

**PAGES
MISSING**

In this Issue—Selling Marmalade Oranges and Marmalade: Winners in Christmas Display Contest

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

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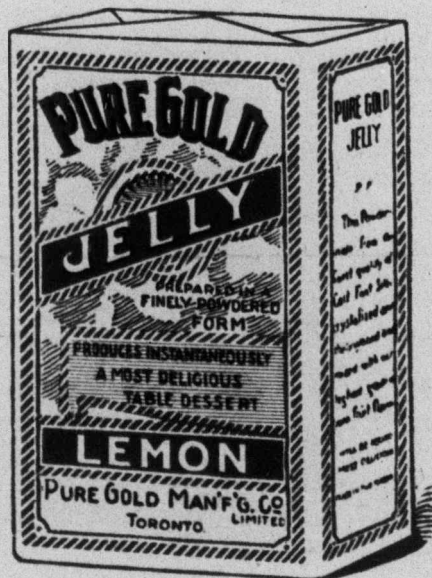
PURE GOLD

Pure Gold Jellies

are made from

PURE
FRUIT
FLAVORS.

A
DELICIOUS
DESSERT



Pure Gold Extracts

GOVERNMENT
STANDARD

32

VARIETIES

The Memory of Quality Lingers
When Prices are Forgotten

Pure Gold Man'f'g Co., Limited

TORONTO, ONT.

WINNIPEG, MAN.

CANADIAN GROCER



Feature these Made-in-Canada Products
for Quick, Cold Day Selling

The five lines here shown are accredited leaders in their respective fields. They have won the approval of the most discriminating because of their proven purity and delicious wholesomeness.

By boosting our lines you not only guarantee yourself customer satisfaction, but you show a practical patriotism in supporting Canadian enterprise and Canadian labor.

Compare our prices and our quality with the imported brands. The result will convince you of Canadian-made superiority.

St. George Brand Coffee, 2 doz in case... \$4.80
St. George Evaporated Milk, 4 doz. in case 3.60
Banner Condensed Milk, 4 doz. in case... 5.50
Princess Condensed Milk, 4 doz. in case... 4.50
Premier, Skimmed, 4 doz. in case... 4.00

Send an order to-day

Malcolm Condensing Co.

LIMITED

ST. GEORGE,

∴

∴

ONTARIO

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size,
color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating **QUANTITIES**
—We will give you **BEST QUALITY—BEST DELIVERY—BEST PRICES**

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

Lantic
Sugar

Lantic
Sugar

How much Sugar did you sell last year?

The per capita consumption of sugar in Canada is something in the neighborhood of eighty-seven pounds. This consumption, multiplied by the number of customers on your books, represents your share of the sugar business. Did you get it last year? If not, we will assume there is room for expansion.

While you are attempting to solve your problem it would be well to bear in mind that there are other things to be considered besides volume.

Quality and reputation of the goods you sell reflects directly on your judgment as a buyer.

Trade-marked articles, such as

Lantic Sugar

bearing the guarantee of the manufacturer, are always a good investment.

Display Lantic packages on your shelves, in your window, and link up your store with the best selling package sugar on the market.

Put up in 2 and 5 lb. cartons, and 10 and 20 lb. bags.

Write us for a copy of the Lantic Recipe Book. It will show you one of the various mediums we use to create a demand for Lantic packages.

Order through your wholesaler.

Atlantic Sugar Refineries, Limited
MONTREAL

Codou's Macaroni

*—finest quality, imported
Macaroni*

is made from Europe's finest quality, hard wheat—which lends itself to the production of a most superior quality paste. Codou's Macaroni, Vermecilli, Spaghetti and Fancy Pastes satisfy the better trade with their superior quality.



Note the "CODOU"
Brand

Order Your February Stock Now!

A. P. TIPPET & CO.

Agents

MONTREAL



Nutritious Quality,
Economy and
Purity.

Build Big Business with Borden's

Unbeatable reputation, unimpeachable quality and sterling value are the three big winning points about the

Borden Line of Milk Products

that make them worth while.

These, together with their increasing popularity, make a selling combination unexcelled, and one which dealers everywhere are finding exceedingly profitable.

Featuring Borden's is one of the easiest and quickest ways towards that bigger 1916 business. Start in now by getting up effective displays on your shelves, sales counters and in your show windows.

Borden's will satisfy your most particular customer.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

**Branch Office: No. 2 Arcade Building
Vancouver, B.C.**



Mothers Buy KNOX GELATINE Because Children Like It

They know the package when they see it and are pleased when they know you sell it. And it nets you more profit.

When company comes, it always makes a pleasing dessert, so KNOX GELATINE time is all the time.

Your clerks will find it easy to sell. It gives new customers confidence in your entire stock when you sell them an article of such well-known quality as KNOX GELATINE.

Use it for a window display as a kindly introduction to the passing stranger.

"Make Knox Your Gelatine Leader."

CHARLES B. KNOX COMPANY, Inc.

Johnstown, New York

Branch Factory:—Montreal, Canada

A "Seller" Wherever Displayed

That's what Cane's "New All Canadian," All Wooden Washboard is proving for progressive grocers everywhere. Retailing at 20c, this Canadian made housewife's favorite, has satisfactorily replaced the zinc and aluminum boards which have fallen into disfavor owing to the increased cost resulting from high prices of these materials.

The "New All Canadian" is made of Canadian wood, and put together by Canadian workmen. The rubbing surface—the most important part—is made of the best hardwood obtainable, guaranteeing your customer a long-wearing satisfaction-giving board.

Order a stock to-day.

The Wm. Cane & Sons Company
Limited
NEWMARKET, ONT.

New Profit for You

You can add a new source of profit to your business by selling

Sani-Flush

Cleans Water-Closet Bowls

Something every one of your customers living in a home with plumbing equipment needs. Magazines reaching nearly four hundred thousand homes in Canada are making your trade familiar with this preparation. Nothing else compares with it for cleaning vitreous china toilet bowls and keeping them sanitary and odorless.

By writing us that you have Sani-Flush for sale, you get special selling assistance.

The HYGIENIC PRODUCTS CO.

CANTON, OHIO, U.S.A.



Grocery Jobbers who sell Sani-Flush:

- | | |
|---|---|
| <p>ONTARIO
John Sloan & Co., Berlin.
Geo. Watt & Son, Ltd., Brantford.
Gilmour & Co., Brockville.
Macpherson, Glasco & Co., Hamilton.
Edward Adams & Co., Ltd., London.
The F. J. Castle Co., Ltd., Ottawa.
Perkins, Ince & Co., Peterboro.
T. Kenny & Co., Ltd., Sarnia.
W. H. Gillard & Co., Sault Ste. Marie.
H. P. Eckardt & Co., Toronto.
Perkins, Ince & Co., Toronto.
Eby-Blain, Ltd., Toronto.
J. F. Smyth Co., Windsor.</p> | <p>MANITOBA
The Codville Co., Ltd., Brandon.
The Codville Co., Ltd., Winnipeg.
The G. McLean Co., Winnipeg.
Campbell Bros. & Wilson, Winnipeg.
Walter Woods Co., Winnipeg.</p> |
| <p>SASKATCHEWAN.
A. Macdonald Co., Saskatoon.</p> | <p>ALBERTA
Revillon Wholesale, Ltd., Edmonton.</p> |
| <p>BRITISH COLUMBIA
The Hudson's Bay Co., Vancouver.</p> | |

Sir Edmund Walker, President of the Canadian Bank of Commerce, in his annual address to the shareholders is reported in part as follows:

“It must be clear that every time we buy something outside of Canada we weaken our National Finances unless our purchases consist of material which will in some form or other be exported again.”

Herein is your opportunity to help the Empire without any sacrifice.

For your own information, why not have an inventory taken of the various lines which you are now carrying in stock and which you are bringing in from Foreign Countries? Then figure carefully just how much money you can keep in Canada by transferring these purchases to Canadian Manufacturers.

For instance, why not buy “AYLMER” Catsup instead of a United States Catsup? Why not buy “Canadian Canned Fruits” instead of United States Fruits? Why not buy Canadian Jams instead of English Jams?

Dominion Cannery, Limited

Hamilton, Canada

SYSTEM

MCCASKEY
"THE NAME BEHIND THE SYSTEM"

After seven prosperous years, during which we have manufactured the McCaskey Account Register and the famous "Surety" carbon coated sales books as well as carbon leaf pads, in Canada, under the name of the **Dominion Register Company, Limited**, we have decided to act on the many suggestions received from our customers and travelers by linking up our name and product.

Therefore, without in any way affecting the personnel or standing of our company, we have decided to adopt the name, **MCCASKEY SYSTEMS LIMITED**, to take the place of our former name, and trust that our thousands of customers (whom we take this opportunity of thanking for their patronage) will "remember us," and that those who have not traded with us will give us a chance to serve them.

MCCASKEY SYSTEMS LIMITED
(Formerly DOMINION REGISTER CO., LIMITED)
Toronto, Canada

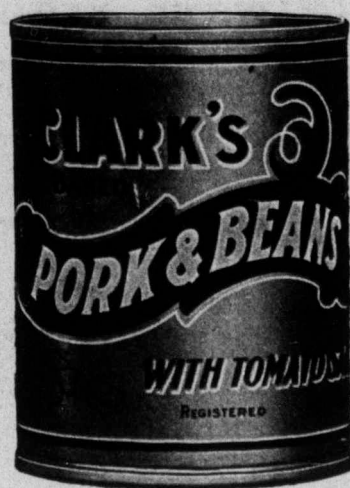
In our new plant 235-245 Carlaw Ave.

THE STRONGEST LINK
MCCASKEY SAFE REGISTER

CANADIAN



BRITISH



CLARK'S PORK and BEANS

are now as always the
leaders in

QUALITY

This is War Time

When you can get the
QUALITY at home, spend
your money to your own
and your country's advan-
tage. Keep it circulating
in Canadian and British
Channels.



W. CLARK, LTD.

MONTREAL



CONCORD NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.



Are you handling CONCORD? Order from your wholesaler TO-DAY.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. N. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
H. C. Janion, Vancouver, B.C.



Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT

Manufacturers

LIMITED

MONTREAL

A Growing Demand

Although past seasons have shown a tremendous demand for O-Cedar goods, 1916 will far surpass them.

O-Cedar Polish

(Made in Canada)

is a necessity in every home all the year round. Housewives, never before, were able to get such results in bright, clean furniture and woodwork. Every live merchant should keep his shelves well stocked up with O-Cedar. Order now.

ORDER FROM YOUR JOBBER

CHANNELL CHEMICAL CO., LTD.

369 Spadina Avenue

TORONTO



GREEN CORN SCARCE

We foresaw the shortage of choice green corn and bought heavily early in the season. That is why we will maintain our high standard of quality for

THE "NUGGET" BROOM

throughout the coming year, while the market will be full of "red" brooms. If you have never before sold Nugget brooms, let the green corn situation decide in their favor. The easiest broom of all to sell, because Nugget brooms are light in weight and the highest in quality.

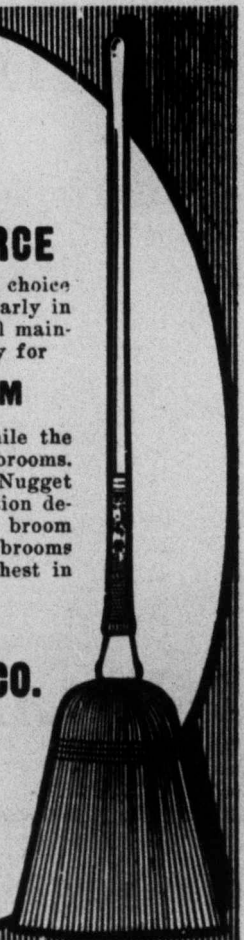
For prices, etc., write

STEVENS-HEPNER CO.

