

**PAGES  
MISSING**

THIS IS THE 1,314th ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, FEBRUARY 14, 1913

No. 7



## Quicken Your Service

Modern stores cannot afford to have aisles crowded with impatient customers. People demand quick service. They do not excuse old methods.

With National receipt-printing registers in small purchase departments, change is made instantly. There is no waiting for money to return from some distant part of the store. There are none of the old delays or mistakes.

Your customers are satisfied, your sales-people can sell more goods, and you can make more money.

Ask us to send our representative to study the needs of your store.

**Write for Free Booklet.**

## The National Cash Register Company

285 Yonge Street, Toronto

Canadian Factory, TORONTO



THE CANADIAN GROCER



CAN BE SHIPPED ALL THROUGH  
THE WINTER MONTHS

**The "Nugget" Polish Co., Limited**  
9, 11 and 13 Davenport Road - - - TORONTO, ONT.

# This is the Season for Fish Buying

The Season of Lent has just commenced—and with it the desire of most people for fish. You are serving your best interests by stocking only the best class—on the quality at this season depends the trade you will do throughout the year.

## “Thistle” Brand Will Delight Your Customers

The “Thistle” Brand of Canned Haddies, Kippered Herring, Herring in Tomato Sauce, Tunny Fish, etc., are all canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

Captain Austin has the unequalled skill of a lifetime of experience. **THERE'S NO DIRT or SLIME—NO UNCLEANLINESS TO BE FOUND IN THE “THISTLE” BRAND.** The reputation of the foremost fish-curer in the country is at stake under the label of the “Thistle” brand. Buy it and buy the best.

A big tribute to this brand is that there are times when the demand exceeds the supply. So get your supply in time.



**ARTHUR P. TIPPET & CO.**

**Agents**

**MONTREAL**

**TORONTO**





What is there about RED ROSE TEA that keeps old friends and wins so many new?

The genuine goodness of the tea maintained year after year.

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

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

**WAGSTAFFE LIMITED**  
NEW SEASON'S 1913  
**SEVILLE ORANGE MARMALADE**  
NOW READY FOR DELIVERY.

PREPARED IN  
COPPER  
KETTLES.  
BOILED IN  
SILVER PANS.



PACKED IN  
GOLD LINED  
PAILS  
AND GLASS.

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

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



## TO-DAY'S BUSINESS

IS

## TO-MORROW'S SUCCESS

The immediate gain by sales of inferior and questionable quality goods will result in loss of customers' confidence and loss of business to-morrow.

By pushing and selling to-day, the best standard goods—goods that can be honestly recommended—you will build up a sure and steady business, making to-morrow's success a certainty.

In the sale of Condensed and Evaporated Milk, *Borden's Products*—the leaders of quality—will prove the best in increasing your profits and building a foundation for future success.

Borden's Products have held their high position—unsurpassable quality and purity—for over 56 years.

Sell Borden's and be a success.

**BORDEN MILK CO., LIMITED**

"LEADERS OF QUALITY"

**MONTREAL**

BRANCH OFFICE: NO. 2 ARCADE BUILDING, VANCOUVER



AGENTS CAN MAKE GOOD WITH  
**Meadow-Sweet Cheese**

10c.  
Retail



Makes  
the  
Muscle.  
Makes  
the Man.

because it is absolutely in a class of its own.  
Appetizing and delicious.

WRITE NOW.

**The Meadow-Sweet Cheese Co.**  
MONTREAL

Agents: Winnipeg, John J. Gilmer & Co.

Our Saratoga Chip Potato Specialty is a fast seller. Potatoes  
chipped and cooked in pure olive oil. Doubly nutritious.

**Tea Hints  
for Retailers**

By JOHN H. BLAKE

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

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

(275 pages)

(24 full-page Illustrations)

Sent to any address on receipt of \$2.00.

**MacLean Publishing Company**  
(Technical Book Department)

143-149 University Ave.,

TORONTO

**BIG  
ADVERTISING  
CAMPAIGN**

The makers of E. D. S. Pure Jams, Jellies and Mar-  
malades have launched a big consumer advertising  
campaign. The best magazines, newspapers and  
street cars are all carrying forth the message of  
E. D. S. Purity, making this brand name a household  
word and creating big demand for these delectable  
fruit products.

Mr. Dealer, put your advertising and selling power  
behind this campaign, and profitable sales will come  
rolling in—sales that make repeats and help in build-  
ing up business.

STOCK NOW AND BE READY

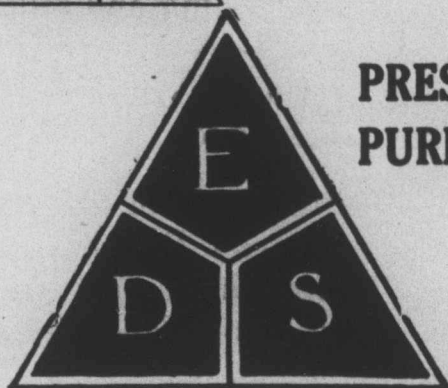
Made only by

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

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



**PRESERVED  
PURITY**





## **Will You Take The Profits Possible by Handling "Simcoe" Baked Beans?**

The large and steadily increasing sales of "Simcoe" Baked Beans and the liberal profits which go to the dealer make this brand the most desirable line to handle.

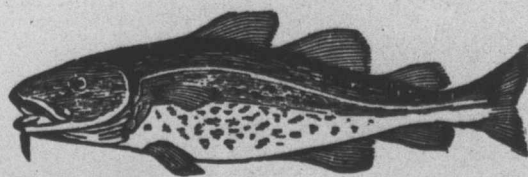
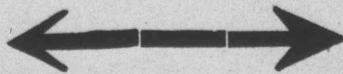
The quality and deliciousness of Dominion Canners' Products makes your patrons come back for more. Ready to serve, hot or cold. Packed in sizes to suit all requirements. Plain or with sauces.

Every can guaranteed.



**DOMINION CANNERS, Limited**  
HAMILTON - - CANADA





**FISH SALES** During Lent  
**MUST BE LARGE**

**OCEAN BRAND**

**Haddies**

**Kippers**

**Bloaters**

**Boutilier's Fillets**

**"Canada" Boneless Cod**

*"the purest of the pure"*

Admittedly come from the same source as the "other fellow's" BUT expert handling in the smoke house, etc., makes them that "little better" which satisfies.

is selling well. Are you getting your share of the profits?

Ask your wholesaler about the range.

**NORTH ATLANTIC FISHERIES Limited**  
**MONTREAL**

**PARIS PATÉ**

THE ACME OF FRENCH CUISINE



**SANDWICH**

ITS SUCCESS ASSURED

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

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

Always Ready for Use.



**Retailers!**

**We are out to get acquainted with you, hence this offer:—**

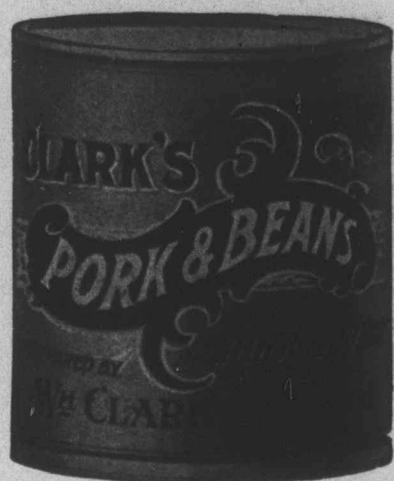
**Send us fifty cents and we will ship, freight prepaid, 6 tins of PARIS PATÉ as a trial lot.**

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

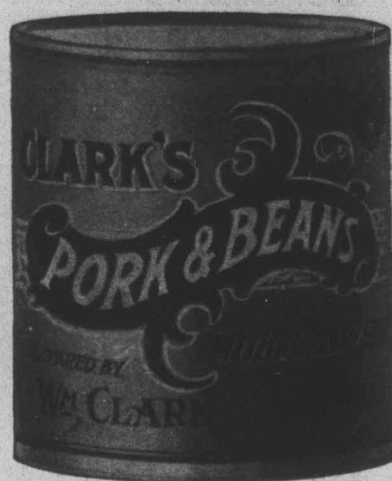
Contents of Tin Keep Good for Five Years as long as Container is not Opened.

**RELIABLE AGENTS WANTED AT ONCE**

**La Société Française de Produits Alimentaires, Montreal**



Clark's



# Pork and Beans

**ARE NOTED FOR THEIR  
RELIABILITY AND SUPERIORITY**

it would be superfluous to tell you, Mr. Grocer, that your customers value the above attributes in the goods they purchase, but we would like to remind you that the public have for years shown their lively appreciation of the fact that CLARK'S PORK AND BEANS are easily the leaders in this respect.

It could not possibly be otherwise, for the extreme care that is exercised to ensure that nothing but the BEST is used ALWAYS in their preparation is more than a guarantee of their QUALITY.

Compare your sales and see if our claim is not correct.

**PLAIN CHILI TOMATO SAUCE  
ALL SIZES**

**W. CLARK, MONTREAL**





agrees with  
every palate.

THERE IS NO FEAR OF  
DISAPPOINTING A CUSTOMER  
IF YOU RECOMMEND.

PINK'S   MARMALADE

NO OTHER MARMALADE  
POSSESSES SUCH A DELIGHT-  
FULLY FRESH ORANGE  
FLAVOR.

---

WRITE NOW FOR PRICES TO OUR SPECIAL REPRESENTATIVES,  
MR. BERNARD PINK, c/o CANADIAN GROCER,  
E. T. BANK BLDG., MONTREAL  
Messrs. EMERSON, BAMFORD CO.,  
VANCOUVER, B.C.,

OR DIRECT TO

**E. & T. PINK LTD.**  
LONDON--ENGLAND

# American Cans

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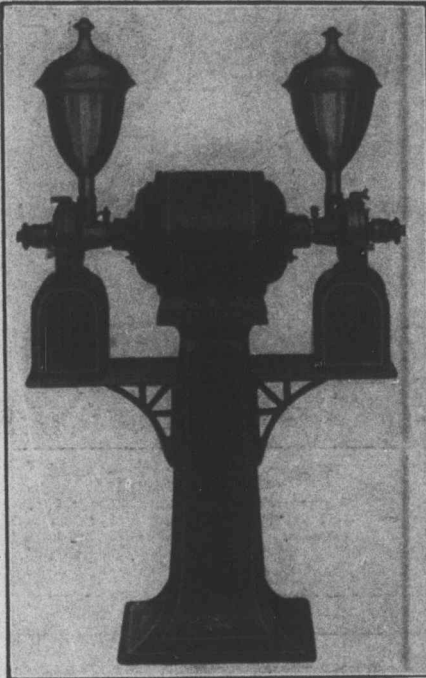
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**I**N SELECTING your **FRUIT** and **VEGETABLE** Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

**American Can Company**  
MONTREAL, QUE. HAMILTON, ONT.

**Are  
You  
Satisfied**

with the equip-  
ment in your  
store—your Cof-  
fee Mill, Scales,  
Spice, Tea, and  
Coffee Bins, etc.  
We are agents  
for the renowned  
Henry Troemmer  
Mills, Scales,  
etc., and can  
equip your store  
at the lowest pos-  
sible cost.



Get our quotations and prices — estimates and  
catalog gladly sent on request.

**J. A. FLESCH & SON**

1300 Medinah Building  
178 W. Jackson Blvd. **Chicago**



**Litster Goods**

are made good enough to guaran-  
tee They recommend themselves  
and sell themselves wherever intro-  
duced. Is the best any too good for  
your trade?

**Litster Pure Food Co.,**  
TORONTO Limited

**OXO  
CUBES**

are the same price to-day  
as they always were.

The steady advance in the  
price of beef has not af-  
fected the price of OXO  
CUBES in any way.

The great OXO Company, of Lon-  
don, England, are ranchers as well  
as inventors and manufacturers.  
The vast cattle farms belonging to  
this company, embrace FOUR  
MILLION ACRES, on which  
roam a standing herd of more than  
THREE HUNDRED THOU-  
SAND cattle.

Thus, we are able to sup-  
ply you with a pure beef  
product—that is enjoying  
enormously increasing  
sales — at no increase in  
price.

Surely you see the advantage of  
pushing OXO CUBES—one of the  
few specialties that have not ad-  
vanced in price. Have you plenty  
on hand? Plenty of the 50 and  
100 cube tins, as well as the 10c  
and 25c sizes? You can sell all  
sizes—we are advertising steadily.

**Corneille David & Co.**

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



**MODERN GROCERY EQUIPMENT**

Adds an air of distinction to your store—and

**ATTRACTS TRADE.**

**The "Walker Bin" System**

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

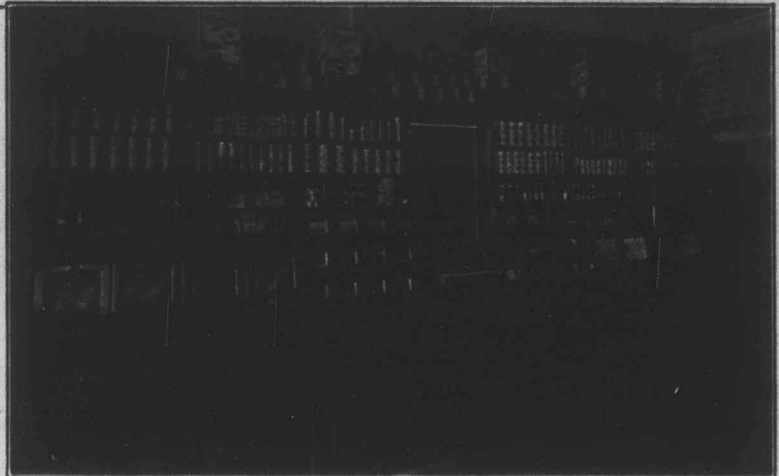
**Walker Bin & Store Fixture Co.,**

**LIMITED**



Berlin,

Ontario



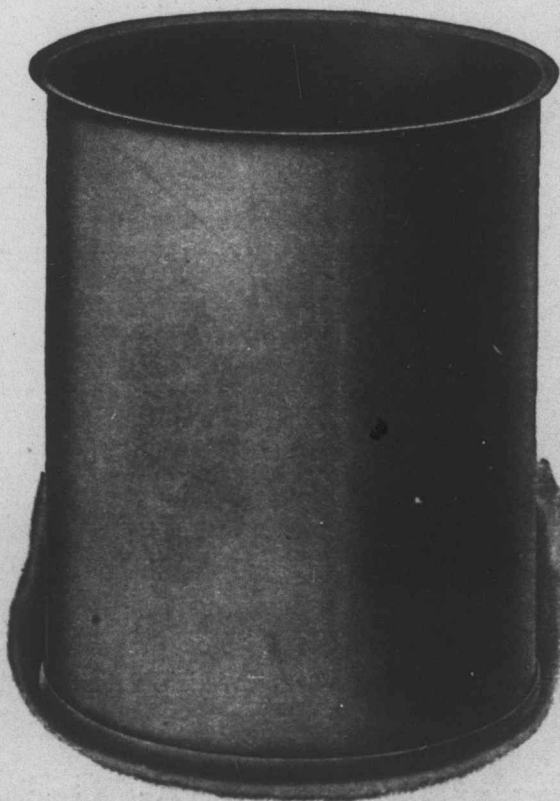
**REPRESENTATIVES.**

Manitoba: Watson & Truesdale, Winnipeg, Man.  
Sask. and Alta.: J. H. Smith, Box 885 Regina, Sask.  
Vancouver: Western Plate Glass Co., 318 Water Street.  
Montreal: W. S. Silcock, 33 St. Nicholas Street.  
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.




**TWO CENTS PER WORD**

You can talk across the continent for two cents per word  
: : : with a Want Ad. in this paper. : : :



**Sanitary Cans**

*"The Can of Quality"*

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

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

**NIAGARA FALLS, ONT.**

# THE NAME "FAIRBANK" MEANS SOAP SURETY



## FAIRY SOAP

When we tell you that you can depend on FAIRY SOAP as a lively steady seller, sure to satisfy your customers, it's because we know positively that the white, sweet, floating oval cake is the BEST soap a nickel ever bought, and, because YOUR CUSTOMERS know it.

We've advertised FAIRY SOAP so extensively that the slogan "Have you a little 'Fairy' in your home?" stands for the "BEST SOAP I CAN BUY" in the minds of women everywhere.

Be sure FAIRY SOAP is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

**The N. K. Fairbank Company,  
LIMITED, MONTREAL**

# BRAND'S



The long line of Brand's Sauces, Beef Essences, Beef Bouillon, Chutney, Bloaters, Tongues, Soups, Potted Meats, etc., are the best of their kind. Brand's A1 Sauce and Invalid Specialties were granted highest possible award, "The Grand Prix," at the Festival of Empire Exhibition, Crystal Palace, London, 1911. Quality dealers are handling and making big profits on these lines. Are you one of them? Secure a stock now.

**Brand & Co., Ltd.**  
Purveyors to H.M. the Late King Edward VII  
Mayfair London, Eng.

**AGENTS**  
NEWTON A. HILL, 25 Front Street East, TORONTO  
A. HUBBARD, 27 Common Street MONTREAL  
McLEOD & CLARKSON, VANCOUVER





## They'll like the taste You'll like the sales

"Hirondelle Brand" Alimentary Pastes are unexcelled for quality and deliciousness—as good as any imported.

### "Hirondelle Brand"

(SWALLOW BRAND)

Vermicelli, Macaroni, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, Etc., are made in the sunniest factory in Canada, under expert management. Dealers appreciate the profitable selling qualities of these pastes. Get a stock—display—and see them sell.

**The C. H. Catelli Company**  
LIMITED  
Montreal, Canada

## 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., 1615 North 23rd St., Phila., Pa.  
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

## No Disappointments

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

## Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:  
**Mason & Hickey, Winnipeg**

# Purnell's Pickles of Excellence

## SAUCES THAT ARE SECOND TO NONE

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

### Purnell & Panter, Ltd.

Malt Vinegar, Sauce and Pickle Makers

BRISTOL,

ENGLAND



# CAIRNS'

"THERE IS A SUBTLE CHARM ABOUT THE FLAVOUR WHICH IS PECULIAR TO CAIRNS'

## MARMALADE

FAIRLEY SCOTLAND

## BEANS AND PEAS

White Haricot Beans

Rice

White Pea Beans

Lentils

Rangoon Beans

Pearl Barley

Large White Peas

Pot Barley

Split Peas

Pea Flour

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.)



# "KING" (COMPOUND) JAMS

Sales are growing every week. Quality is there--- that's the reason.

Retailers who have tested have repeated.

The demand from the East and West is ample proof of their popularity.



We want agents  
to control the  
sales in chief  
Ontario  
Centres

## ASK OUR AGENTS:

St. John, N.B.: J. Hunter White.

Toronto: The Harry Horne Co.

Winnipeg: John J. Gilmor & Co.

## LABRECQUE & PELLERIN, MONTREAL

By Royal Letters Patent



# NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen,  
can be obtained from

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

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



# SNAP



Antiseptic, Non-injurious.  
Leaves the skin smooth  
and soft.

Cleans sinks, pots,  
pans, better than  
any of those "fin-  
ger eating" cleans-  
ers. May seem  
strange, but TRUE

**SNAP COMPANY, Limited**  
MONTREAL, QUEBEC

What  
**young Brown.**  
said to  
**old Jones.**

**YOU** were right about "GIPSY." I sent an order, put in a nice little window display, and got busy asking customers to try "GIPSY." Most of them did, and now "GIPSY" is all the rage!

Profitable? Yes you were right about that, too, I have doubled my Stove Polish trade by recommending to everyone

**GIPSY**  
**STOVE GLOSS**

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



**Money to be  
made with 'Camp'**

'Camp' pays in well satisfied customers, who are delighted, and come for more. It is a most profitable line to stock.

We tell the public how good it is; how easily made; how economical. You, too, may safely recommend 'Camp'—and so increase your profits.

**'Camp'**  
**Coffee**

R. Paterson & Sons, Ltd.  
Coffee Specialists  
Glasgow



**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.



**Tartan**  
**BRAND**

THE SIGN OF PURITY

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

Canned Vegetables, Fruits and Salmon, Syrup Etc.

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

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

All orders shipped same day as received.

**BALFOUR, SMYE & CO.,**

Wholesale  
Manufacturing Grocers

**HAMILTON**



THE MCGREGOR PAPER BAG HOLDER.

**Better Service Means More Trade**

THE MCGREGOR PATENT BAG HOLDER  
is the biggest step to quick service of your cus-  
tomers, and quick service is probably the re-  
maining thought of every trader to your store.  
Make it a favorable one.

**KILGOUR BROS.**

21-23 Wellington St. West, TORONTO

**TEA LEAD**

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

**ISLAND LEAD MILLS 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.

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 cus-  
tomer satisfaction and good profits.

**Wm. E. McIntyre, Limited**

23 Water Street,

St. John, N.B.

A well established Montreal firm  
doing business with all grocers,  
druggists and hardware dealers is  
open for some good agencies of  
Manufacturers anxious to do good  
business.

**Box 460 CANADIAN GROCER**

**E. T. Bank Building, Montreal**

BUY

**STAR BRAND**

**Cotton Clothes Lines**

AND

**Cotton Twine**

Cotton Lines are as cheap as Sisal or Manila and  
much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

# This is Your Opportunity

to purchase your season's **TEAS**. The Tea Market is much higher, with a strong tendency for higher prices---you cannot afford to overlook the special values we are offering you---For the next two weeks we give you the "opportunity" to get in right. All we ask is that you write, wire or telephone at our expense, what teas you are or will be requiring, when we will be pleased so submit samples with prices that are bound to interest you. The firm of **Minto Bros.** for 39 years have enjoyed a sterling reputation amongst the trade for their values and fair dealing. You can make no mistake in entrusting your requirements to us.

**MINTO BROS.**

45 Front St. E.

**TORONTO**



**Our Extensive Advertising has made Holland Rusk Known to Everybody.**

HOLLAND RUSK is a byword in thousands of homes from Maine to California, women everywhere know this "dainty Dutch delicacy," made in the "old country way." You ought to have a dozen packages displayed on your counter because once your customers start buying it, they'll find so many ways to eat it, they'll always buy it. Just a hint to you—HOLLAND RUSK makes the most delicious toast for a WELSH RAREBIT, so whenever you sell cheese for a RAREBIT, sell also a package of HOLLAND RUSK. This is so easy it only needs a word of suggestion from you.

**HOLLAND RUSK**  
HOLLAND, MICH.

Valuable premium coupons in every package increase sales. Send for list of gifts.



