

**PAGES
MISSING**

THIS IS THE 1,321st ISSUE OF

CANADIAN GROCER

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THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, APRIL 4, 1913

No. 14



CROWN BRAND SYRUP

Pure Corn Syrup for table use,
for cooking and candy making

Delicious With Hot Pancakes

Spring time is pancake time and with the pan and griddle cakes, hot biscuits, etc., comes the demand for syrup.

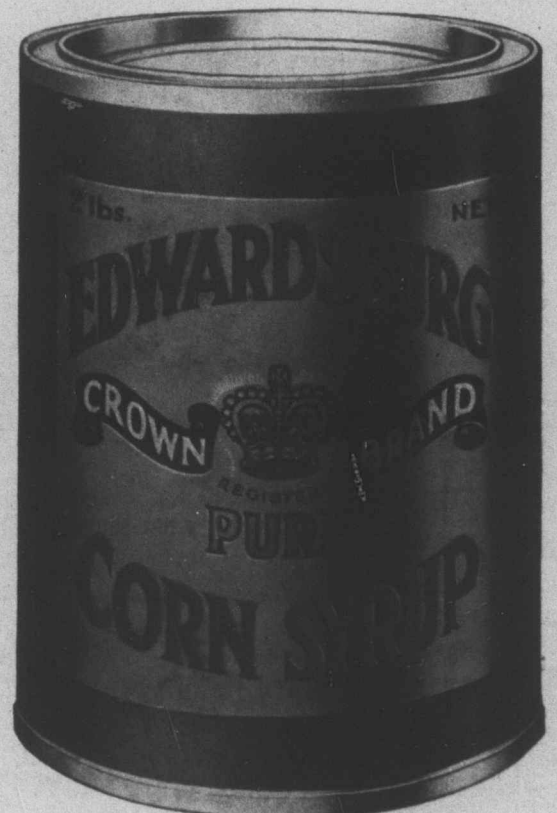
Crown Brand Corn Syrup has won a high position in the Canadian kitchen and on the Canadian table. It is pure, appetizing and wholesome, free from rank flavors, but has a delicious flavor all its own.

Order your stock now.

The **CANADA STARCH
COMPANY**
LIMITED

Manufacturers of
Edwardsburg Brands

CARDINAL and BRANTFORD





If your customers are cracker cranks you can please them with Telfer's Peerless Soda Crackers or Cream Sodas. They are always fresh, crisp and creamy.



What can be more in demand than these healthful crackers—Telfer's Oatmeal crackers are prime favorites around the home both with the children and grown-ups.



A particularly pleasing wafer when used with boullion cups or soups. It fills the demand for a light lunch wafer—cheese and wafers.



The Telfer Vanilla Wafers are satisfying and delightfully pleasing to the most delicate palate. They are dainty, yet quite inexpensive.



An exceedingly wholesome and nutritious food is embodied in the Telfer Graham Wafers. They are thin, crisp and very palatable.

**Push Telfer's Fancy
Biscuits For
Your Own Profit**

Write For Prices

Telfer Bros., Limited, Collingwood, Ont.

Branches : TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM

IT PAYS

Griffin & Skelley's Dried Fruits

Seedless Raisins, Prunes, Dried Apricots, Peaches and Pears, in all their original goodness. A revelation to the grocer who has been buying other brands.

Taylor's Peels Candied or Drained

Taylor's Lemon, Citron and Orange Peels are made from the best imported fruit skins. They represent the height of high quality. They are not hard and dry.

Cox's Gelatine

Served with fresh, ripe fruit, Cox's Instant Jelly Powder makes a delicious dessert. Perfectly pure—British made.

TO SELL

Coco Fruitine Nourishing, Palatable Vegetable Butter

Coco Fruitine improves cooking and baking. Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

CODOU'S Macaroni, Vermicelli, Etc.

Finest Taganrog Russian Wheat is used in the manufacture of the Codou products. Genuine French products made by Felix Codou.

ARTHUR P. TIPPET & CO.

Agents

Montreal

Toronto

PURE FOODS



PURITY is first in

PURNELL'S

Malt Vinegar

Sauces and Pickles



For 150 years we have been making Pure Malt Vinegar, and this combined with the finest ingredients have made our Pure Pickles and Sauces appeal to the most discriminating palates.

PURNELL'S and PURITY are synonymous.

Prices and samples from our agents:

J. Billman, Pickford & Blacks Wharf, Halifax, N. S.
J. Hunter White, Manufacturers' Agent, St. John, N.B.
A. W. Dunn, St. Peter Street, Quebec.
C. S. Harding, Canada Life Building, Montreal.
Lind Brokerage Co., 40 Wellington Street E., Toronto.
L. H. Millen, Commission Agent, Hamilton.
Escott & Harmer, Commission Agents, Winnipeg.
Escott & Harmer, Commission Agents, Calgary, Alta.
Escott & Harmer, Commission Agents, Edmonton, Alta.
C. E. Jarvis & Co., Mercantile Buildings, Vancouver, B.C.

PURNELL & PANTER

LIMITED

Bristol

ENGLAND



The Value of Suggestion

in selling Reindeer Brand Coffee or Cocoa is unlimited. The advantages of these two wholesome and delicious drinks are so numerous that a suggestion dropped whenever opportunity offers will make many additional sales.



**B
O
R
D
E
N
'S**



Reindeer Coffee and Cocoa

are just the drinks

For Callers in the afternoon or evening, it is convenient to be able to serve Coffee or Cocoa without the trouble of preparing it—boiling water is all that is needed for "Reindeer" Coffee or Cocoa.

For Mid-day Business Lunches—With a tin of Coffee or Cocoa in the office or store, the discomfort of the dry lunch minimized.

For Roomers.—With a small spirit stove or heater hot water can be had in a minute and a cup of Coffee or Cocoa made at any hour.

For the Student—burning the midnight oil, knows the comfort of a cup of hot Coffee or Cocoa during the interval of study. It is quickly made.

For Travellers by land or water, should have some with them.

For Camping and Excursion Parties—can stow away a quantity in very small compass. Without troubling about milk and sugar.

Every housekeeper should keep it in the house. SHE WILL IF YOU SUGGEST SOME OF THE USES.

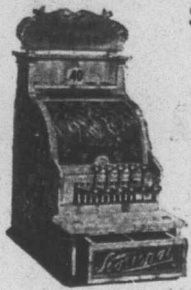
BORDEN MILK CO., Ltd.

"Leaders of Quality"

MONTREAL

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

One For Every Grocer



\$30

No. 216
Detail Adder

NO MATTER how large or how small your business is, there is a sort and size of National Cash Register built to serve your particular requirements.



\$50

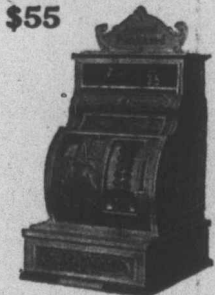
No. 313
Total Adder



\$75

No. 333
Total Adder

The one for your business will save you money, pays for itself out of part of the money that it saves, and insures you more profit.



\$55

No. 1923
Drawer Operated

It will encourage clerks to sell more goods, prevent misunderstandings, and benefit customers.



\$135

No. 416
Total Adder, Sales-Strip Printer

The prices range from \$30 to \$900.

Tell us how many clerks you employ, and we will furnish you with complete information regarding a register built to meet the particular needs of your store.



\$100

No. 337
Total Adder

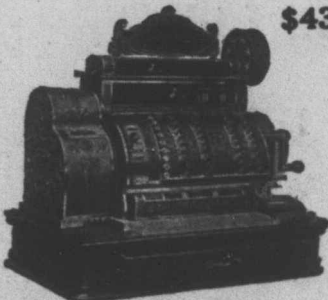
The National Cash Register Company

285 Yonge Street Toronto
Canadian Factory Toronto



\$300

No. 452
Total Adder, Receipt and Sales-Strip Printer



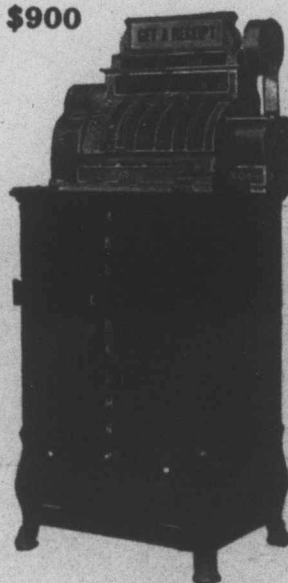
\$430

No. 542
Total Adder, Receipt and Sales-Strip Printer with Separate Departments or Clerk's Adding Wheels.

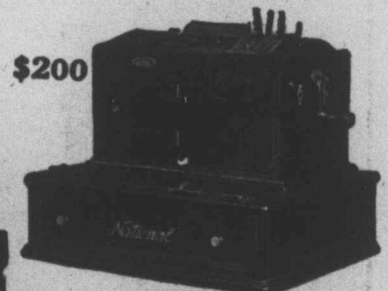


\$595 | \$900

No. 562-6
Total Adder, Receipt and Sales-Strip Printer with Separate Counters and Drawers for Six Clerks.



No. 588G-EL-9
Counters and Drawers for Nine Clerks. Electrically Operated and Illuminated.



\$200

No. 143
Sales-Strip Printer For Cashiers.



\$565

No. 672-4
Total Adder, Receipt and Sales-Strip Printer with Separate Counters and Drawers for Each Clerk.

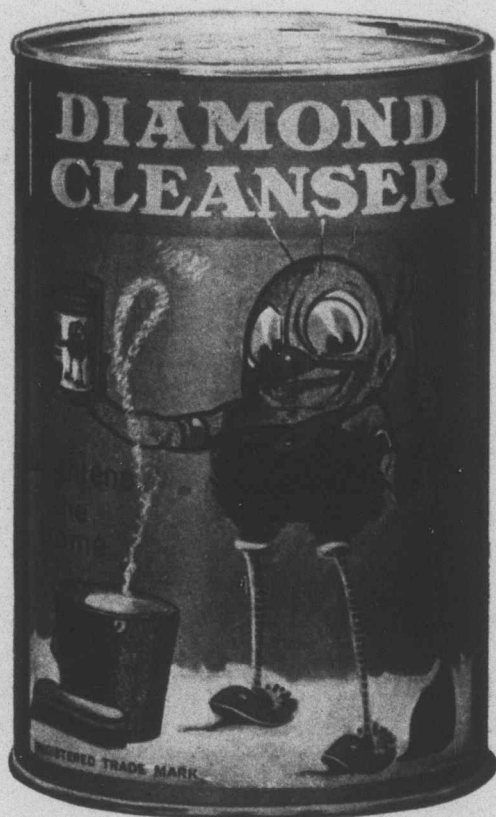
SIMCOE BAKED BEANS

are everywhere admitted to be first in quality, because of the great care taken in the selection of beans and spices. Long experience, perfect equipment and close observance of rigid sanitary conditions, have all played a part in gaining the confidence and support of the best trade in Canada—
AND THAT TRADE IS OURS.



3's Family size contains more beans at a smaller price. A nourishing meal for an entire family.

DOMINION CANNERS
LIMITED
Hamilton, Canada.



DIAMOND CLEANSER

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

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

WE ALSO MANUFACTURE

DIAMOND WASHING POWDER

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

**A TRIAL WILL CONVINC
GUARANTEED SATISFACTION**

Ask Your Wholesaler for them

**Diamond Cleanser Mfg. Co.
LIMITED**

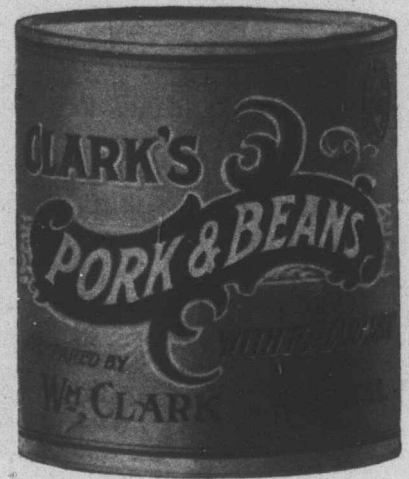
291 Arthur Street

TORONTO

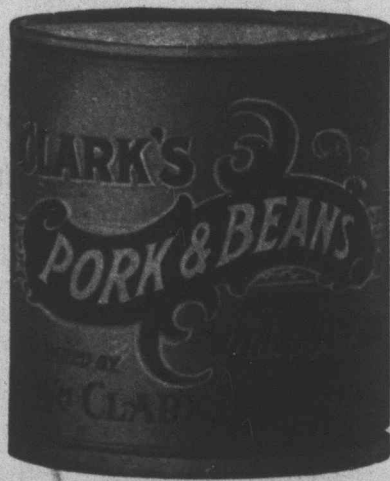
10c

QUALITY FIRST

has always been the motto of the Clark establishment and the enormous and rapidly increasing demand for Clark's PORK and BEANS is undoubtedly due to the care exercised in their preparation.



Clark's Pork and Beans



are your best sellers. They are known and appreciated by the consumer. They are advertised in a manner calculated to hold and increase your sales. Prices to dealer and consumer are right.

CLARK'S ARE LEADERS
W. CLARK, - MONTREAL

Secret of a Package Tea Success

Quality Made Trade When the Trade Became Acquainted With the Quality

That is the history briefly of Red Rose Tea.

The retail grocery trade of Canada have found that it pays to push Red Rose Tea because it gives their customers greater satisfaction than any other tea.

It merits your confidence, too, because every package is up to the same high standard. You know you can recommend it to your customers with the absolute assurance that it will please them and keep on pleasing them.

The increase in the Red Rose Tea business has been enormous. Its remarkable success has been due to the confidence and friendliness its quality has inspired in the grocer.

Red Rose Tea

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

“is good tea”

T. H. Estabrooks Co., Ltd.
7 Front St. East, TORONTO

The Ideal Time

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



Maple Tree
Producers'
Association,
LIMITED
MONTREAL



PEOPLE in every corner of your field of trade

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

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

“HIRONDELLE BRAND”
(SWALLOW BRAND)

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

Dealers appreciate the profitable selling qualities of these pastes.

Get a stock—display—and see it go.

The C. H. Catelli Company
LIMITED

MONTREAL,

CANADA

THE CANADIAN GROCER

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS



TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT



Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS,

HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

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.

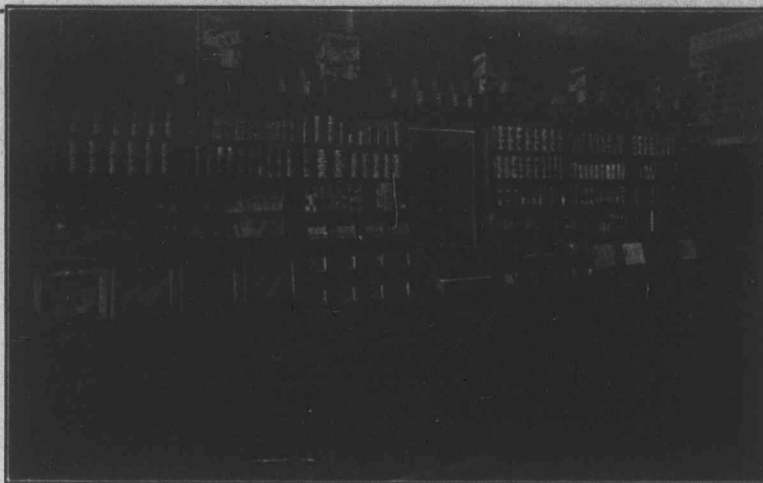
Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,

LIMITED

Berlin,

Ontario



REPRESENTATIVES,

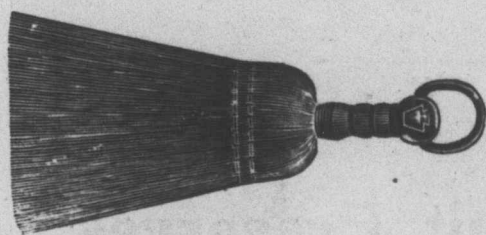
Manitoba: Watson & Truesdale, Winnipeg, Man.
 Sask. and Alta.: J. R. Smith, Box 605 Regina, Sask.
 Vancouver: Western Plate Glass Co., 318 Water Street.
 Montreal: W. S. Silcock, 33 St. Nicholas Street.
 Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.S.



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word



**Do You Handle
WHISKS?**

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

Write for samples.

STEVENS-HEPNER CO., Limited
 PORT ELGIN, ONTARIO

By Royal



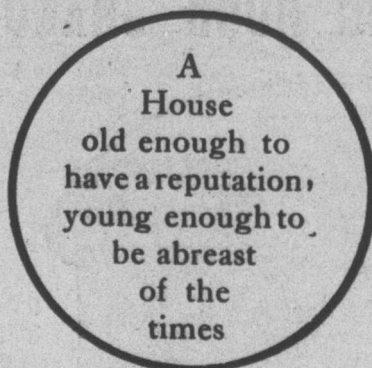
Letters Patent

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.



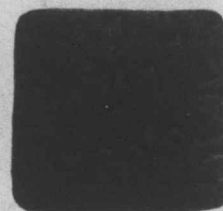
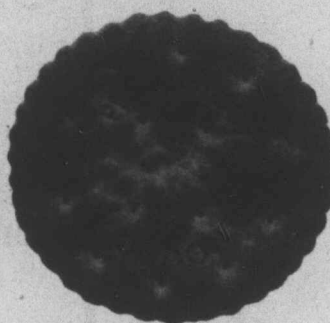
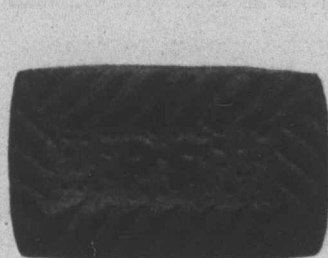
Packer's Celebrated Chocolates

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

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

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

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE

Delicious shortbread biscuits.

About 32 to pound.

About 325,000,000 sold first year.

GOLDEN PUFF

Very light and flaky.

About 42 to pound.

PAT-A-CAKE (reg'd)

Dainty shortbread squares.

About 60 to pound.

Over 425,000,000 sold in one year.

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

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

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour
New Zealand Butter	Potato Flour
	Honey

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

ROTHON & CO.,

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

Cables: "CHYLE, LONDON."

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

RED RIDING HOOD BRAND



5 lb.
SLIP
TOP
CAN

5 lb.
SLIP
TOP
CAN

Samples and Prices from

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

Toronto—Lind Brokerage Co., 47 Wellington St. E.

Ottawa—E. M. Lerner & Sons, 11 York Street.

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

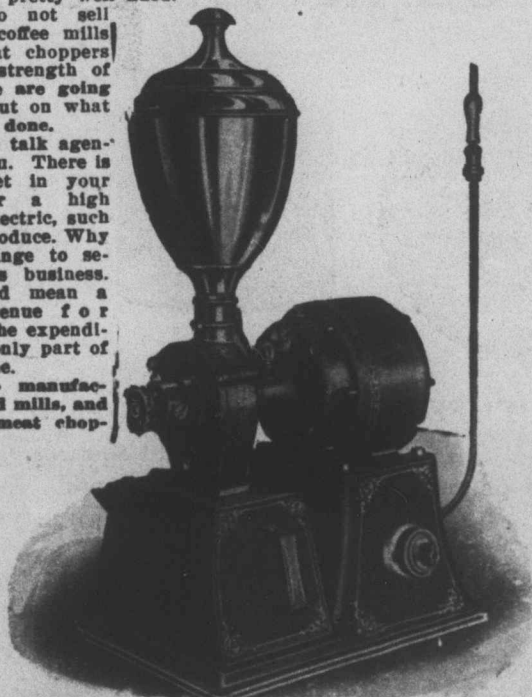
THE MARKET

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.

THE MARK OF OLIVE QUALITY Club House Brand

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

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

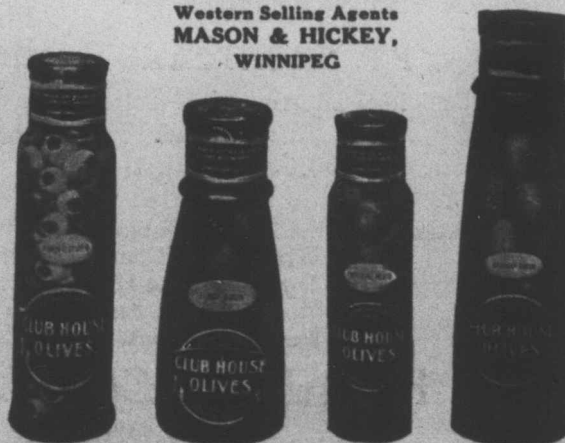
Handle "Club House" Brand Olives.

Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY,
WINNIPEG



ENGLAND'S MOST POPULAR SAUCE

is now selling freely over here—nearly all the leading grocers make a leading line of H.P., and obtain the full benefit of the money we are spending in advertising. Wouldn't it be worth your while to stock

H.P. SAUCE

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



N. C. BRAND CATSUP

Is Pure Sales Sure Profits Good

Jams Jellies Maple Syrup Mince Meat

Gold Lined Tins Embossed Labels

NATIONAL CANNERS, LIMITED

Hamilton, Ontario



Sanitary Sectional Jar Cases

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

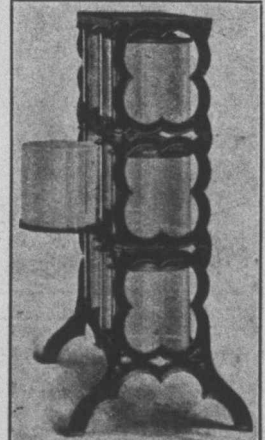
Capacity of Jars, 2 Gallons Each

Catalog of complete line free.

Write at once for our attractive proposition to "live wires" to represent us in Canadian territory. Many of our representatives clear over \$3,000.00 a year.

Koren Manufacturing Company

5402-4] Windsor Ave., [N. E. CLEVELAND, OHIO



SYMINGTON'S COFFEE ESSENCE

is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallockross, Macaulay & Co.



Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

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

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

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

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

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

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

**CONVENIENT, MODERN,
WAREHOUSING**
at Ottawa, tracks at the door, connec-
tion with steamers. Fireproof. Excise
Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
44-46 Nicholas Street - Ottawa

WESTERN PROVINCES.

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

**H. P. PENNOCK & CO.,
LTD.**
Wholesale Grocery Brokers & Manufac-
turers' Agents,
WINNIPEG
We solicit accounts of large and progres-
sive manufacturer's wanting live represen-
tatives.

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

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

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

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

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

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

WESTERN PROVINCES—Continued.

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

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

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

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

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

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

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

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

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

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale
Commission Agents
388-8 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

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

Have You Had Your Sample?

There is a package of that
highly popular

WHITE DOVE COCOANUT



Awaiting your enquiry.
Free for the asking.

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

Do It Now.

W. P. Downey
MONTREAL

SHIP YOUR CARS TO FERGUSON'S SIDING

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

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

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

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

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

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

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

Mathieu's Nervine Powders



are a simple but effective remedy
in all forms of headaches—a remedy
which every merchant can re-
commend as a quick and sure
cure.

Try Mathieu's Nervine Powders
yourself at our expense as per coupon
attached, if you don't know
them and are a sufferer from head-
aches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of
Tar and Cod Liver Oil has become famous and this sister preparation
—Nervine Powders—is rapidly winning its way.

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

Please send regular box of Mathieu's Ner-
vine Powders to the following address:—

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

NEWFOUNDLAND.

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

QUEBEC.

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

FIREPROOF WAREHOUSE

We solicit your business for Storage
and as Forwarding Agents.

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

Tartan
BRAND
THE SIGN OF PURITY

"Canned Goods"

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

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

BALFOUR, SMYE & CO.,

Wholesale and
Manufacturing Grocers

HAMILTON



THE MCGREGOR PATENT PAPER BAG HOLDER.