LIMITED

PORT ELGIN, ONT.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.



You will never hear a murmur from your regular customers for

GIpsy Stove Gloss

until your stock runs out, but then !!!!!!!

Order from your Wholesaler.

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

Western Agents: For Manitoba, Lightcap and Grant, 179 Bannatyne Ave. East, Winnipeg. For British Columbia and Yukon: Creeden & Avery, Ltd., Rooms 5-6 Jones Block, 407 Hastings St. W., Vancouver, B.C.



I SAY!

The Same Terms
for all Retailers

There are no "Cut prices"—no special discounts—no secret rebates to dealers on "Windsor" or "Regal" Salt.

Every Retail Grocer pays his jobber what all the others pay—and they buy only through the jobbers.

The price and the quality are guaranteed and upheld.

It is this strict adherence to quality which has built up the enormous demand for "WINDSOR" AND "REGAL" TABLE SALTS. Practically everybody in Canada uses them. For the sake of some "cut price" (which may not be as much as the discount allowed a competitor) a Grocer has got to overcome the universal preference for "WINDSOR" AND "REGAL."

Can you do it—can you afford to try to do it—is it worth while—isn't it easier and more profitable to handle standard, reliable one price brands like

"WINDSOR" AND "REGAL" SALT

The Canadian Salt Co., Limited
Windsor, Ont.

Y & S STICK LICORICE

48 5c. Packages to Box



The old-fashioned remedy
for Coughs and Colds

For sale by leading Wholesale Grocers, Druggists and Confectioners throughout the Dominion.

NATIONAL LICORICE COMPANY
MONTREAL

J. H. WETHEY, LIMITED

are now ready with their new line

Orange Marmalade

1916 Pack

The Wethey quality is bound to lead whether it is in mince meat or marmalade so,—DON'T BUY UNTIL YOU SEE THE NEW GOODS.

Every package is a revelation.

Get in touch with their nearest representative.

Here They Are

W. G. PATRICK & CO.,
TORONTO

ROSE & LAFLAMME, LIMITED,
MONTREAL

A. W. HUBAND,
OTTAWA

CHAS. E. MACMICHAEL & CO.,
ST. JOHN

MALCOLM MOSHER,
HALIFAX

MASON & HICKEY,
WINNIPEG

MASON & HICKEY,
REGINA

MASON & HICKEY,
BRANDON

MASON & HICKEY,
SASKATOON

MASON & HICKEY,
EDMONTON

MASON & HICKEY,
CALGARY

MASON & HICKEY,
LETHBRIDGE

MASON & HICKEY,
VANCOUVER

Factory and Sales Office:

ST. CATHARINES

- - -

ONTARIO

Give them the best.

St. Lawrence

DIAMOND GRANULATED
100% Pure Cane.

Elgins are profit-makers

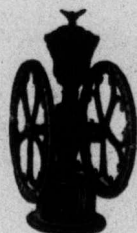


No. 35

Perhaps the two most important of the many exclusive features in the ELGIN NATIONAL COFFEE MILL is the new force feed steel cutting Grinders, and special adjuster by which the mill is regulated while running. Guesswork, stopping, loss of time, etc., are unknown with Elgin service.

Consider the amount of profit and the greater efficiency this means to you.

Write for catalog and name of our nearest agent. Handled by the best Canadian jobbers.



No. 40

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER.

**Stuart's
ORANGE MARMALADE**

HAVE YOU TRIED IT?

This quality marmalade is made from the finest **Seville Oranges** and the purest and finest quality cane sugar.

If you have not compared the quality of Stuart's Marmalade with others you do not realize the difference in favor of the former.

We will be satisfied with your decision after comparison.

With the tendency for sugar to advance in price it will be well to secure your stock of marmalade now to get the best price possible. Send a trial order for Stuart's Marmalade now to get the best price possible.

Send a trial order for Stuart's Marmalade—try it out.

STUART, LIMITED, Sarnia, Ont.

AGENTS:

Dingle & Stewart, Winnipeg
Howe, McIntyre & Co., Montreal

Fearman Bros., Hamilton
Langlois & Paradis, Quebec

R. S. McIndoe, Toronto
Angevine & McLaughlin, Truro, N.S.

Tartan
BRAND

THE SIGN OF PURITY
Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



His wife makes such good coffee

She uses Symington's Coffee Essence—her grocer introduced this quick and easy way of making delicious coffee to her. He sells the regular supply to this home, as well as hundreds of others. The customers like it and he makes a good profit. You can get it from your wholesaler.

SYMINGTON'S
Regd Trade Mark
COFFEE ESSENCE

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec
—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winni-
peg—Messrs. Shallcross, Macaulay & Co.

THOS. SYMINGTON & CO., Edinburgh and London



Furnivall's New Season Marmalade

*the delicious,
high quality
household favorite*

Made from the very finest Seville Oranges and sweetened with the purest grade of Granulated Sugar.

Furnivall's New Season Marmalade has that palatable wholesomeness which characterizes all our products.

Your marmalade sales will take on added "pep" when you stock Furnivall's. A display in your show window or sales counter will start big business your way.

Furnivall's Marmalade can be depended upon to satisfy the most exacting demands of your most particular customer.


Order a supply to-day.

Agents: Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. Montreal—W. S. Silcock. St. John, N.B.—MacLaren Imperial Cheese Co. Halifax, N.S.—MacLaren Imperial Cheese Co. Sydney, N.S.—A. E. Sheppard. Hamilton—R. M. Griffin. Winnipeg, Man.—W. L. Mackenzie & Co., Ltd. Calgary, Alta.—MacLaren Imperial Cheese Co., Ltd. Edmonton, Alta.—Central Brokerage Co.

Furnivall-New, Limited, Hamilton, Ontario



J
A
P
A
N
T
E
A

What share are you getting of the increasing business being done in 

JAPAN TEA

delicious, wholesome, natural-green leaf tea from Sunny Japan? ¶ New business is being created by our consumer publicity. ¶ New friends being made, old friendships being renewed.

Order from Wholesaler!

Wagstaffes' Celebrated Orange Marmalade

New Season's 1916
now ready for delivery

Made from the finest Seville
Oranges and best granulated
Cane Sugar.

We are supplying the Canadian
Hospitals in England, also the
War Office and the Admiralty,
with our Jams and Marmalade,
put up in the most up-to-date,
hygienic Plant in Canada.

Mr. Grocer, it will pay you to push
WAGSTAFFES' JAMS and MARMALADE.

Advance your tea sales in 1916 by

concentrating on Red Rose Tea. This master blend of Indian and Ceylon has distinctive, business-building qualities. Its characteristic flavor, its superior richness and strength, its consistent uniformity and its splendid keeping qualities, have all been strong factors in the nation-wide success of Red Rose Tea. They will prove big factors in building up any individual retail tea trade if the grocer will use them to best advantage. That means make

Red Rose Tea your leader

When you buy Leacock's Quality

You take the first step towards
bigger and better Molasses sales.

Leacock's Molasses *Extra Fancy and Extra Choice*

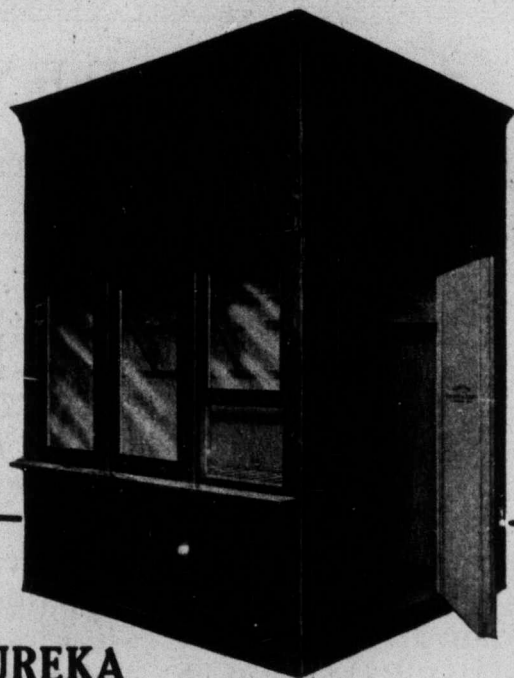
Insist upon having Leacock's.

Leacock & Company

EXPORTERS OF HIGHEST GRADE OF MOLASSES

BARBADOS,

B.W.I.



EUREKA THE PREMIER REFRIGERATOR

Our Thirty years' experience in the exclusive manufacture of refrigerators has made the Eureka the most satisfactory refrigerator on the market to-day.

Being constructed of the most sanitary materials, with a perfect air circulation system, the Eureka preserves a stock of perishable food

stuffs in absolute security. Loss through spoilage is unknown when the Eureka is used, and the opportunity it offers for the better display of butter, meat, etc., invariably results in increased sales.

Ask for full particulars of this provision and butchers' refrigerator: a style and size for every need.

EUREKA REFRIGERATOR COMPANY, Ltd.
31 BROCK AVENUE
TORONTO

CANADIAN GROCER



Keen's Oxford BLUE

Approved by the most experienced
housewives the world over and
sold by the best grocers every-
where. Your Wholesaler Can Supply You.

AGENTS FOR THE DOMINION OF CANADA

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL

30 Church Street, TORONTO

REMEMBER!

When That Traveller Calls, You Want

IMPROVED GEM PERFECT SEAL

and

CROWN
FRUIT JARS

They cost no more than the substitute and you have a reputable Canadian Company to back them up for quality. Our jars are made from strong, clear glass, fitted with sure seating sanitary glass tops, metal fittings, and good quality rubber rings. Be sure you order Canadian-made Jars.

THE DISCRIMINATING HOUSEWIFE WILL DEMAND THEM.
We recommend and guarantee Perfect Seal jars for processing and canning.

Manufactured by

DOMINION GLASS COMPANY, LIMITED

MONTREAL

TORONTO

HAMILTON

WALLACEBURG

REDCLIFF

CANADIAN GROCER

VOL. XXX

TORONTO, JANUARY 21, 1916

No. 3

How He Got the Marmalade Trade

Selling Campaign of a Retail Dealer Who Went After it Strong — Details of Displays of Marmalade, Marmalade Oranges, Sugar, Etc.—February the Marmalade Month —Some Good Selling Hints.

Written for Canadian Grocer by A. H. Harvey.

IN a certain town, not so many miles away from Hamilton, Ont., there is a grocer who each year, for the last three or four, has put on a selling campaign in marmalade, marmalade oranges, sugar and other materials the housewife requires for the putting down of her annual supply of marmalade. This campaign is usually begun about the last week in January and extends into February—the big marmalade month of the year. Recently when the writer was discussing with him his plans for 1916, he mentioned incidentally his marmalade campaign as one of the coming features.

"A year ago the marmalade campaign proved a success, despite the fact that the country was in the early stages of the great war," he said, when we got down to particular selling methods.

"In the first place," added Mr. Brighton—that was not his real name, but we will call him John Brighton in this article—"my chief endeavor was to make the store fairly breathe an atmosphere of marmalade and of oranges for the manufacture of marmalade. Large stocks of both bitter and sweet oranges as well as grape fruit were shown in conspicuous places about the store, and, of course, the window was designed to fit in with the campaign. You will note there is a slant on the window floor. In the centre the window dresser placed a pyramid of oranges, reaching almost from the plate glass to the

rear of the window. This was built up so carefully that there was just one row along the apex, whereas the base was twelve or fifteen oranges wide. On either side of this there was a circular display with oranges coming up to a peak at the top, where there was just one orange. Excelsior tissue paper was freely used and strewn about the various piles of oranges. Along the front of the window was a row of manufactured marmalade

in nicely labelled jars for those who were in the market for new marmalade, and who did not go to the trouble of making their own. Other requisites, such as fruit jars, rings, paraffine were neatly placed between the various piles of oranges, and across the rear were piles of sugar in 20-lb. sacks and 5 and 2-lb. packages. I should have said that the centre pyramid of oranges was composed of the bitter variety, whereas the other

two rows were sweet oranges. One of the boys, who is handy with the pen and brush, worked out a couple of neat show-cards, one reading: 'Choicest Oranges for the Marmalade,' and the other, 'Do Them Down Now.'"