# Always Forging Ahead

During our last fiscal year which ended on the 31st January, 1913, our sales have shown an increase over and above the previous year of

**\$618,169.07**

**Hudon, Hebert & Co., Limited**

**Montreal**

**The most liberally managed Firm in Canada**

THE CANADIAN GROCER

*St. Lawrence*

**Granulated**

As some of the travellers overlook the fact that Granulated is packed in 2-lb. and 5-lb. cartons, we would draw the attention of merchants to these small packages. St. Lawrence Extra Standard Granulated is packed in 2-lb. and 5-lb. cartons and in 20-lb. and in 25-lb. cotton bags. These are convenient sized packages for both merchant and consumer.

# MOLASSES

Extra Fancy Barbados

## "DaCosta" Brand

The standard of quality. Ask your wholesaler for it and take no other.

### BANNER BRAND SELLS ON MERIT!



The unequalled quality and consistency of this line of Jams and Jellies, makes it an excellent stock for you to handle—one that will increase your trade and incidentally enlarge your profits.

L. & B. Banner Brand is very delicious, only the best ingredients being used. Packed in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails. Sells at a moderate price and pays a liberal profit.

**LINDNER & BENNER**  
291 ARTHUR STREET, TORONTO  
Phone Park 2985

**REPRESENTATIVES:**  
The Amos B. Gordon Co., Toronto  
**WESTERN AGENTS:**  
W. L. McKenzie & Co., Grocery Brokers  
Winnipeg, Manitoba

### Everybody's Using It.

This is the season when every housekeeper is using stove polish.

# James Dome Black Lead

is the most reliable and satisfactory stove polish that you can sell.

**Pays well**

**Sells well**

**Works well**

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



THE CANADIAN GROCER

# Japan Tea

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

## FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

Order For Your Summer Trade Now

# LAURENTIA

## MILK AND CREAM

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



The Laurentia Milk Co.  
LIMITED

371 Queen Street West - Toronto, Ont.  
Telephone: Adelaide 2760

There are no preservatives in this Milk.

## FIRES ARE REPORTED WEEKLY



in the "Grocer" and other papers. Who knows when your turn will come?

**Your stock is insured, but your books are not;** still sometimes their value is more than the stock.

### Get a Fireproof Safe

the amount invested is less than any other fixture and gives far larger returns.

**Get Our Prices. Sold On Time. No Interest.**

As also our Cash Registers, Credit Systems, Silent Salesmen, Meat and Cheese Cutters, Scales, Etc. Write

**Canadian Scale & Fixture Co.**  
Sherbrooke, Quebec

We have a fine proposition to offer Travelling Salesmen

**ITS CREDENTIALS ARE SO GOOD, THAT  
IT SELLS WITHOUT RESISTANCE**



**This is the reason why all dealers are glad to stock  
"SALADA" as the profit is Sure, Speedy, and Actual with-  
out Loss, Waste, or Argument---**

**BLACK, FOR BLACK TEA DRINKERS.  
NATURAL GREEN FOR THOSE USED  
TO JAPANS.**

Samples and Wholesale Terms  
on enquiry---  
"SALADA", Toronto or Montreal

**Our perfect organization enables us to ship all orders the  
same day as received.**

**"SALADA"**

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

## What Do You Earn ?

**D**ON'T think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

**The MacLean Publishing Company**  
143-149 UNIVERSITY AVE. TORONTO, CANADA



## Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.



## Sells Without Effort

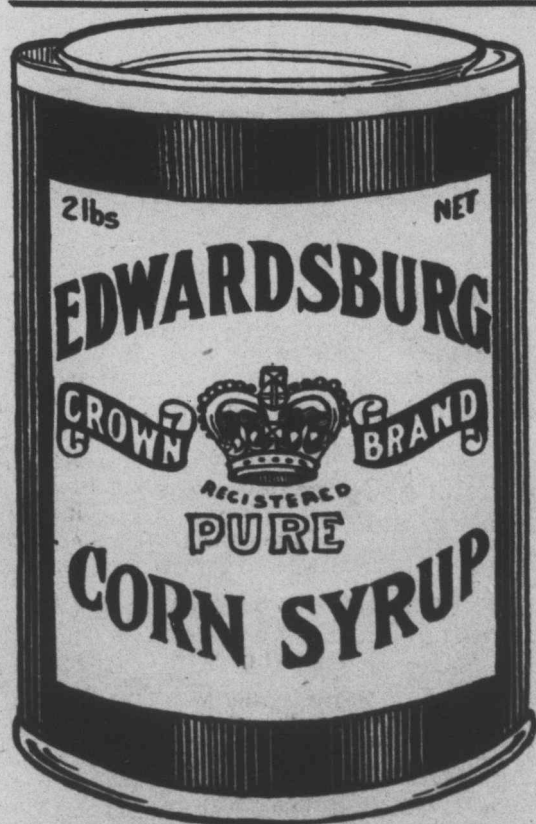
Its reputation is long established and customers like it; that accounts for the steady demand.

## MAGOR, SON & COMPANY

403 St. Paul St., Montreal

30 Church St., Toronto

AGENTS FOR THE DOMINION OF CANADA



## Crown Brand Corn Syrup is a delicious addition to hot griddle cakes.

With Lent comes the increased demand for Crown Brand Corn Syrup. It is especially delicious when used on hot griddle cakes, tea biscuits, buckwheat cakes or muffins. Families who have once used this syrup agree that it is just as delicious as pure clover honey. In fact, many people prefer it. Look over your stock and keep a good display on your counter or in your window displays. There is good profit and ready sale.

**The Canada Starch Co.,**  
LIMITED

Manufacturers of EDWARDSBURG Brands

Montreal—Cardinal—Toronto—Brantford—Vancouver

# Employing Card Index to Increase Sales

How Some Merchants Maintain System to Always Supply the Customer With What She Likes—Information About Her Likes and Fancies Down in Black and White—Means a Service That is Appreciated—Also Forms Check to Allowing Accounts Run Too Freely.

The value of the card index sales campaign is not generally realized by the retail trade. But it is an acknowledged fact that the card index has played an important part in the success of nearly every successful specialty company. What will produce results for them, will just as surely be beneficial to the retail grocery trade.

The writer has run across several merchants who use the index in a small way but who are not getting the full value out of the idea even while their method of using it has some mighty good points. The trouble is they do not carry it far enough or make it give them enough information.

On this page is a rough diagram that will give an idea of the immense value of this system.

## A Better Butter Service.

One merchant has used it to boost his sales of butter. By looking at the diagram the reader will see that it gives definite information as to the preference of each customer in the matter of butter, whether she likes it salty or otherwise; whether she prefers dairy to creamery grades.

With this information at hand he was enabled to serve customers more intelligently. In fact so well did he serve them that they rarely ever left him and one customer to whom the writer was talking recently stated that she had received good butter from this store continuously for more than three years and that the butter was always of the right flavor. This result was directly due to the information given on the card index; nothing was left to memory, it was put down in black and white where it wouldn't be forgotten.

The information given on the card was gathered by a personal canvass of the store's customers telling them just what the idea was and asking them to place a standing order for so much butter, weekly, so that the merchant could send it up the minute that particular grade or flavor of butter came in. Thus this progressive merchant was able to purchase intelligently and give his patrons a better butter service.

## Information Given on Other Lines.

Later this plan was developed to cover the customers' preferences in cheese, bread, olives, etc., and whenever he received a fresh supply of any of these

D		OCCUPATION	CREDIT LIMITED
Name <i>John Doe</i>		<i>Laborer</i>	<i>30.00 month</i>
Address <i>72 Simon Ave. City</i>		NO IN FAMILY	SALARY
		<i>Five</i>	<i>55.00 month</i>
Preference in	Amt Purchased	WHEN PAID	Amt PAID
BUTTER <i>Salty Dairy</i>	JAN <i>29.00</i>	<i>Jan 31st</i>	<i>28.00</i>
	FEB		
CHEESE <i>Happy</i>	MAR		
	APR		
BREAD <i>Crusty White</i>	MAY		
	JUNE		
COFFEE <i>25¢ Mocha Java</i>	JULY		
	AUG		
TEA <i>30¢ Black</i>	SEPT		
	OCT		
MEATS <i>Side Bacon</i>	NOV		
	DEC		
<i>Very fond of Sausage, Ham, Apples, Beans</i>			

Indexed card for purpose of showing a customer's likes. It also acts as check on allowing large accounts to run.

goods, those customers who had a fondness for them were notified and their order booked. It gives the customer the impression that one is up to his job and takes a personal interest in their welfare.

When a customer came into the store and asked for any article not in stock, it was noted on that person's card and as soon as the goods arrived the customer was telephoned or notified that the merchant was then in a position to take care of her wants.

## A Stop Sale Signal.

Another way that the index can be made to earn money is in the credit limit or credit stop sale signal.

By finding out where the head of the family is employed it is usually an easy matter to determine about what salary the man is earning and with this valuable information at hand it is an easy matter to stop losses from bad debts. Of course, the most prolific source of loss is with the working classes who sometimes

purchase more goods than they can ever possibly pay for. When a dealer has a line on their income he can check these sales to a safe amount.

To get the accounts of the newly married couples, one merchant the writer knows of, adopted the plan of presenting every bride married in his field of operations with a present in keeping with her standing in the community. Accompanying each present was a little note congratulating them upon the happy event and soliciting their grocery trade.

## CATALOGUES AND BOOKLETS.

The Willis Manufacturing Co., Galesburg, Ill., have sent out a booklet dealing with their vegetable display stands. This is illustrated, showing the use of this stand both in summer and winter. It also includes specifications of the fruit stand and a number of testimonials from retailers.



# Importance of Good Introduction in Ad. Copy

**There Must Be Some Life in the Heading, But Sensational Phrases Are Not Conducive to Good Results — How Some Canadian Grocers Have Begun Their Newspaper Ads.—Well Written and Well Laid Out Piece of Copy From Saskatoon, Sask.**

Ad. writers, as a rule, find it difficult to get a good heading and introduction. Some become too sensational in their choices, particularly over a bargain sale or a fire. Others are too conservative, the result being that the heading is not strong enough to attract attention. An ad. writer who has the happy faculty of presenting simple facts in plain but effective language usually manages to have his copy read quite extensively, but the one who writes lifeless copy or has it filled with glaring and sensational phrases is not likely to secure good results.

Herewith are reproduced a number of headings and introductions from news-

paper advertisements of representative Canadian grocers. Some of these are particularly good, and should come in useful to other ad. writers who sometimes may be in a hurry:

**FRASER, VIGER & CO., Montreal, Que.—Tasty Fish Specialties for the Lenten Season.—The observance of Lent induces many people to frequently eat fish, and we have been busy for the past few weeks sorting up and adding to our already large stock of this commodity, which we draw from all parts of the world. Everything on the following list we guarantee to be of the very choicest quality.**

**E. C. ARMAND, Arnprior, Ont.—“Unexpected Company—Happy is the woman who is never unprepared—who can always lay a nice appetizing meal or light luncheon before any guest—unexpected or not. Her friends praise her for her housewifely qualities, and she feels that delightful satisfaction which can only come from hospitality Perfectly Done.”**

Following this introduction are advertised soups, canned corn, peas and beans, tomatoes, pork and beans, as well as canned fruits.

**W. A. McKNIGHT, Killarney, Alta.—“Specials in Canned Goods—In stocktaking we find that we are overstocked in a few lines of canned fruits, and we are going to run them off at a very special price. For two weeks we will offer the following prices.”**

Strawberries, cherries, raspberries and lawton berries are quoted.

**W. J. REID, Canora, Sask.—“None But Upright Quality Goods Ever Enter Our Store.”**

“Don't think because we say this that our goods are priced up sky-high. Exactly the opposite is so.

“You will find it pays you to buy upright quality goods at our special cash prices.

“This week we are making a special cash price on canned goods.”

**HALLONQUIST BROS., Weyburn, Sask.—“Saturday Specials.—Saturday is always a big day at our store and a joy day for the housewife, because on this day we offer our genuine Saturday Special Bargains in dry groceries, vegetables, canned goods, etc., etc.**

“Our experience and our large trade keep us in touch with market conditions at all times, so that we have the best things in our line at the lowest prices. You will always find it economy to come to our store on Saturday. Those who start to trade with us never stop.

“We make a specialty of prompt delivery and extend every customer every courtesy.”

### Neatly Arranged Ad.

The large newspaper advertisement reproduced on this page is a splendid example of neat and effective lay-out. The illustration is appropriate and the introduction convincing, especially the talk on quality. The lay-out has been carefully attended to, each item, such as provisions, pure jams, green goods, cheese, staples and oysters, standing out effectively.

This is undoubtedly the sort of advertising copy that brings results. The Woodside store is located in Saskatoon, Sask.



## Remarkable Values in Groceries and Foodstuffs

A pantry filling occasion of interest to every house-keeper because of the fact that it features only food-stuffs of the finest qualities and for such desirable qualities the prices are phenomenally low.

<p><b>Provisions</b></p> <p>Pure pork sausage, home-made, lb. . . . . 20c                  Stuffed Tongue, lb. . . . . 40c                  Mild Cured Cooked Ham, lb. . . . . 40c                  C. &amp; B. Oxford browns (in glass) each . . . . . 70c                  Smoked ham (boned and rolled), lb. . . . . 50c                  Smoked Haddock, 3 lbs. 25c                  Sauer Kraut, quart. . . . . 20c                  Frankfurters, lb. . . . . 20c</p> <p><b>Cheese</b></p> <p>Camembert, Brie, Neuchâtel, Roquefort, these cheeses are all packed in France, per tin . . . . . 60c                  Gorgonzola, lb. . . . . 50c                  Limburger, lb. cake . . . . . 40c</p>	<p><b>Pure Jams</b></p> <p>50 cases of assorted Jam in 5 lb. pails, put up by such well known and reliable makers as Buchanan's &amp; Wagstaff. These jams are made from choice ripe fruit and sugar only, including raspberry, strawberry, gooseberry, black currant, Damson.                  Special, each . . . . . 60c</p> <p><b>Staples</b></p> <p>Corn on the cob, large tin . . . . . 70c                  White, brown and to-mato, 3 lb. tin, each . . . . . 70c                  Cube Sugar, per pkg 50c                  Chicken breast, in glass, each . . . . . 70c                  Extra Select Valencia Raisins, 3 lb. tin . . . . . 25c                  Fancy table raisins, 1 lb. tin . . . . . 25c                  Must Soups, all kinds, 1 lb. tin . . . . . 25c                  1/2 pkgs . . . . . 20c</p>	<p><b>Green Goods and Fruits</b></p> <p>We've built up a reputation by selling only the fresh fruits and vegetables. We maintain our reputation by scouring the country for the best products that are grown with which to fill our customers' orders.</p> <p>Celery, lb. . . . . 20c                  Lettuce, 3 bunches . . . . . 25c                  Radishes, nice and firm, 3 bunches for . . . . . 25c                  Grape Fruit, fancy, 2 for 25c                  Grape Fruit, 2 for 25c                  First Valencia Onions, 4 lbs. . . . . 25c                  California Navel Oranges, doz. 40c, 50c and 60c                  Apples, (choice table) 3 pounds . . . . . 25c</p>
<p><b>Sealshipt Oysters</b></p> <p>Solid pack, pint . . . . . 20c                  Fresh Cream, daily, 1/2 pint bottle, 15c, 20c, 40c.</p>	<p><b>Buchanan's Chocolates</b></p> <p>We'll surely have a big sale for these dainty confections in view of the price reduction for Friday and Saturday. There are eighteen different flavors and kinds regularly sold at 10c and 40c per pound.                  Sale Price . . . . . 40c</p> <p>Buchanan's Cream Caramels, pound . . . . . 40c                  Benito's Toasted Marshmallows, pkg . . . . . 50c                  Benito's Chocolate Coated Strawberries, regular 70c, sale price, box . . . . . 60c                  Buchanan's Russian Toffees, pound . . . . . 40c</p>	<p>If it is impossible for you to shop in person your phone or mail orders will receive our very best attention.</p>



126 2nd Ave. N.

Two Phones 2743-2195

An effective, well arranged newspaper advertisement used by a Saskatoon, Sask., dealer.

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# Veterans in the Grocery Trade

Number One—  
A. G. BAIN

A Hamilton Grocer Who Has Been Connected With the Trade For Past Thirty-Five Years—In Business For Himself For Twenty Years—His Methods For Building up Business And His Advice on Things to Avoid.

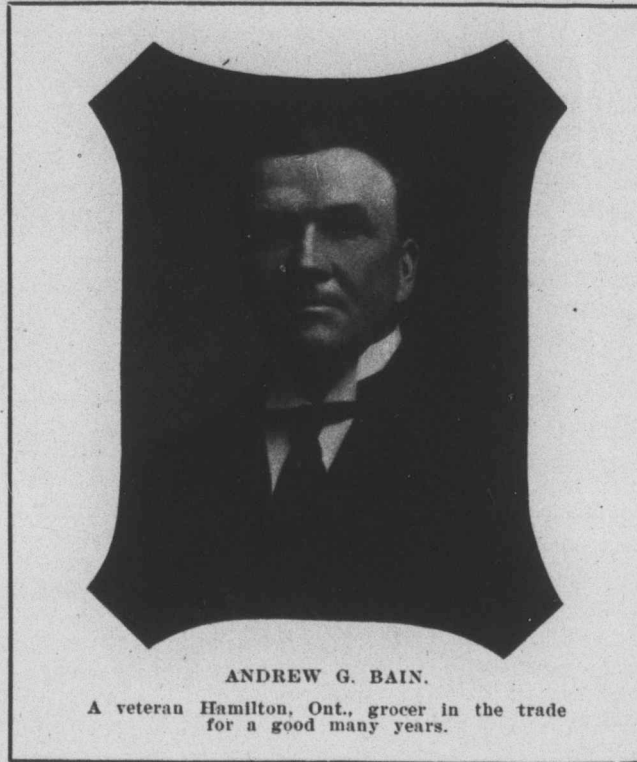
For thirty-five years A. G. Bain has been connected with the grocery trade in Hamilton, Ont. The last twenty of these he has been in business for himself so that he can be rightly considered a veteran in Canadian trade.

Around Hamilton A. G. Bain is more familiarly known as "Andy" Bain. At least this is so among his associates in the Hamilton Retail Grocers' Association of which he is a member. His place of business is on King Street East, a leading thoroughfare of the Ambitious City, and it has been attracting people's attention there for practically two decades. As a clerk, Mr. Bain spent 15 years. He then learned the rudiments of the grocery business from all standpoints—buying, selling, treatment of customers, business management, delivery service, etc.,—and by giving strict attention to the conducting of his business along these lines, he has built up an attractive trade.

### His Constructive Platform.

In fact if one were to ask Mr. Bain upon what principles his business was founded, he would mention buying the best goods and keeping no dead stock; selling the best and giving the best possible service until the goods reach the homes of the customers. He would, too, strongly advise the use of equipment that helps the merchant most in perfecting his store system.

The buying in this store, for instance, is done on a systematic basis. There is no guessing as to how much was purchased last time or what was paid for same. Mr. Bain operates a Cost Book in which every invoice is tabulated, giving exact information on how much of any line was purchased in any given time, the price paid, the freight, duty, if any, the firm from whom bought, and selling price to allow for a fair profit. This book supplies buying information so well that in Bain & Co.'s store there is never any more than \$25 worth of stale stock on the shelves—if there is that much—at any time.



ANDREW G. BAIN.

A veteran Hamilton, Ont., grocer in the trade for a good many years.

### Keeping Track of Sales.

If buying is done in this store on such a systematic foundation so is selling. A Sales Book tells from day to day just what each day's sales have been. Any one day can be compared with any other of any year and thus there is absolute knowledge on how the business is progressing.

Attractive and effective display is one of the chief aids to selling in the Bain store. The window is used to splendid advantage with simply designed but attractive trims, containing high-class quality lines. Mr. Bain believes in giving his trade good quality foodstuffs. In his long experience, the business had taught him that good goods command respect and attract the best trade.

### Things to Avoid.

It is natural to suppose that when a man has spent 35 years at one business he has formed conclusions as to what are the obstacles that lie in the path of success. Mr. Bain lays special stress on the following:

- Poor location.
- Price cutting.
- Incompetent help.
- Careless bookkeeping.

Giving too much credit.

Mr. Bain is proud of the fact that he never cuts a price. He maintains that if a merchant desires to get into touch with the best trade, price cutting is not one of the methods to be employed. Customers who buy freely and who have plenty of money are not those desirous of getting something for nothing, he claims. They are after the goods they can depend on absolutely, and a service that is unequalled by any other store.

### An Example for the Clerks.

'Close attention to business,' is another rung in the ladder of success, according to Mr. Bain's long experience. He recently remarked to the writer that "it is absolutely necessary for a man to give his undivided attention to his business. Lack of energy on the part of the proprietor is contagious to

the staff and as a rule would be practised by them." From this statement it is evidently his claim that a store's character is simply what the proprietor makes it. The store's appearance and service reflect the character of the man at the helm.

The lesson contained in the business career of Mr. Bain suggests two courses to every proprietor or manager who desires to make a success of the business. It is not simply necessary to lay down a constructive platform on which to build a business. Undoubtedly progressive business methods are required before a good business can be built up. A merchant must be a good salesman but he must also be careful to avoid the pitfalls that continually beset him. A poor location may spoil completely what would otherwise have been a paying business. Incompetent help may keep down wage expenses, but will it help attract the most desirable trade? Carelessness in bookkeeping has been known to cause scores and scores of failures. Allowing too much credit is probably one of the deepest of all pitfalls. The inevitable account from the wholesale house is bound to come, and how is the man going to meet it when his customers have his money?



# The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. O. S. Johnston  
 Toronto—143-149 University Ave. Telephone Main 7324.  
 Winnipeg—34 Royal Bank Building. Phone Garry 2313.  
 Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2000.

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

GREAT BRITAIN—

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

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

PUBLISHED EVERY FRIDAY.

TORONTO, FEB. 14, 1913

## WEIGH, MEASURE AND COUNT.

"Do not let your profits escape through the goods entry but weigh, measure and count every shipment that comes into your store," said a successful grocer the other day when asked to name one of the causes of the downfall of grocers. Too many grocers depend upon the man they buy from to give honest measure and while I believe that no house would deliberately cheat a man, yet mistakes will occur and if the grocer allows the goods to go into stock without checking the weight, measure or count, he is laying himself open to serious loss that will eventually cripple him and possibly down him." There is real meat in this advice and the grocer that weighs his shipments will soon find mistakes that will pay him well for the trouble.

Recently many discrepancies in weights of package goods, and even such goods as cheese, have come to light and it is most important that attention be given this matter by every grocer. Two weeks ago a Niagara Falls, Ont., merchant told in *The Grocer* of his discovery that the boxes of macaroni he had bought for 25 pounds, in reality only weighed 20 pounds net.

Thus if this grocer had not weighed this box of macaroni he would have lost 5 lbs. which amounted to about 26c at the price he supposed he was paying for his goods.