NO HOLE PUNCHING

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

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

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

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

Canadian Agents:

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

For
"Green Mountains" "Delawares"

or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN

N. B.

RICE'S SALT

"The Salt That's All Salt"

Pure Salt to the very last grain, uniform and of superior quality. Send for a trial order and prove for yourself that Rice's is all we claim it to be.

Write for prices. Prompt Shipment

THE NORTH AMERICAN CHEMICAL CO., Ltd.

CLINTON, .. ONT.

D. & J. McCallum
Perfection Scotch
Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED

23 WATER STREET

General Agent

ST. JOHN, N.B.

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

THE CANADIAN GROCER

St. Lawrence

Granulated

THE CANADIAN

STANDARD

99⁹⁹/₁₀₀% to 100% pure Cane Sugar

OF QUALITY

GILMOUR'S

**ANTISEPTIC
HAND CLEANER**

10c. Price is Right 10c.

If you secure a sample you can easily judge our claim—that GILMOUR'S has now assumed the lead in every respect, even if the price is lower.

Specially prepared so that no injury can be done to the hands.

Excellent for cleaning bath tubs, pots, pans, etc.

AGENTS CORRESPOND.

**GILMOUR SOAP COMPANY
MONTREAL**

**STUART'S HIGH CLASS
MARMALADES**

Stuart's Pure Grape Fruit Marmalade, a new specialty which is selling rapidly.

Stuart's Pure Orange Marmalade, a product of exceptionally good flavor. The result of the application of scientific principles in the process of manufacture.

Both lines yield excellent profits.

**Stuart Limited
SARNIA, Ont.**

The Lower Shelf

Near Your Hand

That's the place
for BOVRIL



It's a ready seller.
QUALITY backed up
by customer-producing
advertising makes it a
steady profit-winner.

ONLY THE BEST THAT'S IN BEEF GOES
INTO BOVRIL.

**BOVRIL LIMITED
MONTREAL**



**THEY'LL LIKE THE TASTE —
YOU'LL LIKE THE PROFITS**

Every sale of Banner Brand Jams, Jellies or Marmalades means a pleased customer. There being absolutely no preservatives used in their manufacture—just the pure, luscious fruit and best granulated sugar.



JAMS, JELLIES and MARMALADES

comply with every requirement of the Pure Food and Drugs Act of Canada. The purity and deliciousness is appreciated by the people, while the profits and sales are appreciated by the dealer.

Put up in 12 oz. glass jars, 2, 5 and 7-lb. gold lacquered tin pails, and 30-lb. wooden pails.

Our prices are unequalled for the quality.

LINDNER & BENNER
370 DUFFERIN STREET TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto

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

Japan Teas

We are now taking **IMPORT ORDERS** for new season's, but secure a few lines of last season's on the spot while they are available.

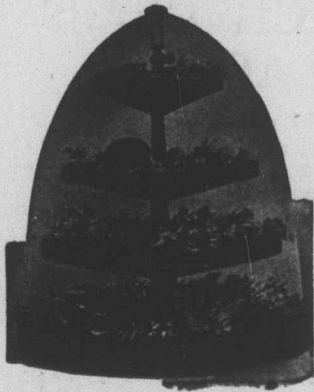
FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

THE WILLIS DISPLAY STAND



will double your sales on green vegetables and double your profits on these sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

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

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

Flysac Flycatcher

More profit—more sales than with any other.

70 Cents per Box of 50 Pieces

\$12.75 per 1000 Pieces

Hermetically sealed. No leakage. Covered evenly with gum.

HODGSON SUMNER CO.
LIMITED
MONTREAL

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



OUR ADVERTISING CAMPAIGN STARTS SOON—

ARE YOU READY TO MEET THE DEMAND

LOOK
OVER
YOUR
STOCK



SEND
FOR
OUR
ILLUSTRATED
PRICE
LIST

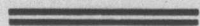
A fac-simile of our 24 sheet poster. In several colors; size 21 feet long, 9 ft. 3 in. high.

Will soon be on the billboards, from coast to coast
PACKARD'S "SPECIALS" ARE MONEY MAKERS FOR YOU
L. H. PACKARD & CO., LIMITED
MONTREAL

THE CANADIAN GROCER

TEES & PERSSE LIMITED

Manufacturers, Agents
and Warehousemen



For twenty-seven years we
have been represented in
Western Canada by

TEES & PERSSE LIMITED

Their warehouses at

Fort William

Winnipeg

Regina

Moose Jaw

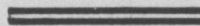
Saskatoon

Calgary

Edmonton

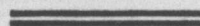
are stocked at all times with
our wares:

**Matches, Woodenware,
Fibreware, Washboards,
Wrapping Paper, Paper Bags,
Printing Paper,
Paper Cutters, etc.**



Their operations extend

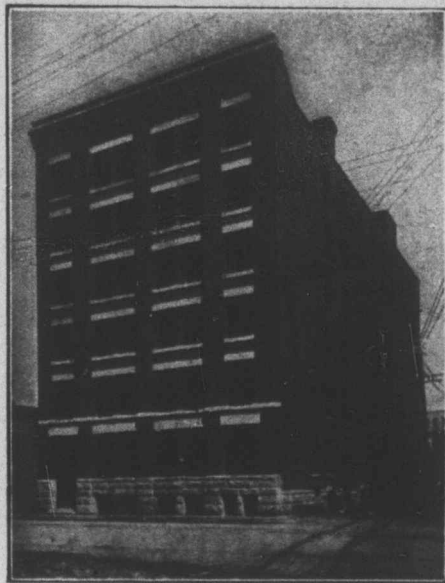
"From the Great Lakes to
the Rockies,"



The E. B. Eddy Co., Limited

Hull, Canada

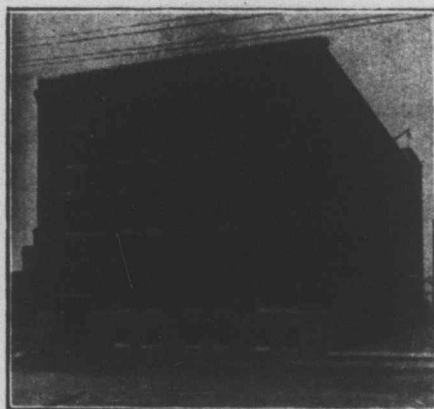
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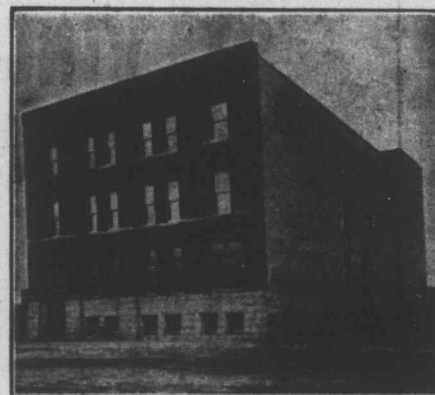
WINNIPEG WAREHOUSE



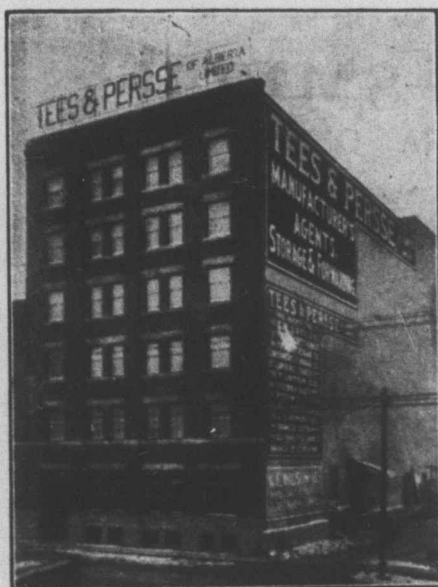
REGINA WAREHOUSE



SASKATOON WAREHOUSE



MOOSE JAW WAREHOUSE



CALGARY WAREHOUSE



EDMONTON WAREHOUSE



Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Association

KINGSTOWN, - ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto
L. H. Millon, Hamilton, Canada



The "Pleases" of E. D. S. Jams

"E.D.S." Jams "please" the grocer, who by selling and putting to the front these lines, builds up for himself a strong trade and assures himself of a good margin of profit.

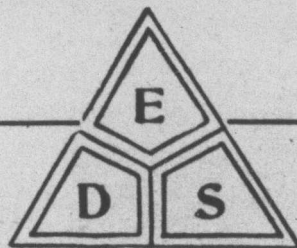
"E.D.S." Jams "please" the customer who enjoys their delicious flavor knowing that he is eating the finest selected fruit, free from any preservatives or coloring matter. Quality is the highest. Purity is the feature in all E.D.S. products—Jams, Jellies, Marmalades, Catsups, Grape Juice, Pork and Beans, Etc.

See Government Bulletin No. 244 and satisfy yourself as to the quality and purity of E.D.S. Jams.

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.



Add \$5.00 to Your Weekly Salary

DO you want to increase your salary by at least \$5.00? If you do, we can help you. We want to engage the services of a large number of wideawake, energetic representatives. No matter what size your town may be, there is plenty of opportunity for a circulation representative of the MacLean Publishing Co. to earn \$5.00 every week, in addition to his present salary.

The work is pleasant and does not require experience. You can devote your spare hours to it without interfering with your present occupation. If you are enterprising and intelligent, you will make the work very remunerative.

Leaving aside the cash profit, the handling of MacLean's Magazine by our methods is a proposition which will appeal to anyone, because it teaches salesmanship.

The MacLean Publishing Co.,

143-149 University Avenue,

TORONTO, Ont.

Not an Enterprise for the "Quitter"

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

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

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

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

Every Time a Figure is Copied There is Chance for a Mistake

When an entire account is copied, chances of mistakes and loss are increased still further.

Do you realize how your business is endangered by losses and disputes through mistakes that may occur when 100 or more accounts are copied.

THE McCASKEY ACCOUNT SYSTEM

keeps your accounts totalled to the minute with one writing, made at the time when purchase is made.

The McCaskey Account System keeps close tab on all your credit customers, checks long running accounts, improves collections, saves disputes, accounting worries and late hours over unbalanced accounts.

Get some McCaskey literature, it is interesting. Sent free on request.

Manufacturers of "Surety" Carbon Back Counter Check Books.

THE DOMINION REGISTER CO. LIMITED

TORONTO :: :: ONTARIO

Trafford Park, Manchester, Eng.

*The Largest Manufacturers of
Carbon Coated Salesbooks In
the World.*



Showing Electric Recorder and
Cash Till

Conforms to the Government's Standard

SHIRRIFF'S True Vanilla conforms to the standard of the Dominion Government's New Pure Food Law which is now in effect. In fact, we are pleased to state that

Shirriff's

True Vanilla



is stronger than the Government's Standard for purity. It is absolutely pure, being the extract of the finest Mexican Vanilla Beans.

So far the Pure Food Law only fixes a standard for Vanilla and Lemon Extracts. But you can depend on all Shirriff's Extracts being high-class — well worthy of your strongest recommendation.

Look up your stock of Shirriff's Extracts. Perhaps some lines are getting low. And now that the Pure Food Law is in force, the demand for absolutely pure Vanilla and Lemon Extracts will be greater than ever.

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

A Bargain.

NOBODY but the leader of a forlorn hope dare come between a woman and a bargain. Just drop a hint that

GIPSY STOVE GLOSS

is a real Black Lead bargain—it's enough—you make a bargain sale, and after, should you ever be tempted to offer something "just as good," well—it's your risk.

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

ROYAL SALAD DRESSING



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

The Horton-Cato
Mfg., Company
WINDSOR - ONTARIO

They Simply Can't Resist

trying a jar of the delicious Cairns' Scotch Jams, Jellies and Marmalades when they see a display of these temptingly delicious, pure fruit products. The first sale is followed by repeats. Cairns' products sell on sight.



By Royal Warrants of Appointment to
HIS MAJESTY
KING GEORGE V.
HIS MAJESTY
THE KING of SPAIN
HER ROYAL HIGH-
NESS THE
CROWN PRINCESS
OF SWEDEN
and for 22 years
TO HER LATE
MAJESTY
QUEEN VICTORIA

Alexander Cairns
& Sons
Paisley, Scotland
Canadian Agents:
Snowdon & Ebbitt
Montreal
McLeod & Clarkson,
Vancouver

ADS AND SALES

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

By Herbert N. Casson.

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

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

Cloth-bound, Limited Edition, 167 pages.

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

Technical Book Department

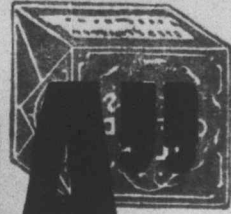
MacLean Publishing Co.

143-149 University Avenue, Toronto

4 Car Loads

7,366 lbs. was the INCREASE ALONE in the sales of

OXFORD BLUE



last week over the corresponding week of 1912, another proof of its ever-growing popularity. Are you sharing in its success and serving your customers with the finest and appreciated where the clearest and whitest washing is done, and is to-day the favorite of the modern housewife.

THE BEST TEA

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MACGOR, SON & COMPANY

LONDON, ENG. 41 Eastcheap. BUFFALO, N.Y. 11 Terrace. NEW YORK, N.Y. 198 W. Broadway. TORONTO, CAN. 32 Yonge St. MONTREAL, CAN. St. Paul St. BOSTON, MASS. 34-35 S. Market St. CHICAGO, ILL. 361 N. River St. DETROIT, MICH. Shelby Block. 403 St. Paul Street, Montreal. Branches also in Pittsburg and Philadelphia.

Hits the People

COFFEE

"perfectly simple to make
Simply perfect when made"

— send a postal now, saying "send sample and advertising offer"—it will only take a minute and it's worth dollars to you.

"KIT" INCREASES YOUR COFFEE TRADE

KIT COFFEE CO. BOVAL, GLASGOW

ALEX. TYTLER, Temple Building, London, Ont.
W. H. LYNE USHER, 278 Broad St., Montreal, Que.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.
FREDERICK BURNETT & CO., Toronto

HOW IN YOUR BOOK OF

EPPSS PREPARED COCOA

EPPSS PREPARED COCOA

EPPSS PREPARED COCOA

EPPSS COCOA

"THE BEST EVER SINCE 1839"

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

We have the finest supply of attractive advertising material samples

Write today for your BOOK share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., LONDON, ENGL.

Branches in Toronto, Montreal, and other cities.

KEEN'S OXFORD BLUE



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

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

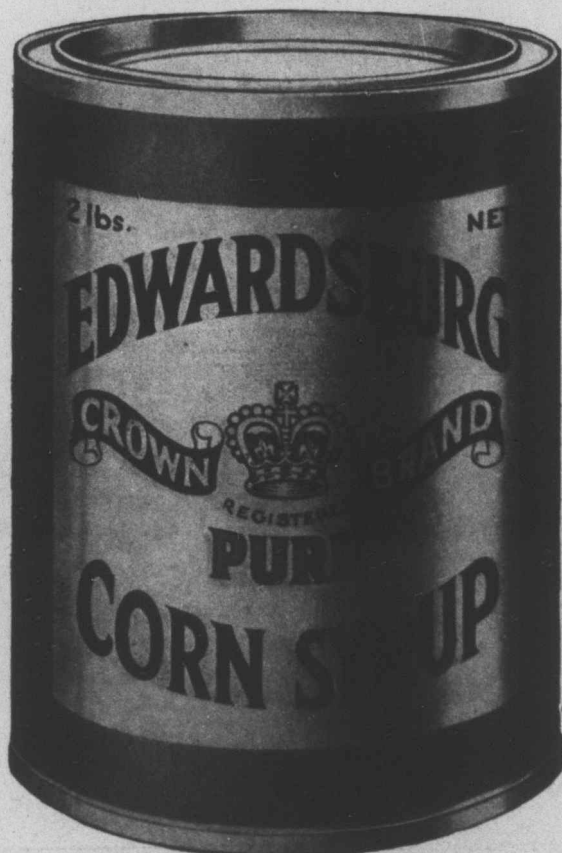
MAGOR, SON & COMPANY

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada

HOW IS YOUR STOCK OF
"CROWN BRAND" CORN SYRUP?



Hits the Public Taste

The aggressive grocer gives this reliable quick-selling line every prominence because he has found that it just "hits the public taste."

You'll find it pays to handle "Crown Brand." It's the Syrup that guarantees "repeats."

THE CANADA STARCH CO.
LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal & Brantford, Ont

Convention Tickets are Good for Ten Days

Grocers Going to Toronto for O.R.G.A. Convention Week After Next May Have From April 12 to 21 at Cheap Fares—Discussions on Trade and Legislative Questions Worth Anyone's While—Women Folk Are Wanted Too as Well as the Clerks.

THE TIME.—April 16 and 17.

THE PLACE.—King Edward Hotel, Toronto.

THE OBJECT.—To bring together at the first convention of the Ontario Retail Grocers' Associations, the retail grocers of Ontario to discuss trade matters and conditions and to rub shoulders with one another in an exchange of opinions in so far as the betterment of the trade is concerned.

Although the convention lasts for two days only, Wednesday and Thursday, convention tickets will be good for a much longer period. Secretary W. C. Miller has requested The Grocer to announce that tickets are good going to Toronto from April 12 to April 17, both days inclusive and good returning any day after the convention up to April 21, inclusive. This means that any one who so desires may have a 9 or 10 days' sojourn in Toronto and 7 or 8 days apart from the convention to devote to private business and pleasure.

Vising the Certificates.

All certificates must, however, be vised on the last day of the convention, April

17 so that as soon as members arrive on Wednesday or Thursday morning their certificates should be handed over to the secretary to be filled out. The viser will be there on Thursday to redeem them.

The secretary also requests the grocers to bring their wives along. They will also be able to get tickets at convention rates, and the wives of the Toronto members will see that they have a good time. Clerks, too, are invited as there will be much of importance discussed from their standpoint.

The convention will be held in one of the artistically decorated and commodious rooms of the King Edward Hotel. This is centrally located in the downtown district as shown by the accompanying diagram and is an exceptionally good location, being close to all the up-town railway ticket offices and all street railway lines.

Good Entertainment Provided.

The entertainment for the visitors will include, as previously announced, trips through some of the large local factories, which, in itself, will be well worth the visit. The convention committee of the

Toronto R.G.A. have waited on the Board of Control and the city will help with the entertainment.

So that all things considered, there is going to be a highly profitable and enjoyable time for everybody.

Secretary Miller has sent out many invitation cards, but it is impossible to reach everybody—all are to come along anyway, he says.

• • •

Advance Notes by the Secretary.

The Souvenir buttons will be ready soon.

Remember the slogan, "Ontario Association expects every grocer to do his Duty."

Toronto retailers are urged to be present on both or one of the days.

The Question Box is going to prove a winner right from the start. Send the questions in advance.

"Put on your old grey bonnet," if you have to, but be on hand.

A well-run business can well afford the proprietor a few off days. Take 'em week of the convention.

Between three and four hundred grocers wanted—be one of them.

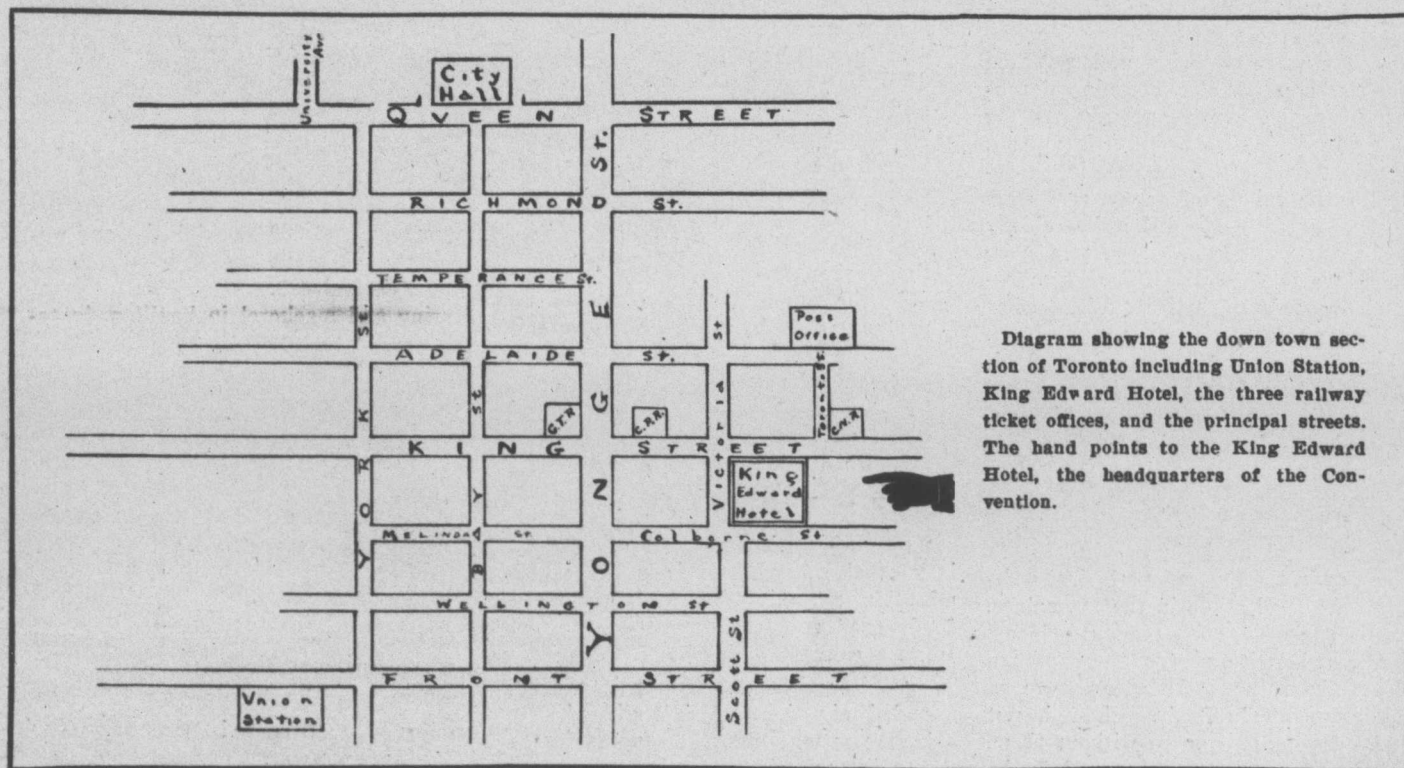


Diagram showing the downtown section of Toronto including Union Station, King Edward Hotel, the three railway ticket offices, and the principal streets. The hand points to the King Edward Hotel, the headquarters of the Convention.

Canned Goods Weak in the United States

National Movement to Create Greater Interest in These Goods Among Consuming Public—Quality of Canned Products Shown to be of High Standard—Some Opinions of Prominent People on Their Value.

Our neighbors to the south of us are having a big time this week in the matter of canned goods. This is known as Canned Goods week all over the United States and when the sun sets on Saturday night there will be a great many more empty cans in the ash heaps than one week ago.

There has in the past been considerable prejudice in all countries against goods in cans which has undoubtedly had a detrimental effect on sales. Lately, however, this has been gradually wearing away. Manufacturers to-day are taking greater pains with the quality of their goods and a merchant can pretty nearly bet his last dollar on the soundness of the goods in a can put up by a reputable manufacturer, if that can has been properly stored and kept free from excessive moisture.

The movement in the United States this week has been promoted by a special committee composed of men in different sections of the trade and is a national co-operative effort to familiarize consumers with the "wholesomeness, excellence and economy of canned foods, thereby increasing their sale and use."

Giving it Wide Publicity.

One form of publicity used by this committee was the publication of a newspaper containing extracts from letters and addresses given by prominent men and women of the United States connected with the pure food question, the army, the manufacturing and retailing interests, etc. It also contains dozens of recipes the consumer may use for baking in which canned goods appear. To this day there is a certain prejudice in the minds of many customers against canned goods and it lies chiefly with the retail dealer—the man who comes face to face with the consumer—to remove this prejudice. What some of the prominent personages of the United States say about these food-stuffs will therefore be of interest and value to the retailer in selling his canned goods, stocks of which this year are rather large with some lines.