Mr. Brighton was very enthusiastic over the sales this simply-dressed window produced. He is a firm believer in showing the actual goods and not presenting anything that would attract the attention of the passer-by from those goods. The entire window was a suggestion to the housewife that the present was marmalade time, and reminded her of every necessary requirement in the manufacture of marmalade.

"Inside the store," added Mr. Brighton, "was the same orange atmosphere. To the rear we had several cases of oranges piled up one on top of the other and slanting towards the back wall. On entering, every customer simply had to see that display. She was again reminded of oranges and of marmalade. She could not get away

Make the Marmalade Now

Bitter marmalade oranges are again in and are now at their best. Marmalade time is here. What about your 1916 requirements? We have anticipated your wants and have a splendid supply of bitter and sweet oranges of superior quality and flavor, as well as fruit jars, rings, sealing wax and sugar. See our orange and marmalade displays in the window and store.

Bitter Oranges—Fine and beautifully colored fruit direct from Seville in Spain, per doz....—c.

Sweet Oranges—These are necessary to give the proper flavor to your marmalade. Large juicy navels at per doz.—c.

Lemons—A dash of lemon juice to a pot of marmalade is recommended by many housewives. A fresh supply just in, at—per dozen—c.

Fine Granulated Sugar—Sugar is one of the all important items in the making of good marmalade. Make sure of the quality of your selection. Sugar at — lbs. for \$1.00.

Fruit Jars and Paraffin—When you go to the trouble of making marmalade be sure that you preserve it in good jars. Make assurance doubly sure by covering the mouth of every jar with a thin layer of paraffin. Fruit Jars at —c for pints and —c for quarts.

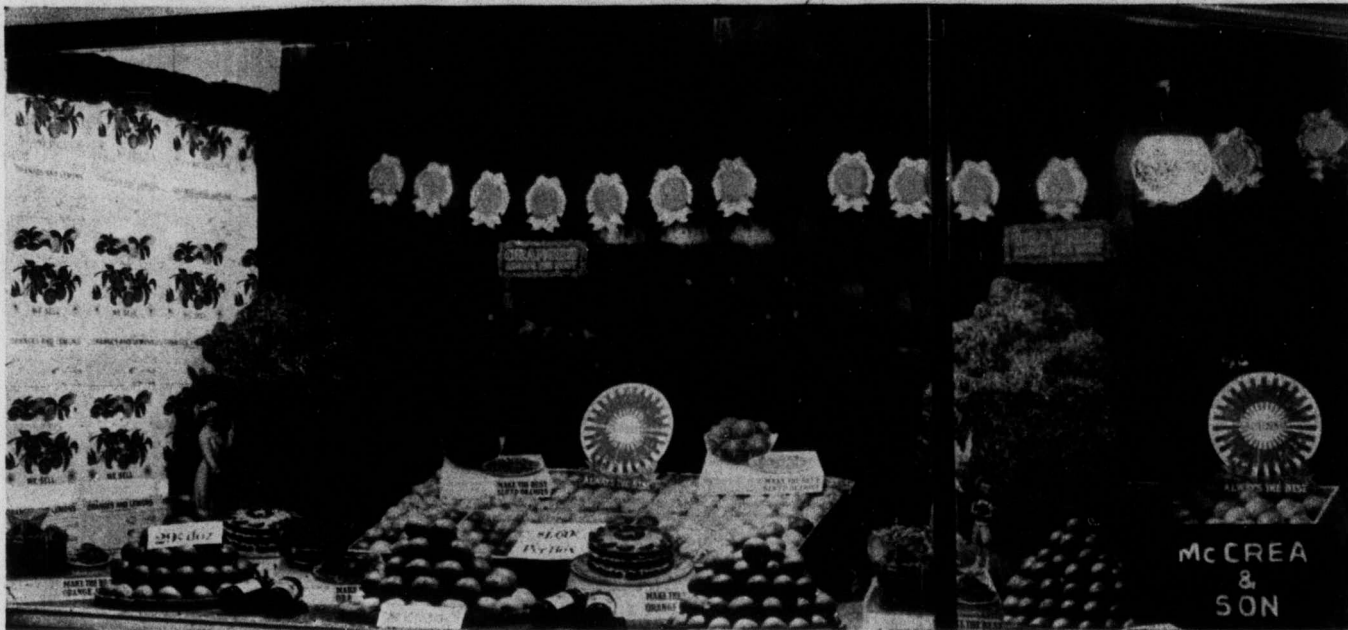
Don't delay putting down the marmalade. First who come get best selection of fruits.

JAMES BROWN

87 Main Street

Phone 111

Suggestion for a newspaper advertisement on marmalade oranges, fruit jars, sugar, etc.



While not exclusively a marmalade orange display, this window presents some good suggestions for a trim just now.

from it. On the counter was a glass circular display stand, with three or four shelves tapering from large ones at the bottom to small ones at the top. This stand was neatly arranged with oranges. Naturally, if a customer survived after passing the window and seeing the big display at the rear of the store, her attention was again called to oranges when she got to the counter. If she didn't purchase immediately, she probably kept turning over in her mind, 'I wonder if I want these oranges to-day, or shall I wait for a week or so?' A little personal salesmanship always finished the sale.

"On the counter as well were a few fruit jars, rings, cartons of paraffine, a few small packages of sugar, which did not take up very much room, and three or four jars of tempting marmalade.

Personal Salesmanship Helps

"If, for instance, one of the clerks made a sale of oranges, he always pointed to the fruit jars, rings, paraffine and sugar to complete the sale of these associated lines. There is a great deal, you know," said Mr. Brighton, "in suggesting associated lines to customers, and we find when we put on a sale of any particular line of goods, we invariably dispose of at least an equal turnover of the other lines. I remember quite distinctly that last year fruit jars and sugar sold quite freely, and, of course, we dispose of a good quantity of rings and paraffine for sealing the tops of the jars.

"On a table just in front of the entrance was an attractive little display of marmalade in glass jars, with a show-card reading: 'Adds a Zest to the Morning Meal.' There were, of course, many of our customers who do not go to the

A RECIPE FOR ORANGE MARMALADE

Here is a recipe that has been tested with success. It makes a delicious marmalade if instructions are carefully carried out:

- 6 Bitter Oranges;
- 7 Sweet Oranges;

Slice and let stand in four quarts of cold water for 36 hours. After boiling for two hours add 9 pounds of granulated sugar, and juice of four lemons; boil 2 hours. If when cutting the oranges the seeds are saved, steep in warm water and the liquid added to the mixture when boiling the second time, the flavor is improved and the marmalade jellies better. When cold in jars, put thick layer of paraffin on top of marmalade.

both of making their own marmalade, and we found that this little trim worked wonders in the matter of selling ready-made marmalade.

"Occasionally the customer would place her regular every-day order without saying anything about marmalade or marmalade oranges. Every clerk was instructed, in such an instance, to bring the customer around to our way of thinking by a courteous suggestion something like 'How about marmalade oranges or marmalade to-day?' This usually opened up the conversation and gave the salesman a chance to point out that the new bitter oranges were in, and that now was the season when folks were putting down their supply. You

can naturally see that with such a campaign we were bound to sell a lot of oranges and marmalade, as well as the associated lines above referred to. Apart from that, we had a marmalade advertisement in the local paper. We had the ad. changed every few days. So there was something new for the readers, and not the same old story; or rather the same story was told in a new way, and we linked up the advertisement with the campaign inside the store. There was considerable work connected with the whole affair and some close attention was given to it, but it was worth it. We sold more oranges and marmalade in two or three weeks during that campaign than we sold in the following two or three months. It is all a matter of getting the public thinking about marmalade and getting them to ask themselves the question whether they should put some down or not. We certainly intend to continue this campaign this year, and, in fact, we are already laying our plans."

Mr. Brighton mentioned a number of other campaigns which he had put on during 1915, some of which are exceedingly interesting, and will surely bring some new suggestions to many others. These will be described in future articles.

C. B. Amey, one of the proprietors in the store run by Amey Bros., Portage avenue and Young street, Winnipeg, at considerable risk, rescued a dog which was tied up in the basement of his store during a fire which broke out late one night last week. The damage amounted to \$2,500, which was covered by insurance.

Some Big Advances in Seeds

Red Clover Much Higher Than Year Ago—White Clover Also Up and Wax Bean Quotations Are Difficult to Set—Little Change in Alsike or Timothy—Turnip Seeds Much Higher—No Shortage in Flower Seeds

IT is in the winter months that the prosaic farmer's fancy turns to thoughts of seeds. While seeding time is three months or so hence, yet preparations are made much earlier than that, which means that the grocer and general merchant who wants to make the most of his seed department prepares well in advance for this profitable trade. The year that has just gone by was a splendid one from the standpoint of the seed merchant. The patriotism and production campaign inaugurated on the outbreak of war had the effect of ensuring a much larger acreage under cultivation than usual and naturally seed was required in large quantities. The year therefore was a good one, not only in field grains, but in vegetable seeds for garden and back yard lots. Wholesale seed men look forward to another good year in this regard, and it will therefore be interesting to forecast as far as possible the existing prices on various seeds and a comparison with those that prevailed a year ago.

Generally speaking seeds will be higher than a year ago, but there are instances where they will be about the same even a little lower. The most notable advances has taken place in red clover which is from \$5 to \$7 per cwt. higher than a year ago. White clover is also high, but alsike and timothy are about normal at same prices as in 1915.

Turnip seeds will be much higher. Carrots will be a little higher, but beets and mangolds will not be above the prices of last year. There is however, a very large advance in wax beans. These are very scarce owing to the wet weather that prevailed last year and prices are quite abnormal. In fact seed houses find it very difficult to quote at the present time.

Merchants, however, will be able to get a much better idea of the seed situation by going into each of the most important seeds separately.

Red Clover.—This is much higher than a year ago and likely to remain so owing to the short crop in Canada. There was only a fair crop in the United States, but the duty which includes at 7½% war tax means that it is costing about \$4 cwt. to bring Red Clover into this country. The cause of the short crop in Canada was the wet weather in August and September last, resulting in small quantities of real No. 1 Government Standard Seed. The price of this rules around \$26.50

to \$28 cwt. There is, however, a fair quantity of No. 3 grade at around \$23.50 to \$24. A year ago No. 1 could be bought at around \$21 to \$21.50 and No. 3's considerably less than that. Red Clover comes from England, France, Italy, and the United States. There is however, the substantial duty of 10% on the English seed. While some seed has come there is a possibility that more might and if this is the case it would tend to develop an easier market later on, probably around March.

Alsike.—There is not a great deal of difference between prices of Alsike this year and last. It is probably a shade firmer in sympathy with the Red Clover market. Supplies are fair and probably a little larger than a year ago, but there is not a great deal of No. 1 seed. No. 1 will sell this year to the trade at around \$22 to \$24. No. 2 about \$18 to \$19 per cwt. and No. 3 at about \$16.

Timothy.—Prices on timothy this year will be about normal, No. 1 being around \$12 to \$14.50 per cwt. to the trade. No. 2, \$10 to \$11.50 and No. 3 \$7.

White Clover.—This line is considerably above 1915 prices, the range being from 25 to 64 cents per lb. No. 1 White Clover will probably bring the latter price and No. 3 the former with No. 2 around 38 cents per lb. Last year No. 1

was about 45c which indicates a market considerably higher than last year. The shortage in stocks is the cause. Prior to the war a lot of White Clover used to come from Germany.