The grocer should weigh everything that comes into his store, and to do this he must have scales suitable for this purpose as the counter computing scales are too delicate and costly to be used for this work. The proper kind of scale for this is the platform scale and every dealer should have a set of these in his warehouse. Then when he receives a shipment of cheese he can weigh it and check the weight. He can use it to weigh much heavier packages than the capacity of most computing scales will allow.

A set of these scales should be in the provision department as it will save much waste motion and many steps in the day's work, as the clerk in weighing out big orders of provisions can do it more accurately and quickly on a

platform scale than on the other kind and then the loss from down weight is almost nil.

A set of these scales should be in the wrapping room for the weighing up of the sugar, etc., as the weight can be set for the amount desired and the weighing more rapidly done. There are, in fact, a great many ways in which the scales will work for the dealer and it is far cheaper to buy extra scales than to pay for extra steps and less weight in the goods he buys. By keeping close tab on the arriving goods, weighing, measuring, and counting, the grocer will safeguard his interests more closely than he now appreciates. Just ask the grocer that has kept tab, what he has discovered.

## WHY CO-OPERATIVE STORES FAIL.

"Co-operation That Fails," is the subject of an interesting article in last week's issue of the *Saturday Evening Post*. Will Payne, the author, shows by ventilating the inside workings of an actual co-operative grocery store in the United States why it is that so few of this class of retail stores ever become successful on this continent.

After depicting the method of organization in detail, how the stock was subscribed, how so many well to do men become identified with the scheme from a stock subscription standpoint, the difficulty in securing a competent manager who would accept low wages, etc., he goes on to show reasons why the store scarcely secured half the trade of its own stockholders. For instance, there were three non-operative groceries in the vicinity and whenever any one of these put a ticket in the window advertising something a little cheaper than the co-operative store, stockholders of the latter forget all about their obligations and their future annual dividends and took the opportunity to save a cent or two in the present. To them a bird in the hand was worth two in the bush.

Again others didn't care to pass by the family grocer with whom they had dealt for years. The co-operative store sold for cash. The others didn't, and while the dry-goods traveler who lived in the district believed firmly in co-operation, yet being away most of the time, he favored paying for his groceries monthly. A dentist who belonged to the society, was fixing the teeth of the children of one of the grocers, and was obliged to take part of the bill out in groceries.

And so it was that the co-operative store soon passed away. A strong factor in its failure was the truth contained in the old saying that "what is everybody's business is nobody's business." Each director left the work of looking after the business to the others and nobody gave it attention. Finally the lease and stock were sold to a young German at 75 cents on the dollar, and being a thrifty youth he made it pay.

In the course of his article Payne makes the remark that there is a popular but mistaken idea that the middleman is a quite superfluous person. He goes on to say that however undesirable economically any particular middleman may be it will be found ninety-nine times out of a hundred that he actually performs some necessary work in the distribution of goods. Eliminating the middleman, he declares, is never the perfectly simple feat that some people imagine. The real question is to get the middleman's work done more cheaply.

Mr. Payne believes—and many grocers will substantiate his claim—that the retail grocers' profits do not average very much above a fair interest on the investment and a fair salary.



## THE CANADIAN GROCER

### QUEER QUEBEC LAW.

The Grocer in December had an article advising grocers to put in a stock of poultry for the Christmas trade. A Montreal grocer took this tip and bought a good supply of turkeys. He had had them on sale for a couple of weeks and had met with good success when one day during the week before Christmas in walked a license inspector and demanded \$50.00 fee for selling poultry. The grocer argued but to no avail, as when the law was looked up it was found that the grocery license did not cover the selling of poultry. The dealer was forced to take out a butcher's license to sell his stock of poultry.

This is a state of affairs that should be remedied by association work and the grocers in Montreal should organize immediately to see that this law is rescinded before Christmas of 1913 comes round.

### KEEPING MICE FROM FLOUR AND CEREALS.

A successful plan for keeping mice away from flour and other cereals, is to build, in the storeroom, a special section in which to store flour. This plan has been adopted by many grocers in the United States, and all of them are very enthusiastic over it. It is very inexpensive and settles the matter of mice getting into flour for all time.

First, make a platform four inches high from the floor. Then place a board six inches wide all around the base, like a rim. Have standards four to six feet apart built from the base clear to the ceiling. Then inclose the whole section with a fine mesh steel wire. Have a close fitting wooden wire door into the section, or two if the section built is of sufficient size.

If the room is high studded, have one or more shelves on which to place bags of flour, as this will prevent their coming in contact with barrels and thus getting damaged. The room, of course, can be of whatever size seems to be best fitted for the purpose, and of course it should be kept closed tight at all times when not in actual use.

Some grocers use a half or third of their store-room, placing the platform and screen work at one end of the store-room.

This plan is a great success, and the grocers who have these wire rooms for flour and similar products would not be without them for a great deal, as they are sure at all times that their flour is free from mice.

It does not take long to pay for the work out of what is saved, as mice raise havoc with flour whenever they once get into a flour store-house.

### EFFICIENCY IN MOTION.

Some time ago an American named F. W. Taylor became famous as the inventor or discoverer of "motion efficiency." He made an exhaustive study of the motions indulged in by workmen engaged in various tasks, and found that the average man wasted a great deal of time by superfluous motions or sluggishness of action. Much energy, he found, was wasted by lack of knowledge on the subject of the proper use of the strength and the various parts of the body. He then proceeded to analyze the matter, to substitute and combine, until he found what was theoretically the perfect way of performing various operations. The bricklayer, who had once indulged in sixteen distinct motions, say, in laying a brick, was able, under the Taylor system, to lay that brick just as well with about eight. That the test was applied to the act of eating or dressing is not known, but doubtless the genius of a Taylor would have found a system by which a man could eat a meal and get into his clothes

faster even than the modern business man finds it necessary to do.

The Taylor system undoubtedly did a lot of good, even if it did arouse a great deal of adverse criticism, factions and otherwise. A new development is now seen. One F. R. Gilbreth has invented a micro-motion machine, and which can be used to take moving pictures of men at work. By securing records of various workmen employed at the same occupation, it will be possible to compare them, and, it is claimed, to combine the best motions and arrive at the correct way of doing everything to get the best results with the least effort.

That good can be done is undoubted, but one can foresee trouble if any attempt is made to enforce the findings micro-motionally arrived at. To endeavor to make men mentally and physically slow conform to new ideas of performing tasks is beyond the powers of even such capable exponents of a new doctrine as Messrs. Taylor and Gilbreth. It will, however, enable capable men to become still more capable.

### PRICE CUTTING IN SUGAR.

That old favorite with the price cutters is receiving hard whacks again in Montreal this week. The retail price of sugar is being severely pruned of profit and in some instances is being sold at invoice price.

This practice cannot be said to be in the best interests of the grocery business. If one dealer makes the mistake of selling goods below their value, it should not follow that others do the same.

If price cutting must be indulged in, it would be better to cut on articles not in daily demand as thus the loss would not be so heavy.

### FLOUR GOING TO THE ORIENT.

A short time ago the liner Lord Derby cleared from the port of Vancouver, B.C., with a cargo of 20,000 sacks of flour for the Orient. The flour is destined for the ports of Kobe and Yokohama.

Many cases of salt herrings and a large number of sacks of fertilizer are also carried by the Lord Derby. Shipping men in the West state that shipments across the Pacific have increased tremendously during the past year and there is now the likelihood that in the near future China and Japan will be two of the best customers of the products of the Canadian prairies. The flour on the Lord Derby is from the best Manitoba wheat.

It isn't so very long ago that Western Canada was unknown from a commercial standpoint. There were, it is true, some cowboys, Indians and Buffalo there, but so far as the growing of wheat is concerned it was an unknown quantity. To-day the prairie provinces hold just claim to being the "granary of the Empire." Truly, there is nothing permanent but change.

Seed time is almost with us once more. Country merchants would do well to have their stocks ready in good time.

Price of good platform scale could soon be saved by checking up weights of all heavy goods that come into the store.

Here we are in the middle of February. Only a few weeks left in which to move out remainder of those winter lines.



# General Delivery Found to be Successful

A Follow Up Letter From a Retailer Who Originally Brought This Question to Attention of Grocer Readers—What Is Best System for Handling the Farmer Trade?—Bookkeeping System Wanted.

By Henry Johnson, Jr.

Ever so often I get requests for information on bookkeeping and about as often I write up my system in detail. Almost immediately after this work has been finished, somebody writes that he "has missed" a number of the articles, or, as one recently wrote me, he failed to appreciate their importance" while they were running, and now wants me to start over again. Here is the last:

Winnipeg, Jan. 28, 1912.

Canadian Grocer:

Gentlemen,—I am a subscriber to your paper, and I would like to have you give me some information. What system of bookkeeping would you advise to be the best for a retail grocery business? I mean a system that a man at all times would be able to tell where he stands.

Yours truly, D. A.

Some time in the near future I hope to be able to write this subject up again. For the present other matters crowd all my space.

## Co-operative Delivery Again.

Here is more news from Utopia.  
The Canadian Grocer. 1-18-1913.

Dear Sirs,—Please submit these facts to Mr. Johnson in completion of the story published in a recent issue of "Grocer."

"All nine grocers use the co-operative delivery, and, as one man put it, "I will go out of business before I will return to the old plan." We have used this plan since September, 1910. Our customers are best pleased because they can tell within five to ten minutes of when they will receive their orders. There are several towns using the co-operative delivery, and when a responsible man is paid to run it it is invariably successful.

"The men who do not follow our prices are not big enough to do a particle of damage.

"Another result of co-operation: We are paying to-day — City prices for poultry, etc. Can you beat it? The other towns can't touch us.

"There was left out one sentence, or else it was mixed. It is this: 'A co-operative delivery system by which we keep tab on our customers.' Did it not read: 'A credit system by which,' etc.? I remember writing 'an almost perfect co-operative delivery system.' Our customers would not stand for going back

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

to the old delivery system. There have been just two complaints in the whole town since the system was started. For ourselves we have never had a single customer ask us to hurry their order out, not one, counting the first day, too.

"The general idea of co-operation has existed for five years. The prosperity of the idea is shown thus: Three stocks (of groceries exclusively) are \$7,800, \$4,100, \$3,700 and one of \$3,500. Almost anything found in any big department store catalogue can be found in these stores. As you have put it, 'the co-operators are the king pins all the way through.'

## The Margin on Sugar.

"You are getting at what I mean when you mention 'I fear for that margin of over 20 per cent. on sugar,' etc. Why is it an unnatural margin? Only because it is not customary. Why is it not true economies? Why is it weakness? We ask, not for controversy, but for having our errors shown up.

"Our city trade (for all of us) is in good shape. What we would like to know is the farmers' viewpoint. Farmers are so sensitive to any suggestion of a combination among 'town people.'

"A word of information could be given us about this sentence in your fourth column. 'We make good margins, but that is the result of being wide-awake and well grounded in the principles of our business.' Will you amplify that for us?

"Again, will this question help you to understand what we are trying to get at: 'Would a lower level of prices draw enough more country trade to offset by volume the profit lost in per cent. of profit, giving the same total in dollars and cents of net profits?' That is, 'Will the higher level tend to force the country trade away?' And 'Will the farmer usually look at the price he pays for goods or the price he sells for?'

"You see, this co-operation in price has been in operation five years, and to me (I have just returned after five years' absence) seems to have lost some country trade.

"We have closed at 6.30, except Saturdays and pay-days for ten years.

"What I wrote before in the other article is no pipe-dream, but solid reality.

"We have no more big sales, for the farmers have gotten the idea that when we say 'We are selling at cost' that it

is not true, and so when we are selling at a legitimate profit they think that we are 'robbing' them.

## Selling for Cash Only.

"By the way, this idea may interest you as being Utopian. A town near here (nine grocers and three butchers) are selling for cash only. No competitor can come in, because they can undersell any credit man and the people are educated to pay cash.

"Please take our other letter and with this you can get a better concept of our conditions here.

"You can easily recognize that we have an unusually progressive lot of customers to accept such changes as we have enumerated in our letters without complaint. We have some window dressers from large cities, who put some windows as classy as were ever in Toronto, Montreal, or Winnipeg.

"Sincerely,

"P. A. B."

P.S.—Our co-operative delivery costs much less than the old plan.

## Down to Brass Tacks.

I thank P. A. B. for this further letter. What he says is altogether about as practically suggestive, gets about as completely down to brass tacks as anything I have ever had the pleasure of receiving. Much that he says and many questions he asks require careful thought and consideration, so I shall not be able to finish with this letter of his this week. I shall only cover some of the obviously easy points.

The delivery plan which has been in operation for over two years may perhaps be said to be a successful institution. At any rate, it can be allowed to pass with present tolerance. If it is carefully watched maybe it will continue to prove itself successful. No question about its being easier on each co-operator; but so was the other plan I told about before—which went to the bad ultimately. The man who first told me about that other plan, and who was so imbued with enthusiasm over its operation, also told me he would go out of business rather than go back to the old way—and he kept his word, too; for he did go out of business without going back to the old way. We went out of business pretty nearly "broke." But that is neither here nor there. This plan must be judged on its own merits,



and one failure cannot conclusively condemn a plan.

**The Farmer Problem.**

Not doing much with farmers myself, and never having had any experience whatever with the shipping out of goods bought from farmers, I do not quite get the drift of that statement that those men pay — prices for produce. Does this indicate that they get the goods as cheaply as —, that is, do not have to absorb any shrinkage on produce bought for shipment, or does it mean that they are enabled to pay as much as —? If the latter is the case, is the local market large enough to consume all the produce brought to town, or do the — commission men pay a premium for produce shipped from this point? I think I recall some such suggestion as the last in the statement of the former letter: "We lump our eggs together during egg season and make the wholesale egg buyers bid on them against each other." So it must be that (1) through this system of co-operative buying of produce the local farmers get better prices for their produce, and (2) the stores get a legitimate margin—all out of what would otherwise be added to the "swollen profits" of the egg commission houses. This, therefore, must decidedly count one in favor of the general plan, and will tend greatly to offset the disadvantage of the long margins the local merchants are getting.

**Posted on Customers' Finances.**

The copy of the former letter sent to my office—I not being in the editorial sanetum, but out on "the firing line"—did not maintain the sentence about the credit system. But no matter. The facts given were good enough to lead to the conclusion that the credit system is good. We have an independent system here, too, which enables the merchant to get fully posted on customers before he trusts them. I find it saves me its cost many times in the year. The credit and delivery systems which show results which are so evidently satisfying to merchants and customers is certainly worthy of continued trial.

The co-operative idea is great. It holds the germ of prosperity for all—merchants and consumers alike—no doubt about that. The danger is not in the idea or the principle, but in its application. If it be wisely applied, "there is just nothing to it—it must win." That is as far as I can go in my examination this week. If I begin on any of the other questions I shall be unable to finish, so here I rest for now, assuring my correspondent that he has given me plenty to think about and promising that I shall go on with the discussion next week.

**Communications on Live Topics**

The Canadian Grocer:—Have "Reader" put two or three ordinary house cats of reputation as mousers, in the building. This will end his troubles.

Respectfully,  
Hampton, N.B. T. G. BARNES & SON.

• • •

Editorial Note.—This is in answer to the dealer who recently asked through this paper for an effective method of quelling the rat nuisance. The New Brunswick firm recommend the old-fashioned, reliable cat.

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**Soap Grease in the Lard.**

Editor Canadian Grocer.—The other day we came across an old fraud revived. In sorting over a number of cakes of lard received from our customers, we found a nice looking cake, weighing about 11 lbs. which was a work of art. The interior had been made of soap grease and various kinds of rubbish, and was completely coated, about 1/2 inch thick, with good white lard. We had heard of this scheme being used years ago in connection with butter, but we have never seen it before, and we wonder if any of your other readers have run across a similar case.

BALLACHEY, LAIDLAW & CO.  
Paisley, Ont.

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**Wants a Standard Weight.**

Editor Canadian Grocer.—I bought a few cases of tomatoes from an independent canner, and after they began going out to customers, I heard complaints of contents of some of the cans, being very small. On opening one case a few days ago, I found five cans in that case, the combined weight of the five cans being only 7 1/2 lbs. They are so light I do not feel satisfied in sending them to my customers at the usual price. I wrote the canner, from whom I bought them, but he made no reply to my letter at all.

I think there should be a standard weight to all canned goods, just the same as many other commodities, so that one canner cannot put only 1 1/2 lbs. in can, while another canner will put in 2 1/2 lbs. Sometimes through the medium of your paper those things are brought to the notice of the R. M. Association, and they might bring it before the proper authorities.

Brockville, Ont. RETAILER.

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**Biscuit Box Charges.**

Editor Canadian Grocer.—Allow me to

make a remark in regard to a certain Ontario biscuit manufacturer.

I have been in the habit of buying my biscuits, that is the cheaper ones from my wholesale grocer, and receiving 1 per cent. discount and no charge for boxes. Therefore, I had no money tied up in boxes, which gave me a chance to turn that money into something else.

Sometime before Christmas, the agent was around for the biscuit firm in question, taking orders for biscuits. I bought six boxes assorted, freight paid, less 3 per cent., but when the invoice came they charged for the boxes, which you see amounted to more than the difference between 1 per cent. and 3 per cent. on the two different invoices.

One day last week the same agent appeared on the scene, so I approached him in regard to the charge of the boxes. His reply was, they didn't charge the jobber with the boxes because they did not expect them back, but they charged the retailer because they thought he could return them. If the retailer is to be charged for boxes, I think the jobber should be charged the same. The manufacturer would receive all empties and by this we would all be judged alike.

What would the manufacturer do without the retailer?

This is just a sample of our treatment in regard to many other things, such as egg crates and butter boxes. Isn't the retailer's money as good as the wholesaler's? They seem to take advantage of the retailer because he is the smaller of the two.

The remarks made in The Grocer on this question some weeks ago put me in mind of this.

O. L. KREITNER.  
Niagara Falls Centre.

**WORTH \$10 A YEAR.**

MacLean Publishing Co.:—Enclosed you will find cheque for Subscription to Canadian Grocer. This paper should be in every grocer's hands and should be read also by every grocery clerk. I certainly have received many pointers from same. It is, too, always fighting for the grocer's rights, which is more than newspapers ever do. If it cost ten dollars a year it would be well worth the price.

Fred. C. Harp.  
Brantford, Ont.



# Motor Takes Three Routes to Horse's One

How Guelph Grocer Looks After His Delivery System — Definite Times For Sending Out Parcels—One Driver in Charge of Entire System — Feature Made of Delivery Service in the Store's Advertising.

Guelph, Ont., Feb. 13.—(Special).— Promptly at 8 o'clock a.m. an auto truck and two wagons arrive at J. A. McCrea & Son's grocery store to await the 9.15 trip. The drivers do odd jobs about the store, as putting up potatoes, oil, etc. At 9 a.m. they start to load up, and unless the store is very busy, are away at 9.15 for the first trip.

Deliveries at this store are made on schedule time and are arranged as follows:—

- 9.15 a.m.—General trip especially for meats, fish, etc.
- 11.00 a.m.—Rush trip for steaks or groceries.
- 2.15 p.m.—General trip.
- 3.30 p.m.—All over city including Agricultural College.
- 5.00 p.m.—Final trip, all city except College.

## Auto Covers The Ground.

The city is divided into four trips—the auto takes two and the College, the rigs one each, as:—

- College—Auto
- St. Patrick's Ward—Wagon
- Waterloo Ave.—Wagon
- Over River—Auto
- Elora Road—Auto

This means that the auto-delivery covers about three times the ground of each horse.

By systematic operation of delivery in the McCrea store a great deal of time is saved.

There are four bins into which meats and fish for each trip are sorted. The clerks as they put up orders, sort them into the proper trip on the floor—thus there is no confusion—only an orderly arrangement of goods for the various

trips. All orders in before deliveries go out are put in their proper place so that good service in delivery is assured.

## One Driver Responsible.

One driver is in charge of the entire system and is responsible for buying hay, gasoline, etc. He sorts the goods and holds the auto or wagon until all orders in are ready to be sent out.

Thus the McCrea delivery is practically automatic in its operations, as much so as though it were owned by an outside company under obligation to give a service on schedule time. Any error that has been made can quickly be traced as the firm knows exactly who delivered the goods under dispute.

## Commission for the Drivers.

Each driver has a book for C.O.D.'s and orders, and is paid 25 cents for every new customer. The list of orders the drivers bring in keeps the store busy on what might otherwise be slack days.

The firm sometimes feel that they would sooner pay poor money to a clerk almost than a driver, for it pays so well to be "The Store with the Good Delivery Service," as they advertise theirs.

McCrea & Son attribute much of their increase in business to the service they render in delivering goods.

## HAMILTON GROCERS' OFFICERS.

Hamilton, Ont., Feb. 13.—(Special).— The last regular meeting of the Hamilton Retail Grocers' Association was the annual meeting at which officers were elected. The following were the choices: President—Edward Hazell.

Vice-Presidents—J. M. Semmens and J. Knox, jun.

Treasurer—J. Main.

Secretary—M. R. Hill.

Executive—W. Smye, Eric Jamieson, J. L. Brown, E. H. Soles and A. G. Bain.

Auditors—J. A. McIntosh and George Dawson.

It was announced during the meeting that the petitions for inspection re scale inspection and the Garnishee Act were being largely signed and would be sent to the secretary of the Ontario Association at Toronto.

During the evening Geo. E. Waller, of the Dominion Power and Transmission Co., was presented with a silver-mounted umbrella in view of his good services in connection with the picnic last summer to Grimsby Park.

## EMPLOYEES RECEIVED CHEQUES.

Winnipeg, Man., Feb. 2.—(Special).— At a banquet given by the former employees of A. MacDonald, the wholesaler who disposed of his business a short time ago for a large sum of money, was presented with a beautiful set of office furniture, of quartered oak, consisting of desk, chairs, filing cabinets, and everything complete. Through the day Mrs. MacDonald received beautiful bouquets of flowers from the different departments, and at the banquet a silver tea service was presented her as a token of appreciation.

Mr. MacDonald expressed his thanks to the former staff in a practical way. By the plate of every man present was an envelope, and in each envelope two cheques, one covering bonuses for the three months which had elapsed prior to the change in the company, and one for an amount equal to two months salary of every man present. From office boy to managers there was a cheque for each.

Through the kindness of the new management, the branch managers and their wives were present at the gathering. Each of these managers received not only cheques for their own bonuses and for their own remembrance, but also cheques to cover similar bonuses and remembrances for the members of their staff, and a cheque to cover the expenses of a banquet to be held at each branch point.



Drawing showing variety of auto delivery in the McCrea store, Guelph, Ont.