What Woman Writer Thinks.

Marion Harland is known in Canada as well as in the States as a logical writer on pure food stuffs in the magazines. Here is one of her statements:—

"I had written for perhaps ten years warning American women against canned foods. I said, put them up at home or go without them. I beg them now to use canned foods.

We are proud to have them on our table."

Canned Goods in War.

Brig.-Gen. Henry G. Sharpe, Commissary Dept. of the U.S.A., says:—

"These canned goods were essential to the subsistence of the troops, in the Phillipines who were scattered through the Islands and subjected to unsanitary conditions and surroundings. But the general health of the army there, especially during cholera and plague epidemics, when canned goods were principally used, was primarily due to the variety and wholesomeness of the canned goods supplied; which shows that the army may depend upon canned foods under all conditions of service without fear that the health or physical powers of the troops will suffer."

Dr. Wiley's Views.

Dr. Harvey Wiley, the famous worker for pure foods, and until recently head of the health department of the United States, gives this opinion:—

"The canned food industry, more especially that portion of it represented by the National Association, has been foremost among the food industries in its endeavor to improve their output by the selection of good material, by sanitary factory methods, the improvement of the quality of the container and the abolition of the use of preservatives. While there are still undoubtedly many small canneries where these ideals are not attained, the trade as a whole has fallen into step with the work under the pure food law. For seasons of natural shortage, for periods, places and times when fresh goods are not available, the canned goods fill a most important place in the modern dietary, and the wholesomeness, palatability and conveniences of the products are in most instances unquestionable, and under modern conditions of life they are filling a larger and larger need."

Free From Contamination.

"Canned food above all other food is kept clean and free from the contamination to which less well protected foods are exposed," states Stephen Hart, a canner of Eureka, Ill.

"After the food is put into cans, sealed air tight and sterilized by heat, you may ship the cans as far as you like, stack them in warehouses

or display them in store windows, but everywhere and all the time the air-tight can keeps the food clean.

"Canned food is necessarily kept clean.

"Modern canning factories not only put up fresh, clean food, but the can itself is first sterilized by washing with live steam before the food goes in.

"After the fruits, vegetables or other products are put in the can, the can is sealed air tight, and it is then that the food is cooked. The sealed cans with fresh food inside them are put into retorts and cooked at a high heat and under steam pressure till the contents are sterilized.

"The can is never opened after cooking until it is opened in the kitchen of the consumer, miles away and may be months later, but it opens up almost as fresh and tender as the day it was taken from the field. Surely few other kinds of food are so carefully preserved for the consumer."

Why should not the trade in this country get together to promote a similar propaganda? The results of such a campaign are not only direct but permanent and would work out to the lasting advantage of the entire trade.

U.S. DUTY ON CANNED FISH.

The Customs Court, Washington, U.S.A., recently decided a herring and mackerel case, which, if accepted as a precedent for 4,500 similar pending cases, will cause the Federal Government to surrender \$1,000,000 in duties and materially reduce the tariff on certain imported canned fish. The court held that herring and mackerel in bouillon, in tomato sauce or soured and placed in tins were within the meaning of the tariff law pickled or salted herring and mackerel, the herring being dutiable at one-half cent. per pound and the mackerel at once cent. The Government maintained that they were fish in tins dutiable at 30 per cent. ad valorem.

The occasional big sale is a satisfactory one to make, but the constant procession of small sales is what makes up the day's business.

Parcels Post to be Introduced into Canada

So Declares the Postmaster-General in House of Commons—To be Modelled After System in United States, Which Means That Zone Plan Will be in Vogue—Dealers Should Get Ready To Take Any Benefits That May Accrue—The Danger of a Flat Rate System.

That parcels post in Canada in some form or other is a likelihood before many months have passed may be seen from the following despatch sent out from Ottawa this week:—

“Ottawa, March 31.—Following his announcement made in the House some weeks ago, the Postmaster-General gave notice to-night of bills ‘relating to the parcels post’ and ‘to provide for more advantageous conditions for telegraphic communications between Canada, the United Kingdom and other parts of the British Empire.’

“Mr. Pelletier has been studying the parcels post question and the possibilities of improving cable relations for the past year. He is not ready yet to outline the legislation which he intends to introduce, but it is known that the general plan decided upon is that of the zone system, as adopted in the United States. The system will be operated on a progressive scale, the rates being adjusted according to distances of, say, 50 miles, 150, and so on. The department is working out the details with a view to the protection of the retail merchants at home. The success of the proposed system depends to a great extent upon the arrangement to be made with the railways and other transportation companies, and this phase of the question is being worked out now between the department and the transportation companies.

Will Adopt U. S. Feature.

“The department has been closely watching the operation of the new parcels post law of the United States,

and at an early date asked for a report of the working of the system. With this report in their possession they will be in a position to adopt such features of the United States law as are applicable to the somewhat different conditions of Canada, while avoiding any mistakes which may have been made on the other side. The 14,000 postmasters in Canada will become agents of the parcels post delivery, and the benefits of the system will be extended to those points not now reached by the express companies.

“Since the inauguration of the United States parcels post system the Canadian department has had to handle an immense amount of parcels post matter which has come into Canada, and has had no benefits in return. With the system of parcels post in operation in Canada this unfavorable situation will discontinue.”

Prepare to Get the Benefits.

It will, therefore, be seen from the above that the Government intend doing something definite soon in the matter of parcels post. So it is about up to the retail trade to study the system closely and make the most of it when it does come. The one redeeming feature is that it will be based on the zone system of the United States, which was described some time ago in this paper. The retail trade should insist that there be no flat rate system. This would give the mail order houses a strong lever in drawing money out of every community of the country, no matter how far distant from location of those houses. The zone system, on the other hand, con-

fers trade at the low rates within short distances.

The zone plan, however, may be the thin edge of the wedge in so far as the flat rate system is concerned. This is something the trade should strongly guard against, as it would undoubtedly be playing into the hands of the big mail order houses.



Following items appeared in The Canadian Grocer, of April 7, 1893:—

“The first cargo of salt for the season, arrived at St. John, N.B., Monday.”

Editorial Note.—With April here again navigation will soon be open on the Great Lakes. The opening is due on April 15 this year.

“When the item to meet expenses, under the Adulteration of Food Act was reached in the House last week, Sir Richard Cartwright suggested that in view of a possible invasion of cholera skilled officers be instructed to inspect samples of water throughout the country. The Controller of Inland Revenue said he would be glad to act upon Sir Richard’s hint.”

Editorial Note.—The Adulteration Act we shall always have with us, but above item indicates what Father Time does with our legislators.

“Montreal receipts of maple syrup have been small, what little there is offering is selling at \$1 per gallon. New maple sugar in a small way has sold at 8c to 8½c.”

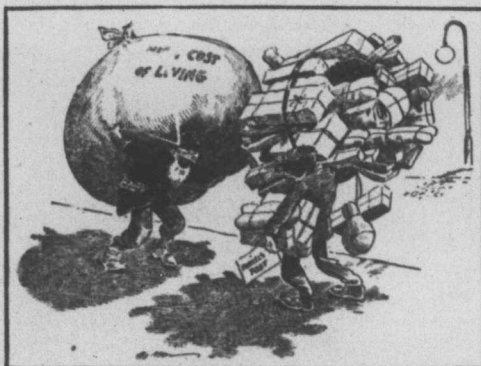
Editorial Note.—New maple syrup on the same market to-day costs about the same price as 20 years ago.

VERY VALUABLE PAPER.

The MacLean Publishing Co.
Gentlemen,—Enclosed please find \$2.00 for subscription to the Canadian Grocer for the year 1913. I am sorry to have delayed in sending this, but it has been overlooked.

I find it a very valuable paper, and should not like to be without it while in business.

M. L. NIEDERSTADT.
Regina, Sask.



Consumer—“They told me you would help me to carry my load.”—Cleveland Leader.

This cartoon indicates that the Parcel Post system in the U.S. has not proven the cure-all for the high cost of living as was expected by many.

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TORONTO, APRIL 4, 1913

WILL HISTORY REPEAT ITSELF?

Every grocer who attends the convention of the Ontario Retail Grocers' Association on April 16 and 17, will go home with a better knowledge of his life's work. He is going to know more about the character of the conditions in the trade because he will meet many of his fellow-men and get their thoughts and ideas on an exchange basis.

Conventions of this character cannot be too strongly emphasized. Some of the best and most successful dealers in Ontario will be there. Every grocer has some knowledge that no one else possesses, and if it were only spread, the trade would be that much better. The convention is one of the places where this knowledge can be distributed. The trip will be pleasant, profitable and educative. It will broaden one's visions, make him a better merchant and a better citizen when he returns again to his own field of endeavor.

So let every grocer who can, member or otherwise, be on hand. "The Association expects every grocer to do his Duty," is the slogan, that duty being to attend. Horatio Nelson enthused his followers at Trafalgar with a similar call. Will history repeat itself? It is up to you.

PAID ATTENTION TO MERCHANTS.

The opposition which the retail merchants of Canada made against a flat rate system of Parcels Post, has evidently borne fruit. The Postmaster-General in announcing a bill on this subject at the beginning of the week, stated that the retail trade would be carefully taken into consideration in the drawing up of the bill.

This is understood to mean that there will be no flat rate system for the entire country. We will likely therefore have our Parcels Post on the zone plan which is certainly a wonderful improvement over the one-rate idea and so long as the government does not change its mind, the system should work out fairly satisfactory to the retailer beyond the first and second zone limit from any large mail order house.

The fact that the Postmaster-General gave an ear to the retail merchants and modified his proposals, speaks well for what can be accomplished by organization and united pressure on individual members of parliament.

COST-OF-LIVING COMMISSION.

There is still abundance of talk going on in connection with the high cost of living. Some of the big daily newspapers continue to condemn the middleman and his "enormous" profits, with the sole idea of making political capital out of the question.

The Associated Boards of Trade of Ontario are now coming forward asking the premier to appoint a commission to deal with the cost-of-living problem and to determine the causes, if possible. Since the "middleman"—which includes the wholesaler and retailer—has been the butt of much of the criticism directed by the daily press and many other unthinking persons, he should endeavor to have this commission appointed as rapidly as possible and have an end put to this apparently everlasting discussion.

The commission must find that the logical system of distribution of the great bulk of foodstuffs is through the wholesaler and retailer. As far as the retailer is concerned, he is an absolute necessity and it will be found that few who have depended on their trade alone have become wealthy. Their net profits prevent this. The wholesaler will continue to exist for the convenience of the retailer.

So why not have this commission and settle the whole thing. While it is common knowledge to the trade that the chief cause is lack of agricultural production to keep pace with the growing demand, yet it will be just as well to have the commission announce this publicly and be done with it.

Bring on the commission and set the "middleman" right with the people.

A NORMAL BUSINESS YEAR.

Treating the financial situation, The Financial Post, in its last issue, states that some effects from continued money stringency were more apparent during the past week than at any time during the current year. Sooner or later the inability to get money for expenditure on municipal improvements, or capital outlays of other kinds, and coming within the reproductive class, will react upon the manufacturing centres of Eastern Canada.

Perhaps to say that money for the above purposes cannot be obtained is inaccurate. Money will undoubtedly be forthcoming during 1913, but in volume it will be normal. Business men in looking ahead and measuring possible development and possible demands, might do far worse than seize on to the idea that the capital expenditures in Canada during the past few years have been abnormal.

To Canadians a normal year may appear to be dull. It is evident, however, that the universal and abnormal demand for new capital, a development of the past twelve months, has placed Canada in the position of not being able to get her abnormal demands. Those of a normal character will be met. Sooner or later, therefore, business will have to adjust itself to conditions made inevitable by circumstances originating and events transpiring outside the Dominion.

In the matter of collections, The Post's information indicates a normal condition. Implement men find in the West great difficulty with the farmers as to payments. On the other hand, loan company payments have been well

met. That one class of payments should be attended to satisfactorily and not others is a matter which requires some explanation, which The Post is not in a position to give at present. But in the West payments are usually slow at this period of the year, and a contraction of credit there affects collections more quickly than in other parts of the Dominion. The reason is a very simple one. Credit is extended there more liberally, and business avails itself of the privilege to a greater extent than in the older settled portions of the Dominion. Contraction, therefore, is very soon felt.

In Ontario collections are quite up to normal, in Quebec they are not so good, but still not materially below the standard for the season and in the Maritime provinces they are the same. Ontario, however, reports increasing business in response to enquiries made in all departments of commerce.

THE TRADE WITH GERMANY.

The awakened interest which the countries of the old world are taking in Canada is very markedly evidenced in the case of Germany. As announced in last week's issue, a party of prominent business men from the Fatherland will tour Canada this summer with an eye to gaining a clearer understanding of the possibilities of the market. More convincing still is the proof of Germany's interest conveyed in the form of an official report on trade relations. From the tenor of this report, it is clear that Germany regrets the retaliating measures instituted against Canada at the time the British Preference was established. It is shown that in 1912 German imports of Canadian wheat reached a total valuation of £2,400,000, as compared with £750,000 in 1911 and £150,000 in 1910. Altogether, Germany bought £3,000,000 worth of Canadian products and sold to us only £2,000,000.

The report comments on the anomaly of the two countries maintaining their highest tariffs against each other, when France and other States enjoy much more favorable arrangements, and proceeds: "Is it possible that the difficulties in coming to a just and fair agreement with Canada are unsurmountable? With the statistics now available we can prove to Canadians the importance of the German market for their goods, and the great advantage they will derive from an increased enjoyment of the German conventional tariff. These advantages will be far greater than those given to Canada by France. Germany's duties on Canadian imports are lower. Furthermore, there should be no objection to granting Canada still greater advantages for the imports of wheat, dressed meats, and dairy products. We must insist, however, on the complete elimination of any differential treatment of German goods as against those of French or any other non-British country origin."

TWENTY-FOUR HOURS A DAY ENTHUSIASM.

"The trouble with the grocery business remarked a dealer who has made a success of it, "is that a man has to be constantly at it. He has to spend long hours in the store, and he has to take his business home with him. He need not worry about it at night, but he must have his eyes open for ideas if he is to make a success."

The dealer was undoubtedly right, only what he said applies to practically every business. Any concern to be successful needs that kind of leadership—leadership by a man, who, whether he works long hours or not, always has his business in mind, and who is ever ready to seize upon some thought which flits through his brain, or which is uttered by another.

Balzac, in his essay on "The Lost Masterpiece," says, "No painter should think except with brush in hand." Neither should he. If he is to be a good painter, he must think as a painter.

Stevenson, who did much of his writing in bed, always had a pencil and pad of paper by his side. Often he would wake in the night, and reaching for paper, would put down the thought which had flashed through his mind. So were many of his finest sentences saved.

There is a story of McCutcheon, the cartoonist. McCutcheon was awakened at 3 o'clock one night by the telephone ringing.

It was the city editor of the paper for which he worked. "Mac," shouted that wide awake individual, "Missouri has gone Republican, and we must have a cartoon."

McCutcheon pulled out of his warm bed, and set to work. Then, when he had sent the sketch off with the messenger, he went back to bed feeling that he had done his best, but that it wasn't much good. The cartoon was "The Mysterious Stranger," which made McCutcheon famous among cartoonists.

Napoleon was wont to talk of 2 o'clock in the morning courage. That was his requirement for a soldier. Two o'clock in the morning enthusiasm is getting to be the requirement of the successful business man. Yes, the grocery business is exacting. The dealer must be continually on the alert. He must be ever ready to secure new goods which will draw people to his store. He must be watchful for new methods of presenting the old goods, so that the people will feel their need. He must nail down an idea when it comes. If he waits until to-morrow the idea may be gone. He has to work hard to get results, but the results, and the work itself, are worth it.

POINTED EDITORIALS.

April showers bring forth May-flowers—and seed-planting time.

• • •

This warm weather is waking up the housefly. It is our duty to put him to sleep forever.

• • •

To fail is no disgrace; but to let failure make one a prey to despair and future faint-heartedness—that is the shame of it.

• • •

There are no signs of the passing away of that everlasting problem—the Cost of Living. Ontario Boards of Trade want a Government commission appointed to investigate the question.

• • •

The merchant who allows his Easter ad. to run in the newspaper until Christmas will succeed about as rapidly as the ad. gets business.

• • •

The retail customer is partly sold before he comes into your store. The intelligent dealer or salesman, therefore, has only to find the point or points on which the customer needs information to complete the sale.

• • •

A grocer is known by the windows that he keeps. It is the eye of the store. The window is the first thing the customer sees and if it is dirty and poorly dressed, the dealer is at once discredited in the eyes of the prospective customer and he will have to work just that much harder to overcome her first impression if he is to retain her as a regular customer. It is easier to keep the window cleaned and arrange an attractive display in it, than to combat prejudice all the working hours.

Rules Adopted for Regulating Staff Duties

The Necessity for System—Word of Mouth Orders Unreliable and Unsatisfactory—Written Instructions Tend to Eliminate Excuses—Reasonable Variations Permissible.

*By Henry Johnson, Jr.

We have all noticed that large stores and big businesses of other kinds have fixed rules for the guidance of their employees. It has been in my mind for years to formulate a set of rules for Johnson's; but, like many other things we are "going to do when we get time," this has hung fire until this minute. It is going through now, however, with the following as a starter. This list will be expanded as need arises. Suggestions always gladly welcomed:

It is, I am sure, the experience of all of us that word of mouth is very unsatisfactory. I tell one of my men or boys to do a certain thing in a certain way. He does it. Another starts him at the same task next morning, but tells him in a different way. This leads to lack of standardization; we have too many ways of doing the same thing. We waste energy ourselves and on the part of our employees through not having one fixed way of doing each daily task. This wastes effort and dissipates energy.

Finishing Up Things.

Perhaps the greatest single accomplishment of the business man is the development of an ability to finish up things, one at a time, just as they come up. To this end a thing which calls for attention should be handled and definitely, finally disposed of once and for all. Then it will not have to be re-handled. With a set of rules formulated and written up, a copy to be given to each new man and a copy to be posted, properly guarded by a frame, in order rooms, store rooms, etc., the routine of the business is disposed of to just the extent of the rules. Further routine can be covered by further rules. Once these are formulated and recorded in this way, so much detail is disposed of, and our progress is facilitated by that much work done and finished.

I think the most important influence for discipline which these rules will exercise is the elimination of that constantly recurring excuse, "I forgot!" It will be hard, surely, for any man or boy to look one in the face and advance this excuse when a printed or written schedule of rules is conspicuously placed before him. Another thing that can be finally wiped out is the even more an-

noying and time-consuming reply: "You never told me that!" If it is printed and hung up nobody can say he was not told!

Well, here is the first set of RULES FOR JOHNSON'S STORE. HOURS OF BUSINESS:

The store is open for business from 7 in the morning until 6.30 in the evening four days in the week. On Wednesday the closing time is about 9.30. On Saturday we remain open as long as there is any business to transact or cleaning up or tidying to be done.

It is of primary importance that each employee be on hand, ready for work, promptly on the minute; and no deviation from this rule can be tolerated without such reasonable and valid excuse as will prove satisfactory to us.

While promptness must be observed in BEGINNING work, care must be exercised not to discontinue work until everything is put into "ship-shape" at closing time, or at the time of your leaving your department. Goods must be properly packed away, or displayed in windows or cases, as you will be specifically directed, before you are free to go.

Meal hours must be observed in the same way—use just the time allotted; no more and no less.

PERSONAL APPEARANCE:

Neatness is essential. Men will keep themselves brushed, shaved and generally clean-looking. Expensive or showy clothes are not necessary or desirable; but scrupulous neatness is indispensable. This is not costly, but calls for thoughtfulness and care.

Women will keep neat, avoiding flashy or conspicuous clothing. The best colors are black and white. A shirt waist suit is best for all seasons; white shirt waist in summer, with white collar, and cloth shirt waist in winter. A little color at the neck is permissible, but "open-work," large bows and jewelry are to be avoided.

Remember that clothing which is serviceable is not only most economical, but makes the most suitable appearance.

COURTESY TO CUSTOMERS:

Each customer who comes to our store is an invited guest. We have asked him to come, either directly or

through our advertising, or through our window displays, or through our reputation established by years of painstaking work. When he comes, therefore, we must be alert, quick to serve acceptably, evince our desire to give perfect satisfaction.

Should the customer ask for something we do not have, or which you do not know about, try to so handle the matter that we shall get the article called for, or suggest some other that may be better; but make the effort not to have the customer leave without having exhausted every resource of the store and our connections to supply the desired article.

Be careful about promises. The delivery schedule will guide you about ordinary deliveries. In case of special need, make sure as to what we can safely agree to do before you promise special service. A promise broken is much worse than a request regretfully denied—do not forget that.

BREAKAGES—DAMAGES:

You are responsible for goods, merchandise or other articles which you handle. If damage results, either through carelessness or "accident," you must replace or pay for the damage. We shall in all cases make the charges as light as possible, but it must be clearly understood that you have full responsibility in this connection and that costs for damage or loss must be deducted from your salary.

We shall be glad to make our reasoning clear to you in this regard on request.

EATING, NIBBLING AND SAMPLING

This practice is to be entirely avoided unless and except in the case of buying, or the carefully-limited testing of cheese, certain dried fruits, etc., in the back room, out of sight of customers and the public generally. This prohibition applies to the too-prevalent custom of tasting either with or for a customer when making a sale. Here are some of the reasons:

1. The expense. If you try the weight of fancy Erbely Figs, selling at 25c a pound, you will find that they sell for all of 1c each. Ten people eating one fig each cost us 10c. The same applies to chocolate bon-bons, macaroons, salted almonds, shelled nuts, etc. Try these out and you will

*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.

realize that ten or a dozen eaters can cost us from \$1.50 per day upwards.

2. The appearance. It looks very unbusinesslike, to put it mildly, to see a lot of clerks, order men, girls and boys chewing a cud all day long, like a lot of cows. To many sensitive and dainty people it is distinctly disagreeable—again putting it mildly. From the street through plate glass windows the practice looks nothing short of silly.

3. Lack of efficiency. If when showing wafers to a prospective customer, the salesman nibbles at one, the effect is not to promote a sale, but rather to hamper his work. Very seldom is sampling even on the part of the customer necessary or even desirable. "Nice" people do not want to do it. Thus not only may a few samples cost us just as many cents, but sales are retarded.

Any of these reasons alone is sufficient to justify the elimination of this practice. PLEASE CUT IT OUT.

IN GENERAL.

1. Salesbook covers cost us 25c each. You are expected to take care of yours until it is worn out, when it will be replaced promptly. Lost covers must be paid for by the loser.

2. Keep busy. There are upward of 4,000 items in our stock. It is not possible that there will ever be a time when each and every article is fully represented on the shelves, marked, in attractive condition for sale. There is no excuse for the loss of a minute during the entire day. Another thing: The day passes pleasantly and quickly to the busy clerk.

3. Remember that nothing comes into the store that has not cost a definite price in MONEY. Make it a part of your individual duty to see that nothing goes out—on orders, through the sewer, into the furnace, or via the dirt barrel—that is not paid for. This is a business of LITTLE THINGS, pennies, nickels. Learn to respect the little thing. The tallest building in the world, the elevators of which alone have cost \$475,000, is just being completed; and it was made out of not merely pennies, but FRACTIONS OF PENNIES.

4. Do whatever you are set to do, or whatever you set yourself to do, intelligently and without supervision. Thus will you make yourself of increasing value to yourself and to others.

SUGGESTIONS.

These are asked for and will be gladly welcomed at any time. We have been here so many years that we KNOW there are hundreds of ways in

which you can help us to improve. Will you give us that help?

It will be found best, always, in any circumstances, to tell the WHY of any rule or regulation. Human nature does not take kindly to anything arbitrary. We like to have a "look-in" with our own judgment and discretion. It helps to take your people into your confidence and tell them just how you have arrived at your conclusions. That is my thought in framing these rules as indicated.