Turnip Seeds.—Turnip Seeds will be very much higher this year than last on account of short crops in England. Prices in fact will be from 50 to 75 per cent. above a year ago, which ranged around 20 cents. This year turnip seed will sell around 30c a pound to the trade.

Beets.—These will range about the same as a year ago at about 70c a pound. France is the chief source of this seed.

Carrots.—Table carrot seeds will be a little higher this year, probably about 25%. The price will be in neighborhood of \$1.30 per pound, but there will be little difference in prices of field carrots. These will be about 34c a pound bulk. France is also the big source of carrot seeds.

Mangolds.—These will be about same as a year ago. The main supply is France and Holland and apparently the war has had little effect on the supplies available for export. Prices will be from about 18 to 20 cents a pound.

Wax Beans.—As intimated above Wax Beans are very scarce and prices exceedingly high. Wholesalers have had to pay a great deal more per bushel this year, but it has been impossible for them to get anywhere near the quantities contracted for. One wholesaler points out for instance that out of 50 bushels contracted for from one source he was only able to get a bushel and a half. Wholesalers are therefore holding back quotations for the season and will only quote on current orders. The wet season was the chief cause of the heavy scarcity in the United States this past year. It is a little bit encouraging to know that in some particular varieties the shortage is not quite so bad, but the trade will find this year a big increase in the price of wax beans.

Garden Seeds, Lettuce, Tomato Seed, etc., will show every little change. Flower seeds will be about the same. Sources of supply are England, France, Holland and the United States. In some cases, however, there will be some advances.

THIS SEASON'S SEED PRICES

The following table represents in brief the prevailing prices for this season's seeds from the wholesale merchant to the retail dealer:

Red Clover—

No. 1, cwt.	\$26.50	\$28.00
No. 2, cwt.	25.00	25.50
No. 3, cwt.	23.50	24.00

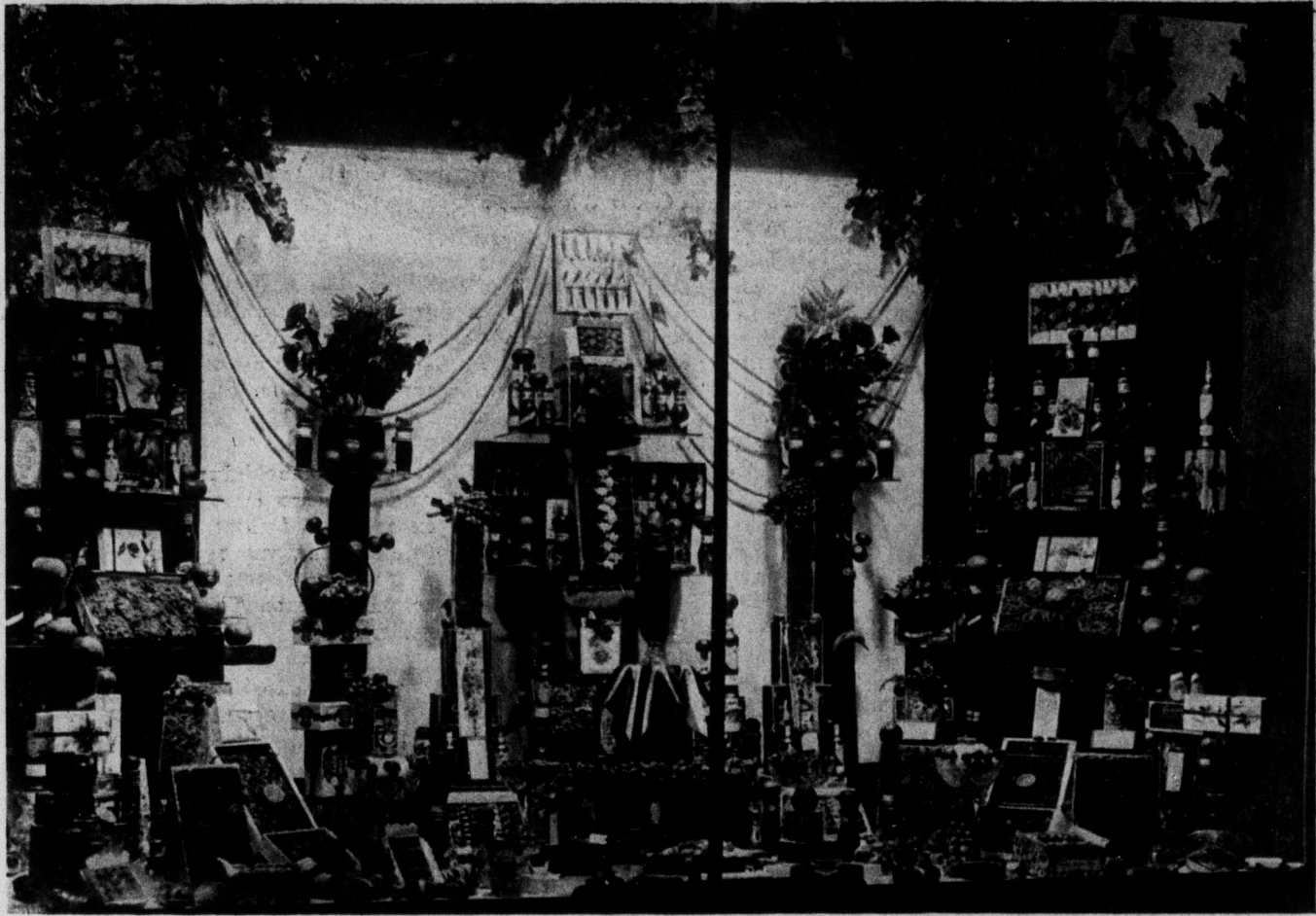
Alsike—

No. 1, cwt.	\$22.00	\$24.00
No. 2, cwt.	18.00	19.00
No. 3, cwt.	16.00	.....

Timothy—

No. 1, cwt.	\$12.00	\$14.50
No. 2, cwt.	10.50	11.50
No. 3, cwt.	10.00	.....

White Clover—lb., 25c 64c



Window of Nation & Shewan, winner of first prize in Class I. Canadian Grocer's Christmas Contest—dressed by J. F. Nichol.

Winning Window From Brandon

Nation & Shewan Carry Off First Prize in Canadian Grocer's Christmas Contest in Class No. 1
—A Particularly Fine Trim—Several Close Seconds—All Winning Windows
and Runners-Up to Appear Later

CANADIAN Grocer's Christmas Window Display Contest brought out some splendid material. The windows have now been judged and winners of the prizes are announced. It has always been our policy in announcing results of this contest to present in one of our January issues only the first prize window in each class and then later on in the year, near Christmas time reproduce the entire six winners. This is done for the reason that the reproduction of the winners will be of more use in the Fall of the year prior to Christmas trade than early in January after the previous Christmas trade is over.

The list of winners in Class 1, that is cities over 10,000 population, appear on this page. There is also reproduction of the first prize display. This year it comes from Brandon, Man., and is the window of Nation & Shewan. The display itself was made by J. F. Nichol and will be seen to have been a most attractive one. Mr. Nichol has paid special

PRIZE WINNERS IN CLASS I

First Prize—Nation & Shewan, Ltd., Brandon, Man.; dressed by J. F. Nichol.

Second Prize—G. F. Gringer, Eglinton, Ont.; dressed by Mr. Gringer.

Third Prize—W. A. Herron, 57 McKay Ave., Toronto, dressed by F. Stanton.

Two other fine windows which received special mention were those of D. W. Clark, Toronto, dressed by A. Knight, and of Island & Bamford, Toronto, dressed by C. J. Bamford. Poor photographs spoiled the chances of several others.

Judges—H. C. Macdonald, E. P. Burns and H. H. Black, all members of the Canadian Window Trimmers' Association.

attention to selling power and attractiveness and has thrown into the window a little originality. Many window trimmers think that originality is the most important part of a window. This is not the judge's idea. There are many original windows which do not sell goods and the judges pointed to this fact in their decision. Some of the windows for instance, had elaborate effigies of Santa Claus, etc., which although pretty detracted from the goods themselves. This is not the case with the window of Nation & Shewan. Everything in the display is for sale, with the exception of the few decorations which have been done with an artist's hand.

The display of G. F. Gringer, winner of second prize was considered a splendid salesman, while not so elaborate as some of the others. The third prize display which appeared in W. A. Herron's window was neat and tasty and looked like a splendid seller. The display of D.

(Continued on page 35.)

A Fine Merchandising Display

Winner of First Prize in Class 2 of the Contest—Criticisms Made of Tissue Paper Decorations—Several Other Fine Windows—Will Be Reproduced Later

IN Class 2 of Canadian Grocer's Christmas Window Contest were some splendid windows from the towns and centres under 10,000 population. As will be seen from the accompanying panel, the first prize winner was C. Percy Ruppel, of Ruppel & Co., Elmira, Ont. The display is reproduced, and was considered by the judge to be a splendid merchandise window, and one that would surely sell the goods in a small town. The only criticism made was that the tissue-paper-covered posts and cross-bars would tend to detract from the actual goods on sale. Apart from this, they found it nicely balanced with a very appetizing array of food-stuffs.

In the displays of Piper & Young, Oshawa, and Geo. Kerr & Co., Lethbridge, Alta., the second and third prize winners, the judges found two more exceedingly good trims. These two windows will be reproduced later on in the year, when they will come in handy as Christmas suggestions for the 1916 Christmas season.

In Class 2, as well as in Class 1, the judges found a tendency to use tissue paper decorations and other fancy "touches," which they did not think helped sell the goods. In fact, their contention was that these things retard

the effectiveness of the window by taking the attention away from the actual goods themselves. They believed, of course, that windows containing an effigy of Santa Claus, etc., got people to look at the window all right, but that too many would not take their attention off this feature to the actual goods.

Of course, there may be differences of opinion in this regard, and if so we would appreciate hearing from readers. Canadian Grocer desires to extend congratulations to those who won the prizes and to the others mentioned who sent in particularly fine windows. In this class the chances of a number were spoiled on account of the photographs not being very good. This is a very important part of the competition, because, since it is impossible for the judges to see personally every window, they have to form their conclusions from the way the goods stand out in the photograph. Windows of the runners-up in each contest will also be reproduced later on in the year.

THE CLASS II WINNERS

*First Prize—Ruppel & Co.,
Elmira, Ont.; dressed by C.
Percy Ruppel.*

*Second Prize—Piper & Young,
Oshawa, Ont., dressed by G.
E. Piper.*

*Third Prize—Geo. Kerr & Co.,
Lethbridge, Alta., dressed by
T. H. Manning.*

*Other splendid small town
windows mentioned particu-
larly by the Judges came from
W. V. Webster, Trenton, Ont.;
Clair Barnett, Tweed, Ont., and
A. Norrington, Milton, Ont.*

Judges—Same as in Class I.



Winning window in Class 2—centres under 10,000 population. This was shown by Ruppel & Co., Elmira, Ont., and trimmed by Percy Ruppel.

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No. 3

FIRM MARMALADE MARKET

WHILE the majority of marmalade manufacturers have not yet announced prices on new marmalade, it is anticipated that these will be quite firm with possibly some advances. The reason for this is chiefly due to the high price of sugar and of oranges. There is too, not much possibility of sugar or Seville oranges going very much lower this year in view of the big advances in ocean rates, war insurance and war taxes. Manufacturers, too, claim that last year there was not much money in marmalade in view of the high prices of raw materials. The trade can, therefore, look forward to a firm market in new marmalade, with advances in some cases at least.