# Current News of the Week

## Quebec.

Laporte, Martin & Cie, Limitee, wholesale grocers, of Montreal, have been granted incorporation with an authorized capital of \$1,000,000.

Stanford's Market, Limited, Montreal, Que., are opening a new branch at 388 Victoria Street where they are putting in an up-to-date equipment and will carry the same lines as in their other stores.

## Ontario.

Alvinston, Ont., Board of Trade is after a biscuit factory.

W. Henderson, grocer, Toronto, is succeeded by W. Henry.

Miss M. Curry, grocer, Toronto, is succeeded by Mrs. S. Hamilton.

The annual meeting of the Dominion Cannery, Limited, will be held in March.

R. H. Beck has purchased the stock and grocery stand at 1186 Dufferin St., Toronto.

A. Allendorf has purchased the grocery business of W. J. Cooper at 96 Geary Ave., Toronto.

Davis & Dunn, general merchants, South Porcupine, Ont., have opened a branch in Cobalt, Ont.

The Industrial Association of Glencoe, Ont., expects to secure a canning factory for that town.

Allen and De Young, Welland, Ont., have taken over the business formerly carried on by Mr. Cross.

Bannerman Bros. have purchased the grocery business of W. T. MacPherson at 100 Sorara Ave., Toronto.

Alfred Empringham has purchased the grocery business of Mr. Broherson at 1575 Danforth Road, Toronto.

J. A. Hughes, of Hughes Bros., general merchants, Laurel, Ont., has sold his interest and gone to Vancouver, B.C.

A report comes from Berlin, Ont., that Jno. Sloan & Co., Toronto, will establish a wholesale grocery house there.

Fire destroyed the grocery and meat store of Page & Rochleau, Sandwich, Ont., recently. Damage is placed at \$30,000.

James Mulligan, general merchant, Wardville, Ont., has purchased two stores adjoining his own, formerly occupied by W. E. G. Hacker.

The T. Upton Co., Limited, Hamilton, Ont., have decided to erect a branch factory in St. Catharines, Ont. The plant will probably cost \$45,000. This will give the company more manufac-

turing space and larger area from which to draw fruit supplies.

J. J. McCabe, fruit broker, and H. Peters, wholesale fruit and produce merchant, both of Toronto, returned last Monday from Florida and the South where they spent three weeks stopping at all the places of note from Philadelphia to Tampa.

The executive of the Toronto Retail Grocers' Association held a meeting during the week, and at the regular meeting of the association on Monday night will recommend that the annual dinner be held on March 12.

Some ten days ago a peddler in Toronto was acquitted of the charge of unlawfully calling out his wares on the street. The Retail Grocers' Association of that city took the matter up with city officials to find the cause of this. Last year an amendment was made to the Hawkers' by-law preventing the crying out of wares. It is probable there has been some oversight in connection with the wording of the by-law since the amendment, and the Board of Control has been requested to see that the matter has been put right.

## Western Canada.

H. F. Henderson, grocer, Vancouver, is succeeded by W. W. Pearson.

Sinclair Bros., general merchants, succeeded Marvin Bros., in Edrans, Man.

T. E. Morris, general merchant, Alexander, Man., is succeeded by Wm. Reid.

Sloan & Allen, grocers, South Vancouver, B.C., have dissolved, Mr. Sloan continuing.

D. A. Mackenzie & Co.'s departmental store at Souris, Man., was recently destroyed by fire, the loss being estimated at from \$50,000 to \$60,000, partly insured.

Vancouver grocers are taking a keen interest in the forthcoming Pure Food Show to be held in the Imperial Rink commencing February 17. The Vancouver Retail Grocers Association has elected the following committee to supervise affairs: A. Bartig, C. Clark, J. A. Henderson, T. F. McDowell, F. J. Rolston, W. H. Walsh, Harold M. Wood, F. W. Welsh, Thomas Connor, F. Filion and A. A. Blain.

The grocery clerks of Vancouver, B.C., at a meeting held last week in the Labor Temple decided to form an association and elected the following committee to draft rules and regulations: Messrs. Barker, Petch, Miller, Low, Healy, Lang and Henderson. The com-

mittee will meet within the next few days and report to another general meeting to be held this month. At the initial meeting, F. W. Welsh, one of the leading grocers of Vancouver, addressed the clerks. "Statistics for many years" he said, "show that ninety per cent. of retail grocers fail in business. The reason for this is that the men who commence these businesses lack the proper knowledge, which prevents them successfully competing against their older and more experienced rivals in business."



## A DIFFERENCE IN WEIGHTS.

By a Dromore, Ont., Merchant.

I have appreciated reading your articles upon "Leaks" very much, and have profited thereby. Here are two more of a different character from any you have used.

Noticing in a railway freight bill that a 50-lb. tub of lard was billed at 80 lbs., I wrote the wholesale house, but their reply was that they did not supply weights, the railway company filling them in. This made me look over their former shipments, and here are a few of the items:

Tub lard, 50 lbs., billed at 80 lbs.; cluster raisins, 15 lbs., billed at 30 lbs.; chest tea, gross 135 lbs., billed at 150 lbs.; box yeast cake, 12 lbs., billed at 20 lbs.; bag peanuts, gross 21 lbs., billed at 40 lbs.; box extracts, gross 25 lbs., billed at 40 lbs.

Needless to say that house will not allow railway companies to guess any more weight for me.

I recently bought a line of groceries from a wholesale house in a Western town and noticed a saving of six to eight cents per 100 lbs. compared with Toronto or Hamilton freights. Mentioning this to a Toronto traveler, his reply was that his house always equalized rates when asked to do so. I am kicking myself now that I did not ask for it twelve years ago, and I now pass along this item so that others may not forget to ask. Is this a square deal of wholesale firms?



# The Market Firming Up---Sugar Doubtful

Coffee Reported Slightly Easier On Primary Market—Advance In Canadian Coal Oil In Montreal—Canned Tomatoes Easing Off On Same Market—West Taking U.S. Canned Goods—Business Passing Only Fair.

## QUEBEC MARKETS.

### POINTERS,—

Canned herrings—declined ten cents.  
Evaporated apples—Dropped ½c lb.  
Tomatoes in 3's—Dropped 10c.  
Canadian coal oil—Up ½c gal.

Montreal, Feb. 13.—Trade in groceries at this centre is quite brisk and volume of business passing is quite large for this season of the year. The past week has seen many changes in prices which bear out our prediction of last week that the staple lines were on the decline. The situation appears much the same as last week and there is a weakness in all the staple goods and unless something turns up to strengthen the market, next week will see more declines.

Canned Tomatoes, 3's, dropped to \$1.40 this week which is a decline of 10c. This is due to the heavy stocks of this line and a light demand. With an increased demand tomatoes will in all likelihood advance to their former level.

Canned herring dropped to 95 to \$1.00 which is a decline of 10c from the quotations of last week. Linseed meal is quoted at 6 to 7c this week and flax seed is worth 4 to 5c per pound.

Canadian oil has advanced ½c per gallon.

SUGAR.—The market remains the same as last week with prices a trifle stronger. Buyers are marking time and are still buying in very small quantities as a decline is still anticipated. However, sugar has gained a shade in strength and may possibly be able to withstand the onslaughts of the bears. There is a fair volume of business passing, but not as much as should be if conditions were such as to restore confidence. There is a good supply of sugar in sight and lower prices are still probable.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 45
Paris lumps, boxes 25 lbs.	6 55
Red Seal, in cartons, each	0 25
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 85
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 85
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 80
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 20
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUPS AND MOLASSES.—There is no change in the molasses market and the business transacted is quite satisfactory. Prices remain the same as last

week and the cables advise no changes as yet.

Syrups are the same as last week with a good amount of trading being done. Prices remain firm and supplies plentiful.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 63½	0 63½
Corn syrups, half-barrels	0 63½	0 63½
Corn syrups, quarter-barrels	0 63½	0 63½
Corn syrups, 38½-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75	2 75
Cases, 10-lb. tins, ½ doz. per case	2 65	2 65
Cases, 20-lb. tins, ¼ doz. per case	2 60	2 60

COFFEE.—Coffee prices remain very firm with an upward tendency. There is a good demand for all grades of coffee. While advances are anticipated, there is nothing definite in the air as yet.

Mocha	0 28	0 29
Rio	0 21½	0 22½
Mexican	0 25	0 25
Santos	0 24	0 25
Maracalibo	0 27	0 27

TEA.—Ceylons are up and are firm at the prices ruling for the past week. The price to the retail trade has not been advanced as yet but in view of the recent advances prices may go up in the very near future. The advance in all the good grades of teas is greater than the advance in the cheaper grades. There is a better market for Japans and dealers are receiving more inquiries for these teas evidently due to stronger tone to the market. The many rumors to the effect that the loss of two boats loads of tea is the cause of the advance is not altogether correct as the comparatively small amount lost in these two ships is a mere drop in the bucket of the tea trade and while they might have had a trifling reflection on the conditions the advance was scheduled before the loss of these ships.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashino	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 22	0 22
Gunpowders	0 19	0 25
China Greens—		
Pinguey gunpowder, low grade	0 14	0 18
Pinguey gunpowder, pea leaf	0 20	0 20
Pinguey gunpowder, pinhead	0 30	0 30

BEANS.—Ontario beans are down to \$2.55 but the imported beans remain firm at the prices quoted for last week. The amount of business passing is nom-

inal, but with the better weather conditions trading will be more brisk in all farmers products for with better roads the farmers will be able to get into town with their produce.

Beans—		
Imported Vienna brown beans, bush	2 75	2 75
Yellow beans, bushel	3 00	3 00
Ontario, 3 lb. pickers	2 50	2 50
Green peas	2 75	2 75
White peas	2 50	2 50

SPICES.—There is no change whatever in the spice market as there is only a small volume of business being transacted. Prices remain same as last week and are quite firm at that level.

Allspice	0 13	0 13
Cinnamon, whole	0 18	0 18
Cinnamon, ground	0 16	0 20
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	0 15	0 15
Nutmegs	0 25	0 30
Peppers, black	0 18	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—These staples remain quite steady after the decline of two weeks ago and prices are getting firmer. There is a normal amount of trading being done in these lines and prices remain the same as last week.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 65	3 65
Rice, grade B, bags 100 lbs.	3 65	3 65
Rice, grade B, bags 50 lbs.	3 65	3 65
Rice, grade B, ¼ pockets, 12½ lbs.	3 85	3 85
Rice, grade B, pockets 25 lbs.	3 75	3 75
Rice, grade C.C., bags 250 lbs.	3 85	3 85
Rice, grade C.C., bags 100 lbs.	3 85	3 85
Rice, grade C.C., bags 50 lbs.	3 65	3 65
Rice, grade C.C., pockets 25 lbs.	3 85	3 85
Rice, grade C.C., ¼ pockets, 12½ lbs.	3 75	3 75
Patna, polished	4 60	4 60
Pearl	4 85	4 85
Sparkle	5 40	5 40
Crystal	5 35	5 35
Snow	5 60	5 60
Imperial Glace	5 20	5 20
Ice Dips	5 85	5 85
Carolina Rice	7 25	7 25
Brown Sago, lb.	0 65	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Trading in nuts is quiet and not much business is passing. Prices remain the same as last week with no likelihood of any changes for some time to come.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	0 15	0 15
Filberts, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 48	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, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 09½	0 09½
Coon, roasted	0 09	0 09
Diamond G. roasted	0 11	0 12
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 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 15	0 15
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

DRIED FRUITS.—Evaporated apples dropped ½c per pound this week. This is probably as a result of the slump in



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dried apples. Prunes are moving steadily and there is a small demand for nearly all lines of dried fruits but the volume of trading is not very large, although quite satisfactory for this season of the year.

Evaporated apricots	0 14%
Evaporated apples	0 07
Evaporated peaches	0 09%
Evaporated pears	0 12%
Currants, fine filiatras, per lb., cleaned	0 06%
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08
Currants, Patras, per lb.	0 09
Currants, Vostizas, per lb.	0 09%
Dates, 1-lb. packages	0 09%
Dates, Hallowee, loose	0 04%
Figs, 3 crown	0 08
Figs, 4 crown	0 09%
Figs, 5 crown	0 11%
Figs, 6 crown	0 12%
Figs, 7 crown	0 13%
Figs, 8 crown	0 14%
Comrade figs, about 33-lb. mats	1 30
Glove boxes, 15-oz., per box	0 10%
Glove boxes, 18-oz., per box	0 07%
Prunes—	
20-30	0 12
30-40	0 11%
40-50	0 10
50-60	0 09
60-70	0 08
70-80	0 07%
80-90	0 07
90-100	0 06%
Bosnia prunes	0 07
Raisins—	
Choice seeded raisins	0 07%
Choice fancy seeded, 1-lb. pkgs.	0 08
Choice loose muscatels, 3-crown, per lb.	0 08%
Choice loose muscatels, 4-crown, per lb.	0 09%
Seedless, new, in packages	0 07%
Select raisins, 7-lb. box, per lb.	0 07%
Sultana raisins, loose, per lb.	0 11%
Sultana raisins, 1-lb. cartons	0 12%
Malaga table raisins, clusters, per box	0 75
Malaga table raisins, clusters, per 1/4 box	0 75
Valencia, fine, off stalk, per lb.	0 08
Valencia, select, per lb.	0 08%
Valencia, 4-crown layers, per lb.	0 09%

## ONTARIO.

### POINTERS,—

- Sugar—Rather stronger.
- Teas—Firmer market.
- Coffee—Slightly easier.
- Tapioca—Easier.
- Nuts—Almonds up 1c per lb.
- Spices—Cloves firmer. Nutmeg advanced slightly.

Toronto, Feb. 12.—Wholesalers report business for past month rather dull, but not marked by as much slackness as in former years. With retailers buying in smaller quantities and oftener, trade has tended to spread itself more evenly over the year, and thus during past year or so the same marked lull in business during January and early February has not been experienced.

**SUGAR.**—The sugar market seems to have taken on a rather firmer tone this week. Local consumption has been good for season. Stocks on all hands are now light, and thus almost daily buying has become necessary. At present the main bulk of the purchasing is from hand to mouth.

British West India crops are rather late this year, with new crop, 96 test, quoted above buyers' ideas. Expectation of many are that lower values must prevail later on as the crops begin to arrive more freely. With regard to Cubas in New York, refiners are at present staying out of the market. Thus at the moment there are no new developments. But sugar in Europe has eased

off slightly. That market seems purely speculative. Some cutting has been done in New York refined, but this market has not been affected by these local conditions on the other side.

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, cwt.	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.**—Business has been very good for season. Quite a marked increase has been noted in sales of all lines of syrups owing to Lent. Corn syrups show little sign of strengthening at the moment. Sales have been very good.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 40	
5 lb. tins, 1 doz. in case	2 75	
10 lb. tins, 1/2 doz. in case	2 65	
20 lb. tins, 1/4 doz. in case	2 80	
Barrels, per lb.	0 03%	
Half barrels, lb.	0 03%	
Quarter barrels, lb.	0 03%	
Pails, 36 1/2 lbs. each	1 75	
Pails, 25 lbs. each	1 25	
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	
1/2 gal., 12 to case	5 40	
3/4 gal., 24 to case	5 40	
Pints, 24 to case	3 90	
Maple Syrup—Pure—		
Gallons, 6 to case	6 00	
1/2 gallons, 12 to case	7 25	
Quarts, 24 to case	7 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 50	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 25	
West Indies, half barrels	0 25	
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

**DRIED FRUITS.**—Amount of trade passing in these lines has been only fair. Plentiful crops of apples throughout all of Ontario last fall have greatly reduced consumption of all lines dried fruits, and at the same time have made evaporated apples a drug on the market. Fairly good business has been done in California fruits. If this keeps on increasing prospects look good for future.

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

Seeded, 1 lb. packets, fancy	0 07%	0 07%
Seeded, 1 lb. packets, choice	0 06%	0 07
Dates—		
Hallowee, full boxes	0 05	
Hallowee, half boxes	0 05%	0 05%
Figs, choicest, 12-lb. boxes	0 05%	0 05%
Figs, choicest, 50-lb. boxes	0 07	0 07%
Package dates, per pkg.	0 05%	0 07%

**TEA.**—Tea is extremely firm this week. Sale in London last week was small and competition keen. Fine grades are scarce, and the whole market inclined upward. Some dealers are looking forward to advanced prices on this market shortly.

**COFFEE.**—Coffee primary market is almost stagnant, with rather easier tendency if anything. Estimates of growing crops are conflicting, making it difficult to ascertain any correct conclusion. No change is expected for some time.

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

**SPICES.**—Quite a steady tone prevails in the spice market. Cloves continue firm, but with unchanged prices. Nutmegs have been advanced from 4c to 6c locally.

	5 and 10 lb.	1/4 lb.	1/2 lb.
	Time.	pkgs.	time doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	23-33	75-90	80-115
Cloves	30-32	1 00-95	1 00
Cream tartar	25-28	90-80	
Curry powder	25-30		
Ginger	22-27	65-85	75-85
Mace	65-80		8-2 75
Peppers, white	25-30	80-80	1 00-80
Nutmegs	20-23	67-75	80-90
Peppers, black	22-30	80-1 05	1 05-1 15
Pastry spice	20-27	65-85	75-1 10
Pickling spice	14-18	75-90	75-90
Turmeric	15-18		
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Mustard seed, per lb., in bulk	0 10	0 12	
Celery seed, per lb., in bulk	0 05	0 05	
Shredded cocconut, in pails	0 16%	0 17%	
Standard B., from mills, 500 lbs. or over.			
f.o.b. Montreal		3 75	
Rice, standard B., f.o.b., Toronto		3 85	

**RICE AND TAPIOCA.**—Tapioca market is easier this week. Shipments coming on now are costing less than formerly, which is tending to lower prices here. Singapore tapioca is now going at 5 1/2c, and prospects are that it will be lower later on.

European rice people seem to think that the market is lower than it should be. All other rices hold just as they were a week ago.

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

**NUTS.**—Nut market is fairly quiet, and only a small amount of business is being done. Walnuts on the primary market are reported as slightly easier, while on this market almonds, walnuts and peanuts are inclined to be stronger in price.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17



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Walnuts, Grenoble	0 16	0 16%
Walnuts, Bordeaux	0 13	0 13%
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 34	0 36
Chestnuts, Italian, large, lb.	0 12%	0 12%
Chestnuts, Canadian, peck	2 25	2 25
Filberts	0 12	0 12%
Hickory nuts, per lb.	0 07	0 07
Pecans	0 18	0 20
Brazils	0 15	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08%	0 08%
Peanuts, green, jumbo	0 10	0 10
Peanuts, shelled	0 08	0 09

**BEANS.**—Ontario farmers are now beginning to offer beans more freely, realizing that while they hold off the scarcity will always be met by imported Austrians. The whole market is weak, with little sign of any stiffening up.

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

## CANNED GOODS.

Toronto, Feb. 12.—Canned goods continue pretty quiet. With opening of navigation more of a boom is expected. Just now, however, wholesalers are pretty well satisfied. A novel feature this year is the inability of the Ontario wholesaler to compete with American prices for a great deal of the Western trade. Prices on corn, peas, and tomatoes are all higher in proportion than prices in the States. The difference, wholesalers say, is so great that Ontario price plus the freight are greater than States prices plus freight and duty and thus no demand reaches this market from the West. What will happen when spring opens is hard to say. This is the first year that this condition has ever prevailed. Locally prices continue unchanged.

VEGETABLES.		Group A.
		Per doz.
2's, Asparagus Tips	2 27%	2 27%
2's, Asparagus Butts	1 42%	1 42%
<b>Beans—</b>		
2's, golden wax	1 00	1 00
3's, golden wax	1 40	1 40
Gal., golden wax	4 05	4 05
2's, Refugee, green	1 00	1 00
3's, Refugee, green	1 40	1 40
2's, Middlets	1 30	1 30
2's, Beets, sliced	0 97%	0 97%
2's, Beets, whole	1 30	1 30
3's, Beets, sliced	1 32%	1 32%
3's, Beets, whole	1 37%	1 37%
3's, Cabbage	1 00	1 00
2's, Carrots	1 00	1 00
3's, Carrots	1 30	1 30
2's, Cauliflower	1 07%	1 07%
3's, Cauliflower	2 10	2 10
2's, Parsnips	1 15	1 15
3's, Parsnips	1 30	1 30
3's, Turnips	1 15	1 15
<b>Peas—</b>		
2's, extra fine sifted, size 1	1 75	1 75
2's, sweet wrinkles, size 2	1 35	1 35
Early June, size 3	1 30	1 30
Standard, size 4	1 25	1 25
Gal., standard, No. 4	5 00	5 00
2's, Spinach	1 30	1 30
3's, Spinach	1 80	1 80
Gal., Spinach	5 32%	5 32%
3's, Tomatoes	1 37%	1 37%
Gal., Tomatoes	4 00	4 00
2's, Corn	0 97%	0 97%
3's, Squash	1 15	1 15
Gal., Squash	1 35	1 35
2's, Succotash	1 15	1 15
3's, Pumpkin	0 85	0 85
Gal., Pumpkin	2 55	2 55

FRUITS.		Group A.
		Per doz.
3's, Apples, standard	1 50	1 50
3's, Apples, preserved	1 50	1 50
Gal., Apples, standard	2 55	2 55
Gal., Apples, preserved	4 05	4 05
2's, Huckleberries, std.	1 80	1 80
2's, Huckleberries, preserved	1 80	1 80
Gal., Huckleberries, std.	5 30	5 30
2's, Grapes, white, preserved	1 85	1 85
Gal., Grapes, white, standard	3 85	3 85
2's, Lawtonberries, heavy syrup	2 05%	2 05%
2's, Lawtonberries, preserved	2 22%	2 22%
2's, Peaches, white, heavy syrup	1 50	1 50
2's, Peaches, white, heavy syrup	2 00	2 00
2's, Peaches, white, heavy syrup	2 25	2 25
1 1/2's, Peaches, yellow, flats, heavy syrup	1 27%	1 27%
2's, Peaches, yellow, heavy syrup	1 50	1 50
2 1/2's, Peaches, yellow, heavy syrup	2 00	2 00
3's, Peaches, yellow, heavy syrup	2 25	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77%	1 77%

3's, Peaches, pie, not peeled	1 27%	1 27%
3's, Peaches, peeled	1 47%	1 47%
Gal., Peaches, pie, not peeled	3 52%	3 52%
Gal., Peaches, pie, peeled	4 37%	4 37%
2's, Pears, Bart., heavy syrup	1 77%	1 77%
2 1/2's, Pears, Bart., heavy syrup	2 12%	2 12%
3's, Pears, Bart., heavy syrup	2 37%	2 37%
2's, Pears, Flemish Beauty, heavy syrup	1 77%	1 77%
2 1/2's, Pears, Flemish Beauty, heavy syrup	2 12%	2 12%
3's, Pears, Flemish Beauty, heavy syrup	2 37%	2 37%
2's, Pears, Keiffers, heavy syrup	1 67%	1 67%
2 1/2's, Pears, Keiffers, heavy syrup	2 02%	2 02%
3's, Pears, Keiffers, heavy syrup	2 27%	2 27%
2's, Pears, light syrup	1 22%	1 22%
3's, Pears, light syrup	1 62%	1 62%
3's, Pears, pie, not peeled	1 27%	1 27%
3's, Pears, pie, peeled	1 47%	1 47%
Gal., Pears, pie, not peeled	3 52%	3 52%
Gal., Plums, Lombard, heavy syrup	1 45	1 45
Gal., Plums, Green Gage, standard	4 05	4 05
2's, Plums, Green Gage, light syrup	1 00	1 00
2's, Plums, Green Gage, heavy syrup	1 30	1 30
3's, Plums, Green Gage, heavy syrup	1 90	1 90
2's, Plums, Lombard, light syrup	0 90	0 90
3's, Plums, Lombard, light syrup	1 30	1 30
2's, Plums, Lombard, heavy syrup	1 05	1 05
Gal., Plums, Egg, heavy syrup	1 45	1 45
2 1/2's, Plums, Egg, heavy syrup	1 70	1 70
3's, Plums, Egg, heavy syrup	2 20	2 20
3's, Plums, Damson, heavy syrup	1 45	1 45
Gal., Pears, pie, peeled	4 27%	4 27%
2's, Plums, Damson, light syrup	0 90	0 90
3's, Plums, Damson, light syrup	1 30	1 30
2's, Plums, Damson, heavy syrup	1 05	1 05
Gal., Plums, Damson, standard	3 55	3 55

Group B are 2 1/2c per doz. less than above.