Of course, nothing of this sort can be successful if based on the "Laws of the

Medes and Persians, which altereth not." And, by the way, the answer is to be found in the rapid decay of that system of jurisprudence—where are the Medes and Persians to-day? Thus, we have some flexibility. Reasonable lapses are to be allowed for; but these should be calculated on about the same basis as the postal authorities figure with their employes; 99½ per cent. is called complete efficiency; 99 per cent. is called fair; 98 per cent. is the limit below which mistakes will not be tolerated.

Let us see how it works out in practice.

Manufacturer Makes Change in Selling Plan

New York Wholesale and Retail Trade Much Interested in What Proctor and Gamble Co. Have Recently Done—In Future Will Sell Direct to Retailer in New York and District — "In Order to Protect Our Interests" is the Only Reason.

New York, April 1.—The wholesale trade here have been greatly interested in a new departure of the Proctor & Gamble Co., of Cincinnati, following close on the heels of the announcement a few weeks ago that they would henceforth do away with their price maintenance plan. This firm for the past 80 years has always regarded the wholesale trade as an essential factor in distribution, but it has now departed from that plan and decided to sell the retailer direct in the metropolitan district of New York state.

In a letter dated March 13 to the retail trade, enclosing a new price list of its products, appeared the following announcement:

"Beginning March 15, we shall sell our soaps, washing powders and Crisco direct to the retail grocers located in the territory shown upon the enclosed price list. We think you will find this new arrangement entirely satisfactory.

"Looking forward with pleasure to direct selling relations with you, we remain,

Yours very truly,"

The metropolitan district referred to includes all of New York city and several surrounding counties.

An announcement was also sent out to the jobbers enclosing their letter to the retail trade and stating briefly that they would, after March 15, sell their goods direct to the retail trade in the metropolitan district of New York. Apart from this statement "because it has been found necessary to do so in order to protect our interests in that territory," Proctor & Gamble give no reason for the adoption of their course. They have, as a matter of fact, stated

in recent circulars to the wholesale trade, that they have always sold through the wholesaler and never did nor never would sell the retailer direct. Speculation is, therefore, rife as to what are the reasons behind this apparently sudden move.

In dealing with the question, the New York Journal of Commerce said in a recent issue: "It is claimed that the company found jobbers constantly asking for more and more concessions rather than easing up on their demands and that in the case of one or two of the big houses the demands were so onerous as to practically make the manufacturer do all the work—sell the goods, deliver the goods to the retailer's door, and, in fact, do almost everything but guarantee the credits. They claim that concessions by their competitors brought far more selling effort from jobbers than their policy of 'through jobbers only.' And finally, they are understood to have reached the conclusion that they might as well take over the whole business in the metropolitan district as to pay the jobber a profit for service he did not perform."

"On the other hand," the Journal of Commerce adds, "it ought to be said that jobbers have been seriously handicapped in their programme of co-operation by the recent trend of anti-trust and conspiracy laws. It is well known that what grocers can and cannot do in combination—even when in the interests of what appears to good sense as fair trading—has been seriously affected of late."

As intimated above, the situation is creating a good deal of interest among the New York trade, and more particularly from the standpoint of future proceedings.

Current News of the Week

Quebec.

Gracefield Trading Co., general merchants, Gracefield, Que., are succeeded by a firm of same style.

The Health Department of Montreal has seized a car load of 32,400 lbs. of fish from the Maritime Provinces, and also a car load of potatoes. The fish is claimed to be bad and unfit for food. The potatoes were frozen.

Ontario.

J. A. Farrell, general merchant, Arthur, Ont., has sold his business.

A. J. Thomson, grocer, Hamilton, Ont., has disposed of his business.

Blinn Bros., fruits and grocers, London, are succeeded by Blinn & Legg.

T. J. Shaw, general merchant, Ennet's Station, Ont., is succeeded by Shaw & McKerral.

The Associated Boards of Trade of Ontario want Sir James Whitney to look into the cost of living.

James Lake has sold his grocery business at the corner of William and Bedford Streets, Brantford, Ont., to A. E. Petty.

The Ontario Preserving Co. has been granted an Ontario charter. Among the incorporators is Robert Laing, of Winnipeg.

William G. Eddy, grocer at Sheddac, Ont., was fined \$5 and costs for selling short-weight bread manufactured by a London firm.

J. Lake & Son, Brantford, Ont., have removed to a new grocery and confectionery stand on King Street, next the Colonial Theatre.

The Glencoe Canning Co. has been organized to can fruits and vegetables at Glencoe, Ont. It is composed chiefly of Toronto capitalists.

Harry Wettlauffer, clerk in Whitehead's grocery department at Walkerton, Ont., suffered a broken leg while piling boxes in the cellar.

W. Durance, Ferguson Avenue, Hamilton, has just completed and opened out a fine branch store at the corner of Sherman and Cannon Streets.

A. Christopher is fitting up the premises at 465 James Street N., Hamilton, Ont., with the intention of opening in the grocery line about April 15th next.

The contract has been let by Watt & Blackwell, London, Ont., architects, for the erection of the new McCormick biscuit plant there. The approximate cost will be \$260,000.

A. Ballantyne, of John Street South, Hamilton, Ont., who has been continuously in business for forty years at his present stand, has sold his property, and intends to retire.

The Diamond Cleanser Co., Limited, formerly of Ottawa, Ont., have opened a factory at 291 Arthur Street, Toronto, in which they will manufacture their cleansing powder.

J. H. Lovegrove and Russell Scratch, who succeeded the Amherstburg, Ont., grocery firm of D. Trotter & Son eleven years ago, have dissolved partnership. Mr. Lovegrove will continue.

Stewart Menzies will soon open an office in Toronto to represent E. Lazenby & Son, Limited, London, England, as well as J. Keiller & Son, Ltd., wholesale confectioners, of London, also.

A. J. Smith, who purchased the business of P. J. Walter, at Listowel, Ont., and has been conducting a general store there for several months, has sold out to M. Cain & Co., London. The store is closed for stocktaking.

Albert Vass, for fourteen years a member of McCrea & Son's staff at Guelph, Ont., was presented with a silver-mounted umbrella, suitably engraved, on resigning his position as manager of the firm's grocery department.

A meeting was held in Guelph, Ont., last week to reorganize the Retail Merchants' Association there. Neil Cameron, organizer, and E. M. Trowern were present, and addressed the merchants assembled. A committee of Guelph dealers was formed to canvas the trade.

Spratt & Killen, Lindsay, Ont., grocers, who recently sustained loss by fire, have their store again looking in good shape. The metal ceiling has been finished in white, trimmed with brown, and the walls in plain cork, with panelled decorations. The shelving and fixtures are in oak.

White & Co., wholesale fruit, fish and produce dealers, Toronto, are enlarging their freezing plant. During the coming season they expect to freeze and store away stocks of herring, trout, whitefish, haddock, flounders and shad. This, they claim, is the first time that shad have ever been frozen and stored in Canada, stocks having been brought in from the States in the past.

The Canadian Chicle Co., of Peterboro, Ont., has secured judgment against a Mr. Williams for \$167 costs, the latter having been the company's representa-

tive in Toronto. It appears that Williams had been formerly working for the Chicle Co. in Peterboro, where his work was satisfactory. He was then made Toronto sales agent, but in his new position his returns to the company were not satisfactory, and they employed a detective to investigate his business. The detective reported that he was handling many other lines besides the Canadian Chicle Company's, and Williams was dismissed. When their goods were returned the company claimed that Williams failed to account for \$223 worth and the suit followed. The defendant claimed that some of the goods had been sold, and the accounts turned over to the company, and claimed storage fees for the goods.

Western Canada.

H. McKenzie, grocer, Nelson, B.C., sustained recent loss by fire.

Barker & Allan, grocer, Vancouver, B.C., have sold their business.

Edward McCarthy states he will erect a large department store in Regina, Sask., this season.

A new departmental store has been opened in Yorkton, Man., under the name of T. E. Vanstone Co., Ltd.

J. W. Boyd is erecting a handsome electric chocolate sign on top of their large factory building at the corner of Portage Avenue and Spence Street, Winnipeg.

The Chamberlain-Downey Company, Limited, is the name of a new firm of wholesale jobbers and manufacturers' agents in Vancouver, B.C. They have a large warehouse with trackage facilities, and will handle grocery, confectionery and tobacco specialties. J. Downey, formerly treasurer of The Riley-Ramsey Company, wholesale grocers, of Port Arthur, Ont., is one of the members of the company.

At a meeting of the Retail Merchants' Association of Vernon, B.C., the following petition was placed before the members favoring the half-day closing during the summer months:—First, that we, as an association, are in favor of a half holiday for the city of Vernon; second, that the half holiday be observed on Wednesday afternoons; third, that the half holiday be in force during the months of May, June, July, August and September. The petition was signed by 1,387 citizens of Vernon.

General Review of Grocery Markets

Dealers Still of Opinion That Sugar Will Advance—Prunes Begin to Move Out Freely—Tightness of Money Tends to Have Bearish Effect on Spice Markets—Volume of Business Lighter Than Desired.

QUEBEC MARKETS.

POINTERS,—

Sugar—Freer buying.
Molasses—Market looks strong.
Prunes—Moving better.

Montreal, April 2.—Trade has taken on slightly brisker tone this week owing chiefly to opening of navigation. Dried fruits, especially prunes, are moving much more freely, and in course of week or so good business is expected. Owing to continued firmness of sugar, and an expectation on part of buyers of an advance, buying has been much heavier during past week.

Collections continue much same as reported week ago, with change slightly for better, if any.

SUGAR.—Situation is still firm and improvement has also taken place in buying. Dealers are beginning to look to an advance, as they are not losing sight of the fact that the molasses market is exceptionally strong.

The later reports from Cuba about cane crop go to show that grinding is going on without interruption in all factories, but weather is not conducive to good results as far as growing crop is concerned as more rain is wanted.

Granulated, bags	4 50
Granulated, 50-lb. bags	4 50
Granulated, 5-lb. cartons	4 50
Granulated, 2-lb. cartons	4 50
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 25
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominicos, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUP AND MOLASSES.—There does not seem to be any heavy business passing in molasses just now, as dealers are holding off to some extent owing to the fact that a bullish element has been introduced of late, but judging from the attitude of a number of large local holders who are disposed to sell at considerably lower prices than pleases the bulls, activity should be renewed in the course of the next week. Indeed, there seem to be some unusual features to the market, for in spite of the upward tendency in the primary centres, it is reported that a number of cars have been sold

in the country on a Montreal basis of 32c.

Some retailers are even going so far as to figure the whole matter out in cents and take it for granted that eight lbs. of sugar will make one full gallon of syrup and with present cost of sugar 4 1/2c per lb., and prospects of the Tariff in States being removed, they fail to see why there should be any attempt to force the market up on the part of any speculator.

Syrups are moving out freely and while there is a strong demand for new maple goods it is said that the crop has been none too satisfactory, quality suffering to a marked degree.

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 25
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03 1/4	0 03 1/4
Corn syrups, half-barrels	0 03 1/4	0 03 1/4
Corn syrups, quarter-barrels	0 03 1/4	0 03 1/4
Corn syrups, 35 1/4-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 5-lb. tins, 1 doz. per case	2 40	2 40
Cases, 10-lb. tins, 1/2 doz. per case	2 65	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60	2 60

DRIED FRUITS.—California products are not moving as last week. Prunes are more in the limelight than any of the other lines, but demand is as usual confined to the larger sizes. Strong reports have come in recently from California about raisins, but all the same market is dull and easy. Currants are not by any means steady and are causing some doubt.

Halloween dates are somewhat firmer, in fact show an increase.

Raisins—		
Choice seeded raisins	0 07 1/4	0 07 1/4
Choice fancy seeded, 1-lb. pkgs.	0 08	0 08
Choice loose muscatels, 3-crown, per lb.	0 06 1/4	0 06 1/4
Choice loose muscatels, per lb.	0 07 1/4	0 07 1/4
Seedless, new, in packages, 12 oz.	0 07	0 07 1/4
Select raisins, 7-lb. box, per lb.	0 07 1/4	0 07 1/4
Sultana raisins, loose, per lb.	0 11 1/4	0 12
Sultana raisins, 1 lb. cartons	0 12 1/4	0 14
Malaga table raisins, clusters, per box	0 75	1 00
Malaga table raisins, clusters, per 1/4 box	0 75	1 00
Valencia, fine, off stalk, per lb.	0 07	0 07 1/4
Valencia, select, per lb.	0 07 1/4	0 08
Valencia, 4-crown layers, per lb.	0 08	0 08
Evaporated apricots	0 14 1/4	0 15
Evaporated apples	0 08 1/4	0 08 1/4
Evaporated peaches	0 09 1/4	0 10
Evaporated pears	0 12 1/4	0 14
Currants, fine filiatras, per lb., cleaned	0 06 1/4	0 07 1/4
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07 1/4	0 08 1/4
Currants, Patras, per lb.	0 08	0 09 1/4
Currants, Vostizas, per lb.	0 08 1/4	0 09 1/4
Dates, 1-lb. packages	0 06 1/4	0 07 1/4
Dates, Halloween, loose	0 05	0 05
Figs	0 11	0 11
Figs, 3 crown	0 10 1/4	0 10 1/4
Figs, 4 crown	0 10 1/4	0 11
Figs, 5 crown	0 11 1/4	0 12
Figs, 6 crown	0 12 1/4	0 13 1/4
Figs, 7 crown	0 13 1/4	0 14
Figs, 8 crown	0 14 1/4	0 15
Comrade figs, about 35-lb. mats	1 30	1 40
Glove boxes, 18-oz., per box	0 10 1/4	0 11 1/4
Glove boxes, 18-oz., per box	0 07 1/4	0 08
Prunes—		
20-30	0 12	0 12
30-40	0 11	0 11
40-50	0 09 1/4	0 09 1/4
50-60	0 08 1/4	0 08 1/4
60-70	0 07 1/4	0 07 1/4
70-80	0 07	0 07
80-90	0 06 1/4	0 06 1/4
90-100	0 05	0 05
Bonia prunes	0 07	0 08

COFFEE.—Business is more or less routine, few big transactions having taken place. The holiday season retarded business, but local houses expect an improvement shortly. Coffee dulness seems to be general though.

Mocha	0 25	0 25
Rio	0 21 1/4	0 23 1/2
Mexican	0 25	0 25
Santos	0 24	0 25
Maracabo	0 27	0 27
Javas	0 30	0 30

SPICE.—Steadiness is general throughout this market, the pepper situation not upsetting things as shortage is not as marked as expected in the lower grades. Still there is no disposition to anticipate wants, so far.

Allspice	0 13	0 13
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 18	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 25
Cloves, whole	0 27	0 27
Cloves, ground	0 27	0 25
Cream of tartar	0 25	0 22
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	0 25	0 25
Nutmegs	0 25	0 25
Peppers, black	0 16	0 18
Peppers, white	0 27 1/2	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—Tapioca this week is quoted at \$5.25 to \$6.00, owing to plentiful stock. Demand is good. As far as rice is concerned dealers are just dealing from hand to mouth awaiting the decline which is due in very near future as per custom.

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, 1/2 pockets, 12 1/2 lbs.	3 75	3 75
Rice, grade B, pockets 25 lbs.	3 75	3 75
Rice, grade C.C., bags 250 lbs.	3 65	3 65
Rice, grade C.C., bags 100 lbs.	3 65	3 65
Rice, grade C.C., bags 50 lbs.	3 65	3 65
Rice, grade C.C., pockets 25 lbs.	3 75	3 75
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 75	3 75
Patna, polished	4 00	4 00
Pearl	4 05	4 05
Sparkle	5 50	5 50
Crystal	5 25	5 25
Snow	5 00	5 00
Imperial Glace	5 20	5 20
Ice Dips	5 05	5 05
Canadian Caroline rice	7 35	7 35
Brown sago, lb.	0 05	0 05 1/2
Tapioca, medium pearl, lb.	0 05	0 05 1/2
Seed, lb.	0 05 1/2	0 06
Rice less 15c April 15th.		
Finest imported Patna, 22 1/2 lb. bags	5 50	5 50
Finest imported Patna, 56 lb. bags	5 75	5 75
Imported Caroline rice, hand picked	9 00	9 00
Imported Caroline rice, fancy	8 00	8 00

NUTS.—Nothing startling to report. Business of a general nature, no particular line moving over-freely.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12 1/4	0 13
Filberts, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 16	0 15 1/2
Walnuts, Myette Grenches, per lb.	0 15	0 15
Walnuts, Marbots, per lb.	0 13	0 13 1/2
Walnuts, Cornes, per lb.	0 11	0 11
Hungarian	0 13 1/4	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 48	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37 1/2
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 09 1/4	0 09 1/4
Coon, roasted	0 08	0 08
Diamond G, roasted	0 11	0 09
Bon Tom, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 10	0 12
Virginia No. 1	0 13	0 15

THE CANADIAN GROCER

Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 75	
Walnuts—		
Bordeaux, halves, bright	0 26	0 29
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS:—

- Sugar—Marking time.
- Spices—Slightly easier.
- Coffee—Brazilians firmer.
- Prunes—Firm and moving freely.
- Rice—Easier.

Toronto, April 2.—General trade this week is reported as slower than during corresponding period year ago. Business is tied up in the West to such an extent that not the usual buying is being done from that quarter. With opening of navigation and moving of wheat dealers locally expect a marked increase.

Just now tightness of money is said to be cause of whole market easing up and general lack of business. Collections, while probably a little better than last week, are still in inferior condition. So long as this condition prevails jobbers are not overly anxious to make sales.

A local broker this week states that this is one of the poorest springs we have had for many years. Just now it is almost impossible to interest the jobbers in anything, he claims, as they appear to be well stocked for amount of trade passing.

SUGAR.—New York refiners have been feeling the lack of demand resulting from recent cyclone and floods in South. In meantime raws are continually being loaded in New York, but refiners are not melting owing to the dullness. As soon as conditions are righted in the South demand is expected to resume former proportions.

Locally sugar appears to be marking time. General opinion is that market now is quiet, steady, and firm, with a probable advance in sight, although there are some who are of the opinion that present prices will still be continued if not lower.

The Canada Sugar Refining Co. have placed 50lb. bags granulated sugar, packed in same style as 100lb. bags, on Toronto market, and these were seen for first time this week.

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

SYRUP AND MOLASSES.—New maple syrup is being placed on market in larger quantities this week, but as yet has not begun to move very freely.

Quality is said to be scarcely up to standard of former years.

Barbadoes molasses are high in price this season, and thus less of these are likely to be sold than usual.

Syrup—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, 1/2 doz. in case	2 65
20 lb. tins, 1/4 doz. in case	2 60
Barrels, per lb.	0 03 1/4
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 03 3/4
Pails, 35 1/2 lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gals., 12 to case	5 40
1/4 gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 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
New Orleans, half barrels	0 29
West Indies, barrels	0 25
West Indies, half barrels	0 26
Barbadoes, fancy, barrels	0 45
Barbadoes, fancy, half barrels	0 49

DRIED FRUITS.—Outlook for new crop in California is rather unfavorable owing to drought conditions. In certain sections, too, frosts are reported, which have caused fruits to suffer, and affected advance in prunes, apricots and peaches.

Locally this has been a good season for all California fruits. Prunes are now beginning to move freely, and, as market is firming up, a slight advance may be expected.

Prunes—		
50 to 60, in 25-lb. boxes	0 13 1/2	0 13 1/2
60 to 70, in 25-lb. boxes	0 11 1/2	0 11 1/2
70 to 80, in 25-lb. boxes	0 10 1/2	0 10 1/2
80 to 90, in 25-lb. boxes	0 08 1/2	0 08 1/2
90 to 100, in 25-lb. boxes	0 06 1/2	0 06 1/2
90 to 100, in 25-lb. boxes	0 07 1/2	0 07 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		

Apricots—		
Standard, 25-lb. boxes	0 13	
Choice, 25-lb. boxes	0 16	
Peaches—		
Standard, 25-lb. boxes	0 10	
Choice, 25-lb. boxes	0 11	0 12 1/2
Candied Peels—		
Lemon	0 11	0 15 1/2
Orange	0 12	0 13
Citron	0 15	0 18
Tapetes	0 04 1/2	0 04 1/2
Bag Sgs	0 10	0 15
Fancy box sgs, according to size	0 07	0 07 1/2
Evaporated apples	0 07	0 07 1/2
Currants—		
Pine Filiatras, per lb.	0 07	
Choicest Amalas, per lb.	0 07 1/2	0 07 1/2
Patras, per lb.	0 07 1/2	0 07 1/2
Choice Vestizas	0 10	
Shade dried Vestizas	0 10 1/2	0 11
Cleaned, 1/4 cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencian, selected, new	0 09	0 09 1/2
Valencian, old stock	0 07 1/2	0 08
Seeded, 1 lb. packets, fancy	0 07 1/2	0 07 1/2
Seeded, 1 lb. packets, choice	0 06 1/2	0 07
Dates—		
Hallowee', full boxes	0 05	
Hallowee', half boxes	0 05 1/2	0 05 1/2
Fards, choicest, 12-lb. boxes	0 05 1/2	0 05 1/2
Fards, choicest, 50-lb. boxes	0 07	0 07 1/2
Package dates, per pig.	0 06 1/2	0 07 1/2

TEA.—On primary market very common teas are reported as slightly lower, but these are shipped in such small quantities to this country that it will have no effect on market. Latest mail advices re Ceylons report better flushing weather. Shipments in Ceylons have not been as heavy as expected for March. Primary prices remain unchanged, and sales light. Locally there is no change.

COFFEE.—Coffee market is rather firmer for Brazilians, but unchanged for milder coffees. Further change is not

expected at present, as prospects for a large crop are good. Roasters report a rather heavier amount of business during past week.

Rio, roasted	0 21	0 23
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricao, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 28	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—If anything whole spice market is somewhat easier owing to tightness of money. Even peppers and cream of tartar have stopped advancing. Dealers do not expect any further advance until the money situation is relieved.

	5 and 10 lb. Tins.	1/2 lb. pkgs.	1/4 lb. tins doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	23-28	72-90	90-115
Cloves	30-35	1 06-0 95	1 06
Cream tartar	27-30	90-00	00
Curry powder	shrdlu mfwyp rfidu m mmmmm		
Ginger	22-27	65-85	75-95
Mace	75-100	00	8-15
Nutmegs	25-30	90-100	1 00-1 20
Peppers, black	19-23	67-75	80-90
Peppers, white	27-29	90-105	1 05-1 15
Pastry spice	20-27	65-95	75-1 10
Pickling spice	14-18	75-00	75-00
Turmeric	16-18		

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

Cardamon seed, per lb., in bulk	1 60	1 80
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 60
Shredded cocanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over		3 75
f.o.b. Montreal		3 83
Rice, standard B., f.o.b. Toronto		3 83

RICE AND TAPIOCA.—Tapioca continues firm at low prices. Cheaprices are slightly easier on primary market, but no change has been made here. It is expected that Rangoon will decline 15 cents a bag before the end of this month, but that other rices will continue unchanged.

	Per cwt.	Per lb.
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 05 1/2
Japan	0 06	0 05
Java	0 05 1/2	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05 1/2	0 08
Tapioca—		
Bullet, double goat	0 06 1/2	
Medium, pearl	0 06	0 07
Flake	0 06	
Seed	0 06	0 06 1/2

NUTS.—Market is altogether without feature this week. Business is quite dull, both in shelled and unshelled.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Gramacho	0 16	0 16 1/2
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Marbata	0 14	0 15
Walnuts, shelled, new	0 32	0 33
Chestnuts, Italian, large, lb.	0 12 1/2	0 12 1/2
Chestnuts, Canadian, peck	2 25	
Filberts	0 12	0 12 1/2
Hickory nuts, per lb.	0 07	
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 12
Peanuts, green, extra	0 05 1/2	
Peanuts, green, jumbo	0 10	
Peanuts, shelled	0 06	0 06

BEANS.—Almost no change in beans. Market continues very weak, and quality poor. Good beans are to be found only in small quantities, and bring fancy prices.

