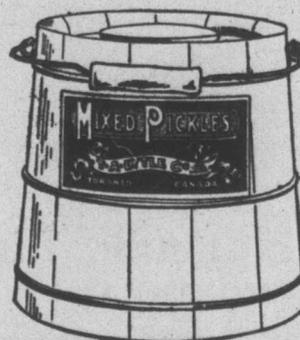
Tees & Persse, Limited, Winnipeg.
A. L. Martin, Port Arthur.
F. E. Robson & Co., Toronto.
Fenwick & Hendry, Kingston and District.
F. E. Roberge, Ottawa.
Buchanan & Ahern, Quebec.
G. W. Gorham, Halifax, N.S.

**MIXED
PICKLES**

A Pail of
STERLING BRAND

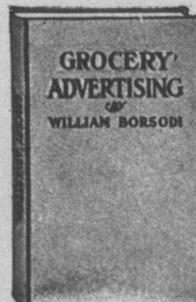
Mixed pickles invitingly displayed will appeal to your women customers. Try it and see. They satisfy.

THE
T. A. LYTTLE & CO.
Limited
Sterling Road, Toronto



**Grocery Advertising
has made Fortunes**

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID \$2.00

**TECHNICAL BOOK DEPARTMENT
MacLean Pub. Co., 143-149 University Ave., Toronto**

The Dealer Who Can Supply and Who Pushes

Brodie's British Plate Powder

Brodie's Furniture Polish

Brodie's Cloudy Ammonia

not only increases his prestige but he is selling his patrons the three best lines of Polishers and Cleaners. **They do the work.** Get these lines at once.

Write

A. W. Hugman, Limited
MONTREAL

DEMONSTRATE SOCLEAN *in your store*



Order a barrel of "Soclean" and sweep your store every day with it. You will soon see the wonderful difference there is, not only the cleanliness of your floor, but also in the dusting of your stock.

Cleanliness is the keynote of success in the Grocery business. The best class of trade is drawn to the grocer who keeps his store clean, fresh and free from dust. The easiest, quickest and most economical way is the free use of SOCLEAN, the dustless sweeping compound. Your customers will notice the difference.

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.

Not an Enterprise for the "Quitter"

¶ "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."



26½%
PROFIT FOR YOU

Date 1913

Wholesale Grocers.

Gentlemen:

Send us, **FREE OF CHARGE**. Twenty (5c.) Bars of Quick-Naptha Soap, one large Window Display, including colored paper, Special Signs and Display Cartons, and 50 Premium lists (with our name and address).

In consideration of these Free Goods you may ship us from Woodstock, Freight prepaid, the following assortment of Soaps:—

5 cases		
.....Richards Quick-Naptha Soap.	} at \$4.15	\$20.75
.....Richards Pure Soap.		
.....Snow Flake Chips (100 pkg.)		
20 Bars Quick-Naptha, Free (mentioned above.)		.00
		Total \$20.75

Yours truly,

Name

Address

MR. DEALER. FILL OUT THE ABOVE AND MAIL TO YOUR WHOLESALE TO-DAY. THIS IS AN EXCEPTIONAL OFFER FOR AN EXCEPTIONAL SOAP.

The RICHARDS PURE SOAP CO., Limited - Woodstock, Ontario

Hundreds of Successful Business Men—

read the Facts, Statistics, Forecasts, etc., published each week in

The Financial Post

Are you watching the Money Market and General Business Conditions?

Are you interested in Real Estate, Bonds or Stocks?

If you are you will appreciate the Post.

The service of the Post's Investor's Information Bureau is free to subscribers. Questions regarding financial matters are answered by special letter.

Write for Sample Copy. Published Saturdays. \$3.00 per annum.

The Financial Post OF CANADA

"The Canadian Newspaper for Investors"

TORONTO CANADA

Offices—Montreal, Toronto, Winnipeg, Regina, Vancouver, London, Eng., Chicago, New York.

ASK FOR DAPHNE

BRAND

SEEDED RAISINS



Your Customers like them

PACKED BY
GUGGENHIME & CO.,
SAN FRANCISCO

AGENTS
ROSE & LAFLAMME, Limited
MONTREAL

CLASSIFIED ADVERTISING

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

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

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

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

SITUATION WANTED.

GLASS AND CHINA SALESMAN, MANAGER, buyer, 17 years' experience, desires position as manager, buyer, retail or traveller wholesale. Good references. Apply A. J. F., care of Canadian Grocer, Toronto.

SITUATION WANTED IN WHOLESALE grocery or importing house in Toronto, Winnipeg or Regina. Have had 5 year's experience (3 years in Germany, and 2 in London, Eng., Colonial Produce Importing and Exporting), German, age 21. First-class references. Apply box 473, Canadian Grocer, Toronto.

REPRESENTATIVES WANTED

THE MAKERS OF THE HIGHEST GRADE Jams, Jellies, Marmalades and Catsup want to arrange for representation in Montreal and Quebec. Also would like to arrange with traveller covering Georgetown, Collingwood, Gravenhurst, etc. Apply **GLASSCO, LIMITED,** Oakville, Ontario.

FISH TRADE—A. & M. SMITH, LTD., Aberdeen, Scotland, producers and shippers of fish require representatives for the sale of Scottish smoked fish shipped in steamers' refrigerators. Applicants please state present Agencies, age, three business references and Commission required.