### Fruits.

2's, Black pitted cherries, heavy syrup	1 97%	1 97%
2's, Black not pitted cherries, heavy syrup	1 55	1 55
2's, Red pitted cherries, heavy syrup	1 97%	1 97%
2's, Red not pitted cherries, heavy syrup	1 55	1 55
Gal., Red pitted cherries	8 55	8 55
Gal., Red not pitted cherries	8 05	8 05
2's, White pitted cherries, heavy syrup	1 97%	1 97%
2's, White not pitted cherries, heavy syrup	1 65	1 65
2's, Black currants, heavy syrup	2 00	2 00
2's, Black currants, preserved	2 30	2 30
Gal., Black currants, standard	5 30	5 30
Gal., Black currants, solid pack	8 30	8 30
2's, Red currants, heavy syrup	2 00	2 00
2's, Red currants, preserved	2 30	2 30
Gal., Red currants, standard	5 30	5 30
Gal., Red currants, solid pack	8 30	8 30
2's, Gooseberries, heavy syrup	2 00	2 00
2's, Gooseberries, preserved	2 30	2 30
2's, Gooseberries, standard	7 02%	7 02%
Gal., Gooseberries, solid pack	8 30	8 30
2's, Pineapples, sliced, heavy syrup	2 05	2 05
2's, Pineapples, shredded, heavy syrup	2 05	2 05
2's, Pineapples, whole, heavy syrup	2 27%	2 27%
3's, Pineapples, whole, heavy syrup	2 77%	2 77%
3's, Pineapples, sliced, Hygeian Brand	2 27%	2 27%
2's, Rhubarb, preserved	1 75	1 75
3's, Rhubarb, preserved	2 37	2 37
Gal., Rhubarb, standard	3 52%	3 52%
<b>Raspberries—</b>		
2's, black, heavy syrup	2 00%	2 00%
2's, black, preserved	2 40	2 40
2's, red, heavy syrup	2 15	2 15
2's, red, preserved	2 40	2 40
2's, Strawberries, heavy syrup	2 15	2 15
2's, Strawberries, preserved	2 30	2 30
Gal., Strawberries, standard	7 52%	7 52%
Gal., Strawberries, solid pack	9 77%	9 77%

### SALMON PRICES.

<b>Sockeye—</b>		
1 lb. flats	2 97%	2 97%
1 lb. tails	2 87%	2 87%
1/2 lb. flats	1 70	1 70
(5 case lots 2 1/2c doz. less.)		
Red spring, 1 lb. tails	2 50	2 50
Red, 1/2 lb. flats	0 50	0 50
Coho, 1 lb. tails	2 30	2 30
Humpback, 1/2 lb. flats	0 97	0 97
Humpback, 1 lb. tails	1 25	1 25

## MANITOBA MARKETS.

Winnipeg, Feb. 12.—(Corrected by Wire).—Bonspiel week to a certain extent disorganizes business here and for the moment things are a little quiet. The influx of some thousands of Western business men to the city, however, is of considerable importance and of course lays the foundation of much future trade.

The market in staple lines is featureless.

Goods usually featured during Lent are selling well and retailers generally in the city report satisfactory sales.

Collections are slow and somewhat disappointing.

**SUGAR.**—Sugar is unchanged, demand moderate, and supply sufficient. New York advices are to effect that the market is firm with offerings liberal.

Montreal and B.C. granulated, in bbls.	5 15	5 15
Montreal and B.O., in sacks	5 10	5 10
Montreal and B.C. yellow, in bbls.	4 75	4 75

Montreal yellow and B.C. yellow, in sacks	4 70	4 70
icing sugar, in bbls.	5 80	5 80
icing sugar, in boxes, 25 lbs.	5 75	5 75

**SYRUPS.**—Syrups are good sellers during Lent and the new run of maple syrup always attracts some popular attention when it comes on the market. Now is a good time to feature maple syrup.

2 lb. tins, per case	2 13	2 13
5 lb. tins, per case	2 53	2 53
10 lb. tins, per case	2 41	2 41
20 lb. tins, per case	2 51	2 51
Barrels, per 100 lbs.	0 35	0 35
Molasses, New Orleans, gal.	0 45	0 50
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	6 20	6 20
Maple syrup, 1/2 gal.	5 85	5 85

**DRIED FRUITS.**—Higher prices for California raisins are hinted at by coast representatives now in the city but no changes are announced for the present. Prunes are steady at the recent reduction.

Prunes—		Per lb.
90-100s, 25s, s.p.	0 05%	0 05%
90-100s, 10s, s.p.	0 05	0 05
80-90s, s.p.	0 06	0 06
80-90s, 10s, s.p.	0 06%	0 06%
70-80s, 25s, s.p.	0 07	0 07
60-70s, 10s, s.p.	0 05%	0 05%
50-60s, 25s, s.p.	0 07%	0 07%
40-50s, 25s, s.p.	0 09%	0 09%
<b>Cooking Figs—</b>		
Choice boxes	0 06%	0 06%
Half boxes	0 06%	0 06%
Half bags	0 06%	0 06%
<b>Valencia Raisins—</b>		
Fine, f.o.s., 25s, s.p., per box	2 75	2 75
Fine, selected, 25s, s.p., per box	2 70	2 70
4-crown layers, 22s, s.p., per box	2 65	2 65
4-crown layers, 14s, s.p., per box	1 35	1 35
4-crown layers, 1s, s.p., per box	0 75	0 75
Ne plus ultra, 32s, s.p., per box	2 20	2 20
<b>Sultanas—</b>		
California	0 09%	0 09%
Smyrnas	0 13	0 15
<b>Currants</b>		
Dry clean, per lb.	0 07%	0 07%
Washed, per lb.	0 07%	0 07%
1-lb. package	0 08%	0 08%
2-lb. package	0 17%	0 17%

**COFFEE.**—The enormous sales of valorization coffee have in no wise brought down prices and any possibility of a decline now seems out of the question.

<b>Coffee—</b>		
Green Rio, No. 5	0 17	0 17
Roasted Rio	0 21	0 21
Green Santos	0 19	0 19
Roasted Santos	0 24	0 24
Chicora	0 11%	0 11%
<b>Teas—</b>		
China blacks, choice	0 35	0 40
India and Ceylon, choice	0 32	0 40
Japan, May picking	0 35	0 50
Japan, choice	0 36	0 45

**BEANS.**—There is a good demand for beans, but none of first quality are obtainable, about the only kind on the market being 3-lb. picker.

<b>Beans—</b>		
Hand picked, per bushel	2 95	2 95
3 lb. picker	2 65	2 65
<b>Peas—</b>		
Split peas, sack 98 lbs.	4 00	4 00
Whole peas, bushel	2 75	2 75
<b>Barley—</b>		
Pot barley, per sack 98 lbs.	3 65	3 65
Pearl barley, per sack 98 lbs.	5 15	5 15

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

		Per lb.
Brazil	0 18	0 19
Tarragon almonds	0 15%	0 15%
Peanuts, roasted, Jumbos	0 11%	0 11%
Peanuts, choice	0 11	0 11
Pecans	0 22	0 22
Marbot walnuts	0 13%	0 13%
Grenoble walnuts	0 16	0 16
Sicily filberts	0 11%	0 11%
Shelled almonds	0 33	0 34
Shelled walnuts	0 31	0 31

## WINNIPEG.

**PRODUCE AND PROVISIONS.**—Lard prices have advanced as will be seen on reference to list. It is worthy of note that pork and lard in Chicago have been steadily going up during last



## THE CANADIAN GROCER

two weeks and indications that all hog products will be dear this summer are much in evidence.

Dairy butter has declined one cent. Creamery butter is steady. Eggs unchanged. There is nothing new to report in cheese.

<b>Lard—</b>		
Tierces, per lb. ....	0 12%	
1 lb. bricks .....	0 15	
50 lb. tubs .....	6 95	
20 lb. pails .....	2 85	
10 lb. cases .....	8 65	
5 lb. cases .....	8 70	
3 lb. cases .....	8 80	
<b>Cured Meats—</b>		
Hams .....	0 16%	0 19
Bacon .....	0 18	0 22
Shoulders .....	0 14%	0 14%
Long clear D. S. ....	0 15	
Mess pork, bbls. ....		26 00
<b>Butter—</b>		
Creamery .....	0 34	0 36
Dairy, best .....	0 28	0 29
Dairy, No. 1 .....	0 25	0 25
Dairy, No. 2 .....	0 20	0 21
<b>Eggs—</b>		
Manitoba, per doz. ....	0 26	

Storage .....	0 22
<b>Cheese—</b>	
Ontario large .....	0 15%
Ontario twins .....	0 15%
Manitoba large .....	0 14%
Manitoba twins .....	0 15

### NOVA SCOTIA MARKETS. By Wire.

Halifax, Feb. 13.—An average trade is passing on local grocery market with a number of prices easier. All oranges are down 25 cents per case. Rolled oats have declined 5 cents. Prime beans are easier at \$2.75. Malaga grapes have gone up a dollar a keg to \$7.00. Sugar is steady, and there are prospects of pork products advancing.

Beans, prime, per bush. ....	2 75
Grapes, Malaga, per keg .....	7 00
Rolled oats .....	5 30



Following items are from The Grocer of Feb. 17, 1893:—

“Wholesale merchants in Winnipeg have protested to the City Council against taxation on stocks, stating that it is keeping wholesale men out of the city.”

Editorial Note.—Certainly, one would think the wholesalers had a just cause for protesting.

“That the English language is elusive and hard to pin down to a recognized significance is well illustrated by the phrases “fresh eggs” and “strictly fresh eggs.” An entirely honest grocer will assure customers that he has fresh eggs, when he knows full well that the eggs he has have been packed in straw for weeks; but if he is really an honest grocer, he will not give the assurance that they are “strictly fresh” eggs, because the latter phrase has in the trade a meaning widely different from that of the other. Again the phrase “strictly fresh eggs,” has different meanings at different seasons. It may mean now an egg anywhere from one day to ten days old, but in the spring it means an egg not above two days old.”

“A petition has been presented to the House of Commons by a number of the residents of Napanee, Ont., praying that the standard weight of a bushel of onions be reduced from 60 to 50 pounds, and that the weight of a bag of onions be fixed at 75 pounds exclusive of the bag, and of a barrel of onions at 150 pounds, exclusive of the barrel.”

Editorial Note.—To-day there is a somewhat similar request before parliament so far as a bag of potatoes is concerned. Sometime during the next twenty years we may expect that a standard will be in force.

## Inviting Criticism on Delivered Goods

**Winnipeg Firm Sends Out Card with All Orders, Wording of Which Tends to Remove Any Cause for Complaint—Complaints That Are Reported Promptly Are Easiest Remedied.**

When delivery complaints are entirely prevented a great deal has been accomplished. While in a few cases the dealer should probably not be held accountable, yet in the majority he is to blame.

One of the chief complaints is that of broken parcels, muddy or dirty cartons and small measure. These can and should be reduced to a minimum. In this regard a method adopted by Geo. Nicholson, “The Modern Grocer,” Winnipeg, Man., will be of interest. Mr. Nicholson sends out a card with each parcel which makes a direct appeal to the housewife every time she receives goods, to look them over and let the store know if any are not what they

to herself any damage to goods. She knows that as far as the dealer is concerned, it is no fault of his and also that anything wrong in delivery will be righted.

This system of Mr. Nicholson, since it tends to eliminate cause for complaints and therefore loss of trade, is one that might be followed by others.

### 250 NAMES ATTACHED.

Secretary Wm. C. Miller, Toronto, of the Ontario Retail Grocers' Association, reports a largely-signed petition from Brantford, Ont., on the proposed amend-

Dear Madam;

This order left our store in first-class condition and you should receive it in the same way. It is our endeavor to give you the best possible service, and the best quality goods.

If at any time you should receive anything that is not strictly first-class you will confer a favor by returning it to us.

Yours truly,  
**GEO. NICHOLSON,**  
The Modern Grocer

should be. It invites criticism and therefore tends to curb the wrath of the housewife should she find anything out of order. This card, which is reproduced here, prevents her from keeping

ment to the Garnishee Law. More than 250 names were attached, making a record up to date. The scale inspection petition from Brantford, was also exceedingly well signed.

A THOROUGH GOOD PAPER.

Editor, Canadian Grocer.—Enclosed please find cheque for my subscription to April, 1914. I may add that I consider The Grocer a thorough good paper, full of valuable hints and practical suggestions, and in my opinion, one that every retail merchant should take and read.

Wishing you every success.  
**F. BURGESS,**  
Laurier and Nicholas Sts.,  
Ottawa, Ont.





## Frozen California Navels in Distribution

Public Not Taking Kindly to Them and Consumption is Not Advancing Rapidly—The Lemon Situation—Vegetable Prices Dropping as Season Advances—Potatoes Quite Easy.

California navel oranges are still to be had, but some difficulty is being experienced in securing them. Warm weather setting in sometime after the frost did much damage to the oranges that had partially survived and now it looks like a rather rapid wind up for the California navel. Whether there will be any Valencias for summer trade is a problem at present, but so far very few are expected. The attempt made to dump the frozen oranges on the different markets has tended to put the trade "on the bad." Dealers notice that the consuming public are not consuming as large quantities as usual owing to bitter and unpalatable flavor.

Some oranges have again been imported from Spain. These are cheaper than either the Floridas or California's and somewhat inferior, but those offering have been of better quality than usual.

Enquiries for Messina lemons coming from as far south as Denver, Colorado, would indicate that the California lemon for this season is a thing of the past. The lemon crop in Italy is not large although larger supplies for March are expected. Frosts in California have been the cause of prices on Sicily lemons soaring to the present high mark.

Prices on vegetables are lower than they have been for some years. This week potatoes are again easier and large quantities are being offered.

### MONTREAL.

**GREEN FRUITS.**—Apples are quoted higher this week owing to stronger tone to English market but this advance will not mean much profit to the packers as the apples are rotting quite freely. However everything points to higher prices for apples. Owing to poor keeping qualities second grades are quoted cheaper this week.

Lemons here are selling at a lower figure this week than last and some local men claim damage from the frost to the

California crop is not nearly as serious as first reported. However there is little profitable business passing at present. Cold weather of the last few days has put a crimp in the sales of tender fruits as it is almost impossible to deliver the purchases without getting them frozen. California oranges and Mexicans are cheaper owing to immense quantity of poor quality oranges coming on the market here. Pine apples are also easier.

Apples, fall, No. 1	2 25	3 00
Apples, fall, No. 2	2 25	3 00
Bananas, crated	2 00	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 00	4 00
Oranges, California navels	3 00	4 00
Oranges, Valencia	3 75	5 00
Oranges, Mexican	2 50	3 00
Pineapples, Cubans, cases of 24	4 50	5 00
Almeira grapes	6 00	7 50

**VEGETABLES.**—Celery is cheaper owing to receipt of three cars on one day which was much more than demand warranted and consequently broke the market which slumped to \$4.50 to \$5.00 per crate. A car of Florida tomatoes arrived this week but the quality is not up to mark. There is little business passing at present owing to weather conditions which almost prohibit delivery of any purchases. There is no change in quotations on potatoes which are quoted as follows: Green Mountains in car lots at 70 to 75c per bag. Quebec grades are at 65c to 70c per bag and in jobbing lots 90c to \$1.00 per bag.

Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01 1/4	0 01 1/2
Wax beans, in hamper, imported	5 00	5 00
Carrots, bags	0 75	1 00
Cabbage, dozen	1 20	1 20
Cauliflower, doz.	2 75	2 75
Celery, per crate (3 to 4 doz.)	4 50	5 00
Cucumbers, basket	2 50	2 50
Peppers, green, basket	2 50	2 50
Radishes, dozen	0 22	0 22
Sweet potatoes, per basket	2 50	2 50
Potatoes—		
Green Mountains, car lots, per bag	0 70	0 80
Quebec grades, car lots, per bag	0 65	0 70
Quebec grades, small lots, per bag	0 90	0 90
Spinach, bbl.	2 75	2 75
Tomatoes, hothouse, lb.	0 35	0 35
Turnips, per bag	1 25	1 25

### TORONTO.

**GREEN FRUITS.**—Navel oranges are slightly easier than week ago. This is owing to two reasons. On account of

high prices consuming public have eased off a bit,—also some of the fruit has been found unpalatable and bitter, and this has tended to decrease consumption greatly. Fine quality Florida oranges have been arriving and are selling well. Almeria grapes are becoming scarce and few are now left on this market. Mexican oranges are practically off market also. More imported fruits and vegetables are being continually introduced and are forming a strong fixture.

Apples—		
Spies, per barrel	2 50	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	1 25	1 25
Greenings, No. 1, per bb.	2 50	3 00
Greenings, No. 2, per bbl.	2 00	2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	2 50	2 50
Artichokes, Canadian, bag	1 00	1 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	12 00	12 00
Cranberries, crate	3 75	4 00
Grapes, Almeria, per keg	6 50	8 50
Hothouse grapes, per lb.	0 80	0 80
Grapefruit, sizes 54, 64 and 80, per case	3 25	3 75
Kumquats, per quart	0 25	0 25
Lemons, Messina	3 50	4 00
Oranges, Florida, case	3 00	4 00
Navels, per case	3 25	4 00
Oranges, bitter, case (300 and 160)	2 25	2 50
Pineapples, per case	4 00	4 00
Pears, Cal., 1/4 boxes (35 to 50)	2 50	2 50
Pears, Cal., full boxes (150 to 200)	3 50	4 00
Strawberries, per quart box	0 40	0 50
Tangerines, per strap, 2 boxes	5 00	5 00

**VEGETABLES.**—Potatoes are easier this week both in tone and price. Offerings continue large. It is expected that this cold snap will hold them back for a little while but will not have any marked effect. Spanish onions are rather firmer during past week while Canadian onions are much easier and are selling at reduced prices. Large supplies of all vegetables but especially carrots, beets, turnips and parsnips are here, and are selling at reasonable figure. "They talk about the high cost of living but vegetables are cheaper than they've been for years," said one dealer this week. Rhubarb, fresh onions, beets, and many other vegetables are now on market being imported from the south, and are commanding large sales for season.

Beans, wax and green, hamper	5 50	5 50
Beets, per bag	0 65	0 75
Beets, imported, per doz.	1 00	1 00
Carrots, per bag	0 40	0 50
Carrots, imported, per doz.	0 75	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 90	0 90
Celery, Florida, per case	3 25	3 50
Chicory, doz.	0 75	0 75
Cucumbers, Boston, hot house, doz.	2 50	3 50
Cucumbers, outdoor grown, per hpr.	7 00	7 00
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 25	3 25
Mushrooms, per lb.	0 75	0 75
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 65
Onions, green, imported, per doz.	0 50	0 50
Peppers, green, basket	0 50	0 50



Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick, per bag	0 95	1 05
Parsnips, per bag	0 65	0 75
Potatoes, new, Bermuda, hamper	3 00	3 00
Potatoes, new, Bermuda, barrel	5 50	5 50
Rhubarb, according to size, per doz.	0 55	1 25
Spinach, per bbl.	2 25	2 75
Turnips, per bag	0 35	0 50
Tomatoes, hothouse, per lb.	0 30	0 30
Tomatoes, Cuban, case	5 00	5 00
Sweet potatoes, 50 lb. hamper	1 25	1 50
Cauliflower, hamper of 15 to 25	3 00	3 25

## Figures on the Cost of Apples in West

Correspondent Claims That They Cannot be Laid Down in Winnipeg As Cheaply As Has Been Stated—His Figures Compared With Those of Government Commissioner—West Demands Good Quality in Fruit Above Everything Else—High Cost of Living Touched On.

By Geo. H. Measham, Winnipeg, Man.

### WINNIPEG.

#### GREEN FRUITS & VEGETABLES.

—Trade in green fruits and vegetables is quiet. Apple stocks are heavy with prices unchanged. Oranges are a little cheaper than at time of last review and Messina lemons are now on the market.

Messina lemons	7 00	7 00
Frozen cranberries	10 00	10 00
Malaga grapes, kegs	9 00	9 00
Navel oranges, case	4 50	5 00
Bananas, per bunch	2 50	3 50
California lemons, crate	10 00	10 00
Washington apples	1 50	2 25
Florida tomatoes, case	9 00	9 00
Ontario apples	4 00	5 50
Cranberries	14 00	14 00
Spanish onions	3 75	3 75
Florida grape fruit	5 00	5 00
Valencia onions	2 00	2 00
Imported rhubarb, lb.	0 15	0 15
Strawberries, quart	0 50	0 50
Sauerkraut, lb.	0 04	0 04
Potatoes—		
Potatoes, per bushel	0 40	0 40
Carload lots	0 35	0 35
Jersey sweet potatoes, barrel	6 50	6 50

#### A REMEDY FOR FROSTED WINDOWS.

Chatham, Ont.—Feb. 13. — (Special) —“As a remedy for frosted windows, there’s nothing I have found yet that quite equals the electric fan,” remarked a merchant recently.