In the Old Country, the demand for marmalade has depleted stocks greatly. The War Office, Admiralty and Hospitals are all in the market and buying heavily. A Canadian manufacturer who has recently returned from the Old Country states that fully 75 per cent. of the retail dealers there were sold out over two months before new marmalade was ready, and all firms are weeks and months behind with their orders.

RETAILER CONTROLS OYSTER SALES

RETAILERS who want to sell more oysters should read what T. J. McKey says in a report of his talk before the Toronto Ad-men appearing on another page.

It is against the law to water oysters, as CANADIAN GROCER has frequently pointed out. There are, however, some who continue this old practice, and as this mitigates against the flavor, many people have a prejudice against this wholesome bivalve. Mr. McKey claims that if the entire retail trade will sell

only solid oysters and no water, the demand will rapidly increase. It is a matter which the retailer has in his own hands, the speaker declaring emphatically that it was most necessary to get the cooperation and interest of the dealer in any advertising campaign that might be attempted.

WHY POTATOES ARE HIGH

THOSE who have been following CANADIAN GROCER market reports on potatoes during the last three or four months will not be surprised at the high price at which potatoes are selling to-day. Quotations in this week's issue, as well as last, show that New Brunswick Delawares have reached the \$1.90 per bag mark in Montreal, wholesale, and the \$2 per bag mark in Toronto. British Columbia potatoes which have been coming in fairly freely of late are wholesaling at \$1.75 to \$2 per bag in Toronto.

The only two Provinces which were fortunate in the matter of their potato crop last year were British Columbia and Alberta. Shippers in the former Province are shipping potatoes East in heated cars, but the cold weather in Alberta hinders loading, so that little business is being done just now from there. Ontario potatoes were pretty much of a failure, due to the wet weather and Quebec and New Brunswick had smaller crops for the same reason. At the same time the United States has lifted the embargo on Canadian potatoes and that market is now open to shippers of good, sound potatoes in the East. These things combined have put up the price which may be still higher before it is lower.

Severe cold weather will tend to firm prices still further, but when Alberta experiences milder weather it may give her shippers an opportunity to get into the Eastern market. Her exportable supplies, how-

ever, are not definitely known here and just whether they would have any effect on easing the market is doubtful.

Judging from the present situation in the potato market, we should see more new early potatoes from the South used this spring than usual. When the margin between the two is not very great, people will naturally be inclined to purchase certain quantities of the new.

DAMAGED CURRANTS ON THE "FRIXAS"

READERS of this paper have been hearing a great deal of late in our market pages about a steamer known as the "Frixas." This is a Greek steamer which left the shores of Greece last autumn with a cargo of currants for distribution from New York. The trade took special interest in this vessel, as she had a considerable quantity of currants on board for Canada. She cleared her dock but apparently did not get very far—if she ever left her harbor—before she was recalled by the Grecian Government. Her cargo of currants was unloaded on the wharf and left to the tender mercies of the elements. Later she was permitted to resume her regular voyage. These currants were again placed upon her, as well as others, and she sailed for New York. Our readers know the rest of the story.

The fact, however, that the currants which lay upon the wharf in her home port were more or less damaged by sun, wind and rain, is causing more or less anxiety on the part of the insurance companies and the importers. It appears there is a clause in marine insurance companies' policies which makes them only liable for damage to the cargo while it is subject to marine risk. Should therefore, the marine insurance company be obliged to pay the loss upon currants which were placed on the vessel, and through no fault of theirs returned to port and unloaded and damaged; or should the importers have to stand the loss through no fault of theirs? This is the interesting question now being threshed out on account of damage done to currants on the "Frixas." It would, of course, appear that the Greek Government would have to ensure the cargo against loss when the vessel acted under its orders, but under present circumstances it might be a difficult thing to get the Greek Government to consider the matter. It has perhaps graver problems to solve.

A NEW SERIES

ELSEWHERE in this issue appears the first lesson of a series on pen lettering. The lesson is the thirteenth of a series prepared especially for THE CANADIAN GROCER by R. T. D. Edwards. Commencing with this issue an entirely new phase of show-card writing is dealt with. It is very important that all who are following the series should pay particular

attention to the lesson in this issue. The Edwards course has been followed closely by hundreds of grocery clerks and window trimmers in all parts of Canada. All branches of the trade, especially the retail trade, realize to-day more than ever before, the value and importance of good show cards. Their use in window displays, or in connection with interior displays, adds greatly to the attractiveness of the displays, and in addition, has tremendous sales creative power.

The series on pen-lettering, including the lesson in this issue, and a number of others which will follow in succeeding issues, covers one of the most important branches of modern show card writing. It is not absolutely necessary that the beginner should know anything about brush lettering, which was treated in previous lessons, but a student who has mastered brush lettering, will have less trouble in mastering the details in connection with pen-lettering.

WANTED—MEN WHO THINK

THE following little quotation has reached the desk of the writer.

"The man who fears to take his stand alone, but follows where the greatest number tread,

"Should hasten to his rest beneath a stone—
the great majority of men are dead."

Important things are often done up in small packages and here is one. The world is too full of the class of men who are inclined to follow the crowd. There are too few of those ready and willing to do their own thinking. Tell a man that others are doing a certain thing a certain way and he will nine times out of ten decide on the same course without a moment's thought.

Business methods have, of course, changed greatly in the past, and if we could tabulate those changes as they occurred and determine their exact cause, we would find that they are due to men who thought.

LOWER WORKMEN'S COMPENSATION RATES

THERE is a well-founded report to the effect that a reduction is in sight in rates paid into the Ontario Workmen's Compensation Fund. It happens that the rates struck a year ago when the commission was established to administer the workings of the fund, have been found to be more than sufficient to cover expenses and monies paid out to deserving cases. A reduction in rates will be the result.

This information will not be of much interest to the retail grocery trade, as it does not come under the scope of the act, but manufacturers who pay into the fund will be favorably affected. The new rates should be struck about Feb. 1, and, it is understood, the reduction will be a fairly substantial one.

Cardwriting Made Easy

by R.T.D. Edwards

THIRTEENTH OF A SERIES

ROUND WRITING PEN-LETTERING

THIS being the first lesson of this series in pen-lettering, it is advisable, for all who are following the course or who wish to begin it, to get busy immediately as this is an entirely new phase of the work. It is one of the most important branches of modern card-writing. It is not necessary to know anything about brush work in order to learn pen lettering but the person who has gone through the brush-stroke Roman lettering should learn the pen work more quickly than one who has not. This is because the manipulation of the pen and the chisel-pointed brush for this class of letter, is similar and the letter formation is imbedded in the writer's mind. However, be you beginner or one who has been practising these lessons since their commencement, let us demonstrate how quickly you can master this form of work.

The pen lettering can be used on cards in any class of store—grocery, hardware, dry goods or stationery—all can use small price tickets or neatly lettered show cards and it is this class of work for which the pen is mostly used.

The round writing pens were first invented and made for the system of round writing, but their use for show cards purposes did not come into effect generally until a few years ago. Now they are being used so extensively that it is absolutely impossible for a cardwriter to come to a high state of efficiency without their use. The fact is that these pens have been a boon to the cardwriter. By their use we have a better formed and neater letter made in much less time than can be executed with the brush. This sums up in a few words their main points.

Pens in Various Sizes

These pens are to be had in eleven different sizes—one to six including half sizes—but the ones mostly used for cardwriting are one, one and a half, two, two and a half and three. Unless you are called upon to make some exceedingly small cards such as are frequently used in jewelry stores it is not necessary to get the smaller sizes. These pens are all blunt pointed, No. 1 being the broadest and No. 6 the narrowest. They are made from very thin steel and are tempered ready for use. Do not, as has been recommended by some cardwriters, burn with a match. This often weakens them, the points spread which renders the nib useless. It is absolutely necessary to use an ink retainer on these pens; if not the ink will feed down all at once and cause a blot. The ink retainer is a small brass arrangement which slips over the pen. These can be gotten from the same place where the pens are sold.

The ink for pen work is entirely different from that used for brush work. Use a heavy black carbon ink, not necessarily waterproof. You might think this expensive but a small bottle if kept corked while not in use will make a good many hundred cards.



Seasonable Card for a marmalade orange display.

The Chart Described

The principle of the manipulation of the pen is very similar to that of the chisel-pointed brush; the difference being that the brush is flexible while the pen is rigid. The heavy strokes are made with the broad side of the pen and the thin strokes are made with the narrow side. Take for instance, the making of the first letter "A." By turning the pen sideways with the handle pointing toward the right, starting at the top and drawing the pen downwards, you make the narrow line. To make stroke two you keep the pen in almost the same position but draw it down with its full width. Stroke three is made with the narrow side of the pen. The second "A" shows the curved cross bar. This is made by holding the pen rigid in the hand and drawing a wavy line. (See practice exercises).

The "B" is composed of three strokes. The pen must be held at the same angle for all three. No. 1 is drawn

down with the full width of the pen. Keep the pen at the same position and start at the top of stroke one to make the loop (stroke two). If the pen is held tightly and not allowed to roll you will have no trouble in making the wide and narrow parts of either strokes two or three. Note that the end of stroke two meets stroke one nearer the top than the bottom.

The "C" is made entirely of two strokes. These must be practised to be made quickly in order to get them free and easy.

The "D" is another two stroke letter. It is made similar to the "B" with the exception that it has one large loop instead of the two smaller ones. The pen must be held as shown in Fig. I. This position holds good in practically all curved line strokes in this lesson.

"E" is a four-stroke letter. Stroke one is made with the full width of the pen while two and four are made with the narrow side. The centre stroke three is made by making a small narrow line and to get the spur, draw the pen downwards and turn handle to the left. This takes much practice and should be made many times. Stroke three on the second "E" is made similar to that of stroke three of the second "A."

The "F" is the same formation as the first "E" without stroke four.

The "G" is made up entirely of three strokes. Make sure to get the finish of stroke one curved upwards from the lower guide line. The "H" is a three stroke letter. Strokes one and two must be made equal distance apart and must also be kept at right angles with the guide lines. Care must be also taken to get the "I" at right angles with the guide lines. The straight part of stroke one of "J" does not touch the lower guide line but curves to the left to meet stroke two. The letter rests on the lower guide line where the two strokes join.

"K" is formed with three distinct strokes. Stroke two joins stroke one above the centre. Stroke three projects further to the right than does No. 2. Note the angle at which stroke three joins stroke two.

The "L" is composed of one thick and one thin stroke.

The "M" is one of the most difficult letters to make with the pen; stroke one being a narrow one must be made with the narrow side of the pen therefore in order to get this the pen handle must be pointing directly to the right and parallel with the guide lines. Stroke two is made with the broad side of the pen. The finish of this stroke is the

Round Writing Pen

One Stroke Alphabet & Numerals

A A B C D E F G H I J K

L M N O P Q R S T U V W

X Y Z 1 2 3 4 5 6 7 8 9 0

a b c d e f g h i j k l m n

o p q r s t u v w x y z

Chart 12

R. D. Edwards

most difficult part. This is accomplished by turning the handle of the pen more to the right so as to get the side of the nib to touch the lower guide line and not overlap when stroke three is to finish. The latter is made with the side and stroke four with the full width of the pen. Strokes two and three should touch the lower guide line midway between the strokes one and four.

"N" is another letter that needs much practice. Make the two outside strokes first, then join them up with stroke three. The end of the latter stroke must be manipulated the same as the end of stroke two of "M."

The "O" is composed of two strokes. Hold the pen tightly for this letter and join the strokes at the top and bottom.

The "P" is a repetition of the "B" without the lower stroke and except that stroke two joins stroke one in the centre instead of nearer the top.

The "Q" is the same as the letter "O" with stroke three added. This latter is made with one sweep of the pen. Much practice is required to make this successfully.

The "R" is the same as the "P" with stroke three added. Note where stroke three joins stroke two.