Beans, Canadian—		
Prime beans, per bush	2 30	2 65
Austrian, H.P., bush	2 00	3 00
Austrian, mixed, per bush		2 60

CANNED GOODS.

Toronto, April 2.—Canned goods are quiet as far as business from whole-

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salier to retailer is concerned. A few sorting orders are still coming in, but most retailers, owing to high prices, have still enough in stock to last for some time yet.

Bookings for next season's pack are reported to be much same as in other years by some firms, while others report little business as yet.

VEGETABLES.		Group A. Per doz.
2s. Asparagus Tips	.....	\$ 2 27½
2s. Asparagus Butts	.....	1 42½
Beans—		
2s. golden wax	.....	1 00
3s. golden wax	.....	1 40
Gal. golden wax	.....	4 05
2s. Refugee, green	.....	1 00
3s. Refugee, green	.....	1 40
2s. Midgets	.....	1 30
2s. Beets, sliced	.....	0 97½
2s. Beets, whole	.....	1 30
3s. Beets, sliced	.....	1 32½
3s. Beets, whole	.....	1 37½
3s. Cabbage	.....	1 00
2s. Carrots	.....	1 00
3s. Carrots	.....	1 30
2s. Cauliflower	.....	1 07½
3s. Cauliflower	.....	1 15
2s. Parsnips	.....	1 30
3s. Parsnips	.....	1 30
3s. Turnips	.....	1 15
Peas—		
2s. extra fine sifted, size 1	.....	1 75
2s. sweet wrinkles, size 2	.....	1 35
Early June, size 3	.....	1 30
Standard, size 4	.....	1 25
Gal., standard, No. 4	.....	5 00
2s. Spinach	.....	1 30
3s. Spinach	.....	1 80
Gals. Spinach	.....	5 32½
3s. Tomatoes	.....	1 37½
Gal. Tomatoes	.....	4 00
2s. Corn	.....	0 97½
3s. Squash	.....	1 15
Gal. Squash	.....	1 35
2s. Succotash	.....	1 15
3s. Pumpkin	.....	0 85
Gal. Pumpkin	.....	2 55

FRUITS.		Group A.
3s. Apples, standard	.....	1 00
3s. Apples, preserved	.....	1 50
Gal. Apples, standard	.....	2 55
Gal. Apples, preserved	.....	4 05
2s. Huckleberries, std.	.....	1 50
2s. Huckleberries, preserved	.....	1 50
Gal. Huckleberries, std.	.....	5 00
Gal. Huckleberries, preserved	.....	5 00
2s. Grapes, white, preserved	.....	1 55
Gal. Grapes, white, standard	.....	3 85
2s. Lawtonberries, heavy syrup	.....	2 02½
2s. Lawtonberries, preserved	.....	2 22½
2s. Peaches, white, heavy syrup	.....	1 50
3s. Peaches, white, heavy syrup	.....	2 00
2s. Peaches, white, heavy syrup	.....	2 25
1½. Peaches, yellow, Gal., heavy syrup	.....	1 27½
2s. Peaches, yellow, heavy syrup	.....	2 00
3s. Peaches, yellow, heavy syrup	.....	2 25
3s. Peaches, yellow, whole, heavy syrup	.....	1 77½
3s. Peaches, pie, not peeled	.....	1 27½
3s. Peaches, peeled	.....	1 47½
Gal. Peaches, pie, not peeled	.....	3 82½
Gal. Peaches, pie, peeled	.....	4 37½
2s. Pears, Bart., heavy syrup	.....	1 77½
2s. Pears, Bart., heavy syrup	.....	2 37½
2s. Pears, Bart., heavy syrup	.....	2 37½
2s. Pears, Flemish Beauty, heavy syrup	.....	1 77½
2s. Pears, Flemish Beauty, heavy syrup	.....	2 12½
3s. Pears, Flemish Beauty, heavy syrup	.....	2 37½
2s. Pears, Keiffers, heavy syrup	.....	1 67½
2s. Pears, Keiffers, heavy syrup	.....	2 02½
2s. Pears, light syrup	.....	2 27½
3s. Pears, light syrup	.....	2 27½
3s. Pears, light syrup	.....	2 27½
3s. Pears, pie, not peeled	.....	1 27½
3s. Pears, pie, peeled	.....	1 47½
Gal. Pears, pie, not peeled	.....	3 82½
3s. Plums, Lombard, heavy syrup	.....	1 45
Gal. Plums, Green Gage, standard	.....	4 05
2s. Plums, Green Gage, light syrup	.....	1 00
3s. Plums, Green Gage, heavy syrup	.....	1 30
3s. Plums, Green Gage, heavy syrup	.....	1 30
2s. Plums, Lombard, light syrup	.....	0 80
2s. Plums, Lombard, light syrup	.....	1 30
2s. Plums, Lombard, heavy syrup	.....	1 05
Gal. Plums, Lombard, standard	.....	3 55
2s. Plums, Egg, heavy syrup	.....	1 45
3s. Plums, Egg, heavy syrup	.....	2 20
3s. Plums, Egg, heavy syrup	.....	2 20
Gal. Pears, pie, peeled	.....	4 37½
2s. Plums, Damson, light syrup	.....	1 30
3s. Plums, Damson, light syrup	.....	1 30
2s. Plums, Damson, heavy syrup	.....	1 05
Gal. Plums, Damson, standard	.....	3 55

FRUITS.		Group B are 2½c per doz. less than above.
2s. Black pitted cherries, heavy syrup	.....	1 97½
2s. Black, not pitted cherries, heavy syrup	.....	1 55
2s. Red pitted cherries, heavy syrup	.....	1 97½
2s. Red not pitted cherries, heavy syrup	.....	1 55
Gals. Red pitted cherries	.....	8 55
Gals. Red not pitted cherries	.....	8 05
2s. White pitted cherries, heavy syrup	.....	1 97½
2s. White not pitted cherries, heavy syrup	.....	1 55
2s. Black currants, heavy syrup	.....	2 30
2s. Black Currants, preserved	.....	2 30
Gals. Black currants, standard	.....	5 30
Gals. Black currants, solid pack	.....	8 30
2s. Red currants, heavy syrup	.....	2 00
2s. Red currants, preserved	.....	2 30
Gals. Red currants, standard	.....	5 30
Gals. Red currants, solid pack	.....	8 30

2s. Gooseberries, heavy syrup	.....	2 00
2s. Gooseberries, preserved	.....	2 30
2s. Gooseberries, standard	.....	7 02½
Gals. Gooseberries, solid pack	.....	8 80
2s. Pineapples, sliced, heavy syrup	.....	2 05
2s. Pineapples, shredded, heavy syrup	.....	2 05
2s. Pineapples, whole, heavy syrup	.....	2 27½
3s. Pineapples, whole, heavy syrup	.....	2 77½
3s. Pineapples, sliced, Hygeian Brand	.....	2 27½
2s. Rhubarb, preserved	.....	1 55
3s. Rhubarb, preserved	.....	2 30
Gals. Rhubarb, standard	.....	3 52½
Raspberry—		
2s. black, heavy syrup	.....	2 02½
2s. black, preserved	.....	2 40
2s. red, heavy syrup	.....	2 15
2s. red, preserved	.....	2 40
2s. Strawberries, heavy syrup	.....	2 15
3s. Strawberries, preserved	.....	2 30
Gals. Strawberries, standard	.....	7 52½
Gals. Strawberries, solid pack	.....	9 77½

SALMON PRICES.		
Sockeye—		
1 lb. flats	.....	2 92½
1 lb. tails	.....	2 87½
½ lb. flats (5 case lots 2½c doz. less.)	.....	1 70
Red spring, 1 lb. tails	.....	2 50
Red, ½ lb. flats	.....	1 50
Cohoe, 1 lb. tails	.....	2 30
Humpback, ½ lb. flats	.....	0 90
Humpback, 1 lb. tails	.....	1 25

MANITOBA MARKETS.

Winnipeg, April 2.—(Corrected by Wire).—The cold weather of past week or so has given place to warmth and sunshine and a promise of general improvement in all lines of trade. Grocery and provision merchants perhaps were the least affected by the miserable Easter weather, but their business could hardly escape being somewhat affected by conditions that were general.

Better business is bound to come with opening up of the building season, immigration season and general spring activity and though tight money is much talked of there does not yet appear to be any lack of work for wage earners and as long as there is plenty of employment conditions cannot be bad.

All staple lines of groceries are steady. There has been an increased movement of canned goods following recent reductions and jams and preserves are in good demand as is usual at this season.

Retailers are beginning to feature house cleaning specialties in displays, and as spring is now really here all such lines should be good sellers and worth featuring during the next month. Garden seeds are lines that greatly help to sales of other lines during the next three weeks.

SUGARS.—Sugar is steady and in very fair demand. Some dealers anticipate an advance and are free buyers. The general opinion is that sugar will average cheaper throughout the season than year ago and that any advances will be short-lived and result of manipulation.

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

SYRUPS.—Molasses are reported as strong in the East with advancing prices. But there is no change locally. New maple syrup should be coming in now and is a popular line worth featuring.

2 lb. tins, per case	.....	2 13
5 lb. tins, per case	.....	2 53
10 lb. tins, per case	.....	2 41
20 lb. tins, per case	.....	2 51
Barrels, per 100 lbs.	.....	3 70
Molasses, New Orleans, gal.	.....	0 35 0 35

Molasses, Barbados, gal.	.....	0 45 0 45
Maple syrup, quarts, per case	.....	5 20
Maple syrup, ½ gals.	.....	5 25

DRIED FRUITS.—There are no changes to note in dried fruits since the reduction in currants. Jams and dried fruits are good sellers at this season as the green fruit trade has less varieties to offer than at any other time of the year.

	Per lb.
Prunes—	
90-100s, 25s. s.p.	0 05
90-100s, 10s. s.p.	0 04½
80-90s, s.p.	0 05½
80-90s, 10s. s.p.	0 05
70-80s, 25s. s.p.	0 05
70-80s, 10s. s.p.	0 04½
60-70s, 25s. s.p.	0 05½
50-60s, 25s. s.p.	0 07½
40-50s, 25s. s.p.	0 09
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 05½
Half bags	0 05½
Valencia Raisins—	
Fine, f.o.s., 25s. s.p., per box	2 75
Fine, selected, 25s. s.p., per box	2 70
4-crown layers, 22s. s.p., per box	2 65
4-crown layers, 14s. s.p., per box	1 35
4-crown layers, 7s. s.p., per box	0 75
No plus ultra, 82s. s.p., per box	2 20
Sultanas—	
California	0 09½
Smyrna	0 14 0 14
Currants—	
Dry clean, per lb.	0 07½
Washed, per lb.	0 07½
1-lb. package	0 08½
2-lb. package	0 17½

TEAS AND COFFEES.—The reduction in Rio's last week is considered as a prelude to cheaper coffee all round, but the market here is not very sensitive. Wholesale tea dealers here have been shipping water East for testing purposes, as is the usual custom at this time of the year. This enables them to formulate blends suitable to the Winnipeg conditions.

Coffee—		
Green Rio, No. 5	.....	0 15½
Roasted Rio	.....	0 21½
Green Santos	.....	0 19
Roasted Santos	.....	0 24
Chicory	.....	0 11½
Teas—		
China blacks, choice	.....	0 25 0 40
India and Ceylon, choice	.....	0 32 0 40
Japans, May picking	.....	0 35 0 50
Japans, choice	.....	0 35 0 45

NUTS.—There is nothing new to note in the nut trade which is seasonably quiet.

	Per lb.
Brazil	0 15 0 19
Tavrogas almonds	0 15½
Peanuts, roasted, Jumbos	0 12½
Peanuts, choice	0 11
Pecans	0 22
Marbot walnuts	0 13½
Grenoble walnuts	0 16
Sicily filberts	0 11½
Shelled almonds	0 35 0 34
Shelled walnuts	0 31

BEANS.—The market seems to have touched bottom after a long turn of sharp reductions. Attempts are being made to induce local truck farmers to cultivate white beans. What has been done in that line is claimed to have been successful.

Beans—		
3 lb. picker	.....	2 25
Peas—		
Split peas, sack 95 lbs.	.....	4 00
Whole peas, bushel	.....	2 75
Barley—		
Pot barley, per sack 95 lbs.	.....	3 65
Pearl barley, per sack 95 lbs.	.....	5 15

WINNIPEG.

PRODUCE AND PROVISIONS.—Butter generally is easier and slight reductions are noticeable all along the line. Receipts of eggs fell off with severe weather of last week but the market is fairly well supplied. Lard is firm and cured

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meats strong, an advance in price on some line being a weekly occurrence.

Lard—	
Tierces, per lb.	0 14
1 lb. bricks	0 15
50 lb. tubs	7 25
20 lb. pails	2 30
10 lb. cases	2 85
5 lb. cases	3 95
3 lb. cases	9 00
Cured Meats—	
Hams	0 17 0 20
Bacon	0 19 0 22
Shoulders	0 15
Long clear D. S.	0 15 0 15 1/2
Mess pork, bbls.	26 00
Butter—	
Creamery	0 32 0 35
Dairy best	0 28 0 29
Dairy, No. 1	0 20 0 21
Dairy, No. 2	0 16 0 18
Eggs—	
Manitoba, per doz	0 21 1/4
Cheese—	
Ontario large	0 15 1/4
Ontario twins	0 15 1/4
Manitoba large	0 14 1/4
Manitoba twins	0 15

WINNIPEG.

FRUIT AND VEGETABLES.—Arkansas strawberries are now on the market at \$4.00 per case and Valencia onions are out, their place having been taken by red globes from the North-western States a very useful line. Florida tomatoes are down to \$4.00 per case.

Red Globe Onions	1 50
Arkansas Strawberries, case	4 00
Messina lemons	7 00
Malaga grapes, kegs	9 00
Navel oranges, case	4 50 5 00
Bananas, per bunch	2 50 3 50
California lemons, crate	9 00
Washington apples	1 00 2 25
Florida tomatoes, case	4 00
Ontario apples	4 50 6 00
Spanish onions	3 75
Florida grape fruit	6 00
Hothouse rhubarb	0 15
Strawberries, quart	0 60
Sauerkraut, lb.	0 04
Potatoes—	
Potatoes, per bushel	0 40
Carload lots	0 25
Jersey sweet, basket	3 50

NOVA SCOTIA MARKETS.

By Wire.

Halifax, April 1.—Halifax dealers today expected change in sugar prices. Meeting was held at refining company's office this afternoon, but no change was announced. California oranges are up fifty cents to \$5.25 and Floridas also fifty higher to \$5. Sweet potatoes are 25 cents higher, selling at \$2. American onions are down 25 cents to \$1.25 and Canadian have declined ten cents to \$1.15 per bag. Turnips are ten cents higher, selling at \$1.10 per bag. Eggs are quoted at 22 cents and butter prices still continue firm.

Apples, No. 1, per bbl.	4 00
Bacon, side, per lb.	0 19 1/4
Butter, creamery, per lb.	0 31
Cheese, per lb.	0 15
Cranberries, Cape Cod, per barrel	14 00
Currants, Vestimias, per lb.	0 08 1/2
Canned Goods—	
Corn, 2's, per doz.	1 20
Peas, 2's, per doz.	1 40
Raspberries, 2's, per doz.	2 37 1/2
Strawberries, 2's, per doz.	2 37 1/2
Tomatoes, 2's	1 40
Cornmeal, per bag	1 00 1 05
Eggs, fresh, per dozen	0 22
Flour, Ontario, 50 per cent	4 95
Flour, Manitoba best, per bbl.	6 05
Grapefruit, per case	4 00
Hams, per lb.	0 19 1/4
Lemons, per case	5 00
Oatmeal, std., per sack	2 65
Onions, Valencias, per lb.	0 02 1/4
Onions, American, per bag	1 25
Onions, Canadian, per bag	1 15
Oranges, Florida, per case	5 00
Oranges, navel, per case	5 25
Potatoes, per bag	1 00
Raisins, Cal. fancy, per lb.	0 05 0 07
Boiled oats, per bbl.	5 25
Salmon, Sockeye, per case	10 35
Sweet potatoes, per hamper	2 00
Turnips, per bag.	1 10

MANUFACTURE OF PRESERVED GINGER.

Preserved ginger, both Chinese and that from the West Indies is supposed to be prepared from the same kind of plant, but Chinese is much more tender and succulent than the West India product—so much so that it is impossible to dry the rhizomes sufficiently to render them fit for export in the usual commercial form; if it had, dried ginger would have been exported from China long ago.

In China the young green tubers, or "hands" of the plant, are first scalded, then washed in cold water and peeled. They are next covered with a weak syrup (say 1 lb. lump sugar in 6 pints of water for 12 lbs. of ginger), and left for two days. The syrup is then poured off and replaced by stronger syrup, and this is repeated two or three times until the syrup is made very thick (say 12 lbs. sugar in 12 pints water, boiled and stirred till of the consistency of virgin honey), and the ginger swollen, bright, and nearly transparent. The pieces of ginger thus charged with syrup, are then packed in jars or glass bottles as close as possible and these are next filled up to the very top with more thick syrup, so as to leave no room for air. The bottles are finally corked and the jars made airtight by pasting lids and parchment over them. The removed syrups are not lost, but fermented into a pleasant and popular beverage known as "cool drink," very agreeable in hot countries. The Chinese preserved ginger is nearly all prepared at Canton and Hong Kong.

The best preserved ginger is of bright yellow color, almost transparent, consisting of the young and tender tubers only.

ALL ORDERED PRUNES.

Dick, a boy in a grocery store, says an exchange, faithful, active, was always "on the job." One day the employer who had been away returned, glanced at the clock and laughed. Little Dick had obtained from a circus poster the head of a grinning ducky. He cut it out, pinned a flaming red necktie under the fellow's chin, printed a sign and placed the words as coming from his mouth—

Ten pounds of prunes for one dollar—The negro had "the smile that never comes off." Everybody that looked laughed and most ordered prunes. Dick had initiative and it impressed his employer who encouraged its growth, and so Dick went up, up, up, head salesman, buyer, manager, partner. That is a true story.

TRADE NOTES.

A. H. Jones, grocer, Vancouver, has sold out.

"We trust in God, but in nobody else," is a display card noticed recently in a Hamilton, Ont., grocery store.

The fellow who always has his hand out is apt to invest the proceeds in four fingers.

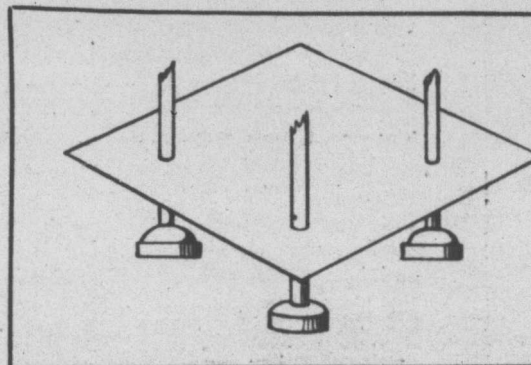
Mr. Kiely, of O'Loane, Kiely & Co., Ltd., Vancouver, B.C., left for Victoria last week in order to take charge of the branch office recently opened by the firm at that point. The head office will continue to be under the personal direction of Mr. O'Loane. This firm has only been in business in Vancouver for a few months. It specializes in canned goods, dried fruits, and canned salmon, selling direct to the wholesale houses. In the near future Mr. O'Loane will visit the East in the interests of his firm.

A MOVING DEVICE.

A motion device serves to give an original effect in many cases. Of course, the idea of motion in connection with window displays is not new by any means. It has been tried with the best results in practically all kinds of windows.

The accompanying plan shows how three moving pedestals can be placed in the window. These pedestals will carry objects of heavy weight and original effects can be secured in this way.

The motion is supplied by the simplest of devices. The pedestals run through holes in the floor and are operated by clock work. Even when heavy articles are turned, the mechanism has been found to work smoothly and regularly.



A device for operating moving objects in a show window. This shows the pedestals running through floor of window to cellar, where they are operated by clock-work. A most effective device.



Opening of Navigation Helps Trade

Puts Toronto in Line for Exporting Flour—Orders Booked for Future Delivery—Buyers in Montreal Hold Off and Refuse to Stock Up—Cereals Dull—Price Cutting in States Puts Canadian Dealers Totally Out of Line for Export—Increasing Demand for Mill Feeds—Shorts Firmer.

Opening of navigation—which will be general on the 15th—has greatly stimulated business so far as Toronto dealers are concerned, but Montreal millers report that buyers are still running on hand-to-mouth basis and refusing to stock up. Export demand for Canadian flour has shown much improvement, past week having been heaviest on record for some time. Orders booked ahead now are great enough to keep millions going for some time, running at present rate.

So far as prices are concerned market is altogether without feature. One dealer a few days ago stated: "There hasn't been a change in the wheat market in the last three months to warrant a change in flour prices. During December prices did fluctuate a little, but since that have been continually steady. I don't know when I have seen three months so featureless."

Price war in the States has placed Canadian millers totally out of line for export of cereals, and as result trade has been dull and unsatisfactory.

Mill feeds appear to be the only line in which there is any activity. Season is now opening up for both bran and shorts, and as result demand during past week has shown quite marked increase. Shorts rule firm, and are now expected to gradually lead away from price of bran.

MONTREAL.

FLOUR.—The reduction in freight rate following on the opening of navigation seems to be held up by country buyers as a very good reason for not putting in heavy stocks of flour. They are adopting a waiting policy, and this is not pleasing the millers, who admit that demand is not what it should be.

Winter wheat flour is in good demand, supplies being none too heavy locally. Ontario farmers are not delivering much wheat to the millers, it is said.

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

ROLLED OATS.—A moderate amount of business is being done, though prospects are that huge trade will be doing shortly. Export business has been pretty good at unchanged prices. Cornmeal demand is also good; in fact, somewhat better than of late.

Cereals—		
Rolled oats, in 25 sack lots	2 05	2 25
Rolled oats, in single bag lots.....	2 20	2 35
Rolled oats, in bbls.....	4 35	4 60
Standard oatmeal, in single bag lots.....	2 25	2 30
Granulated oatmeal, in single bag lots.....	2 25	2 30
Fine oatmeal, in single bag lots.....	2 25	2 30
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	2 00	2 15
Hominy, in 95 lb. sacks	1 85	2 05
Cornmeal, in 95 lb. sacks	1 85	2 05
Rolled oats, in cotton sacks, 5c more.		

MILLFEED.—The feeling is steady, demand both from local and country buyers being above the average. Prices show no change, though activity in the wheat moulee market may bring about a slight upward movement.

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

TORONTO.

FLOUR.—Domestic trade during past week has been rather heavier than usual owing to boats fitting out for opening of navigation. For export, Toronto has been completely out of line for some time, but now with opening of navigation and lake and rail freight reducing expenses, many orders are now being taken for delivery after April 15. Trade as yet is not heavy, but a good start has been made. Dealers look forward to reduced freight rates increasing demand very considerably.

Manitoba Wheat.		
1st patent, in car lots, 100 bbl. bags.....	5 40	5 40
2nd patents, in car lots, per bbl.....	4 90	4 90
Strong bakers, in car lots, per bbl.....	4 70	4 70
Feed flour, in car lots, per ton	25 00	25 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption....	4 70	4 90
Patents, 90 p.c., domestic consumption....	4 35	4 55
Straight roller, domestic consumption....	4 25	4 45
Blended domestic consumption	4 25	5 15

CEREALS.—Cereal export trade has been rather unsatisfactory during past

few weeks owing to a price war in the States. At present Toronto is fully 1s 6d higher than the Southern market, so that practically no business is being accomplished. Domestic trade holds firm, but as one dealer states, is "nothing to boast of." Cornmeal continues altogether without change.