“I start the fan as soon as I come down to business in the morning. Inside of an hour the window is quite as clear as in the summer time. As I understand it, the circulating air keeps the chill air from striking the pane. To keep the air constantly moving, I have to keep one door to the window partly open all the time, which also prevents all the warm air from being pushed against the cold window.

“I have tried the plan at zero weather in previous years, and it has worked.”

#### DEATH OF ALEXANDER TURNER.

Alex. Turner, president of James Turner & Co., wholesale grocers, Hamilton, Ont., is dead. Mr. Turner was injured last Friday in a peculiar manner. The wind caught an umbrella he was carrying and whirled him against a stone wall as he was going to the office. He sustained a serious injury on the head. The late Mr. Turner was born in Glasgow, Scotland, in 1831, and came to Hamilton in 1858 to start in the retail grocery business.

The Prince Albert Labor Temple Co., Prince Albert, Sask., has been formed to run a co-operative store. It will also build a labor temple. A similar concern is under contemplation in Winnipeg.

The “dope” that has from time to time occupied space in one of the daily papers here on the apple trade, about which the said journal displayed its usual cock-sure ignorance, has recently been taken up in the Dominion House on evidence of J. A. Ruddick, dairy and cold storage commissioner.

Mr. Ruddick calculated the cost of laying down a barrel of apples at Winnipeg as follows:

Apples off the tree	\$1.00
Barrel	.45
Picking and packing	.17
Freight	.30

Total cost per barrel laid down at Winnipeg ..... \$2.42

To the above cost is added the distributing and common charges as follows:

Commission to buyer	19c
Commission to broker	12c
Retailer	50c

Total charges between producer and consumer ..... 81c

#### Claims Figures Are Wrong.

This is apparently convincing, no doubt, but I do not think it is true. The fact is that apples of a quality to suit the requirements of the average consumer can not be laid down for any such figure.

If the West is paying a little higher for apples than it seems it should it is because Ontario let her apple trade go slack during the last ten years, and let the Western fruit growers capture a market that might have been her own.

#### Wants the Quality.

The West is not kicking about the price of apples to-day, but it has kicked and won't stand for poor quality. Consequently most of the wholesale fruit concerns will not handle anything but association packed fruit. They can then tell what they are selling; the retailer knows what he is selling, and the customer what he is buying.

At less than \$4.00 a barrel the Winnipeg wholesaler cannot handle the cheapest of Ontario apples and give the grower anything worth calling a return. Mr. Ruddick gives 17 cents as cost of picking and packing; the real cost is \$1.00. He gives freight at 80 cents. He should have put freight and drayage at \$1.00.

#### Other Figures Presented.

The fixed charges before the fruit is in warehouse here are:

Cost of barrel	45c to 50c
Picking and packing	\$1.00
Freight charges	1.00
Apples on tree	1.00

Commission ..... \$3.45—\$3.50

Commission ..... .35

..... \$3.80—3.85

This would be direct from the producer, and the commission charge of 10 per cent. is what the fruit exchange here handles stuff for.

But association packed apples, which are mostly sold here, cost \$3.00 to \$3.25 per barrel, to which may be added the freight charge of \$1.00, so that selling at 4.00 is selling at cost. And as a matter of fact, some of the wholesalers have lost money on apples this year.

The fact that good apples are available at from \$4.50 per barrel up to \$5.60 at retail grocers does not mean any extravagant profit on a perishable product.

#### Purpose of Cost of Living Cry.

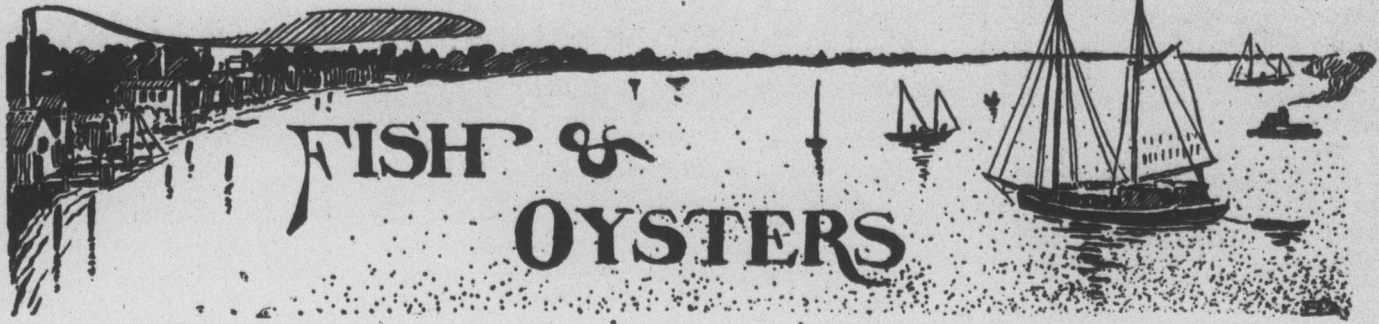
The fact is, these high cost of living experts who can't say anything too bad of the middleman, who has to carry them on his books half the time, are afraid to lay bare the spots where the disease exists. The retailer has frequently to sell at sharp advances to clear initial expenses. After doing that he becomes a thief if he wants just a little for his work.

The plain facts are high freight rates and exorbitant rents. Transportation concerns are getting too much blood out of the community, and everybody here knows it. Inflated real estate values are enriching the few at the expense of the most of the people.

I understand that a well known grocer here failed, not from lack of energy and ability, but from \$600 a month rent. If some Eastern merchant would figure out what their monthly sales would have to be to cover that sum as an initial expense they would grasp what is meant by inflated real estate values.

Dowling & Thomas, grocers, Victoria, B.C., are dissolving, Mr. Dowling continuing.





## Lenten Fish Sales Helped by Cold Weather

Wholesalers Pleased With Volume of Business Passing—Supply of Halibut Low in Montreal—Orders Coming Freely into This Market—Dry Cod Lines Easier — Situation Among the Atlantic Oyster Beds.

Lenten trade is off to good start and dealers seem well satisfied with amount of business passing. The cold weather coming just at beginning of this season did much to increase consumption of fish and for the past week the demand has been so great that supplies have been greatly reduced and in some lines almost exhausted.

Oyster trade continues brisk and has also been stimulated by Lenten season. A number of the smaller growers, particularly those depending on the New England trade, have closed down on account of the extreme warm weather for so long a time. Those who still have stocks will be somewhat aided by this cold spell, provided frosts do not become too severe. Larger concerns with greater number of boats and thus in less fear of loss through ice have been greatly aided by the colder snap.

### MONTREAL.

FISH.—Cold weather coming just as it did with beginning of Lenten season has stimulated the consumption of fish and so great has been demand in past week that several lines are nearly exhausted. The supply of Halibut is all but gone and some wholesalers are striking it off the list altogether until the new catch comes in about the end of the month. The new catch will be much higher in price than frozen halibut as demand for this fish is so heavy that it will be some time till the supply is greater than the demand. The price of the frozen halibut has advanced to 13c on the local market and even at this high figure will not last for more than a few days at the most.

The business transacted so far this year is 30 per cent, more than that during the same period last year. On Saturday one firm shipped out five carloads of fish to outside points in small lots which speaks well for volume of business

that is passing at this centre. Orders are coming in bunches and are quite large, in fact much larger than has been anticipated and prices remain firm with tendency upwards. The colder weather has fully restored the dealers' confidence and they are ordering supplies more freely and in larger quantities.

The trade in bulk oysters is much smaller than last week and will gradually diminish from now on until beginning of season next fall. It might be interesting to state that one firm brought in about 700 barrels of shell oysters and fully as many in solids, since last October. This quantity means about ten carloads.

Smoked fish are stronger this week than last owing to heavy demand for fresh and frozen fish and shortage in those lines. With cold weather and this demand continuing it is more than probable that smoked fish will advance. Kippers are weaker than last week but otherwise prices remain same for smoked fish.

### FRESH AND FROZEN.

Flounders	0 05
Dressed perch	0 09
Fancy spring salmon, per lb.	0 14
Large herring, per 100	1 30
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04½
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 13
Herring, frozen, per 100 fish, medium	1 75
Mullets	0 06
Pike, dressed and headless, lb.	0 07
Pike, round	0 08
Steak, cod	0 05
Mackerel	0 10
B. C. red salmon	0 10
Gaspé salmon, per lb.	0 15
Qualla salmon	0 07½
No. 1 smelts, per lb.	0 10
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 10
Whitefish, small, lb.	0 07
Pure cod tablets, 25 1-lb. tablets	2 30
Barbette (dressed), bullheads, per lb.	0 10
Black Sea bass	0 12
Fancy bluefish	0 13
Fancy weakfish	0 10

### PREPARED FISH.

Boneless cod, in blocks or plugs, lb., 7, 8, 10, 11, 12	0 09
Dry pollock, 100 lb. bundles, per bundle	0 09
Shredded cod, 2 doz., in box, per box	1 00
Boneless strip cod, 30-lb. box	0 10

### SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, half	1 75
No. 1 mackerel, half bbls.	5 50
Lake trout, kegs	7 00
No. 1 green haddock, per 200 lbs.	5 00

Salt eels, per lb.	0 06½
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	3 00
Scotch herring	7 00
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	1 00
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	7 00

### SMOKED.

Bloaters, box	1 00
Yarmouth bloaters, fancy, per box	1 10
Haddies, fancy, 15-lb. boxes, per lb.	0 06½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 13
Kippers (small), per box of 50 fish	1 00
Smoked salmon, per lb.	0 22
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

### SHELL FISH.

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

### TORONTO.

FISH.—Local fish dealers seem well satisfied with amount of business passing for Lenten season. Smoked lines hold very much the same. All dry cod lines are shade easier with tendency to decline. Labrador and all salt fish are selling well for Lent. Supplies are holding pretty well just at moment, but prospects for future are none too bright. Sales in oysters continue good. Stocks coming in keep fine and readily command sales.

### FROZEN FISH.

Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Coho salmon, headless and dressed	0 12	0 12
Qualla salmon, per lb.	0 08	0 09
Sea herring, per 100	2 30	2 30
Lake Superior herring, per 100	3 00	3 00
Cod, per lb. straight	0 08	0 08
Haddock, per lb. straight	0 06	0 06
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straight	0 07	0 07
Pickeral, per lb. straight	0 09	0 09
Lake Erie herring, per lb. straight	0 06	0 06

### FRESH CAUGHT FISH.

Steak, cod	0 08
Haddock	0 07

### SMOKED.

Ciscoes, per basket	1 00
Finnan haddie	0 08
Smoked fillets	0 12
Smoked bloaters, 20s	1 25
Kippers	1 25

### PREPARED.

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

### SALTED AND PICKLED.

Labrador herring, per keg	3 25
Labrador herring, per barrel	5 75
Labrador trout, per keg	7 25
Scottish herring, Loch Fyne, per kit.	1 10
Holland herring, per keg	0 80

Oysters—	
Selects, per gallon	1 75
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	1 75
Straights, 5 gal. lots	1 05

Shrimps—	
1 gallon cans	1 25
2 gallon cans	2 00
3 gallon cans	4 00

Smelts—	
No. 1, per lb.	0 11
Extra, per lb.	0 10

### ST. JOHN, N.B.

FISH.—Beginning of Lent saw increased sales in fish and dealers are well satisfied with way in which business



started afresh. Stock of fish was well up to the standard, staple lines of cod and haddock however being only fair as this is spawning time in the Fundy waters and a great supply is not looked for. Western halibut is still prime favorite and demand for this good. There is also a supply of cod to be had in the Kennebecasis river, and it is believed that the record in this connection was made this week when one man brought to the city a codfish weighing forty-two pounds which had been caught in a gaspereaux net.

**WINNIPEG.**

**FISH.**—The market here is well supplied for Lenten trade which is proving quite up to expectations. There are no changes in prices to report locally but an advance of 1 cent per lb. in Vancouver on Salmon indicates an advance here at time of last report, are now fairly plentiful.

Fish—	
Oysters, per gallon .....	2 75
Fresh salmon .....	0 11
Frozen halibut .....	0 09
Fresh whitefish .....	0 09½
Fresh pickerel .....	0 08
Block cod .....	0 10
Haddock .....	0 06
Finnan haddies .....	0 08
Holland herring, keg .....	0 08
Kippers, box .....	2 00
Smoked cod .....	0 12
Goldeyes, dozen .....	0 80
Labrador herring .....	4 20
Fresh trout .....	0 12

**THE EGG WOMEN'S MISTAKE.**

Referring to the recent mistake made by the women of Philadelphia in placing eggs on the market for the benefit of speculators of questionable character, the Bulletin newspaper of that city says:—"The failure of feminine intuition to see through the plans of speculators in eggs before entering the scheme will readily be forgiven. Philadelphia consumers have been supplied with an average quality of storage eggs at a lower price than ordinarily would have prevailed at this time. True, the break would have come some time in the winter, and the relief of the overstocked market now will make it easier to maintain a fairly high price during the rest of the season. But the bargain counter is woman's pet delusion and delight, and she is never expected to delve into its finance or to appreciate just what is its relation to the general business of the year and the average of prices which must be maintained if business is to be profitable and invite capital and enterprise. But why blame the women? There are a lot of men claiming full endowment of reason, who seem to think that cheap prices are the solution of the cost of living problem."

The Hudson Bay Company will open a new store in Calgary, Alta., about May 1, next.

**Improved Methods for Handling Oysters**

**The Oyster Must Live in Pure Water—Contaminated Water Not Conducive to Their Subsistence—Campaign of Education to Their Public—Cleanliness in Shipping—Shell Oysters to Come in Half Barrels.**

Much has been said about the habits of the oyster, but still the general public are under the impression that oysters live and thrive under the same conditions as the clam. The real facts are that the oyster would smother in a few hours if placed on a clam bed.

The ideal oyster bed is a gravelly shore where the water is absolutely pure and where the oyster is protected to some extent from weather conditions. Oysters are quite partial to a sandy shore, but under no conditions do they thrive on mud or in thick murky water. The reason for this is soon apparent when you study the anatomy of an oyster. Every day gallons and gallons of water passes through the gills of an oyster and it is from this water that the oyster extracts the minute vegetable matter that is its only food and without which it would starve. As the gills of the oyster are very small, in fact, very similar to the pores on one's hand, one can readily see that the water must be very clear to pass through, for if it were thick and murky as it is around the outlets of sewers it would soon clog the gills and thus shut off the food supply.

**Companies Combine to Educate the Public.**

Some years ago the oyster companies got together and ran a series of educational articles in the various publications in the United States in an endeavor to cleanse the oyster industry of the odium that had attached itself to the industry from the publicity certain oyster beds had received, and which were condemned and rightly so. It is interesting to note that while this bed was condemned about eleven years ago and the conditions now are vastly improved in the beds themselves, an odium still clings to that brand of oysters. In order to get rid of this obstacle the oyster men are doing everything in their power to educate the consumer to the actual state of affairs existing at the oyster beds.

**Guaranteeing Purity of Oysters.**

The Board of Health of the town of Wellfleet, Mass., for instance, place upon all oyster consignments originating from the oyster beds of that town a certified statement setting forth that the waters wherein the contained oysters were grown and raised is absolutely free from contamination from sewage, drainage or any other source whatever. This Board of health has passed ordinances and regulations, which are rigidly enforced, prohibiting the drainage of any cesspool into any running water which emp-

ties into the water of Wellfleet Bay. No garbage can be thrown into these waters and all cesspools and closets have been removed from the Bay and its tributaries. All these precautions are taken to prevent the contamination of the waters wherein the oysters are raised and to insure their absolute purity. That such precautions as these are taken is not known to the public and the merchant who knows the exact conditions can sell more oysters than the merchant who does not familiarize himself with this end of the business.

**Cleanliness in Shipping.**

Oysters are handled with more care than any other fish intended for consumption as a food. Shell oysters are shipped into the Montreal market, for instance, in paper-lined barrels which keep the contents in perfect condition and entirely free from all contamination. The bulk oysters are sealed in tins and contain only the solid meat of the oyster itself. They are not swimming in water as in past years, but are packed in solids and sealed. Thus there is no chance for any dust or dirt to come in contact with them and they reach the consumer's plate just as wholesome and pure as the day they left the sea.

In the competition for cleanliness and purity of their products one company has even brought out a glass jar containing about a pint of oysters and which the writer has observed in many Montreal retail establishments.

**Shell Oysters in Half Barrels and Bushels.**

Beginning with next season, shell oysters will be marketed in half barrels and in bushel boxes. This will be a welcome innovation to many, as it is, at present, only possible to purchase shell oysters in barrel lots and as there are a good many dealers who cannot purchase in these quantities they are left out in the cold as far as the shell oyster business goes. Next season will also see many improvements in the matter of distribution as the great increase in the trade at this point demands better service than it has received in the past.

All this precaution given to the waters over the oyster beds, and all the care given to ensure cleanliness in marketing the oysters is a step in the right direction and it gives the wide awake dealer a great selling talk, for the public will purchase any article much quicker and in greater quantity when they know for a certainty that it is absolutely pure and wholesome.





# FLOUR & CEREAL DEPARTMENT

## Lack of Snow Affecting Trade Adversely

Operations in Lumber Camps Hampered, Causing Dulness in Flour and Cereals in Some Sections of Country—On Other Hand Balkan War Tends to Firmer Feeling—Colder Weather Aids Cereal Consumption.

The situation in both flour and cereals this week is one of marked dulness. Weather conditions have been unfavorable of late, and lack of snow throughout many parts of Canada has held up transportation in the country to such an extent that trade is suffering. Reports come from Northern Ontario and the Ottawa Valley stating that it is impossible to haul logs and the gangs are being taken out of the bush. Flour declined in Halifax lately, owing to same cause. With more snow, and opening of navigation, situation should be much bettered. On the other hand the Balkan war is again having an effect on flour market causing greater firmness on Chicago markets.

Trade in cereals and mill feeds has been dull during week, and stocks are piling up rapidly. One mill reports stocks in better condition than for long time.

### MONTREAL.

**FLOUR.**—There is no change in flour situation which remains same as last week. Orders are still coming in from the local bakeries and these compose bulk of the trade which is passing at present. There is little demand for export flour, owing to high prices asked for ocean space. There will be little export flour moving till opening of navigation when things will liven up somewhat.

Volume of business passing is quite fair when season is taken into consideration. Prices remain same as last week with no changes anticipated.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	5 00	5 20
Manitoba straight patents, in bags	4 90	5 10
Manitoba strong bakers, in bags	4 70	4 90
Manitoba second, in bags	4 30	4 50

**CEREALS.**—Prices remain same as last week and trade is quiet. There is fair amount of trading being done, but not as much as was anticipated. With the colder weather more cereals should be consumed and trade should liven up some as result.

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

### TORONTO.

**FLOUR.**—The wheat market has been holding pretty firm during past week. Slight fluctuations of ½ cent have taken place, but prices hold practically same as week ago. Flour holds firm with little likelihood of change. Big contracts are now all booked up, and domestic trade keeps pretty steady, although dull for season of year. Dulness in trade is giving splendid opportunity to mills to stock up, and now stocks are in fairly good shape.

#### Manitoba Wheat.

1st patent, in car lots, per bbl.	5 30
2nd patents, in car lots, per bbl.	4 80
Strong bakers, in car lots, per bbl.	4 80
Feed flour, in car lots, per ton	25 00
Flour in cotton sacks, 10c per barrel more.	

#### Winter Wheat.

Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 85	4 85
Straight roller, domestic consumption	4 35	4 65
Blended domestic consumption	4 85	5 05

**CEREALS.**—Early in the week it was reported that the oat market was a little firmer and as result rolled oats have taken on a rather firmer tone. For export trade rolled oats went up 6d. per sack (280 lbs.) on Monday, but no change is expected here. Mills are now well supplied in all lines and stocks are reported in better shape than for long time. Trade keeps dull.

No ruffles appear in cornmeal this week. Trade is dull and orders small. Small quantities are moving out in good shape, but with plenty of corn in the South and a declining market here no one is buying heavily.

Rolled oats, small lots, 98 lb. sacks	2 25½
Rolled oats, 25 bags to car lots	2 15½
Standard and granulated oatmeal, 98-lb. sk., small lots	2 25½
Rolled wheat, small lots, 100-lb. bbls.	2 75
Rolled wheat, 5 barrel to car lots	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 80
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 65
Rolled oats in cotton sacks, 5 cents more.	

**MILL FEEDS.**—Stocks of mill feed on hand are heavy and are moving out only slowly. Demand for bran is fair, but even in this, trade is dull. More snow and colder weather would do much to help conditions.

Bran, in car lots, per ton	20 00
Shorts, in car lots, per ton	22 00
Middlings	25 00

### WINNIPEG.

**FLOUR AND CEREALS.**—There is no change in flour prices and it is, judging from wheat future, probable that they will be steady for some time. There is a fair domestic trade and export prospects are improving.

Flour—	
Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Bakers', per bbl.	4 00
Rolled Oats—	
Rolled oats, 80 lbs.	1 90
Standard granulated, 98 lbs.	2 40
Cornmeal, sack, 98 lbs.	1 75
Wheat granules, 98 lbs.	2 65
Bales, 16s	3 08

## NEW ZEALAND SHIPS EGGS TO ENGLAND.

Test Shipment Reaches London in Excellent Condition.

The Government of New Zealand is carrying out a novel experiment which has culminated quite successfully and is of wide import to the egg trade both in this country and abroad as it demonstrates that eggs can be shipped successfully across the seas.

About six weeks ago the test cases left New Zealand by steamer for London. They were kept in a temperature of 45 degrees Fahrenheit. The eggs were immediately subjected to analysis which showed that these eggs which had travelled over 6,000 miles could still be classed as "new laid." It is interesting to note that while the eggs were packed in cases of 300, very few were broken in transit.

Lieut.-Colonel A. E. Labelle, of The St. Lawrence Flour Milling Co., Ltd., Montreal, was the guest of honor at a dinner given by members of the Chambre de Commerce in the Place Viger Hotel recently. The occasion was a celebration of the Colonel's appointment to the Harbor Commission of Montreal.





# Produce & Provisions



## Eastern Cold Snap Firmed Up Egg Market

Quite a Surprise Experienced Within Past Ten Days—Hens Not Laying so Well and Storage Stocks are Largely Depleted—New Zealand Butter Arriving on Eastern Canadian Markets—Provision Market Quite Firm With Advance in Lard in Some Places.

Again the egg market is big topic under discussion amongst wholesalers. This week instead of a further slump eggs have experienced a marked advance. Not only is the tone of market much firmer, but prices have been advanced on all sides. Storage eggs, last week offering for almost anything that could be got for them, have advanced a couple of cents. Pickled eggs none too firm yet are commanding only a low price, but even at that there is a marked improvement on last week's situation. It seems apparent that packers broke prices at wrong end of the season and now stocks have been too greatly reduced. The frosts of the past week have given new laids a slight set back but these will soon be coming along freely again. Prices in these have also been advanced.