A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concern in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

SALESMEN WANTED.

SALESMEN WANTED—CALLING ON Grocery trade, to sell an article of daily consumption. Box 150, Canadian Grocer.

BUSINESS CHANCES

GROCERY FOR SALE IN WESTERN CITY—over 25,000 population, about \$3,000 stock on hand. Will sell for 100 cents on dollar invoice price. Will take \$1,400 cash payment, balance arranged liberally. Monthly rent \$75.00, on long lease. Building 65 x 25 ft. Rooms can be rented in connection. In good growing district of city. J. H. C., Willoughby-Sumner Co., Saskatoon, Sask.

GROCERY FOR SALE IN SASKATCHEWAN city, \$1,800, \$1,000 cash, balance to suit purchaser. Well located for growing trade; purchaser can put in stationery and meats; 5 living rooms in connection. Total rental \$125.00; exceptional offer. J. H. C. Willoughby-Sumner Co., Saskatoon, Sask.

MISCELLANEOUS

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 235 Yonge St., Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

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

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better re-builds at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

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

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

BUSINESS-GETTING TYPEWRITTEN LET-ters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COMPETENT STENOGRAPHERS IN search of positions, register at our free employment department. We have a number of applications on file. Call up Remington Typewriter Co., Ltd., when in need of an operator. 144 Bay St., Toronto.

Don't Worry Over Bad Debts



when you can have them collected for you. If we cannot collect, we will not charge you for our services. This is a good time to start.

WRITE FOR FORMS TO-DAY

THE NAGLE MERCANTILE AGENCY
WESTMOUNT, QUE.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price \$2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 124, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

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



TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

YOU CAN "PLAY SAFE" ON CREDIT ACCOUNTS SAME AS A BANK DOES

When a bank allows an individual or company a "line of credit" they make sure of their position in advance. You can make yourself safe on your credit customers by using



ALLISON Coupon Books

Besides they save a lot of time in book-keeping, collecting, etc.

How They Work

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

For sale everywhere by jobbers.

ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.

by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., 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.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT
That's Our Policy.

PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

OLYMPIA AND BEN BEY CIGARS

are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

Let Us Make Your Store Fixtures

We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIE & FILS
Pie IX Ave., Maisonneuve, P.Q.

WRITE TO

10 Garfield Chambers, Belfast, Ireland,
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Then send it along

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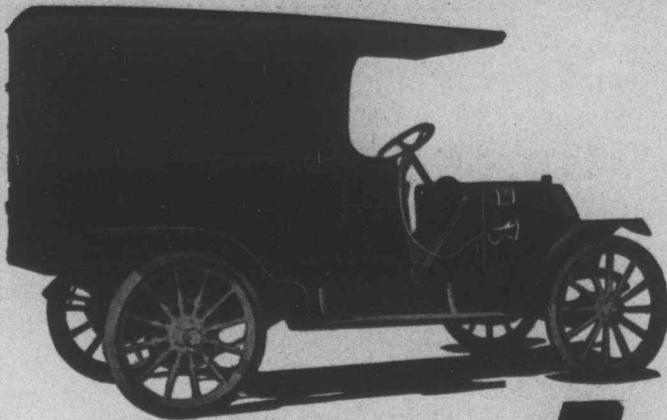
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ADDRESS

THE EDITOR, The Canadian Grocer

143-149 University Ave.

TORONTO



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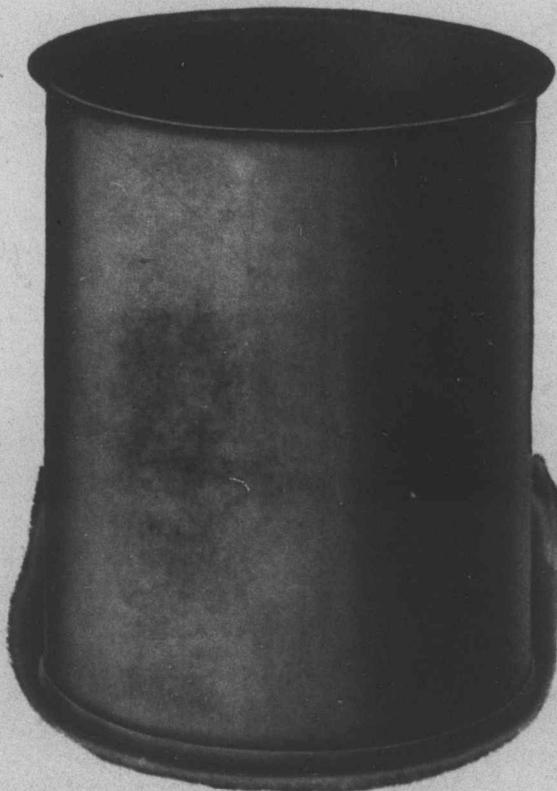
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Base your selling success on flour facts not on fine phrases.

If you have been working brain and body to build up a consistent flour trade and feel discouraged to-day for lack of support, should you abandon a line that **others** have made profitable?

Or should you concentrate that splendid selling ability and industry upon **FIVE ROSES** Flour?

Why should you work for a flour that doesn't work for you, Brother Grocer, when you can sell **FIVE ROSES**?

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