The "S" is a three stroke letter. The top part of this letter is smaller than the bottom. This letter needs much practice before it can be formed well enough for use on the show card.

The main thing to watch about the "T" is to see that stroke two meets stroke one squarely in the centre.

Practise this letter often. Stroke one and two must not come to the lower guide line but stop about one-eighth of an inch above it so as to allow stroke three room enough to curve upwards and still rest upon the lower guide line.

Stroke one of the "V" is similar to stroke two of the letter "M." In fact strokes two and three of "M" form a "V." Pay attention to the join.

The "W" like the "M" is very difficult to master. Pay attention to the joining up of these strokes. The centre point at the top must come midway between strokes one and four.

The two strokes of the "X" should cross slightly above half way between the guide lines. This means that the lower part of the letter is a little larger than the upper section.

The "Z" requires special attention. It is not used as



Appropriate for display of foods for the cold season. How made is described in this lesson.

often as other letters and for that reason needs much practice. It is just as necessary to form it correctly as any other letter, when it is required.

Making the Numerals

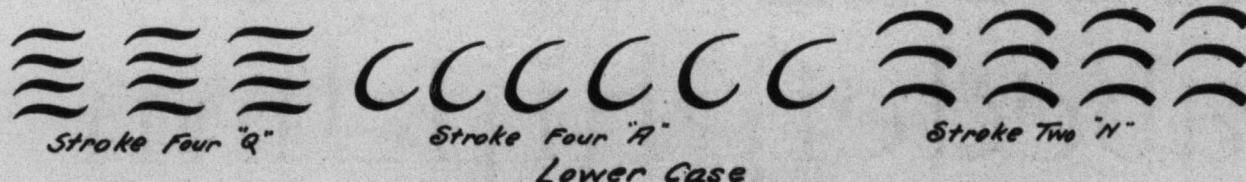
It is absolutely necessary to spend many hours in the practice of pen stroke numerals. A cardwriter is using these figures continually in his daily work, so if you wish to make a success of the work these must be accomplished.

The "1" is quite simple just one straight broad stroke with the spurs to finish it. The "2" is formed with three strokes. The second stroke needs much practice as the lower part is accomplished by turning the handle of the pen to the right. Stroke three is made with the pen in the same position. The "3" is made with four complete strokes. The bottom part of the figure is slightly larger than the top. Practice it often.

The "4" also needs to be practised many times. Pay special attention to the joining of strokes one and two.

The "5" is the most frequently made figure and must be formed properly at all times. The joining of strokes one and two needs much practice.

The "6" is made with four strokes of the pen. The



Practice Exercises



Fig. 2

Stroke two of "7" is found by many to be quite difficult. This is made with the thin side of the pen, making use of the broad side at the end of the stroke. Much practice is needed.

The "8" is a letter that cannot be learned quickly. It is made entirely of four strokes. The lower section of the letter is much larger than the upper.

The "9" is just the same as the "6" only reversed.

The "0" is of two stroke formation.

The Lower Case Letters

The lower case pen lettering is used much oftener than the upper, therefore special attention must be paid to its formation, but when it is accomplished it can be made with much greater speed than the upper case.

As stroke four of "a" is a long one it needs lots of practice as does stroke two of the letter "b." The "c" is of two strokes and the same formation as the upper case letter. The "d" is made with three strokes. It requires special attention.

The "e" is a three stroke letter. Care must be taken to make stroke three parallel with the guide lines.

Strokes one and two of "f" must be joined up in such a manner to give the top of the letter a graceful appearance.

The "g" is the all curve letter, but is not as hard to form as it may at first seem. Both loops are about the same size. Stroke five is often varied as suits the writer's fancy.

The "h" is a three stroke letter. Note that stroke three starts about one-eighth of an inch below the upper guide lines so as to join up with stroke two.

You will have no difficulty with the "i" providing you keep it at right angles with the guide lines.

If stroke one and two are joined up properly the tail of the "j" will appear graceful. Practise this letter many times.

The "k" is similar formation to the upper case letter with the exception that stroke one is higher. You should have no difficulty with the "l".

The "m's" main down strokes should be equal distance apart. Practise strokes two and four of "m" and two of "n" often.

The "o" is the same as in the upper case alphabet.

Stroke two of "p" needs to be made many times before the beginner can get it graceful.

Stroke four of "q" is a similar one to stroke three of the second upper case "A."

The "r" is a simple letter to form. Pay special attention to stroke two. It must be made so as not to appear too heavy.

"s" is a duplicate of the upper case. The main part of the "t" is one complete stroke. The bottom part should be curved before touching the guide line.

Strokes one and two of "u" combined are similar to the lower part of the "t" only that stroke two extends further than does the t's tail.

The "v," "w," "x" and "z" are all duplicates of the upper case. Don't neglect to practise them. The loop of the bottom must not come above half way between the guide lines. Stroke two must not project beyond stroke four.

lower case "y" is made up of three separate strokes. Strokes one and two join up about an eighth of an inch above the lower guide line and stroke three extends below the guide line.

This figure "&" is only one formation of dozens which are equally as good as this one that can be made with the single stroke round writing pen.

Study Spurs Collectively

You will have noticed that I scarcely mentioned anything about the spurs on the letters and figures. These were left out for a purpose because I want them studied collectively. The lower section of Fig. 2 shows all kinds of spurs on plate 12 divided into three classes, one, two and three stroke formation. Each spur represents one or more spurs used on figures or letters and should be prac-

You will have noticed that I scarcely mentioned anything with sharp points. Don't try to make them with the pen laden with ink for you cannot. Best results are obtainable when the ink is low in the pen. The manipulation of the corners of the pen nib has a great bearing on this part of the work. However, practice is the best teacher. It is up to you. Watch the little arrows and make the strokes in the direction they are pointing.

In Fig. 2 we have an illustration of how to go about practice work of the chart. Each and every stroke should be made after this manner time after time until they can be made easily and without reference to the chart. I would advise you all to put forth your best efforts because the next lesson is a continuation of this work and has a direct bearing on this lesson.

The cards accompanying this lesson illustrate the use of the round writing pens on made up show cards. These are quite simple in layout and design but go carefully with the lettering.

MAIL ORDER HOUSES BUSY

REPORTS received by CANADIAN GROCER indicate that the mail order departments of catalogue houses are securing a large volume of trade from Canadian farmers, who are now spending the proceeds of the wonderful 1915 harvest.

What is the retail dealer doing about this? Why should so much money be sent from outside communities, impoverishing them greatly, to be localized in the big centres? While the retailer of course is not to be blamed for all of this, he certainly could prevent a great deal of this business going to the mail order houses.

What appears to be needed is more co-operation between merchants and farmers, so that the latter's wants will be better understood. One retailer can do nothing. If everyone of the thousands of retailers in the country, started out with the endeavor to study his customers carefully, to determine their wants, their likes and dislikes, and succeeded in keeping \$500 or \$1,000 each year of this money that goes to the mail order houses, in their home town, the mail order houses would very soon be feeling the pinch.

A LIVE WIRE is a man always looking ahead, and doing things that count. Of course, it is needless to say that someone has to do the routine work; of course they have, but the idea is for you to study out an easier and better way for that routine work to be done, and put that idea into practice, and ere long you will rise from the mediocre class, and attain things worth while.

To Meet in Regina

Second Week in May Will See Large Number of Merchants From All Over Saskatchewan at Annual Convention of R.M.A.—Some of the Problems for Discussion.

One of the principal matters to be discussed at the annual convention of Saskatchewan Retail Merchants Association to be held in Regina in May, will be the forming of a trust company, composed of or allied with the association, to be at the service of the members of the provincial association of retail merchants. This announcement was made by President Maybee at a banquet, in Regina recently at which the members of the provincial executive were guests of honor.

The provincial executive of the Saskatchewan Retailers' Association met in the Board of Trade offices on that day, and conferred with members of the government at the Parliament Buildings in regard to legislative matters which they desire passed upon at the next sitting of the Legislature. The deputation was received by Premier Scott, Hon. Mr. Calder, Hon. Mr. Turgeon, and Hon. Mr. Bell.

A banquet was given by local retailers at which the members of the provincial executive were the principal speakers. About forty Regina retailers were present, representing every branch of trade. J. J. Polson was toastmaster. J. L. S. Hutchinson, Saskatoon, provincial treasurer, was the first speaker, and dealt chiefly with the insurance scheme. He pointed out that although the Retail

Merchants' Mutual Insurance Company of Saskatchewan had only commenced to write insurance since Nov. 1st, there was \$131,000 insurance in force at present. For the first year, not more than \$1,000 could be taken out by merchants in the country, and not more than \$2,000 by city merchants.

W. W. Cooper, of Swift Current, first vice-president, explained in a general way the work of the organization, and spoke of the great benefit to each merchant of provincial organizations such as existed in Saskatchewan.

President George A. Maybee, of Moose Jaw, spoke of the Food and Supply Bill which the merchants were endeavoring to have passed, allowing farmers to advance from their crops in the fall for the necessities of life which the merchants had advanced them.

F. E. Raymond, secretary, gave a short address on the general activities of the association and referred to the work being done by the freight claims department, which was now in splendid working order in that province.

H. D. MacPherson, second vice-president, referred to the annual convention which would be held in Regina the second week in May, when over 600 merchants from all over the province would be present. The Convention will last three days.

What Hinders Oyster Sales?

Oyster Man Tells Ad-men That Retailer Holds the Key — Oysters Without Water Should be Sold —What Law Says.

Staff Correspondence

T. J. McKEY, Canadian manager of the Connecticut Oyster Co., spoke before the Toronto Advertising Club, at their Tuesday luncheon this week, on oyster publicity. Mr. McKey recited what various concerns had already done in the matter of advertising oysters to consumer and retailer, and incidentally gave some very interesting information on the cultivation of the oyster, its habits and customs and on things which mitigate against a greater consumption of this wholesome article of diet.

His theme in regard to the latter point was chiefly that the interest and co-operation of the dealer must be secured to make an advertising campaign on oysters a success. The retailer was the man who had the situation within his grasp.

It was chiefly due to better methods on the part of many retailers that progress has been made in the marketing of the oyster and to lackadaisical methods on part of others that consumption was not even greater.

The fact that some retailers did not realize the absolute necessity of selling solid goods was one of the things that retarded sales. "The consumer," Mr. McKey pointed out, "will usually detect something wrong with oysters when they have been watered and the chances are the consumer will not be in the market for more for a good long time, if ever."

According to prices of oysters to-day he maintained that no retailer should sell in the territory around Toronto less

than 35c a pint, or at the least 30c a pint. Anything sold under that price meant either a loss to the dealer, or that the oysters had been watered. This is of course against the law and retailers should see that the offence is not committed.

"Oysters are cheaper to-day," the speaker declared, "than they were ten years ago. At that time they were chiefly a "water" proposition, but the water has since been run out. Water with a few oysters were formerly sold whereas to-day its all oyster. The percentage of solids in the old days ranged from 3 to 4 per cent., whereas to-day they are from 16 to 22 per cent.—and this after all possible moisture had been extracted. Oyster concerns are getting less at the beds per bushel to-day, than they were ten years ago.

"While oysters are not a necessity, they are not by any means a luxury nor beyond the means of the average family, A half pint of oysters at 20 cents and a pint of milk at 5 cents will make an oyster stew for an average family."

In reply to a question as to whether oysters drank up the water poured in on them or not, Mr. McKey stated that they did not really drink it up, but that oysters take naturally to water and soak it up. It was remarkable too the way the oyster soaked up the water, but it was just this fact that led the consumer to have a prejudice against the oyster. They used to think it was all water and many of them have not got over it yet. It was up to the dealer, claimed the speaker to remove this prejudice and sell solid oysters.