Large quantities of New Zealand butter have been imported into the Canadian market during season, and more is still on road. Owing to superior quality of best Canadian butter, however, preference is still given to Canadian makes. Canadian butter has been offering in larger quantities of late than expected. Feed throughout the country is plentiful and generous feeding is keeping up milk supply. Prices on dairy butter are rather easier this week, but on creamery hold firm.

Lard continues to hold firm, with slight advance in prices. All smoked meats show general strength and a fair business is passing.

### MONTREAL.

**PROVISIONS.**—Hogs are still scarce and are quoted at \$9.25 to \$9.50 per hundred on foot and \$13 to \$13.50 dressed. This high price for hogs demands that packers get more money for bacon and hams and prices quoted for smoked and cured meats this week are firm with strong upward tendency which

will likely culminate in an advance before two weeks have passed.

Lard remains the same and is firm. There is quite a large volume of business being transacted with good demand for export meats which is a trifle larger than usual at this season of year. Prices remain same as last week but packers seem quite anxious to advance prices and are just waiting for some one to announce advance before same becomes general. They all seem to be afraid to make the break and are waiting for the other fellow to do it first.

Long clear bacon, heavy, lb. ....	0 15
<b>Hams—</b>	
Extra large sizes, 28 to 40 lbs., per lb. ....	0 13 3/4
Large sizes, 20 to 28 lbs., per lb. ....	0 15
Medium sizes, 15 to 19 lbs., per lb. ....	0 16 1/2
Extra small sizes, 10 to 14 lbs., per lb. ....	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb. ....	0 18
Bone out, rolled, small, 9 to 12 lbs., per lb. ....	0 19
Breakfast bacon, English, boneless, per lb. ....	0 18 1/2
Windsor bacon, skinned, backs, per lb. ....	0 21
Spiced roll bacon, boneless, short, per lb. ....	0 15 1/2
Picnic hams, 6 to 12 lbs. ....	0 13 1/2
Wiltshire bacon (50 lb. sides) ....	0 17 1/2
Cottage rolls, small, about 4 lbs. ....	0 16 1/2
Roiled ham, small, skinned, boneless ....	0 24
Hogs, live, per cwt. ....	9 25
Hogs, dressed, per cwt. ....	13 00 13 25
<b>Pure Lard—</b>	
Boxes, 50 lbs. net, per lb. ....	0 14 1/4
Cases, tins, each, 10 lbs., per lb. ....	0 14 1/4
Cases, tins, each 5 lbs., per lb. ....	0 15
Cases, tins, each 3 lbs., per lb. ....	0 15
Pails, wood, 20 lbs. net, per lb. ....	0 14 1/4
Tubs, 50 lbs. net, per lb. ....	0 14 1/4
Tierces, 375 lbs., per lb. ....	0 14
One pound bricks ....	0 15 1/4
<b>Compound Lard—</b>	
Boxes, 50 lbs., per lb. ....	0 09 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/4
Cases, 5-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/4
Cases, 3-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/4
Pails, wood, 20 lbs. net, per lb. ....	0 10
Pails, tin, 20 lbs. gross, per lb. ....	0 09 1/4
Tubs, 50 lbs. net, per lb. ....	0 09 1/4
Tierces, 375 lbs., per lb. ....	0 09 1/4
One pound bricks, 60 lbs. to case. ....	0 11
<b>Pork—</b>	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces	28 00
Heavy short cut clear pork, bbl. ....	27 50
Clear fat backs ....	28 00
Heavy flank pork, bbl. ....	28 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb. ....	0 15 1/4
Plate beef, barrel ....	None offered
<b>Cooked Meats—</b>	
Jellied tongue, 10 lb. open tins, per lb. ....	0 20
Henscheese, per lb. ....	0 10
English brawn, per lb. ....	0 12 1/4
Jellied hock, 6 lb. tins, per tin ....	0 75
Cooked pickled pigs feet (in vinegar), kits 25 lb., per lb. ....	0 07

**EGGS.**—Cold snap has sent the eggs sky-rocketing from their low level of last week. Quotations at time of writing are 35 to 37c for new laid. New laids were bringing 38c on Saturday but the prices quoted beginning of week are slightly lower. However,

should the weather continue cold, price will advance, for supply of new laids will be diminished. Thermometer has been registering below zero here all last week. It is a well known fact that price of eggs for past few weeks has been too low and wholesalers will take advantage of present weather conditions to recoup some of their losses if possible. From every standpoint it looks like a shade higher prices and buying at present prices will be good should the weather continue steadily cold.

New laid eggs, per doz. ....	0 35	0 37
Selects ....	0 25	0 25
No. 1's ....	0 18	0 22

**BUTTER.**—Considerable New Zealand butter is coming on the local market. Nearly 1,500 packages arrived last week. This butter coming in has tendency to keep prices at present level, and there is no change from quotations of last week. There is rumor that another shipment of 1,500 packages of New Zealand butter has been received, but this could not be confirmed. The amount of business passing is normal and there is not much likelihood of any change soon.

Creamery blocks ....	0 30 1/2	0 30 1/2
Dairy tubs, lb. ....	0 26	0 28
Creamery, winter made ....	0 28	0 28 1/2

**CHEESE.**—Prices remain same, but there is a much firmer feeling in the market owing to the stronger tone of the London market during past week. It is most probable that should London market continue strong local market will advance in sympathy as stocks here are just about sufficient to take care of local trade.

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

**POULTRY.**—There is no change in prices quoted for poultry as supply is quite small and demand is not brisk, but still sufficient to absorb considerable more than is offered, yet not sufficient to boost prices.



# THE CANADIAN GROCER

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

**HONEY.**—Trade in this staple is quiet and prices remain steady.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 13	0 12½
Buckwheat honey	0 10½	0 11

## TORONTO.

**PROVISIONS.**—The provision market continues firm. A quiet steady everyday trade is passing with no special boost. Lard continues firm and this week prices have been advanced ¼ cent. All smoked meats are holding firm with fairly good demand. Hogs have been offering more freely during past week but large demand soon picks all up.

Smoked Meats—		
Light hams, per lb.	0 17	0 17½
Medium hams, per lb.	0 17	0 17
Large hams, per lb.	0 16	0 16½
Bacon, plain, per lb.	0 22	0 23½
Bacon, pos. meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14½
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 13½	0 13½
Lard, tubs, per lb.	0 14½	0 14½
Lard, pails, per lb.	0 14½	0 14½
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, local	8 75	8 75
Live hogs, at country points	8 50	8 60
Dressed hogs		13 00

**BUTTER.**—Dairy butter is now offering in much larger quantities and prices locally have taken on a much easier turn this week. Creamery butter, none too plentiful at present, remains unchanged. Much more Canadian butter is being placed on market than year ago owing to abundance of feed throughout the country. Large importations from New Zealand are also helping to fill market. While season for highest prices in butter has not yet been reached, under present conditions an early advance seems very questionable.

	Per lb.
Fresh creamery print	0 31 0 33
Creamery solids	0 29 0 30
Farmers' separator butter	0 26 0 27
Dairy prints, choice	0 22 0 23
Dairy solids	0 21 0 22

**EGGS.**—The egg market which for the past few weeks has been looking very dull has taken on a much better aspect this week and even prices have been advanced. One explanation given is that packers were foolish enough to break prices at the wrong season and stocks have been unloaded too freely. There is now a better demand for eggs and as new laids are not coming in in large enough quantities, storage eggs will have to be used to fill the shortage. Considerable range is given in prices both of storage and pickled. For pickled, one dealer is asking from 20 to 23 cents, while another dealer states that, "a man has to be a pretty good salesman to sell them wholesale at 15 to 16 cents." Fresh cracked eggs are bringing only from 10 to 12 cents, which is much lower than the price of pickled even at 15c.

Eggs—		
Strictly new laid, per doz.	0 30	0 31
Storage, per doz.	0 20	0 25
Pickled, per doz.	0 15	0 16

**CHEESE.**—Cheese keeps much the same with a little brighter prospect for future. Stocks are pretty well worked down and prices are holding very firm.

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

**POULTRY.**—Quantities of dressed coming in now are small and demand is

being met chiefly with storage stocks.

Prices hold firm. Business is quiet.

Spring chicks, milk fed, lb.	0 18	0 20
Spring chickens, dressed, lb.	0 14	0 18
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 13	0 14
Turkeys, dressed	0 22	0 24
Geese, dressed	0 16	0 17

**HONEY.**—Clover honey continues to occupy foremost place on honey market. Business keeps good for season with marked firmness in prices.

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

## No Decline in the Canadian Dairy Industry

**Canada's Dairy Commissioner Wrongly Reported When the Statement That it Was Declining Was Sent Out—As Much Increase in Decade as Any Similar Period—Exports, However, Have Decreased—Importance of Ice and Sweet Cream Trade.**

Editor Canadian Grocer.—Since the holding of the Dairy Conventions at Kingston and Woodstock, in the early part of January, numerous paragraphs have appeared in the press commenting on the decline in our exports of dairy products and in most cases the decline is attributed to a decrease in production. As The Canadian Grocer is referred to in many of these paragraphs I take the liberty of sending you a typewritten copy of the address which I gave at these Conventions. It was on statements contained in this address that the newspaper paragraphs have been based.

You can imagine my surprise at being quoted all over the country as saying that the dairying industry was on the decline, when, as a matter of fact, my main argument was to show that the dairying industry was not declining, but that it has increased as much during the past ten years as during any other similar period in the history of the country. It is a fact that there was a decrease of 106,000 in the number of cows in Ontario from 1908 to 1911 but at the same time the output of cheese and creamery butter showed a considerable increase which proves that the average production per cow is increasing rapidly. I would be glad if you could make some use of this manuscript because I feel that my remarks at Kingston and Woodstock have been very much misrepresented. I think it would be unfortunate for farmers to get the opinion that dairying is declining. I cannot conceive of anything that would have greater influence and be more likely to cause many farmers to quit the business.

J. A. RUDDICK,

Dairy and Cold Storage Commissioner.  
Ottawa, Feb. 4, 1913.

### Dairying Not on Decline.

The following is the portion of the address to which Mr. Ruddick points particularly:—

"The decrease in our exports during recent years has led many people to think that the dairying industry in Canada is on the decline, or at best not making any progress. The farmers have been blamed in some quarters for their lack of enterprise. The governments have been urged to "do something" to have this so-called reproach removed from Canadian agriculture and so on. These are superficial views of the situation, and opposed to them I make the assertion that there has been as much increase in milk production, taking Canada as a whole, during the past decade as there was during any other similar period in the history of the industry. Our estimate of the situation is often wrong, because we fail to realize the quantity it takes to provide an increased population of say 2 and a half million people with milk and milk products, nor have we taken into account some new demands which have lately arisen.

"In one way or another Canadians are consuming between 30 and 40 million dollars worth a year more of dairy products than they did ten years ago.

Mr. Ruddick also points to the enormous increase in sweet cream consumption in the cities and towns and to the ice cream business during the past six or eight years. During 1912 the cream used in manufacture of ice cream in 24 cities throughout Canada was equivalent to nearly 2 million pounds of butter or over 4 million pounds of cheese. Add to this the sweet cream sold and there would be represented over 6 million pounds of butter or 13 million pounds of cheese.

A stove pipe in the general store of McKinnon Bros., Leslieville, Alta., was the cause of a serious fire there recently. The loss is placed at \$6,000 with insurance of \$3,000.



# 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  
1/2-lb. tins, 3 doz. in case.. 1 25  
1/4-lb. tins, 4 doz. in case .. 0 75

**ROYAL BAKING POWDER.**

Sizes. Per doz.  
Royal-Dime ..... 0 95  
" 1/4-lb. .... 1 40  
" 6-oz. .... 1 95  
" 1/2-lb. .... 2 55  
" 12-oz. .... 3 85  
" 1-lb. .... 4 90  
" 3-lb. .... 13 00  
" 5-lb. .... 22 35

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

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

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

**BORWICK'S BAKING POWDER**

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

**COOK'S FRIEND BAKING POWDER.**

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

**In Tin Boxes—**

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

**FOREST CITY BAKING POWDER.**

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

**BLUE.**

Keen's Oxford, per lb. .... 0 17  
19 10-lb. lots or case ..... 0 16

**COUPON BOOKS—ALLISON'S.**

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

**UN-NUMBERED.**

Under 100 books .....each 0 04  
100 books and over, each 0 03 1/2  
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book 1/2 cent.

**CEREALS.**

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

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.  
The King's Food, 2 doz. in case, per case, \$4.50.  
White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per dozen, \$1.  
White-Swan Self-rising Pancake Flour per doz., \$1.  
White Swan Wheat Kernels, per doz., \$1.50.  
White Swan Flaked Rice, \$1.  
White Swan Flaked Peas, per doz., \$1.

**F. COWARD,**

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

**DOMINION CANNERS.**

Aylmer Jams. Per doz.  
Strawberry, 1912 pack .....\$ 2 15  
Raspberry, red, h'vy syrup 2 15  
Black currant ..... 2 00  
Red currant ..... 1 85  
Peach, white, heavy syrup 1 60  
Pear, Bart., heavy syrup 1 77 1/2

**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 65  
Green Gage plum, stoneless 1 65  
Gooseberry ..... 1 85  
Grape ..... 1 55

**Marmalade.**

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

**Pure Preserves—Bulk.**

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

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

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

Freight allowed up to 25c per 100 lbs.

**COCOA AND CHOCOLATE.**

**THE COWAN CO., LTD.**

**Cocoa—**

Perfection, 1-lb. tins, doz.. 4 40  
Perfection, 1/2-lb. tins, doz. 2 35  
Perfection, 1/4-lb. tins, doz. 1 25  
Perfection, 10c size, doz... 0 90  
Perfection, 5-lb. tins., per lb.0 35  
Soluble, bulk, No. 1, lb... 0 20  
Soluble, bulk, No. 2, lb. ....0 18  
London Pearl, per lb. .... 0 22  
Special quotations for Cocoa in barrels, kegs, etc.

**Unsweetened Chocolate—**

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

**Sweet Chocolate— Per lb.**

Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes ..... 0 40  
Queen's Dessert, 6's, 12-lb. boxes ..... 0 40  
Vanilla, 1/4-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, 1/4's, 6 and 12-lb. boxes ..... 0 25  
Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 doz. in box, per doz.. 0 90

**Chocolate Confections—Per lb.**

Maple buds, 5-lb. boxes ... 0 36  
Milk medallions, 5-lb. bxs. 0 36  
Chocolate wafers, No. 1, 5-lb. boxes ..... 0 30  
Chocolate wafers, No. 2, 5-lb. boxes ..... 0 25  
Nonparell wafers, No. 1, 5-lb. boxes ..... 0 30  
Nonparell Wafers, No. 2, 5-lb. boxes ..... 0 25  
Chocolate ginger, 5-lb. bxs. 0 30  
Milk chocolate wafers, 5-lb. boxes ..... 0 36  
Coffee drops, 5-lb. boxes .. 0 36  
Lunch bars, 5-lb. boxes .. 0 36  
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 85  
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box ..... 0 85  
Nut milk chocolate, 1/2's, 6-lb. boxes, lb. .... 0 36  
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. .... 0 36  
Nut milk chocolate, 5c bars, 24 bars, per box ..... 0 90

**EPPS'S.**

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

In 1/4, 1/2 and 1-lb tins, 14-lb. boxes, per lb. .... 0 35  
Smaller quantities .... 0 37

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

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; 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, 1/4's and 1/2's ..... 0 36  
" No. 1 chocolate ..... 0 30  
" Navy chocolate, 1/2's .. 0 26  
" Vanilla sticks, per grs 1 00  
" Diamond chocolate, 1/2's 0 24  
" Plain choice chocolate liquors ..... 20 30  
" Sweet chocolate coatings ..... 0 20

**WALTER BAKER & CO., LTD.**

Premium No. 1, chocolate, 1/4 and 1/2-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, 1/4, and 1/2-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, 1/4, and 1/2-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 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 dz 5 40  
Gold Seal Brand, ea. 4 doz 5 25  
Mayflower Brand, ea. 4 doz 5 25  
Purity Brand, ea. 4 doz... 5 25  
Challenge Brand, ea. 4 doz 4 75  
Clover Brand, ea. 4 doz.... 4 75

**Evaporated (Unsweetened)—**

St. Charles Brand, small, ea. 4 doz. .... 2 00  
Peerless Brand, small, ea. 4 doz. .... 2 00  
St. Charles Brand, Family, ea. 4 doz. .... 3 90  
Peerless Brand, Family, ea. 4 doz. .... 3 90  
Jersey Brand, Family, ea. 4 doz. .... 3 90  
St. Charles Brand, tall, ea. 4 doz. .... 4 60  
Peerless Brand, tall, ea. 4 doz. .... 4 50  
Jersey Brand, tall, ea. 4 doz. .... 4 50  
St. Charles Brand, Hotel, ea. 2 doz. .... 4 25  
Peerless Brand, Hotel, ea. 2 doz. .... 4 25  
Jersey Brand, Hotel, ea. 2 doz. .... 4 25  
St. Charles Brand, gallons, each, 1/2 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 00  
Canada First Hotel Evaporated Milk ..... 4 25  
Canada First Gals Evaporated Milk, Manufacturer's Special ..... 4 75  
Canada First Condensed (sweetened) ..... 5 25  
Rose Bud Condensed Milk 5 15  
Beaver Condensed Milk ... 4 80



# THE CANADIAN GROCER

## COFFEES.

EBY-BLAIN, LIMITED.

### Standard Coffees.

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

### Package Coffee.

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

## WHITE SWAN SPICES AND CEREALS, LTD.

### WHITE SWAN BLEND.

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

### MINTO BROS.

### MELAGAMA BLEND.

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

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

## BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

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

### CEREALS.

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

Post Toasties—No. T3, \$2.85.  
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

### CONFECTIONS.

#### PEANUT BUTTER.

Ontario Prices	
MacLaren's Imperial—	Per doz.
Small, 2 doz. ....	0 95
Medium, 2 doz. ....	1 80
Large, 1 doz. ....	2 75
Tumblers, 2 doz. ....	1 35
Pails, 24 lbs., per lb....	0 15

## CHEESE.

### MACLAREN'S IMPERIAL.

Ontario prices per doz.	
Individual (each 2 doz.) ..	1 00
Small (each 2 doz.) .....	2 40
Medium (each 1 doz.) .....	4 50
Large (each ½ doz.) .....	8 25
MacLaren's Roquefort—	
Small (each 2 doz.) .....	1 40
Large (each 1 doz.) .....	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.) .....	0 00
Medium (each 2 doz.) .....	1 35
Large (each 1 doz.) .....	2 40

### FLAVORING EXTRACTS. SHIRRIFF'S.

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

### CRESCENT MFG. CO.

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

### GELATINE.

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

### CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

### LAFORTE, MARTIN & CIE., LTD., MONTREAL AGENTS.

BASSIN DE VICHY WATERS.	
La Capitale, 50 qts. ....	5 00
La Neptune, 50 qts. ....	6 00
St. Nicholas, 50 qts. ....	7 00
La Sanitas Sparkling, 50 quarts .....	8 00
Lemonade Savoureuse, 50 qts	8 00
Lemon ade, St. Nicholas, 50 qts. ....	7 50

### CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case 12 lbs., 3-lb. bars, lb.	0 00
Case 25 lbs., 11-lb. bars, lb	0 08
Case 50 lbs. ¼-lb. bars, cs	3 75
"La Lune," 65 p.c. olive oil.	
Case 12 lbs., 2½-lb. bars, lb	0 08½
Case 50 lbs., ¼-lb. bars, case	3 35

### ALIMENTARY PASTES.

#### BLANC & FILS.

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

### DUFFY & CO. BRAND.

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

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

### Per case

Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 00
MI-Fins, tins, ½ kilo, 100 tins .....	11 00
Moyens No. 1, tins, ½ kilo, 100 tins .....	10 50
Moyens No. 2, tins, ½ kilo, 100 tins .....	10 00
Moyens No. 2 .....	9 00
Frs. "Petit" Peas.	

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

### MINERVA PURE OLIVE OIL.

Case—	
12 litres .....	8 00
12 quarts .....	6 00
24 pints .....	6 50
24 ½-pints .....	4 25
Tins—	
5 gals. 2s .....	2 00
2 gals. 6s .....	2 05
1 gal. 10s .....	2 10
20s, ¼ gal. ....	2 60

### CANNED HADDIES, "THIS-TIPPLE" BRAND.

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

### INFANTS' FOOD.

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

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

### GUNN'S "EASIFIRST" SHORTENING.

Tierces .....	0 09½
Tubs .....	0 09½
20-lb. pails .....	0 10
20-lb. tins .....	0 09½
10-lb. tins .....	0 10½
5-lb. tins .....	0 10½
3-lb. tins .....	0 10½
1-lb. cartons .....	0 11

### MARMALADE.

#### SHIRRIFF BRAND.

"SHREDED."	
1 lb. glass (2 dz case).\$1.90	\$1.80
2 lb. glass (1 dz case).	3.20 3.00
4 lb. tin (1 dz case)...	5.50 5.35
7 lb. tin (½ dz case)..	8.60 8.35
"IMPERIAL SCOTCH."	
1 lb. glass (2 dz case).	\$1.60 \$1.55
2 lb. glass (1 dz case).	2.80 2.70
4 lb. tin (1 dz case)...	4.80 4.65
7 lb. tin (½ dz case)..	7.75 7.50

### MUSTARD.

#### COLMAN'S OR KEEN'S.

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

### Per jar

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

### MACLAREN'S IMPERIAL PREPARED MUSTARD.

#### Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large. cases 1 doz., doz..	1 35

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

4-lb. box "Special," per box	0 22
8-lb. box "Special," box...	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb. ....	0 65
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb. ....	0 06
Globe Brand.	

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

### JELLY POWDERS.

#### JELL-O.

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

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

### JELL-O ICE CREAM POWDER

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

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

### IMPERIAL DESSERT JELLY.

#### Ontario Prices.

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

### SOAP AND WASHING POWDERS.

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

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

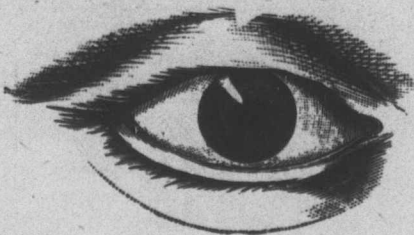
#### RICHARDS PURE SOAP.