Rolled oats, small lots, 90 lb. sacks.....	2 15
Rolled oats, 25 bags to car lots	2 05
Standard and granulated oatmeal, 95-lb. sk., small lots	2 35
Rolled wheat, 50 lb. boxes	1 50
Rolled wheat, small lots, 100-lb. bbls.....	2 75
Rolled wheat, 5 barrel to car lots.....	2 65
Cornmeal, 95 lb. bags, 25 bag lots, best quality	1 70
Cornmeal, 95 lb. bags, 25 bag lots, coarser grades	1 50
Rolled oats in cotton sacks, 5 cents more.	1 65

MILL FEEDS.—Rather a better demand is being felt for bran than week ago, and now good business is being accomplished. Shorts, too, are beginning to move freely, and if anything have taken on slightly firmer tone. One miller states: "If any mill feed does advance it will likely be shorts. But there is now a fair amount of stuff in the country, so that we don't look for any immediate advance over \$22." Season for both bran and shorts is now opening up, and it is expected that in a couple of weeks trade will be much brisker than at present.

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

WINNIPEG.

FLOUR AND CEREALS.—The domestic trade in flour and cereals is quite brisk and mills report an improved export enquiry. The grain trade and its products have assumed a healthier tone, and a general feeling prevails that prices will steadily advance.

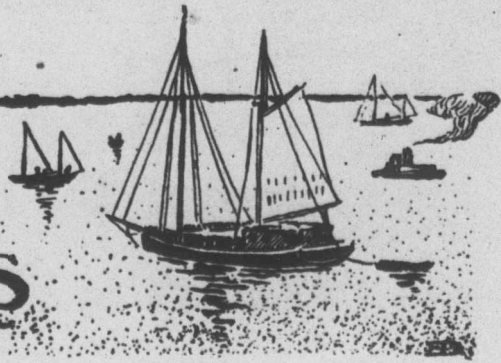
Flour—	
Best patents, per bbl.	5 40
Seconds, per bbl.	4 90
Bakers', per bbl.	4 90
Rolled Oats—	
Rolled oats, 90 lbs.	1 75
Standard granulated, 95 lbs.	2 25
Cornmeal, sack, 95 lbs.	1 75
Wheat granules, 95 lbs.	2 05
Bales, 10c	3 05

Tired Tim—See them suffragettes? They are walking to Washington.

Dusty Dick—Yep. After invadin' all the other lines of trade, women are puttin' the tramp business on the bum!—Puck.



FISH & OYSTERS



Dealers Look to Fresh Fish to Boost Trade

Fresh Herring Expected Almost Any Day Now—Good Catches of Haddock Reported at Coast—Opening of Navigation Expected to Increase Trade—Stocks of Frozen Lines Well Cleared Up—Dealers Hold Back Awaiting Arrival of Fresh.

More favorable weather conditions at the coast during past week have permitted fishermen to reach fishing grounds and make good catches. Demand for all fish has fallen off considerably since Easter, but this is most marked in frozen, smoked, and salted lines. Inquiry for fresh keeps pretty firm, and dealers are awaiting the arrival of these in large quantities to build up demand again. While even a better trade than was expected is being accomplished this week, still now that frozen stocks have been pretty well cleaned up there is a tendency to hold back until new lines come in. With opening of navigation and fresh supplies trade is expected to pick up materially.

Oysters are moving rather slowly, little interest being taken in pushing sales.

MONTREAL.

FISH.—Salmon is now being asked for freely, and, while the demand has dropped off to a considerable extent for all lines, yet fresh fish has sold freely, and it is expected that there will be no material decrease in this line. Oysters are not moving any too freely, while all fish are arousing little interest.

FRESH AND FROZEN.

Black Sea bass, per lb.	0 12
Bluefish, fancy, per lb.	0 13
Barbotte (dressed), bullheads, per lb.	0 10
Market cod, cases, 250 lbs., per lb.	0 05
Less than case	0 05 1/4
Steak cod, per lb.	0 06
Tom cod, new, per bbl.	1 25
Flounders, per lb.	0 04
Haddock, per lb., frozen	0 04
Haddock, fresh, per lb., by express	0 05 1/4
Halibut, fresh, per lb.	0 13
Herring, frozen, per 100 fish, medium	1 50
Herring, large, per 100 lbs.	2 25
Mullets, per lb.	0 10
Mackerel, per lb.	0 07
Pike, dressed and headless, per lb.	0 06
Pike, round	0 10
Perch, dressed	0 09
Smelts, fancy	0 12
Smelts, No. 1, per lb.	0 08
Salmon, fancy spring, per lb.	0 14
Salmon, red, B.C., per lb.	0 10
Salmon, Gaspe, per lb.	0 07 1/2
Salmon, Qualls, per lb.	0 07 1/4
Trout, lake, per lb.	0 12
Whitefish, large, per lb.	0 10
Whitefish, small, per lb.	0 07
Weakfish, fancy	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb. 0 06

Dry Pollock, 100 lb. bundle, per bundle	6 00
Acadia pure cod tablets, 20 lb. boxes, per lb.	0 10 1/4
Halifax pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	0 07 1/4

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1.	7 00
New Labrador herring, per bbl.	5 00
New Labrador herring, per half bbl.	2 80
No. 1 mackerel, 20 lb. kits	1 75
No. 1 mackerel, half bbls.	7 00
Lake trout, kegs	7 00
No. 1 green haddock, per 200 lbs.	5 00
Salt eels, per lb.	0 06 1/2
Salt sardines, bbls., 200 lbs.	6 00
Salt sardines, half bbls.	3 00
Scotch herring	7 25
Holland herring, bbl.	10 00
Holland herring, half bbl.	6 00
Holland herring, keg	0 70
Bonless new herring, per lb.	1 80
Labrador salmon, 10-lb. boxes	15 00
Labrador salmon, bbl.	8 00
Labrador salmon, half bbl.	9 00
Sea trout, half bbl.	6 00

SMOKED.

Bloaters, box	1 00
Yarmouth bloaters, fancy, per box	1 25
Haddies, extra fancy, per box	0 11
Haddies, fancy, fresh cured	0 06
Haddies, regular	0 06
Filleta, fancy, fresh cured, lb.	0 12
Filleta, regular, lb.	0 11
Herring, new, smoked, per box	0 13
Kippers (small), per box of 50 fish	1 00
Smoked salmon, per lb.	0 23
Boneless smoked herring, 4 lb. boxes, lb.	0 10

SHELL FISH.

Solid meats—Standards, gal., \$1.70; selects, gal.	1 80
Bulk standards, gal., \$1.40; selects	1 60
Cape Cod Shell Oysters—	
Medium size, per bbl.	8 00
Boiled lobsters, per lb.	0 35

TORONTO.

FISH.—Trade in fish still keeps fairly brisk, and is reported by one dealer as much better than expected for season. Fresh caught fish are expected in quantities at any time now, and in expectation of these dealers are reducing stocks of all frozen lines. Fresh herring are expected any day, which will open season fully two weeks earlier than year ago. Demand for shad has practically disappeared with Easter week, and snappers, brought in only as specials for Easter, are now off market.

FROZEN FISH.

Qualla salmon, per lb.	0 06
Halibut, per lb.	0 12
Pickrel, per lb.	0 09
Restiguse salmon, per lb.	0 20
Sea herring, per 100	1 50
Trout, per lb.	0 11
Cohee salmon, per lb.	0 12
Whitefish, per lb. straight	0 10

FRESH CAUGHT FISH.

Haddock	0 07
Halibut, per lb.	0 14
Live lobsters, per lb.	0 50
Roe shad, each	1 75
Steak, cod	0 10

SMOKED.

Ciscoes, per basket	1 00
Ciscoes, per box of 15 lbs.	1 50
Finnan haddie	0 07 1/2
Kippers	1 25
Smoked bloaters, 60s	1 25
Smoked fillets	0 12

PREPARED.

Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06 1/4
Shredded cod, 2 doz. pkgs. to box	2 25
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80
Labrador trout, per keg	0 85
Scottish herring, Loch Fyne, per kit.	1 00
Oysters—	
Selects, per gallon	1 75
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	1 70
Straights, 5 gal. lots	1 65
Shrimps—	
1 gallon cans	1 25
2 gallon cans	2 40
3 gallon cans	4 60
Extra, per lb.	0 15
Smelts—	

HALIFAX.

FISH.—There has been marked improvement in fresh fish situation during past week. With more favorable weather conditions fishermen were able to reach fishing grounds, and as result some good catches have been landed at principal points along coast. Fish taken were mostly haddock.

Local dealers report a heavy falling off in demand for fresh since close of Lenten season. Lobster situation shows but little improvement, there being general scarcity at all sections along coast.

WINNIPEG.

FISH.—Fresh herrings and halibut seem to be much in favor among Winnipeg consumers. It is certain that consumption of sea fish is steadily increasing and at a ratio much faster than could be accounted for by increase in population. Oysters are quieter as the season draws to a close.

Fish—

Oysters, per gallon	2 75
Fresh salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 09 1/4
Fresh pickrel	0 05
Block cod	0 10
Haddock	0 05
Finnan haddies, keg	0 75
Holland herring	0 05
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 20
Labrador herring	4 20
Fresh trout	0 12

W. Tetley Jones, of Joseph Tetley & Co., Ltd., London, England, is visiting the Canadian branch of this firm, and expects to be in Canada two or three months.

Enormous Sales of Fish Made in One Day

Example of What Can Be Done By a Retailer Who Gets Behind This Important Line—List Showing Varieties Sold and Quantities of Each—About Four Ton In All Sold In One Day.

To the dealer with up-to-date methods of handling fish, and with a knowledge of the business, the fish trade proves very profitable. Those who are actually energetically engaged in the business state that the fish trade is rapidly increasing, that it is much better than last year, and has shown steady growth for several years. Just what the reason is is hard to state briefly, but one point remains undisputed, and that is that demand is rapidly advancing and opening out greater opportunities than ever before to the man who "looks alive."

Fish Sales of a Day.

Just as an example of what can be done in the way of one day's sales the list herewith is given showing in round numbers actual quantities of various lines of fish sold by Gallagher & Co., retail fish dealers, Toronto, on Holy Thursday, which came this year on March 20.

C. Heslop, one of the salesmen, states that Holy Thursday with Good Friday are the biggest fish days during the year.

keep a week quite easily, but if taken from the ice and put in the window or outside exposed to the sun it will keep only about a day. For this reason it becomes important to arrange all window trims on ice."

In connection with their fish business Gallagher & Co. handle fresh fruits and vegetables as well. These they claim work together with fish, each tending to increase the sales of the other.

Mr. Heslop, who supplied The Grocer with the above information, is a Scotchman, born and bred in the Old Country. It was there that he learned the fish business in all its varied forms. He states: "There is a great knack in handling fish. Perhaps more skill is required in handling fish than in anything else in the grocery line." Mr. Heslop would strongly advocate separate fish departments in connection with stores. He claims that the fish trade is confined chiefly to the larger places, as the ordinary consumer is not attracted by fish when shown in connection with

pyramids. In most cases they have been staple lines, with no special features or price attraction.

In seeking exceptions to this general rule, a Grocer correspondent found two on Dundas Street, Woodstock. Poole & Company had piled their west window full of large, white cabbages, firm and attractive looking. Here was something a householder would probably not think of, unless in sight. The vegetables were not priced in the window, because price was not the attraction; it was a little between-season offering which no doubt made a hit.

Farther down the street E. J. Coles Company anticipated spring with a seed window. Some trouble had been taken to arrange the packets in strips suspended at different angles from the window ceiling. Seed packets formed the walls of a miniature house in the background, and a special price of three for 10 cents was announced.

Another Woodstock grocer has introduced a variation of the old-fashioned plan of using soap with which to write advertisements on a store window. His announcement is made in clear letters with a piece of cloth on a background of soap-painted window, and is fairly prominent, especially at night.

Halibut	1500 pounds	mostly fresh. Some frozen.
Haddock	1200 pounds	fresh.
Cod	1200 pounds	fresh.
Whitefish	1000 pounds	frozen.
Whitefish	150 pounds	fresh caught.
Salmon (salt water)	800 pounds	mostly frozen.
Trout	500 pounds	fresh.
Shad	200 pounds	fresh.
Bluefish	200 pounds	fresh.
Smelts	150 pounds	salted.
Haddie	100 pounds	smoked.
Flounders	250 pounds	fresh and frozen.
Total	7250 pounds	

List showing one day's fish sales of a Toronto retail firm.

On Thursday they sold between 3½ and 4 tons in all, made up as shown in the accompanying panel.

The list shows a total of 7,250 pounds, or somewhat more than three tons and a half. This does not include lobsters, bulk oysters, shell oysters, clams, or any of the other lines known more commonly as specialties. In all a total of approximately 4 tons was reached.

Care in Handling.

In speaking of the handling of fish, Mr. Heslop states: "One of the most important points is never to allow fish to freeze and thaw alternately, as this takes all the flavor and "goodness" out of the fish. A fish packed in ice will

groceries, and for this reason people in the country and smaller centres have not come to demand fish as the people in the cities, where more attention is given and a separate department provided.

CABBAGE AND SEED WINDOWS.

Woodstock Grocers Have Something New to Show the Public.

Woodstock, Ont., April 4.—(Special.)—Many grocery windows in Western Ontario have for the past few weeks displayed canned goods, pickles and breakfast foods, in piles, rows and



While it is probably late in the season to talk of frost on windows, yet a Montreal retailer calls attention to a condition in this regard which causes considerable loss. In many windows during the winter, he states that certain articles had been placed too close to the glass with the result that the frost which had gathered on the window during the night and thawed off in the morning had caused considerable moisture and wet. This had come in contact with the goods displayed thus spoiling or damaging them sufficiently to make them unsaleable or hard to sell.

This leak assumed large proportions in one window where it had damaged a dozen and a half of package icings. This loss could have easily have been avoided by taking a little care in placing the goods at least six inches away from the glass. Damaged goods from this source is the result of haste, thoughtlessness or carelessness.



Pineapples Arrive Freely; Tomatoes Up

Pineapple Season Opening Strong—Shipments of Car Lots Being Received—Louisiana Berries on Market—All Oranges Scarce and High—First Car of Florida Cucumbers Received on Toronto Market—Over Supply of Roots and Potatoes.

Pineapples from Port Rico are now arriving on Canadian markets in car lots. As yet they are not moving freely on account of high prices, but with excellent quality, and arriving in splendid condition it is expected that demand will soon pick up.

Strawberries have been received this week, both from Florida and Louisiana.

Oranges of all kinds are scarce and high. A great number of the large producing centres are about cleaned up so that prices are likely to continue high for the rest of the summer. Italian oranges are expected to arrive on Canadian markets shortly.

The lemon market at present is pretty much a weather market. Stocks on hand are light and those to arrive only moderate, so that prices are likely to continue firm.

Tomatoes have been advancing rapidly on primary market during past week, owing to heavy rains of week ago, having destroyed practically half of the Florida crop. Quality of those arriving now is excellent, and prices high. Conditions are likely to remain much same, with probably firmer tendency, until shipments are made from Texas and Mississippi.

MONTREAL.

GREEN FRUITS.—The market has shown more activity during past week than usual. Oranges are selling freely, although prices are a little up since last week. Lemons are steady under good demand, while Florida tomatoes are also moving well.

Apples—	
Ben Davis XXX.	3 50 4 00
Spies, first grade, per barrel	5 50
Spies, second grade, per barrel	3 25
Russets, No. 1, per barrel	5 00
Russets, No. 2, per barrel	2 75 3 00
Greenings, fancy, per box	1 00 1 25
Greenings, No. 1, per bbl.	3 00 3 25
Greenings, No. 2, per bbl.	1 75 2 75
Baldwins, per bbl.	2 75 3 25
Fancy imported, box	1 50 1 80
Bananas, crated	1 75 2 50

Cranberries	11 50 13 00
Grape fruit, Florida, case	3 50 4 25
Lemons	3 00 4 00
Oranges, California navels	3 00 4 50
Oranges, Valencia	3 75 5 00
Oranges, Mexican	1 50 2 50
Oranges, Florida	4 00 4 75
Pears, California, Winter Nellis, box 15 doz.	5 00 5 00
Pineapples, Cubans, cases of 24	4 50 5 50

VEGETABLES.—New cabbages from the South are selling freely and prices are reasonable, in fact low, compared with those asked for early shipments in former years. There is an easier tone to market all round owing to fact that supplies are more plentiful.

Asparagus, dozen bunches	7 00 9 00
Beets, old, per bag	1 00 1 00
Beets, new, per doz. bunches	1 00 1 00
Canadian oyster plant	0 50 0 50
American oyster plant	1 20 1 20
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 50 6 00
Carrots, bags	0 75 1 00
Cabbage, bbls. of 3 doz.	1 50 1 75
Cauliflower (for single cases \$2.00) double	3 00 3 50
Celery, per crate (3 to 6 doz.)	4 25 4 50
Cucumbers, per dozen	2 25 2 50
Leeks, per bunch	0 30 0 30
Peppers, green, crate	3 00 3 00
Radishes, dozen	0 50 0 50
Sweet potatoes, basket	2 50 2 50
Potatoes—	
Green Mountains, car lots, per bag.	0 65 0 67 1/2
Quebec grades, car lots, per bag.	0 60 0 62 1/2
Quebec grades, small lots, per bag.	0 55 0 55
Spinach, bbl.	3 00 3 00
Tomatoes, Florida, fancy, per case	3 25 3 25
Tomatoes, Florida, choice, per case	2 50 2 50
Tomatoes, hot house, lb.	0 25 0 25
Turnips, per bag	0 50 1 00
Egg plant, doz.	2 50 2 75
Boston lettuce, crates, 2 doz.	1 75 2 00
Curly lettuce, crates, 4 doz.	1 75 2 00
Strawberries, qt.	0 50 0 65
New potatoes, 5c lb. or, bbl.	7 50 8 00
Horse radish, lb.	0 15 0 15
Garlic, bunch	1 00 1 00
Water cress, per doz. bunches	1 50 1 75
Rhubarb, per doz. bunches	3 00 3 50
Mushrooms, basket of 4 lb.	0 30 0 30
French Indive, per lb.	0 30 0 30
Artichokes, Canadian, bag	2 00 2 00

TORONTO.

GREEN FRUITS.—First Louisiana berries are now on market, selling at 15 cents per pint. These are arriving in splendid condition and show good firm quality. Pineapples too are being brought in by car lots, but as yet have not begun to move freely, owing to high prices. Lemons have advanced slightly and are likely to hold firm at present quotations. Stocks locally are light.

Business on whole is very satisfactory, but no great rush has as yet set in.

Apples—	
Spies, first grade, per barrel	3 50 4 00
Spies, second grade, per barrel	2 50 3 25
Russets, No. 1, per barrel	3 25 3 50
Russets, No. 2, per barrel	2 75 3 00
Greenings, fancy, per box	1 00 1 25
Greenings, No. 1, per bbl.	3 00 3 25
Greenings, No. 2, per bbl.	1 75 2 75
Baldwins, per bbl.	2 75 3 25
Fancy imported, box	1 50 1 80
Artichokes, Canadian, bag	1 75 2 00
Bananas, per bunch	1 75 2 00
Cocoanuts, per sack of 80	1 75 2 00
Grapefruit, Florida, sizes 54, 64 and 80, case	3 50 4 25
Grapefruit, Jamaica, all sizes, per case.	3 00 4 00
Lemons, Messina	4 00 4 00
Limes, per box of 100	1 50 1 50
Oranges, Florida, ordinary case	4 00 4 25
Oranges, Florida, Valencia, case	4 50 5 00
Oranges, California navels, per case	4 25 4 50
Oranges, bitter, case (200 and 160)	2 25 2 50
Oranges, Valencia, ordinary, 420c, case.	3 75 3 75
Oranges, Valencia, large, 420c, case.	4 75 5 00
Oranges, Valencia, 714c, case	5 25 5 25
Pineapples, per case	4 00 5 00
Pears, Cal., 1/2 boxes (35 to 50)	2 50 2 50
Pears, Cal., full boxes (150 to 200)	3 00 3 50
Strawberries, per quart box	0 45 0 55
Strawberries, Louisiana, box of 2 doz pints	3 00 3 00

VEGETABLES.—First car of Florida cucumbers arrived on Tuesday. This, it is stated, is the earliest that cucumbers have ever arrived in Toronto in car lots, it generally being nearer the middle of April before they appear. Florida cabbage, quoted week ago, has again disappeared on account of high freight rates. Cauliflower is scarce and hard to get at prices quoted. Boston cucumbers are likely to drop considerably on account of arrival of Floridas. All roots and potatoes are weak and with overstocked markets, and farmers anxious to rush in their stocks, whole market is pretty sick.

Beans, wax and green, hamper	5 00 6 50
Beets, per bag	0 60 0 75
Beets, imported, per doz.	1 00 1 00
Brussel sprouts, per quart box	0 25 0 25
Carrots, per bag	0 35 0 45
Carrots, imported, per doz.	0 75 0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75 1 00
Cabbage, Charleston, new, crate 5-6 doz.	2 25 2 50
Cauliflower, hamper of 15	2 00 2 25
Cauliflower, hamper of 25	3 25 3 50
Celery, Florida, per case	3 50 3 75
Celery, California, bunch of dozen heads	1 25 1 25
Chicory, doz.	0 75 0 75
Cucumbers, Boston, hot house doz.	2 50 3 00
Cucumbers, Florida, hamper	4 50 5 00
Egg plant, per crate of 20 to 25	3 50 4 00
French Indive, case of 16 to 17 lbs.	5 50 5 50
Lettuce, doz. bunches	0 30 0 40
Lettuce, Boston heads, hamper	3 50 4 00
Mushrooms, per lb.	0 55 1 00
Onions—	
Spanish, per crate	2 25 2 50
Canadian onions, 75 lb. bag	0 60 0 75
Onions, green, imported, per doz.	0 15 0 15
Peppers, green, basket	0 50 0 50
Peppers, green, hamper of 6 boxes	2 50 3 00
Parsley, large bunches, doz.	0 50 0 75
Parwispa, per bag	0 50 0 50
Potatoes, Ontario, per bag	1 00 1 05
Potatoes, New Brunswick, per bag	1 00 1 05
Potatoes, new, Bermuda, hamper	3 00 3 00
Potatoes, new, Bermuda, barrel	3 50 3 50
Radishes, hamper	2 50 2 50
Rhubarb, according to size, doz. bunches	0 55 1 00
Spinach, per bbl.	2 25 2 50
Spinach, per hamper	0 75 1 00
Turnips, per bag	0 50 0 50
Tomatoes, hot house, per lb.	0 50 0 55
Tomatoes, Florida, case	3 25 3 25
Sweet potatoes, 50 lb. hamper	1 75 2 00
Water cress, per doz. bunches	0 25 0 25



Produce & Provisions



Firmness Still Rules in Provision Market

Prices on Many Lines Advance Half Cent in Toronto—Trade Depends Almost Entirely on New Makes in Butter For Supply—Finest Quality Scarce—Weather Market in Eggs—New Makes in Cheese Expected to be as Heavy as in Previous Years.

During the past week demand for provisions has been fairly brisk, but otherwise market has been met. Light receipts of hogs together with steadily advancing prices have maintained all prices and manufactured articles, and in some cases caused an advance. Whole market holds quite firm with upward tendency. Demand is expected to increase as soon as heavy stocks ordered by retailers at Easter have been worked off.

The scarcity of fine and finest makes in butter reported during the past couple of weeks is still quite pronounced, and as result available stocks in these are bringing high prices. Storage stocks have been pretty well reduced so that all trade is turning to new makes for supply. After a week or two the situation is expected to be much easier, even to lower prices being effected.

Stocks of old cheese for sale have been pretty well worked off, and some interest is now beginning to be shown in new fodder cheese. With butter prices ruling high opinion has been that new makes will be lighter than in former years, but latest advices from some of the larger cheese centres both to the East and West, speak of an early season and fully as large a make as at corresponding season year ago.