Mr. McKey's statement that you have got to get the dealer in a national advertising campaign shows the importance of the retailer in the matter of distribution. It presents some valuable suggestions which should be given the attention of every retailer as it demonstrates how important he is in the success or otherwise of an effort to increase consumption of any foodstuff article.

The following officers of the Montreal Board of Trade have been elected by acclamation:

President, H. B. Walker; 1st vice-president, Zeph Hebert; 2nd vice-president, Anson McKim; treasurer, P. D. Gordon.

Council—Geo. J. Crowdy, W. A. Black, W. A. Coates, W. G. M. Shepherd, George Sumner, J. F. N. Dougall, A. H. Dalrymple, E. Goff Penny, A. F. C. Ross, T. W. Bole, A. R. Doble and George Ly-

Board of Arbitration—C. B. Esdaile, W. W. Crowdy, W. W. Craig, James Carruthers, J. R. Binning, Joseph Quintal, George F. Benson, Alfred J. Bryce, Norman White, W. H. D. Miller, E. S. Jaques, A. George Burton and R. J. Dale.



CURRENT NEWS OF WEEK

CANADIAN GROCER WILL APPRECIATE ITEMS OF NEWS FROM READERS FOR THIS PAGE.



Quebec and Maritime Provinces

D. N. Henderson, grocer, Stellarton, N.S., died recently.

The partnership of Levine & Co., grocer and provision dealer, St. John, N.B., has been registered.

H. Laporte, President of Laporte, Martin, Limitée, wholesale grocers, Montreal, and a member of the war purchasing commission at Ottawa has just returned from ten days rest at Atlantic City. Since the appointment of the commission last summer, Mr. Laporte has taken no holiday until the one mentioned. He has spent four or five days a week in the capital on the Nation's business. He is optimistic on the future of Canada after the war and emphasizes the necessity of the whole nation working in unison and preparing to take full advantage of the opportunities that will be ours.

Ontario

The Ontario Fruit Growers' Association held its annual convention at the Hotel Carls-Rite, Toronto, on January 19th, 20th and 21st.

George Barron, retail grocer, and Hugh Blain, wholesale grocer, were elected to the council of the Board of Trade, Toronto, for 1916.

A. B. McLean & Sons, wholesale grocers, have become established in Welland, Ont. Mr. McLean was in the retail business in Marshville for 32 years.

Archdale Wilson, of the Wilson Fly Pad Co., Hamilton, Ont., is in California on a pleasure trip and incidentally is attending a big golf tournament near Los Angeles. He will return in March.

Thos. W. Learie, who has for some time been secretary of the Canadian Credit Men's Association, Toronto, is severing his connection with that association to accept the secretaryship of W. R. Johnston & Company. A. S. Crighton, who has been assistant manager for the past two years, will succeed Mr. Learie.

James Burns, a grocer in Brantford, Ont., for many years, has passed away. He was fifty-three years of age and had had not been in the best of health for a year or so, but had been in comparatively good health until a few days ago, when he was taken ill with pneumonia. Mr. Burns was a member of the Brantford Retail Grocers' Association for

several years and was also an ex-alderman of that city.

J. J. Dorsey, J. I. Bloom, and C. V. Langs, who controlled the Egg-O-Baking Powder Co., Hamilton, Ont., have disposed of their interests to E. G. Willard. The new company will, it is understood, be placed on a profit-sharing basis for retailers according to their purchases—that is they are to receive a percentage of stock based on purchases. The company is capitalized at \$500,000, of which amount \$200,000 have been subscribed.

M. S. Sutherland, wholesale grocer in Kingston, Ont., for many years, is dead. Mr. Sutherland started his business life at Stratford, Ont., where he spent some little time, going to Boston in the early sixties, where he remained for two or three years. Owing to ill-health he returned to Kingston, where he entered the employment of Maenege and Waddell, where he remained a few years, afterwards entering the firm of Thomas Hendry & Company. On the death of Mr. Hendry, he carried on the business with his brother-in-law, the late George S. Fenwick, and upon the latter's death, he carried on the business, of Fenwick, Hendry & Co., under the old firm's name in which his son ex-Mayor R. D. Sutherland is associated.

Western Canada

E. H. Smith, has taken over the Sargeant Grocery, at 672 Sargeant avenue, Winnipeg.

John Fraser Company, general merchants, Quesnel, B.C., sustained a fire loss recently.

The Robt. Simpson Western, Ltd., department store, Saskatoon, Sask., has been granted a Dominion charter.

F. E. Farnham, of the Victor Chemical Works, Chicago, makers of baking powders, etc., was in Winnipeg last week.

J. L. Bathgate, of Scott-Bathgate Co., Ltd., commission agents, Winnipeg, has returned from a business trip East.

James Wood, president in the head office of Campbell Bros. & Wilson, Winnipeg, is leaving shortly to go into fruit farming in British Columbia.

J. C. Adamson, for the past few years employed as traveling salesman for the Camrose Grocery Co., Camrose, Alta., was married in Ontario recently.

Dudley Dingle, of Dingle & Stewart, 263 Stanley street, Winnipeg, has been East on a visit to the plant of Stuart, Ltd., jam manufacturers, Sarnia, Ont.

A. Macdonald, president of Macdonald-Chapman Ltd., Winnipeg, has returned from Rochester, Minn., where he had been visiting his brother, Duncan Macdonald, who is seriously ill.

P. H. Woodbury has resigned his position of manager of the fruit department of the Camrose Grocery Co., Camrose, Ont., to accept the managership of the Acme Fruit Co., at Calgary.

W. H. Dingle, traveler in Dauphin district for Dingle & Stewart, Winnipeg, was married recently, and spent his honeymoon in the south. He will now take up residence at Dauphin, Man.

W. H. Andrews, Calgary, Alta., secretary of the Retail Merchants' Association, states that there has approximately been \$12,000,000 sent out by the farmers of Alberta to mail order houses during the past year.

W. H. Hamblin, of Hamblin & Brereton, manufacturers' agents, 149 Notre Dame E., Winnipeg, has gone to England on a business trip, and is expected back during February.

B. Shore has purchased the general merchandise stock and building of the Henry Hayman estate, Leduc, Alta., and will continue the business as a branch of the Farmers Trading Store, under the name of "The Economy Store."

Walter G. Leaney, late of Quaker Oats Co., and Arthur J. Kent, formerly with A. Sambrook, now of Winnipeg, have been appointed to the traveling staff of M. Watson & Truesdale, manufacturers' agents, Winnipeg.

Among the grocers who visited Winnipeg last week on business were the following:—Robb Nicols, of Weldyn, Sask.; S. M. Sigurdson, Abrog. Man.; Mr. Challoner, of the Cameron Department Stores, Gilbert Plains, Man.; A. Nitigman, Winkler, Man.; J. Peterson, of the Lemberg Supply Store, Lemberg, Sask., and L. M. Margolius, Humboldt, Sask.

The Retail Merchants' Association of Victoria, B.C., are urging the city to introduce a new by-law requiring the closing of all retail establishments at 6 p.m. excepting Saturday. The by-law in force now permits small stores in the outskirts to remain open after that hour, and it is claimed that this privilege is being abused. Mr. Keyes proprietor of a store near Oaklands, stated that it would not prove a hardship to the small stores after the customers had become accustomed to the rule.

Tapioca and Currants Higher

Freights a Big Difficulty—Teas Advance Another Cent at London Auction—Shortage of Canned Vegetables—Canned Salmon in Packers' Hands Pretty Well Cleaned Up.

Office of Publication, Toronto, Jan. 20th, 1916.

THE potato market was firm last week, but it is higher again this week. There has been a 10c advance in N.B. Delawares, which, up to last week, had advanced 25c or more from the week before that. British Columbia potatoes are also much firmer. Moreover, if it had not been for the B.C. potatoes, which certainly relieved the tightness occasioned by the dearth of Ontarios and Delawares, prices would have been considerably higher before this. However, the Western crop came along and helped the consumer to some extent. Nevertheless, it could not keep down the rising market and the big demand, coupled with the fact of the cold weather, is, of course, an obstacle to shipping. CANADIAN GROCER pointed out way back in November that we should probably see \$2 potatoes within the next couple of months. We mention this to show that now and then we are among the prophets!

This week reports from the London market show there has been an advance of 1c in tea. This is the fifth or sixth week in which an advance of either 1c or 2c has followed and tea men in Canada are talking as if they expect higher prices yet during 1916 than in 1915. This looks at first pretty nearly impossible, but we are rapidly getting now to the high spot touched last year and there seems to be less cause for hope. It is said—although there can be no absolute information—that the crop in India this year is something like 50,000,000 lbs. ahead of last year. Exports so far have totaled 15,000,000 lbs. ahead of last year; what has become therefore of the other 35,000,000 lbs. The only answer is that there are not freights enough to bring it over. It is probably lying around Calcutta still. This freight question which is hitting many lines is certainly playing havoc with the tea market. Not only does dearth of freight mean that it will be difficult to get teas out from the East, but it also means that whatever teas do get out are considerably longer in the getting. Whereas it took three weeks before the war to get to London, it now takes six or seven. Transshipment from London to Canada is just as bad. Whereas it took five or six before the war, it is taking eight, nine or ten weeks. Moreover, Russia is a very heavy buyer of tea at present and there is coupled with this fact that Great Britain had a stupendous consumption of tea last year—reports of which do not include tea sent to the trenches—due no doubt to partial prohibition of liquor.

We recorded in our summary last week, that new-laid eggs were on the decline. The excessively cold snap, however, which developed towards the end of last week and beginning of this week has revolutionized the market again and there is a firmness which was certainly absent on the occasion of our last writing. While new-laid are not higher in price than quoted last week, they are considerably firmer and far fewer are coming.

The tremendous amount of labor devoted to munitions has been a big thing for this country, but it has affected a number of lines which are not directly interested. For instance, sal soda was costing the wholesaler about three or four months ago 50% of what it is costing him now. This is a very large increase. It is reported that molasses is also being used for munition purposes and that the heavy increases we have recorded from time to time in this line are partially the result of this purpose. Apparently there are more ways of killing a cat than by poisoning him and one might mention molasses for instance!

Markets in Brief

ONTARIO MARKETS.

FLOUR AND CEREALS—

Manitoba up 20c.
Advance in rolled oats.
Ontario oats higher.
Cornmeal very firm.

PRODUCE AND PROVISIONS—

Newlaid stiffen again.
Creamery butter advances.
No change in cheese.
Pork products firm.
Fowl two cents higher.

FISH AND OYSTERS—

Winter caught whitefish here.
Scottish kippers coming.
Halibut may be scarce.
Oysters selling well.
Fresh salmon supplies stopping.

FRUIT AND VEGETABLES—

Potatoes up again.
Navels get cheaper.
Florida grapefruit short.
Onions a trifle easier.
Apples selling well.
Cauliflower slightly lower.

GENERAL GROCERIES—

Teas up in London.
Currant prices advance.
Shelled walnuts higher.
Tapioca firm and higher.
Sal soda greatly advances.

MANITOBA MARKETS.

FLOUR AND CEREALS—

No changes in any quotations.
Rolled oats may go higher.
Cornmeal remains at \$2.35.
Domestic flour demand poor.

FISH AND POULTRY—

Poultry quotations still high.
Fish demand only fair.
Sales for oysters normal.

PRODUCE AND PROVISIONS—

Higher prices on certain meats.
Pure lard advances to 14c.
Butter market still very firm.
Hog market takes a jump.
Cold keeps egg market up.

FRUITS AND VEGETABLES—

Florida strawberries 75c quart.
Navel oranges down to \$3.25 case.
Advance in Washington pears.
Red globe onions 3c per lb.