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

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

#### FELS NAPHTHA.

Prices—Ontario and Quebec:	
Less than 5 cases .....	\$ 5 00
Five cases or more .....	4 85
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.	
1-16 gall., doz. ....	\$ 2 00
¼-gall., doz. ....	6 00
½-gall., doz. ....	10 80
1 gall., doz. ....	19 20
1-16 gall. gross tot .....	20 00



**WE ARE**

**THE EYE**

**Of the CANADIAN WEST**

and a wide awake eye at that. We have our finger on the pulse of the fastest growing country in the world—the Golden West. We are so closely in touch with the trade, through our many representatives covering the territory often that nothing misses us—we see everything that will be of benefit to you and your line.

The Canadian West with her immense fortune in Wheat, is attracting your competitors. You, too, should jump in and get your share of the golden harvest.

Let us handle your line—Write now.

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

HEAD OFFICE, WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY

**Lucky Pod Peas  
From Old  
England**

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

Established 1854.

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

Try Us on  
**BULK  
MINCE MEAT**

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

**J. H. WETHEY, Limited**  
ST. CATHARINES  
"THE MINCE MEAT PEOPLE."



**SCHNEIDER'S**  
HIGH GRADE  
**GERMAN SAUSAGE**

Over 20 years of experience in the making of

**German Quality Sausage**

One of our specialties: Pure Country Made Pork Sausage.

Send for samples and our advertising proposition.



BERLIN, . . . . . ONTARIO

**Fresh Fish**  
**Commands**  
**Trade**

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

**Georgian Bay**  
**Apples**

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

**LEMON BROS.**

Owen Sound, Ontario

**TRACUZZI'S**  
**LEMONS**

are very fine, try

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

*They Always Satisfy*

**J. J. McCABE**

Agent

Toronto, - Canada

**Packaged**  
**SPICES**

Retain full strength.  
No deterioration by exposure.  
More sanitary.  
Easier to handle.  
No loss in weighing.  
Easier to sell.

**HUGMAN'S**

PURE



ENGLISH

**SPICES**

Are absolutely pure, neatly packaged and attractively labelled, making a nice shelf stock.

- Red Rose Baking Powder
- Red Rose Flavorings
- Brodie's British Plate Powder
- Hugman's Cloudy Ammonia

We are open for agents for these lines.

**A. W. HUGMAN, Limited, MONTREAL**

**ROSE QUESNEL**

**A Pure Canadian Smoking Tobacco**

especially selected and perfect in every respect. Delightfully cool and sweet in its natural fragranc<sup>y</sup>.

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

# Florida Ripe Tomatoes

1st Car of Season Due To-day

## First-Class California Oranges

We are in a position to supply finest quality FREE from FROST.

NAVELS—Picked before the Freeze, at moderate prices.

Lemons, Pineapples, Apples,  
Sweet Potatoes, Etc.

**WHITE & CO., LIMITED**  
TORONTO and HAMILTON

**Y**OUR customers know of the freeze in California and that a great many oranges were frozen. They also know that frozen oranges are not fit to eat.

When you can guarantee to give them

## Sweet Juicy Oranges

that are absolutely

## FREE FROM FROST

your sales will increase and repeat.

You can do this if you buy your supplies from us.

THE HOUSE OF QUALITY.

## HUGH WALKER & SON

GUELPH and NORTH BAY  
Established 1861

## Meats and Dairy Products



### Carefully Selected Eggs

Elgin Brand on Meats stand for the highest quality obtainable, and Dairy products going through our hands are on an equal basis. We are exclusive distributors for "West Magdola Creamery Butter." Our Eggs are all carefully selected and handled.

Our Post Card Order Book will be a great aid to you in ordering.

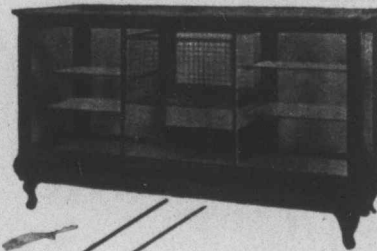
Send for it to-day.

### 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



For Sanitary  
Display of all  
Perishable  
Goods

there is nothing that will take the place and give the service that you can get by using the

## Silent Salesman Arctic Refrigerator

Our new 1913 designs and stock are ready. One or two of these salesmen in your store will add wonderfully to the appearance of your store and will keep perishable goods in a sanitary condition as well as giving them proper display. Send for New Catalog.

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

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



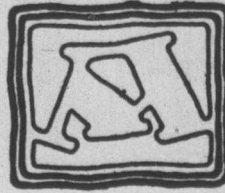


## Won't Discolor Daintiest Fabrics

There are lots of soaps which to all intents and purposes are good cleansers. They remove dirt and clean perfectly, but in the end white fabrics become discolored and dainty colored fabrics become faded owing to the chemical action on the cloth and dyes. This is positively avoided when WONDERFUL SOAP is used. It is pure, and you will satisfy the most rigid demands of your customers if you sell them only WONDERFUL SOAP.

It is packed nicely, makes attractive displays and reaps good profits for you.

**THE GUELPH SOAP COMPANY**  
GUELPH, ONTARIO



dust layer, a moth destroyer, a disinfectant, a labor saver, a floor polisher and carpet cleaner is

## SOCLEAN

(The dustless Sweeping compound) original.

It is a good seller and profit maker. All the best dealers handle.

### 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.



## 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.

## LASCELLES DE MERCADO & CO.

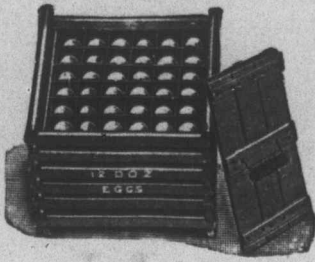
General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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



Humpty  
Dumpty  
**EGG  
CRATES**

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

Walter Woods & Co.  
HAMILTON and WINNIPEG



**DON'T  
GUESS**

You cannot go on choosing your fancy biscuit  
stock forever. You must choose the right one  
some time or quit. CARR'S Biscuits have been  
chosen by more successful grocers more times  
than any other make. There must be a reason.  
*Put in a stock right away.*

**CARR & Co. CARLISLE  
ENGLAND**

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

**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 FURTHEST of any  
Washing Soda Sold.

**WINN & HOLLAND, LIMITED**

SOLE AGENTS  
MONTREAL

**Cane's Washboards**

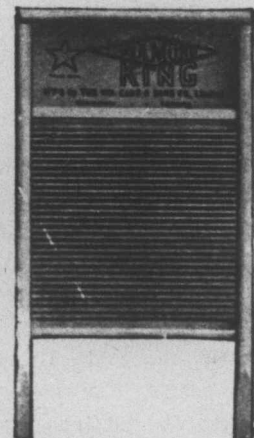
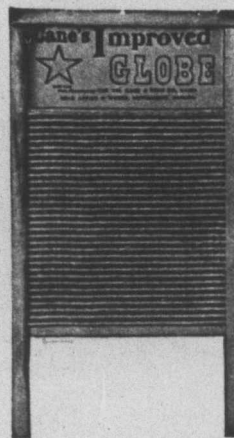
**Are Good, Reliable Year-Round  
Sellers**

The neat construction, high quality and durability of  
Cane's Washboards makes them business builders wherever  
sold.

They are made in 13 different styles and grades so as  
to meet the price which your customer can afford.

**Order from your jobber.**

Write to-day for our catalogue on "Cane's Washday  
Woodenware."



**The Wm. Cane & Sons Co., Ltd.**  
NEWMARKET, ONT.





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

In Tins and Glasses.

Sold by all High-Class Provision Dealers.

**C. F. STUHR & CO., HAMBURG.**

**Headquarters**  
 for  
**Maple Flavor**

We can supply anything wanted in  
 Maple Flavor

We can quote **BETTER PRICES**  
 than you are **NOW PAYING**

Be sure and ask us to quote—it's  
 to **YOUR ADVANTAGE**

**THOMAS HENDERSON**  
 Manufacturing Chemist  
 86 FULTON ST., NEW YORK



**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**

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

**SUGGEST MAPLEINE**



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

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

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

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

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

53 Highest Awards in Europe and America

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



Registered  
 Trade-Mark

Our Cocoa and Chocolate  
 preparations are **Absolutely 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.**

**Reduce  
 Credit Risks**

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

**ALLISON**

**Coupon Books**

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

**HOW THEY WORK**

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

For Sale By the Jobbing Trade  
 Everywhere.

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



**Merchants**  
 and  
**Salesmen!**

Would you be willing to pay  
 \$2.00 to hear some of the lead-  
 ing authorities on salesmanship  
 express their opinions on this  
 all-important subject? In  
**BRAIN-POWER BUSINESS  
 MANUAL**

- 125 Presidents, Vice-Presi-  
 dents, General Managers, Sales  
 Managers and Star Result Get-  
 ters, have contributed of their  
 knowledge and experience on  
 such phases of the subject as:—  
 The Selling Profession.  
 Education and Training.  
 Before the Interview.  
 Getting Interviews.  
 The Approach.  
 Selling Talk.  
 Answering Objections.  
 Selling Tactics.  
 Closing Sales.  
 Cash with Order.  
 Samples.  
 Getting the Price.  
 Credits and Terms.  
 Cancelled Orders.  
 Territory.  
 Long vs. Short Trips.  
 Finding New Customers.  
 Salesmen's Relation to House.  
 Salesmen and Advertising.  
 Expense Accounts.  
 Promotions.  
 Bribes.  
 Conduct Toward Customer.  
 Special Tactics.  
 Character and Conduct.  
 183 pages, 5 3/4 x 8 3/4 inches.

PRICE \$2.00

**TECHNICAL BOOKS.**

143-149 University Ave.  
**TORONTO**



**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.**

**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

**T**HERE is no better Magnet to draw and hold the best trade in your neighborhood than

*Chase & Sanborn's  
High Grade Coffees*

**CHASE & SANBORN**  
THE IMPORTERS - - MONTREAL



# Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits:—

**Quality  
Freshness  
Service**

Our quality is the finest.  
Our tins are hermetically sealed.  
Our agents are progressive and obliging.

## McVITIE & PRICE, Ltd.

Biscuit Manufacturers  
EDINBURGH (SCOTLAND)

**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,  
Edmonton and Lethbridge.  
British Columbia and Yukon  
KELLY, DOUGLAS & CO., Ltd., Water St.,  
VANCOUVER.



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

# A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.



5. Uniformity of size.
6. Tasty, Nutritious.
7. Satisfaction for your customers.
8. Profit for you.

By Special Royal Permission.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

CANADIAN AGENTS:

## J. W. Bickle & Greening

(J. A. Henderson)

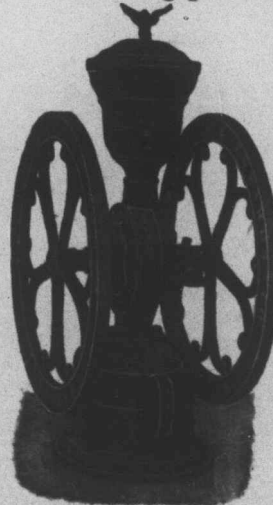
HAMILTON, - ONTARIO

# YOU ARE THE MAN WE WANT

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

## ELGIN National Coffee Mill

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



Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)

VANCOUVER—The W. H. Malin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smys & Co.; McPherson, Glasco & Co.

TORONTO—Eby, Blain, Ltd.; E. B. Haybee & Co.

LONDON—Gorman, Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL—The Canadian Fairbanks Co. (and branches).

EDMONTON, Alta.—The A. MacDonald Co.

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

# MASON'S 'O.K.' SAUCE

THE ORIGINAL

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

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



THE MARK  
OF QUALITY

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

## 10cts.

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

Represented by:—

The Lind Brokerage Co., 49 Wellington Street, E. Toronto  
G. H. Gillespie, 437 Richmond Street, London, Ont.  
J. T. McBride, 62 Canadian Life Chambers, Montreal  
The Turnbull Co., 179 Bannatyne Avenue East, Winnipeg, Man.  
Nelson Shakespeare Watkins Limited, 860-864 Cambie Street, Vancouver

## IN THE GOODS and IN THE PACKING

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

## Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

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

## CONNORS BROS., LIMITED

Black's Harbor, N.B.

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



Kindly mention this  
paper when writing  
to advertisers.





# PURITY

is the first essential of a good flavoring extract.

## Sterling Brand Flavors

are guaranteed absolutely pure, every process in their manufacture being carefully planned to ensure this.

They are made in all flavors, Vanilla, Raspberry, Strawberry, Lemon, etc., and have won their way in popular favor because of their superiority to other brands.

Shall we send you samples?

THE  
**T. A. Lytle Co.**  
LIMITED  
Sterling Road, Toronto, Can.

## Piquant, Appetizing and Delicious

PATERSON'S  
Worcestershire  
Sauce



The sauce for the best class of trade. If you have not stocked it you will find Paterson's Worcestershire Sauce a winning item on your list for profitability and quick selling.

**ROWAT & CO.**  
GLASGOW, SCOTLAND

### CANADIAN DISTRIBUTORS:

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

# EUREKA

## Twenty-seven years of Eureka Refrigeration



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

WRITE FOR CATALOGUE AND PRICES

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

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

## Think It Over!

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

## Black Knight Stove Polish

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

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



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

## Have you ever photographed your Store Interior or Window ?

You have observed from week to week pictures of some bright Canadian stores and windows in The Grocer. They have been useful to you.

Don't you think an illustration of yours would benefit others?

## Then send it along

The Grocer is continually on the lookout for good photographs of attractive, well arranged interior and window displays, displays that you or your clerks have constructed.

You benefit yourself as well as others by having them reproduced in The Grocer.

We want your co-operation. May we count on it?

ADDRESS

**THE EDITOR, The Canadian Grocer**

143-149 University Ave.

**TORONTO**



**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.

**MISCELLANEOUS**

725,000 LIVE MERCHANTS USE NATIONAL cash registers. We couldn't sell them unless they saved people money. The National will guard your money, too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

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

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

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

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)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

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

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.

**FOR SALE**

FOR SALE—A TWO FLOOR BOWSER COAL oil outfit in good order, capacity 100 gallons, steel tank, one gallon pump, price \$50.00. Write C. T. Woodside, Saskatoon, Sask.

SET COUNTER COMPUTING SCALES NEARLY new—capacity 30 lbs. (Dayton). Quick sale, \$75 cash. Also 3 Counter Show Cases cheap. G. F. STEWART, Box 152, Orangeville, Ont.

**SITUATION WANTED**

GROCERY CLERK, AGE 19, WITH 5½ years' experience, would like to secure position in the West. Apply Box 462, Canadian Grocer, Toronto.

**REPRESENTATIVES WANTED**

AN OLD ESTABLISHED LONDON HOUSE requires in each of the leading towns an energetic representative with connection among wholesale grocers, large storekeepers, manufacturing confectioners, jam makers and other businesses of the same class. Bankers' references given and required. Box 96, The Canadian Grocer, 88 Fleet Street, London, England.

WANTED—SALESMAN WITH HEADQUARTERS in Winnipeg, to represent packer and shipper of foreign fancy groceries in territory of Alberta, Manitoba, and Saskatchewan. Terms, etc., will be discussed with applicant in person. Apply Box 463, Canadian Grocer, Toronto.

**AGENTS WANTED**

HERE IS A BIG MONEY MAKER, BECAUSE it's a tremendous money saver and needed in every home. We have a proposition that will open your eyes. How much are new laid eggs in your town—35c, 40c, 50c? The new Canadian Eg-Save product at 25c per tin does the work of three dozen eggs. Think of it! It's in a cleanly, delicious, meal form, has passed the U. S. Food Laws; easy to use, always fresh for cooking and baking, and takes the place of high-priced, dubious-quality eggs. Agents make a tremendous hit with Canadian Eg-Save wherever introduced. Do you want a real money maker? Write us for proposition to-day. Available territory going quickly. Canadian Eg-Save Company, Limited, 62 Temperance St., Toronto.

**MISCELLANEOUS**

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 rebuilds at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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

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. Egr Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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 314, Stair Building, Toronto.



**TANGLE-FOOT**

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

The Sanitary Fly Destroyer, Non-Poisonous.

**Grocery Advertising**

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

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

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 We are still open for a few good Agencies

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is a specific in all forms of colds.

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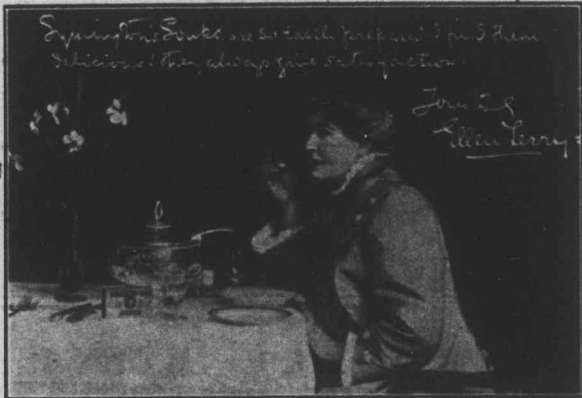


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Place your order now. Be sure of delivery.

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BEETS	OYSTERS	PEACHES
ASPARAGUS	COD FISH	PLUMS
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**PETIT'S POIS MOYENS**  
Large Profit      Going Fast  
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We have a large variety to offer in first-class condition.

Mixed Pickles, Chow Chow, Onions, Gherkins, Picallily, Walnuts, Cauliflower, etc.

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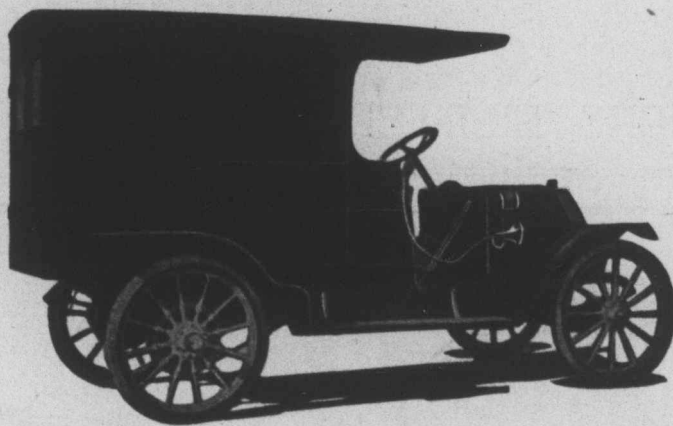
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THE CANADIAN GROCER

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Greater Service With  
Less Expense

THE MENARD  
Commercial Car

HAS THE OLD HORSE AND WAGON  
SYSTEM BEATEN OFF THE MAP.

This may seem like a slang way of expressing it, but a bald fact is nevertheless evident to even the most casual observer.

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Write for information to-day. It costs nothing.

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**NUTTY CREAMS**

Rich, pure and delicious, perfectly fresh. Put up in seventeen pound pails, cost you \$2.40 a pail, and sells at 25c. a pound, which means a net profit of over 70%. Worth while, isn't it?

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**BRAND**

**Candies For**

**Good Profit**

The Candy trade has always been a paying feature, but it will be more so if you carry a full range of Diamond Brand Candies. You can make a clear profit of from 70 to 80% and at the same time give your customers pure, wholesome goods at right prices.

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is a winner—put up in pails with dainty packing which attracts the attention of old and young. A superb mixture, free from sugaring, well mixed—jellies, creams, mints, fancy rocks, gum drops, etc., in thirty-two pound pails, cost 8½c. a pound.

**Maple Syrup and Sugar**

We make all kinds of maple specialties, Silver Sheaf Brand, Diamond Brand, Shanty Syrups give perfect satisfaction.

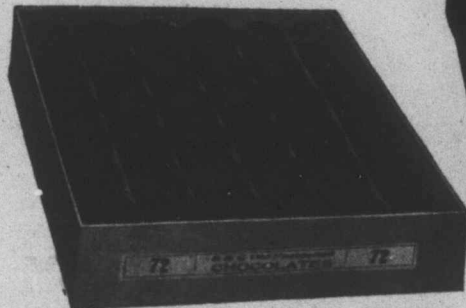
Our own original **Twin Block Maple Sugar** is of proven value. Try our Maple Sugars. Your wholesaler will book your order.

**SUGARS AND CANNERS LIMITED, Montreal**

**THE OLD-FASHIONED CHOCOLATES**

After all, what is nicer than the good, old-fashioned chocolates, cheap, pure and wholesome.

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have proven their popularity with the trade. This is a dainty, toothsome confection, flavored with real sap. Packed in eighteen pound pails, price per pail, \$2.70.



THE CANADIAN GROCER

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

32 Prize Medals

21 Royal Appointments

# PEEK, FREAN'S SHORTCAKE



PRICES AND SAMPLES ON APPLICATION.

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**About 32 PIECES to the POUND**

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

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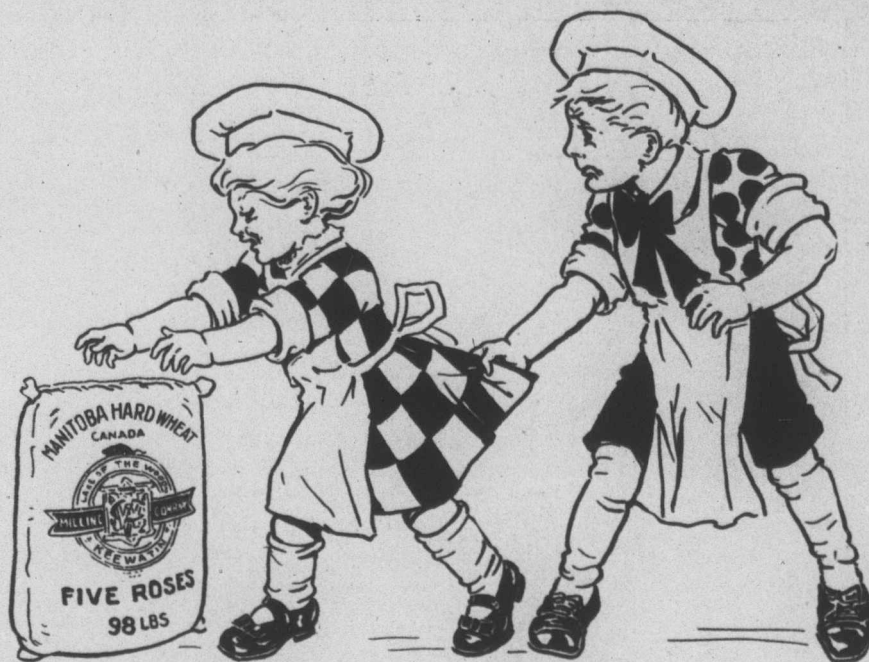
This means about SIX-AND-A-HALF MILLION BISCUITS

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THE CANADIAN GROCER



## Have YOU ever tried to switch her from FIVE ROSES?

Thousands of grocers sell this flour simply because they *couldn't* make her change.

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Not he who sells FIVE ROSES, Brother Grocer, since its sales have increased *faster* than the population.

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Capacity, 11,500 bbls. Daily  
MONTREAL

# Five Roses Flour

Not Bleached



Not Blended