Egg market still shows downward tendency. Only bad weather and bad roads, it is reported, are keeping up the market, as eggs are in the country in large quantities if farmers could only market them.

MONTREAL.

PROVISIONS.—Prices for all lines are fully maintained, but buying in some lines such as smoked meats is limited, because fairly good stocks seem to be held by the trade as a result of over-buying for Easter. Lard is in fair demand, also some activity being shown,

but not enough to make any alteration in prices.

Long clear bacon, heavy lb.	0 15½	
Hams—		
Extra large sizes, 28 to 40 lbs., per lb....	0 15½	0 18
Large sizes, 20 to 28 lbs., per lb.	0 15½	0 17½
Medium sizes, 15 to 19 lbs., per lb.	0 15	0 17
Extra small sizes, 10 to 14 lbs., lb.	0 19	0 19½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18	0 18
Bone out, rolled, small, 9 to 13 lbs., lb.	0 21	0 21
Breakfast bacon, English, boneless, lb.	0 22	0 22
Windsor bacon, skinned, backs, lb.	0 23	0 23
Spiced roll bacon, boneless, short, lb.	0 15½	0 15½
Picnic hams, 6 to 12 lbs.	0 15½	0 15½
Ham, cooked, per pound	0 25	0 25
Wiltshire bacon (50 lb. sides)	0 18	0 18
Cottage rolls, small, about 4 lbs.	0 18	0 18
Hogs, live, per cwt.	19 25	19 25
Hogs, dressed, per cwt.	15 00	15 00
Pure Lard—		
Boxes, 50 lbs. net, per lb.	0 14½	0 15
Cases, tins, each, 10 lbs., per lb.	0 15½	0 15½
Cases, tins, each 5 lbs., per lb.	0 15½	0 16
Cases, tins, each 3 lbs., per lb.	0 15½	0 16
Pails, wood, 20 lbs. net, per lb.	0 15	0 15
Tubs, 50 lbs. net, per lb.	0 14½	0 15½
Tierces, 375 lbs., per lb.	0 14½	0 14½
One pound bricks	0 15½	0 15½
Compound Lard—		
Boxes, 50 lbs., per lb.	0 09½	0 10
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10½	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09½	0 09½
Tubs, 50 lbs. net, per lb.	0 09½	0 10½
Tierces, 375 lbs., per lb.	0 09½	0 09½
One pound bricks, 60 lbs. to case	0 11½	0 11½
Pork—		
Heavy Canada short cut mess, bbl., 25-45 pieces	27 50	28 00
Canada short cut back pork, bbl., 45-55 pieces	27 00	27 00
Heavy short cut clear pork, bbl.	27 50	27 50
Clear fat backs, per lb.	27 50	27 50
Heavy flank pork, bbl.	25 00	25 00
Dry Salt Meats—		
Green bacon, flanks, lb.	0 15½	0 15½
Plate beef, barrel 100 lbs.	10 00	10 00
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.	0 25	0 25
Headcheese, per lb.	0 15	0 15
English brawn, per lb.	0 17½	0 17½
Jellied hock, 6 lb. tins, per tin	0 75	0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.	0 07	0 07
Tripe, in kits of 25 lbs., per lb.	0 06	0 06

BUTTER.—The situation shows more strength this week as a result of many inquiries from nearby States centres lower grades have been pretty well disposed of, and higher grades are not overplentiful.

Creamery blocks, Sept. and Oct. make... 0 25½
 Dairy tubs, lb. 0 25
 Creamery, winter made 0 25½
 New Zealand 0 22 0 23

EGGS.—Market remains steady under a good demand following on decline last week in new laid. Receipts of new laid are becoming heavier and a further drop may take place at any time. Storage eggs have been reduced to a minimum. New laid eggs, per doz. 0 25

CHEESE.—Situation has remained pretty much unchanged of late. Demand

has also been more steady at firm quotations. But the price of butter which seems likely to stay at present high level, may bring about a decrease in make for the simple reason that factories will give the preference to butter. The stock of cheese in Montreal on the first of March was 35,050 boxes, but heavy exports have reduced this by two-thirds.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14½	0 15½
¼ Twin	0 15	0 15
Stilton	0 15	0 15

POULTRY.—Prices are unchanged, with supplies a little more plentiful. There does not seem to be any great interest taken in the line at present.

Poultry, Dressed—	0 25
Turkeys, per lb.	0 25
Ducks, per lb.	0 25
Chickens, per lb.	0 19
Fowls, per lb.	0 17
Geese, per lb.	0 14
Milk fed chickens, per lb.	0 24

TORONTO.

PROVISIONS.—“In the city,” says one dealer, “provisions are going well enough, the trade holding right up, but in the outlying points trade has not yet become quite so brisk.” An advance of ½ cent, and of 1 cent on finest cuts, has been made this week on light and medium hams and on backs. Some dealers have also advanced prices ½ cent on large hams, and bacons. Market continues quite firm both for meats and lard in sympathy with high prices of hogs. Extra heavy long clear bacon is now practically off market as no extra heavy hogs are offering.

Smoked Meats—	0 15½
Light hams, per lb.	0 15
Medium hams, per lb.	0 17
Large hams, per lb.	0 18½
Backs, plain, per lb.	0 22½
Backs, pea meal	0 22
Breakfast bacon, per lb.	0 19
Roll bacon, per lb.	0 15½
Shoulders	0 13½
Pickled Meats—	0 13½
Heavy mess pork, per bbl.	22 00
Short cut, per bbl.	27 00
Cooked hams	0 25
Long clear bacon, light	0 15
Long clear bacon, heavy	0 14½
Lard, tierces, per lb.	0 14½
Lard, tubs, per lb.	0 15½
Lard, pails, per lb.	0 15
Lard, compounds, per lb., tierces	0 09

Not only has Mr. Whitehead's business career been among the very longest in town, but it has also been amongst the most successful that Walkerton has produced. In fact the Whitehead family have played a prominent and most important part in the business life of the town.

Having sold his general store in Dunkeld, the late Thomas Whitehead, head and author of the family, came here in 1877 and erected the large three storey brick block, in which the Merchants Bank is now located. Here he established a large general store and also launched the hardware business now controlled by David Traill. In this store of goods which has since been a successful store in view of the fact that it was the first store occupied by Goad & McKay. From that day until the present time he has been continuously connected with the town.

Fresh creamery print	Per lb.	0.34	0.35
Creamery solids	.....	0.31	0.32
Creamery prints, per lb.	.....	0.31	0.32
Farmers' separator butter	.....	0.28	0.29
Dairy prints, choice	.....	0.26	0.27
Dairy solids	.....	0.25	0.26

EGGS.—Towards latter end of last week egg market stiffened considerably, owing to storms and bad roads cutting down offerings. Prices fell as high as 25 and 26 cents, but are now falling rapidly and are expected to reach 22 or 23 cents in a few days.

CHEESE.—Cheese situation continues to hold firm, owing to good export inquiry. Stocks are becoming prettier well reduced, and whole market is in a better condition.

Old, large	.....	0.15	0.16
Old, small	.....	0.14	0.15
New, large	.....	0.14	0.15
New, small	.....	0.13	0.14

POULTRY.—Heavy stocks of frozen birds have tended to keep prices down, which would otherwise have been with warmer weather. Owing to the approach of the Jewish Passover local demand for live fowl has very greatly increased. Market remains firm with unchanged prices.

HONEY.—Stocks in honey are becoming pretty well cleaned up. Some bulk honey is still on market, but small pails and comb honey have practically disappeared.

OLD WALKERTON GROCER SELLS.—The Business There For More Than Thirty Years.

Walkerton, Ont., Apr. 3.—One of the oldest merchants in this town, James Whitehead, by name, has disposed of his general business. He has been here for the past 31 years.

the grocer business. On the death of his father, Mr. Whitehead, some thirteen years ago, he took over the business with J. B. Hether, and after some years conducted a general store under the name of Whitehead and Hether. He was dissolving after eight years of business, when Mr. Whitehead took over the business and later added ready-made clothing and boots and shoes, all of which are now scheduled to pass into the hands of the new purchaser, T. R. Murdoff, of Toronto. The proposed close of this long business career here, and the removal of the Whitehead sign from the mercantile section of the town will be something of an epoch in the history of Walkerton. Mr. Whitehead has not yet decided where he will locate, but for the present will reside for a time here.

During the past week demand for provisions has been fairly brisk, but other prices are not enough to make any alteration in prices.

Displaying Provisions Now Good Business

A New Window Display of Andrew Thompson, King Street, Toronto, which has attracted considerable attention of the passers-by.

With coming warmer weather, and desire on the part of the housewife to have ready with her for the increasing demand for smoked and cooked meats and prepared meats of all kinds. Especially is this true just now, as the Lenten season is just over, and, from the weather conditions, demand is tending to increase.

In the store of Andrew Thompson, retail provision and fruit dealer, King Street, Toronto, special attention has been given to displaying provisions during the past two weeks. A quite an attractive window display was presented. The background of the window was formed of rows of sides of leanless breakfast bacon and hams. On a tier of shelves in the bottom of the window were neatly arranged spare ribs, smoked ham, backs, and rolls, farmers' sausage, summer sausage, black and white puddings, and some dry salt pork. These were brightened up considerably by the introduction of a few greens and a few bottles of olives and catsup.

Mr. Thompson places special value on his window. Situated as he is right by the line many people passing in the car note the display, and either order by phone or call to see the goods later. Mr. Reynolds, one of the sales staff, states that very often after a display has been removed from the window customers will come in stating that they had seen certain lines displayed.

Special importance is placed on giving prominence to the name of the store, and to this end the name Andrew Thompson is painted in large letters right across each window. This, it is claimed, makes the name so prominent that people passing either in the car or on the street, and attracted by the display at once associate the goods with the store.

Herbert Collings & T. M. Collings & Co. spice merchants, of Philip Lane, London, E.C., England, is in Canada on a business trip. Halifax, St. John, Quebec, Montreal, Toronto, Hamilton, London and New York are on his itinerary. Land is in active activity being shown.

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

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

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

Drop a card to-day.

NICHOLSON & BAIN, Wholesale Commission Merchants
and Brokers
HEAD OFFICE, - WINNIPEG, MAN.
BRANCHES, REGINA SASKATOON EDMONTON CALGARY

HAMS and BACON

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

"Star Brand"

Cured under Government inspection by

F. W. FEARMAN CO.
LIMITED
HAMILTON

Established 1854.

Try Us on BULK MINCE MEAT

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

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

W. H. GILLARD & CO.

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

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

Cartons— Per doz.
No. 1, 1-lb., 4 dozen 2 40
No. 1, 1-lb., 2 dozen 2 90
No. 2, 5-oz., 6 dozen 0 80
No. 2, 5-oz., 3 dozen 0 85
No. 3, 2½-oz., 4 dozen 0 45
No. 10, 12-oz., 4 dozen 2 10
No. 10, 12-oz., 2 dozen 2 20
No. 12, 4-oz., 6 dozen 0 70
No. 12, 4-oz., 3 dozen 0 75

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.80.
White Swan Barley Crisps, per doz., \$1.

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

F. COWARD,

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

DOMINION CANNERS.

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

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry 0 12
Black currant 0 13
Raspberry 0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—
Perfection, 1-lb. tins, doz.. 4 40
Perfection, ½-lb. tins, doz. 2 35
Perfection, ¼-lb. tins, doz. 1 25
Perfection, 10c size, doz... 0 90
Perfection, 5-lb. tins., per lb.0 35
Soluble, bulk, No. 1, lb... 0 20
Soluble, bulk, No. 2, lb.0 18
London Pearl, per lb. 0 22
Special quotations for Cocoa in barrels, kegs, etc.

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

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

Icings for Cake—

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

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 25
Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil Wafers, No. 2, 5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box 0 55
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPS'S.

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

JOHN P. MOTT & CO.'S.

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

Elite, 10c size (for cooking) dozen 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
" breakfast cocoa, ¼'s and ½'s 0 36
" No. 1 chocolate 0 30
" Navy chocolate, ½'s .. 0 26
" Vanilla sticks, per grs 1 00
" Diamond chocolate, ¼'s 0 24
" Plain choice chocolate liquors 20 30
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

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

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

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.
Preserved— Per Case
Eagle Brand, ea. 4 doz.... \$6 00
Reindeer Brand, ea. 4 doz. 6 00
Silver Cow Brand, ea. 4 ds 5 40
Gold Seal Brand, ea. 4 doz 5 25
Mayflower Brand, ea. 4 doz 5 25
Purity Brand, ea. 4 doz... 5 25
Challenge Brand, ea. 4 doz 4 75
Clover Brand, ea. 4 doz.... 4 75
Evaporated (Unsweetened)—
St. Charles Brand, small, ea. 4 doz. 2 00
Peerless Brand, small, ea. 4 doz. 2 00
St. Charles Brand, Family, ea. 4 doz. 3 00
Peerless Brand, Family, ea. 4 doz. 3 00
Jersey Brand, Family, ea. 4 doz. 3 00
St. Charles Brand, tall, ea. 4 doz. 4 60
Peerless Brand, tall, ea. 4 doz. 4 60
Jersey Brand, tall, ea. 4 doz. 4 50
St. Charles Brand, Hotel, ea. 2 doz. 4 75
Peerless Brand, Hotel, ea. 2 doz. 4 25
Jersey Brand, Hotel, ea. 2 doz. 4 25
St. Charles Brand, gallons, each ½ doz. 4 75
"Reindeer" Coffee & Milk, ea. 2 doz. 5 00
"Regal" Coffee and Milk, ea. 2 doz. 4 50
"Reindeer" Cocoa & Milk, ea. 2 doz. 4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co. Per Case.
Canada First Baby Evaporated Milk 2 00
Canada First Family Evaporated Milk 3 00
Canada First Medium (20 oz.) Evaporated Milk... 4 50
Canada First Hotel Evaporated Milk 4 25
Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
Canada First Condensed (sweetened) 5 25
Rose Bud Condensed Milk 5 15
Beaver Condensed Milk ... 4 80

ROYAL BAKING POWDER



Absolutely Pure
The only baking powder
made with Royal Grape
Cream of Tartar
No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

BRAND'S POTTED MEATS

Leading Lines:

Bloater Paste,
Chicken and Ham,
Chicken and Tongue,
Ham and Tongue,
Tongue,
Turkey and Ham,
Turkey and Tongue,

There is nothing nicer for breakfast, lunch, supper, picnic sandwiches, than Brand's quality preparations. They are always found to be delicious in flavor and of guaranteed purity.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.
MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & GILKISON, VANCOUVER

Leading Lines:

Anchovy Paste
Salmon and Anchovy
Salmon and Shrimp,
Shrimp,
Turkey,
Chicken,
Game, Etc.



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 33
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26 1/2
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffees.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

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

MINTO BROS.

MELAGAMA BLEND.

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

BRANSON'S SHERIFF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size\$1.50 per doz., net
Large size\$3.00 per doz., net
In 3 dozen free cases. Freight paid on 1/2 gross order.

CEREALS.

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

Post Toasties—No. T3, \$2.85.

Postum Cereal—No. 6, \$2.25; 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 1/2 doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40

MacLaren's Canada Cream—

Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2 1/2 oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.

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

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

BASSIN DE VICHY WATERS.	
La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s.	7 50
Claret, pts., Crown, 50s.	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champanoise, qts., Cork, 50s	8 00
Champanoise, pts., Cork, 50s	5 50
Champanoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicolas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

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

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07 1/2
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

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

Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p ..	5 90
Motts Golden Russett—	

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

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

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

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

MINERVA PURE OLIVE OIL.

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

CANNED HADDIES, "THIS-TLE" BRAND.

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

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

BOAR'S HEAD LARD COMPOUND.

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

F.O.B. Montreal.

MARMALADE. SHIRRIFF BRAND.

"SHREDDED."	
1 lb. glass (2 ds case). \$1.00 \$1.80	
2 lb. glass (1 ds case). 2.20 3.00	
4 lb. tin (1 ds case)... 5.50 5.25	
7 lb. tin (1/2 ds case).. 8.00 8.25	
"IMPERIAL SCOTCH."	
1 lb. glass (2 ds case). \$1.00 \$1.55	
2 lb. glass (1 ds case). 2.90 2.70	
4 lb. tin (1 ds case)... 4.80 4.65	
7 lb. tin (1/2 ds case).. 7.75 7.50	

MUSTARD. COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., 1/4-lb.	1 40
D. S. F., 1/2-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., 1/4-lb.	0 35
F. D., 1/2-lb.	1 45
Per jar	
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

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

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

Fine.

4-lb. box "Special," per box 0 22	
8-lb. box "Special," box... 0 44	
5-lb. box "Standard," box. 0 27 1/2	
10-lb. box "Standard," box 0 55	
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs.	0 05

(Vermicelli), per lb. 0 05 Globe Brand.

5-lb. box "Standard," box 0 30	
10-lb. box "Standard," box 0 60	
25-lb. cases (loose), per lb. 0 05	
25-lb. cases, 1-lb. pkgs., lb. 0 05 1/2	

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 00
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 Sterilised Gelatine.	
Cartons, 1 doz., 90c per dozen.	

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.	
3 dozen to box	3 00
6 dozen to box	7 20
30 days.	

RICHARDS PURE SOAP.

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

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	5 50
Five cases or more	4 95

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

1-16 gall., doz.	3 20
1/4-gall., doz.	6 00
1/2-gall., doz.	10 00
1 gall., doz.	18 20
1-16 gall. gross lot	30 00



STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

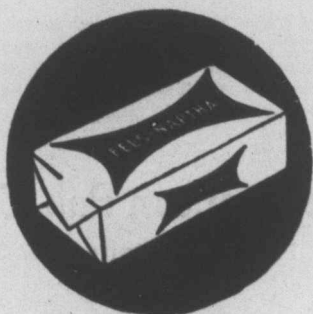
C. F. STUHR & CO., HAMBURG.



Your Wholesaler

is *always* glad to have your order for Fels-Naptha Soap; he has no other business than delivering and billing.

Of laundry soaps, Fels - Naptha is a standard; in fact "*the*" standard



A Good Many Homes.

The Grocers are supplying Jell-O, America's most famous dessert, to ten million homes in this country—that is, Jell-O is in "every other" home. And some families use a lot of

JELL-O

These facts certainly interest grocers, and they remind us that if grocers who desire the beautiful new *one-piece* Jell-O window trim will write us, they will get it promptly, entirely free of cost to them, of course.

THE GENESEE PURE FOOD CO.,
 Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.



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

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous,
 conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
 WESTERN CANADA
 TORONTO

SEEDS

Present Prices f.o.b. Toronto

No. 1 Government Standard.

Per 100 lbs.

Red Clover	\$24.00
Mammoth Clover	24.50
Alsike Clover	26.00
Alfalfa Clover	16.00*
Alfalfa Clover	15.00x
Timothy	5.50

No. 2 Government Standard.

Red Clover	\$22.00
Mammoth Clover	22.50
Alsike Clover	24.00
Timothy	4.75z

No. 3 Government Standard.

Red Clover	\$19.00
Mammoth Clover	20.00
Alsike Clover	20.00
Timothy	4.00
Dutch Sets	11.00
Shallots	5.00

*Gold, x, Silver, z Pine Tree.

Geo. Keith & Sons

Phone Main 163

Toronto -- Ontario

Seedmerchants since 1866

TOMATOES, CELERY, ORANGES, BANANAS.

Shipments of Fruits and
Vegetables arriving daily.

—Get our quotations.

Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

WATCH

for Tracuzzi's
new brand of

FANCY LEMONS
"Queen City"

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

J. J. McCABE

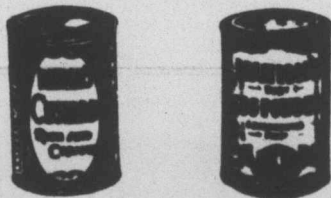
Agent

Toronto, - Canada

NATION'S CUSTARD POWDER

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

Nation's Egg Powder



AGENTS:

C. Gyde, St. Xaviour St., Montreal

F. Coward, Toronto
(For Ontario.)

The W. H. Escott Co.,
Winnipeg, Man.

McKelvie, Cardell, Ltd.,
Calgary, Alta.

Distributors, Ltd.
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Samples free by post.

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 ad-
vertising copy. A collec-
tion of short talks, adver-
tising ideas and selling
phrases used by the most
successful grocery adver-
tisers.

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

What Do You Earn?

Don't think us impertinent.
We want you to put the ques-
tion to yourself, and to sup-
plement 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 Maga-
zine.

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 Pub. Co.

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TORONTO

PINEAPPLES

As usual we will be dealing extensively in Cuban Pineapples. The Season is opening with prospects of a good Crop, and Moderate Prices.

We will have full supplies of all sizes throughout the Season, and when you buy Pineapples from us you get the best.

WHITE & CO., LIMITED

Dealers in High Class Fruits and Vegetables
TORONTO AND HAMILTON

FANCY FLORIDA TOMATOES

The very finest—hard, ripe, smooth, sound

FLORIDA PINEAPPLE ORANGES

The sweetest orange on the market. They are heavy thin-skinned fruit and full of juice. Just what your customers have been asking for. Order NOW.

Remember our BANANAS are the best.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

The Arctic Refrigerator

Built to your requirements

If you are planning on installing a new refrigerator, send us your plans and measurements of space allotted to it, and we will be pleased to quote prices.

The "Arctic" is very widely known and has always given entire satisfaction. The best stores in the country use the Arctic. It is sanitary, and makes an attractive store fitting, keeping perishable stock always cold (dry cold), and fresh.

Send for 1913 Catalogue to-day.
A full line of new goods in stock.

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

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO



Nothing Else Will Do

They get the habit early in life and it lasts—as youngsters they are told to get

Windsor Table Salt

—and they get it—any other salt is refused—then, and when they are "grown-up." Cultivate this habit and retain the good will from first to last by offering Windsor Salt first.

CANADIAN SALT CO., LIMITED
WINDSOR ONTARIO



EVERY POUND OF
ANCHOR BRAND FLOUR

Is Profitable To Dealers

because consumers, although at first influenced by loud advertisements, are never slow to detect the superior merits that are invariably found in **Anchor Brand Flour**—because of its **uniformity of quality**, which is the qualification most sought for and yet is the most difficult to obtain, except in medium-sized Mills, where natural facilities are existing because of the limited quantity of wheat required . . . and this detail fits in nicely with the available quantity of high grade wheat in the harvest, and which is **always very limited**.

Anchor Brand Flour makes good bread because it contains but the kernel.

Get a free 3-lb. sample bag.

Leitch Brothers' Flour Mills, Ltd.

"MILLERS OF QUALITY"

OAK LAKE

:::

MANITOBA, CANADA

Strength

Your

Purity

guarantee of profit lies in

"COW BRAND"
Baking Soda



because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT

LIMITED

Manufacturers

Uniformity

MONTREAL

Reliability

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

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

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

Rock City Tobacco Co., Limited

Quebec

DEMONSTRATE
SOCLEAN *In your store*



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

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

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

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



Century SALT

is the salt that is winning public attention and favor. Best for table. Best for dairy. Stock it, it fills every want of the household. Get our new price list. We ship promptly.

THE DOMINION SALT CO.
LIMITED
SARNIA, ONT.

THE
British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—

- “Location”
- “Dreadnaught”
- “Aliford Bay”

FRESH FISH

FISHING STATIONS:—

- Skidegate
- Aliford Bay
- Gumshewa

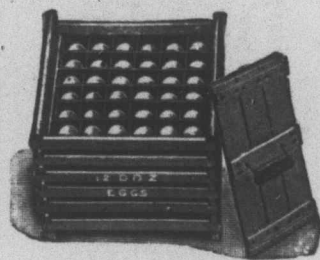
Manufacturers of

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

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams “Fishfoods” Vancouver



Humpty
Dumpty
**EGG
CRATES**

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

Walter Woods & Co.
HAMILTON and WINNIPEG

Parowax

(Pure, Refined Paraffine)



You can build
up a good,
steady line of
trade by re-

minding your women customers how
much Parowax helps in the wash.

Parowax is a splendid seller with
housewives everywhere.

They just add it to the soap in the wash-
boiler, and the things come out beauti-
fully clean and white without any hard
rubbing.

This is the same Parowax that is in
such wide demand for sealing jellies, pre-
serves, etc. It makes an absolutely air-
tight, mold-proof seal.

Put up in pound and half-pound
cartons—20, 40 and 100 cartons
in a case.



The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax



Three Lines You Should Know and Introduce to Your Customers

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

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

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

J. MALCOLM & SON

St. George

Ontario



Why Don't You do Like Him?

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

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

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

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

KINGERY MFG. CO.

Cincinnati, Ohio

HIT UP TRADE

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

ANTI-DUST Sweeping Powder

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

SAPHO MFG. CO., LIMITED, MONTREAL

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

Make a Display

For the purpose of aiding grocers in rapidly handling our lines and getting new business, we furnish them with dummies, show cards and other devices, setting forth the merits of

Chinese Starch

It stands alone both in quality and quantity. The quality has won its reputation; the quantity is winning new fields.

There are 16 ounces in every package, whereas in other brands there are but 12.

OCEAN MILLS, Montreal

O. Lefebvre, Prop.



AGENTS: Standard Brokerage Co., Vancouver, B.C.; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhee, Hamilton, Ont.; The Lawrence Nfd. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Bolvin & Grenier, Quebec, Que.; Eug. Follot, St. Fierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

The PANSY

The Zenith of Broom Quality

This is the best good broom. Made of selected parlor stock. Highest grade of workmanship.

Our long experience shows, in no uncertain way, in the quality of material and workmanship of these brooms, making them the best values to-day on the Canadian market. Place your spring order now. Write for prices.

H. W. Nelson & Co., Limited
TORONTO, --:-- ONTARIO



A Vegetable Product of Absolute Purity

NOURISHING - ECONOMICAL

The present high cost of living has led scientists to experiment on the production of estables that will reduce living expenses. After years of experimenting a nut has been found, which grows in abundance, and the oil of which, when scientifically prepared, forms a very digestible fat which takes the place of the usual oils and grease used in baking and cooking. This is

NUT-LARD

(Reg'd)

Free from Cotton Oil.

It is a delicate fat, 100% pure. Is light on the stomach and the price is materially lower than any fat now used, such as butter, pork, lard, oils, etc. You will find ready sale for it in every household, bakers' shops, biscuits, manufactory, and wherever lards, etc., are used. Profits are good.

Send for prices to-day.

Manufactured by—**ROCCA, TASSY & DeROUX, Marseille.**

Dominion Agent

J. RUSSELL MURRAY, MONTREAL

THE KING OF SARDINES

— KING OSCAR BRAND —

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

Uniform special size and quality.



Particularly suitable for salads, etc.

"King Oscar" stands for A1 quality.

Only the finest olive oil used.

By Special Royal Permission.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario



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

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

"Babbitt's"

is

The Original Soap Powder

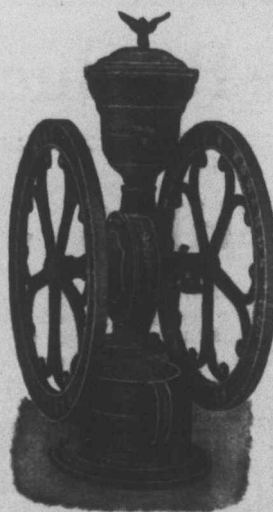
Purest, Strongest, Best Selling

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While any soap powder is expected to have cleansing power, BABBITT'S has more because of its concentrated form, so it gives more satisfaction and sells best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.

NEW YORK



THE ELGIN

National Coffee Mill

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

Equipped with the new style force feed steel grinders.

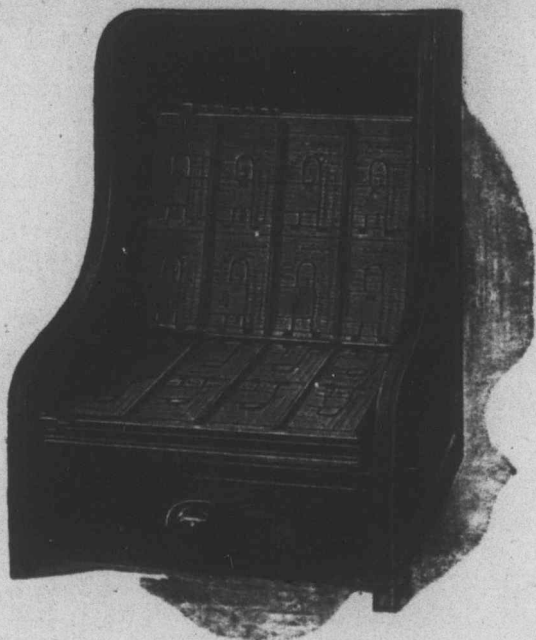
Investigate this grinder carefully. Its price is very reasonable.

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

MADE BY

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

A Money Earner and Money Saver



When you buy the Ullman Account Register it is the same as employing a first-class bookkeeper at twenty-five cents per day. That's all it costs to instal one of our Registers, and you only pay that for a few months, then for the rest of your business lifetime your bookkeeping costs you nothing, and if you sell your business you sell your bookkeeper. The Ullman Register pleases customers and brings trade. Saves money, time and labor. Fireproof Safe furnished with every Register. Write us for further information and for special mail order proposition.



We want agents to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario



Goods With An Appearance. Goods With A Reputation. Goods With A Profit.

CONNORS' High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

- 1/4 Oil Sardines,
- 3/4 Mustard Sardines,
- Kipperd Herring,
- Herring in Tomato Sauce,
- Finnan Haddies
- (oval and round tins)
- Clams,
- Scallops.



CONNORS BROS., LIMITED

Black's Harbor, N.B.

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



FLAVORING EXTRACTS

are used daily

and your patrons want quality in extracts and fruit flavors, more than quantity.

STERLING BRAND

Extracts and Fruit Flavors give both at a moderate price. Let us send you sample order of these lines if you do not already carry them in stock.

The T. A. LYTLE CO., Limited
STERLING ROAD, TORONTO



Your Trade For OLIVES

is 100% larger now than 10 years ago. People are using them more freely. The taste for this table delicacy grows on users. The increase in the Canadian trade is largely due to

D. W. C. SPANISH OLIVES

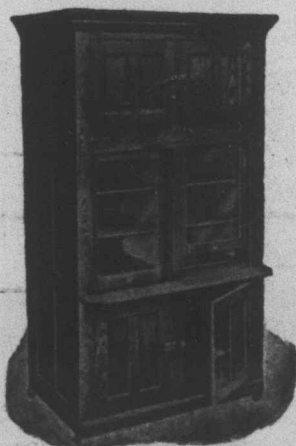
The finest selected Spanish Olives only are packed — all sizes and varieties of styles. Ask your jobbers' travellers for a trial lot.

ROWAT & CO.
 Glasgow, Scotland

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

EUREKA

Twenty-seven years of Eureka Refrigeration



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

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

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



Certainly You Have

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

The F. F. DALLEY CO.
 LIMITED

Hamilton, Canada Buffalo, U.S.A.



Read This— Then Order

PARIS PATÉ SANDWICH is the dainty food product that is meeting with such widespread popularity wherever it has been introduced. Throughout Europe this delicacy has held the highest position among connoisseurs and since its manufacture in Canada was commenced, sales have been increasing in marvellous proportions.

The purest meats and spices, expert French cooks and a modernly equipped sunlit factory, unite in the production of this delectable sandwich.

OUR INTRODUCTORY OFFER

We will send you 6 tins, freight prepaid, for 50c. as a trial lot. Order now. You will never be without it after the first trial.

**La Société Française
de Spécialités Alimentaires**
MONTREAL

There will be a BIG DEMAND this year for KEATING'S POWDER

YOU will be asked for it. "Keating's" kills **EVERY** Bug, Roach, Moth, Flea or Household Insect of any kind coming into proper contact with it. This statement is a fact based upon scientific authority.

The 10 cent, 20 cent, and 35 cent tins are put up in compact cartons, each containing 3 dozen tins, obtainable at any of the usual wholesale houses.

The advertising campaign is just beginning. It will run right through the summer, and this year be larger than ever.



DEALERS

If you have not already sent in for our **QUINQUINOL OFFER** you should grab at this without further delay.

QUINQUINOL is the ideal stock food for Horses, Cattle, Sheep, Poultry, etc., has received recommendation of the Minister of Agriculture and has been awarded three Diplomas.

50% Profit and Exclusive Territory.

QUINQUINOL (Pronounced Kin-Kin-all) gets the trade of your country patrons. Send for our special offer at once.

OUR OFFER: We will ship, freight prepaid, 3 doz., or a gross of "Quinquinol," on six months' credit basis. If after thirty days you find the goods unsatisfactory, you can ship them back at our expense.

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



American Cans

IN 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.

The Dealer Who Can Supply and Who Pushes

Brodie's British Plate Powder
Brodie's Furniture Polish
Brodie's Cloudy Ammonia

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

Write

A. W. Hugman, Limited
MONTREAL

Country Merchants! OMAZON

A Canadian Stock Food

will help tone up the system of your customers' horses and cattle. It is a recognized preparation and attractively packed.

Horses, cattle, sheep, poultry, pigs, etc., enjoy it in their feed.

Manufacturer's
AGENTS

We have other lines, dyes, and proprietary articles, for which we wish to give you selling rights in your territory.

Write now.

The Dr. Ed. Morin Medicine Co.
QUEBEC



**26½%
PROFIT FOR YOU**

Date 1913

Wholesale Grocers.

Gentlemen:

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

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

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

Yours truly, . . .

Name

Address

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

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

Hundreds of Successful Business Men—

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

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Are you watching the Money Market and General Business Conditions?

Are you interested in Real Estate, Bonds or Stocks?

If you are you will appreciate the Post.

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

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"The Canadian Newspaper for Investors"

TORONTO CANADA

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

ASK FOR DAPHNE

BRAND

SEEDED RAISINS

Your Customers like them

PACKED BY
GUGGENHIME & CO.,
SAN FRANCISCO

AGENTS
ROSE & LAFLAMME, Limited
MONTREAL

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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.

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FIRST CLASS LARGE COUNTRY STORE—Nine miles from railway; stock \$5,500; turnover \$18,000; established 15 years; made some money; want to get near high school. Apply Box 472, Canadian Grocer.

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

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SALESMEN WANTED.

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

MISCELLANEOUS

YOU DON'T BUY A NATIONAL CASH Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

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

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

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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.

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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)

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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.

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The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.



TANGLE-FOOT

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

The Sanitary Fly Destroyer, Non-Poisonous.

Pascall's

ENGLISH

Confectionery and Chocolates

Quality: The Purest and Best

Variety: The Largest

Prices: Right

AGENTS—

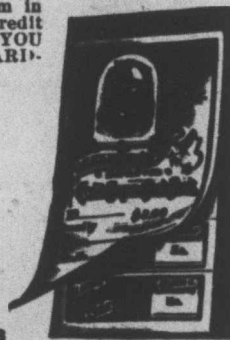
Toronto: The Toronto European Agencies
122 Wellington St. West.

Winnipeg: Ruttan & Chipman, Fort Garry Court.

Vancouver: C. & J. Jones.
New Brunswick: J. E. Angevine, Hampton.

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There's no harm in running a credit business, IF YOU ARE SAFEGUARDED. The danger lies in letting the credit customer get you "into deep water." The remedy is a Safety - Check, and the one perfect Safety-Check is found in



ALLISON
Coupon Books

Here's 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 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.**

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
180 Amherst St., - - Montreal.

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - - Montreal

BUYING AGENTS WANTED
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply **EDWARD KIDD & CO.**
1090 Hamilton St., VANCOUVER, B.C.

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

Tell Your Trade **MAPLEINE**



Suits the Fastidious

It's different, dainty, delicate. Used like Lemon or Vanilla in Cakes, Icings, Ice Cream, Candles, and Desserts, and for Table Syrup.
Order of your jobber, or

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Nickey,
287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE. - WASH.

VOL-PEEK
Mends Holes in **POTS, PANS, KETTLES &c**
Mends Granite, Tin, Iron, Copper, Brass, Aluminum, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils. 25c per package postpaid, enough to mend 60 holes.
H. NAGLE & Co. Montreal
AGENTS WANTED.

DEALERS: You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

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

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

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited,
Montreal, P. Q.

BAKE OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND BAK CO., LTD., Brantford, Canada

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. **GEO. J. CLIFF, Manager**

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

"NO-DUST"
PUT UP IN BULK ONLY
It is a powerful disinfectant powder for sweeping purposes. Pleasant odor.
No-Dust Mfg. Co.
8 Market Sq., - - - - - St. John, N.B.

HOLLAND RUSK

A friend to the grocer, because its popularity means increased sales. Goods that have ready sale, are profitable ones to handle.

HOLLAND RUSK COMPANY, Holland, Mich.

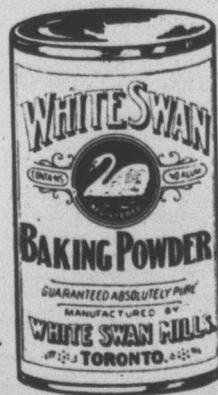
THE CANADIAN GROCER

WHITE SWAN

One of the "White Swan" Family

This Is One of the  Livest Members Too—

White Swan Baking Powder never fails to give satisfaction to those using it, therefore you can safely



recommend your best customers to try a can.

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO

Also sole manufacturers and distributors for White Swan Coffee, Yeast, Lye, Extracts, Jelly Powders, etc.

Canuck

ROLLED OATS



"CANUCK" is backed by unlimited facilities

for producing a breakfast food worthy of the name it bears. Our advertising campaign now being conducted in leading daily papers, means that, not only will there be more "Canuck" Rolled Oats consumed, but the demand for high quality foods will gather momentum and mean more business for your store. Look into our attractive dealers' proposition to-day.

Two sizes, retailing at 10c and 25c.

J. H. E. Davis, The Chisholm Milling Co.,
Limited, 109 Youville Square, Montreal, Que.
Fenwick, Hendry & Co., Kingston.
D. Stewart Robertson & Sons, Ottawa.
King & Booth, Hamilton.
Any Wholesale Grocer, or

The Chisholm Milling Company, Limited
Toronto, Ont.

MONEY CAN BE MADE

on below-mentioned goods if you get in on prices we are now quoting. The lines are well known, and of recognized quality, so let us hear from you immediately. We have in stock and to arrive:

PETITS POIS (Soleil Brand).

	Cs.
Extra Fins, kilos	\$14.50
Extra Fins, 1/2 kilo	16.00
Tres Fins, 1/2 kilo	13.50
Fins, 1/2 kilo	12.50
Mi-Fins, 1/2 kilo	11.50
Moyens, No. 1, 1/2 kilo	10.50
Moyens No. 2, 1/2 kilo	10.00
Moyens No. 3, 1/2 kilo	9.00

"FRS. PETIT & CIE."

Fins, 100 1/2 kilo	\$10.00
Moyens 100 1/2 kilo	7.50

ASSORTED VEGETABLES. "SOLEIL" Brand.

Haricots, Asparagus, Macediones, Flageolets, Brussels Sprouts, Celery, etc., etc.

"SOLEIL" SOUPS.

Chervil, Oseille, Julienne, Tomatoes, etc.

IMPORTED MUSHROOMS.

F. Lecourt, Paris.
Extra Choice, First Choice, Choice, Gallipeds.

CANADIAN CANNED GOODS.

We offer for immediate delivery, full assortment of 1912 packing. We will appreciate your future orders for 1913 packing.

Write, Phone, Wire.

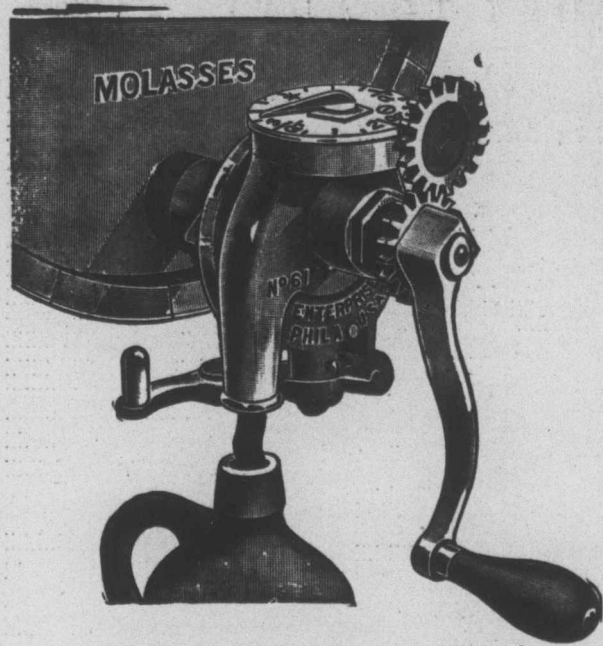
LAPORTE, MARTIN & CIE, LIMITEE

Tel. Main 3766

568 St. Paul St., MONTREAL

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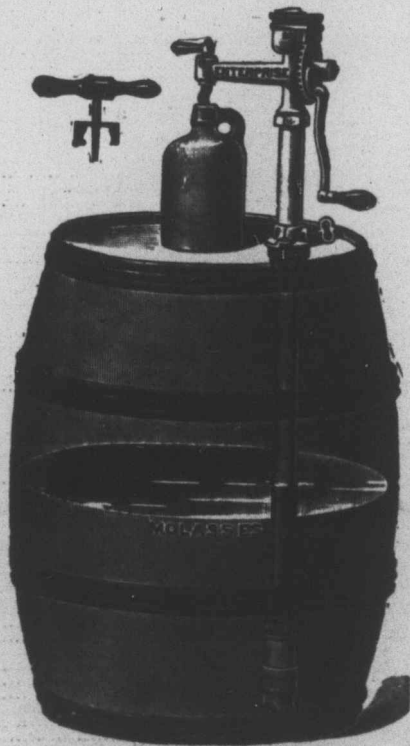
IMPROVED PATENT SUCTION AND FORCE MEASURING FAUCET

ABOUT— MEASURING FAUCETS AND PUMPS—

Here are the devices that take away the difficulties—that make the drawing and sale of molasses both profitable and convenient.

THE ENTERPRISE

Improved Patent Suction and Force Measuring Faucet



SELF PRIMING AND MEASURING PUMP

draws molasses both summer and winter directly into the jug or bottle, and without the use of a funnel. It is cleaner, dispenses with the use of measures; does away with the fly and dirt nuisance.

This faucet will draw a gallon of molasses in winter in one minute. It is the only measuring faucet that has shown that it can stand the wear and tear of service.

You simply open the nozzle gate, turn the crank until the register hand indicates the quantity you desire to draw. Eight revolutions draw a quart—no more, no less, absolutely without fail.

THE ENTERPRISE SELF-PRIMING AND MEASURING PUMP draws molasses at the rate of four revolutions to the pint. It is equipped with our new total register device which shows exactly how much has been taken out. Just put the pump in the barrel and it is ready for use.

ENTERPRISE Meat and Food Choppers, Coffee Mills, Cherry Stoners, Fruit Presses, Sad Irons, etc., are all made to give maximum service. Send for the Enterprise catalog.

The Enterprise Mfg. Co. of Pa.

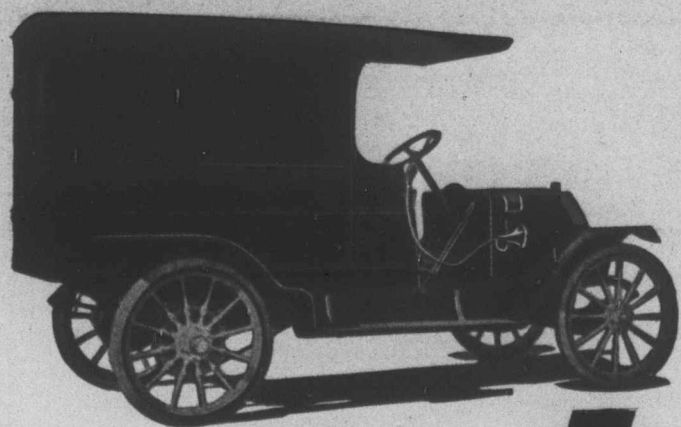
Patented Hardware Specialties

Philadelphia, U.S.A.

29 Murray St.
New York

176 North Dearborn St.
Chicago

530 Golden Gate Ave.
San Francisco



**Auto Delivery
Curtails
Delivery Expenses**

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

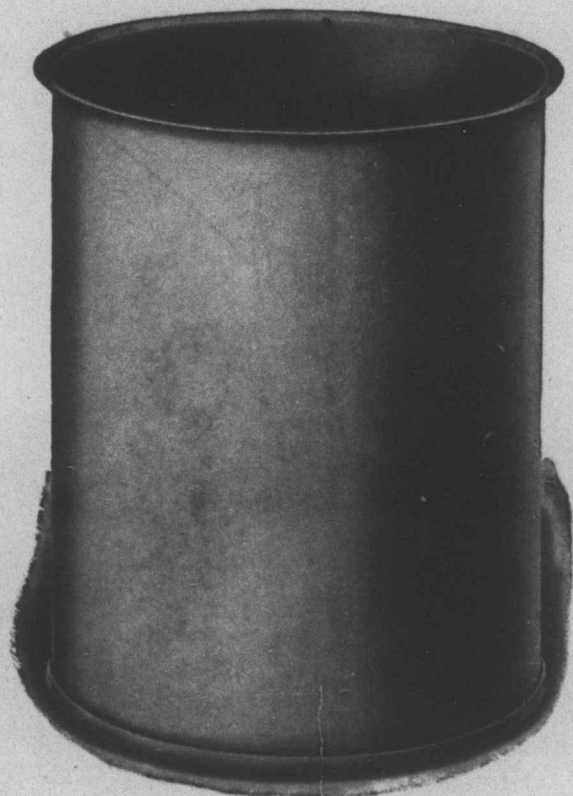
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has been designed to meet the demand, and is a quiet car of great reliability, reasonable speed, with a large reserve of power and a frame of strength and size capable of carrying a load of considerable bulk and up to 1,500 lbs. weight.

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


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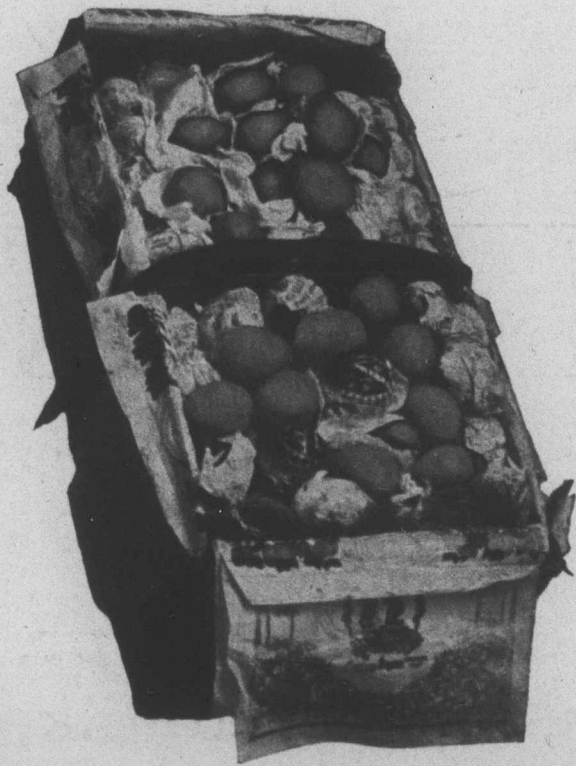
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