GENERAL GROCERIES—

Eddy's matches advance.
New prices on canned meats.
Epsom salts now 7c per lb.
Glycerine up to \$1.50 doz.
Castor oil quotations higher.
Campbell's tomato soup up.
All dried fruits held firm.
Rios and Santos ¼c higher.
Higher prices on spices.

QUEBEC MARKETS

Montreal, Jan. 20.—Trade in general is good, and markets as a rule are firm. In nearly all lines business is much better than year ago, and in some cases better than two years ago.

The outstanding feature of the week is the great freight congestion that extends from the ports of Halifax and St. John to the extreme West. Embargoes have been placed on the ports of New York, Boston, and Philadelphia. Shipping then reverted to St. John, N.B. An embargo was placed on that. It is now

CANADIAN GROCER

in a fearfully congested condition, and its normal freight has been diverted to Halifax, which port is fast reaching the same condition. The difficulty is primarily one of a shortage of bottoms. The effect is to cause a real scarcity in many commodities and give spot lots an artificial and higher value.

The uncertainty of opinion about prospective tariff changes has clarified, and general opinion is that the Government will hardly propose any radical tariff change pending consultation with the Imperial Government regarding the general policy of the Empire and its Allies for offsetting any economic war that may be waged by Germany.

What threatened to be a run on coffee stocks has been firmly handled, and fears in some quarters of an advance allayed.

Castor oil has advanced 5½¢ lb., and is now at 32½¢ per lb. The ante bellum price was 11c. Bottled oil has been advanced proportionately.

Bordeaux shelled walnuts show one of the few declines of the week. They are now being offered at from 37c to 39c, a drop of 2c lb. Soda bicarbonate has advanced 15c, and now sells at \$2.40 per 112-lb. keg. Sal soda has advanced from 90c to \$1.25 per cwt., and packages in proportion.

SUGAR.—Sugar market is still firm, contrary to the general decline that wholesalers looked for as direct result of the entrance of Cuban crop on market. But owing to lack of shipping facilities, this crop is not being moved freely, nor are the indications good for any movement of any large part of it in near future. Wholesalers refrained from buying last fall in anticipation of a decline. Some are now faced with empty warehouses, which they must stock up on a firm market. This will further mitigate against any weakening of prices. Cuban raw sugar that was at 2¾¢ is now at 3½¢ and 3½¢. The New York refiners dropped their product from \$6 to \$5.75 only for the purpose of meeting American beet sugar competition, and indications point to a resumption of the old price.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags	.....	6 65
25 lb. bags	.....	6 75
2 and 5-lb. cartons	.....	6 95
Extra Ground Sugars—		
Barrels	.....	7 00
50 lb. boxes	.....	7 20
25 lb. boxes	.....	7 40
Yellow Sugars—		
No. 1	.....	6 25
Dark yellow	.....	6 05
Bright yellow, bbls. only, cwt.	.....	6 50
Powdered Sugars—		
Barrels	.....	6 85
50 lb. boxes	.....	7 00
25 lb. boxes	.....	7 20
Paris Lump—		
100 lb. boxes	.....	7 25
50 lb. boxes	.....	7 35
25 lb. boxes	.....	7 55
Crystal Diamonds—		
Barrels	.....	7 25
100 lb. boxes	.....	7 35
50 lb. boxes	.....	7 45
25 lb. boxes	.....	7 65
Cartons	.....	8 05
Half cartons	.....	8 55
Crystal Dominos, cartons	.....	8 25

MOLASSES AND SYRUPS.—First

of new crop of molasses arrived in Montreal this week and caused a decline in prices in some quarters. But the market is still firm. This commodity has been very scarce, and what shipments arrive are immediately gobbled up to relieve pressure of the moment. Future prices depend much on shipping facilities. These are, and promise to remain, inadequate. Barbadoes molasses, fancy and choice, is being offered at 3c less than our list prices in some quarters, but these prices are not general.

	Fancy.	Choice.
Barbadoes Molasses—	Island of Montreal.	
Punchons	0 55	0 48
Barrels	0 51	0 51
Half barrels	0 53	0 53
For outside territories prices range about 3c lower.		
Canned lots of 25 punchons or its equivalent in barrels or half barrels to one buyer, may be sold at "open prices." No discounts will be given.		
Corn Syrups—		
Barrels per lb., 3½¢; ¼ bbls., 4c; ¼ bbls...	0 04½	
Pails, 53½ lbs., \$1.95; 25 lbs.	1 40	
Cases, 2 lb. tins, 2 doz. in case	2 65	
Cases, 5 lb. tins, 1 doz. in case	3 00	
Cases, 10 lb. tins, ¼ doz. in case	2 80	
Cases, 20 lb. tins, ¼ doz. in case	2 85	
Cane Syrups—		
Barrels, lb., 4½¢; ¼ bbls.	0 65	
Cases, 2 lb. tins, 2 doz. in case	3 60	

COFFEE.—Prices remain same. The expectations in some quarters of an advance in coffee lines have not been realized. There has been a tendency on part of wholesalers to stock up. Importers have gone to length in some cases of guaranteeing price rather than have customers load up with stocks that would go stale on their hands. Owing to scarcity of vessels in the coast trade market remains very firm.

Coffee—	
Plantation Ceylon	0 32
Java	0 32
Arabian Mocha	0 34
Guatemala	0 28
Mexican	0 28
Moricondo	0 22
Jamaica	0 22
Santos	0 19
Rio	0 16
Chicoory	0 16

SPICES.—In sympathy with the submarine warfare, and the consequent interruption to shipping in the East and near East, spices have grown very firm, but unchanged in actual price to retailer. There has been a slight advance in some lines in New York, but this has not extended to local market as yet.

	5 and 10-lb. boxes.	¼ lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	0 16	0 60	0 23
Cassia	0 22	0 80	0 29
Cayenne pepper	0 28	1 00	0 35
Cloves	0 28	1 05	0 35
Cream tartar—60c.			
Ginger, Ceylon	0 22	0 80	0 29
Ginger, Jamaica	0 23	1 05-1 15	0 31
Mace	0 30	1 00	0 35
Nutmegs	0 40	2 40	0 75
Pepper, black	0 32	0 90-1 00	0 29
Pepper, white	0 30	1 15-1 20	0 37
Pastry spice	0 22	0 95-1 20	0 29
Pickling spice	0 14-0 16		
Turmeric	0 21-0 23		
Lower prices for pails, boxes or ballers when delivered can be secured.			
Cardamom seed, per lb., bulk	2 00	2 50	
Carraways—			
Canadian	0 13	0 30	0 12
Dutch	0 14½	0 32	0 12
Cinnamon, China, lb.	0 14½	0 16	0 16
Mustard seed, bulk	0 19	0 23	
Celery seed, bulk	0 35	0 45	
Cayenne chilies	0 35	0 35	
Shredded cocount, in pails	0 18½	0 22	
Pimento, whole		12-15	

TEA.—Prices on Japan and Ceylons are firm, quiet and unchanged. The curtailed shipping facilities have added to the problem of the month—long trip via the Cape for Ceylons and Indies, as well

as a general disturbance of all Eastern traffic. The speculative element that was present in such a marked degree a year ago is almost entirely absent. Spot stocks are light. A real shortage exists. This fact counterbalances any tendency to decline from excess of stocks piling up in primary markets. It is a notable fact that even with a large part of European demand cut off prices have been firm in those markets. One importer estimates that other things remaining as they are, the increased cost of new route will add a penny a pound to tea in next month.

DRIED VEGETABLES.—Demand for beans is light and uncertain. The whole dependence continues to be on the American crop on account of the poor quality of Canadian this year.

Split peas are up 50c on the 98-lb. bag, and are being offered at \$6. They are firm at this price, and rather scarce in spite of light demand.

Beans—		
Canadian, 3-lb. pickers, per bushel	4 20	4 35
Canadian, 5-lb. pickers	4 00	
Yellow eyes, per bushel	4 20	
Lima, per lb.	0 08	0 08½
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	6 00	
Barley, pot, per bag	3 00	
Barley, pearl, lb.	0 04½	0 05

NUTS.—Market in nuts is firm, apart from a 2c decline in Bordeaux shelled walnuts and a decline of 1c in peanuts. Manufacturers and confectioners are extremely busy, and in most cases have had to continue operations instead of absorbing the annual two weeks' clean up of early January.

Almonds, Tara, new	0 17½	0 18½
Grenobles	0 16	0 17
Marbots	0 14½	0 15
Shelled walnuts, new, per lb.	0 35	0 38
Shelled almonds, 25-lb. boxes, per lb.	0 41	0 42
Sicily almonds	0 14	0 15
Filberts, shelled		0 30
Pecans, large	0 17½	0 18½
Brazils, large, washed	0 00	0 21
Peanuts, American, roasted	0 07	0 11

DRIED FRUITS.—Almost the entire line is showing firmer tone, although prices remain same. The new year has brought with it a better demand than anticipated. Stocks on coast are lighter than expected owing to heavy demands by Europe, which still continue. This has made market very firm there. With a rising tendency, this may be expected to continue.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	.....	0 11½
Apples, choice winter, 50-lb. boxes	.....	0 11
Apricots	.....	0 14
Nectarines, choice	.....	0 11½
Peaches, choice	.....	0 08
Pears, choice	.....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 22	0 23
Lemon	0 20	0 21
Orange	0 19	0 20
Currants—		
Filigras, fine, loose, new	.....	0 11½
Filigras, packages, new	.....	0 12½
Dates—		
Bromedary, package stock, old, pkg.	.....	0 09
Faris, choicest	.....	0 12½
Hallowee, loose, new	.....	0 07½
Hallowee, 1-lb. pkgs.	.....	0 07½
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 12
8 crown, 12-lb. boxes, fancy, layer, lb.	.....	0 11½
1 lb. glove boxes, each	.....	0 12
Cal. bricks, 10 oz.	.....	0 08½
Cal. bricks, 16 oz.	.....	0 10
Cal. layers	.....	0 10
Cal., fancy, table, 10 lbs.	.....	1 50
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 11½
40 to 50, in 25-lb. boxes, faced	0 11½
50 to 60, in 25-lb. boxes, faced	0 10½

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60 to 70, in 25-lb. boxes, faced	0 19
70 to 80, in 25-lb. boxes, faced	0 09½
80 to 90, in 25-lb. boxes, faced	0 09
90 to 100, in 25-lb. boxes, faced	0 08½

Haisins—	
Malaga, table box of 22 lbs., 3-crown cluster, 4-crown cluster	3 75
Muscataels, loose, 3-crown, lb.	0 08½
Muscataels, 4-crown, lb.	0 09½
Cal. seedless, 16 oz.	0 12½
Fancy seeded, 16 oz. pkgs.	0 10
Choice seeded, 16 oz. pkgs.	0 09½
Valencias, selected	0 11
Valencias, 4-crown layers	0 11½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

RICE AND TAPIOCA.—Rice market is a little firmer, independent of the transportation conditions, which have shown no improvement. The situation in rice is ambiguous. The market is strong and demand steady, but is liable to many contending influences.

Bangoon Rices—	
Bangoon, "B"	4 30
"C.C."	4 10
India bright	4 35
Lustre	4 40

Fancy Rices—	
Mandarin, Patna	4 30
Pearl	4 75
Imperial Glace	5 40
Sparkle	6 00
Crystal	5 00
Snow	5 20
Ice drips	5 30
Java Onyx	6 50

Prices are per 100 lbs., packed in bags (250 lbs.), half bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	
Bags, 224 lbs.	0 05½
Half bags, 112 lbs.	0 05½
Quarter bags, 56 lbs.	0 05½
Velvet head Carolina	0 09
Sago, brown	0 08½
Tapioca—	
Pearl, lb.	0 07
Seed, lb.	0 07½

ONTARIO MARKETS

Toronto, January 20th.—One wholesaler made us feel a whole heap better by the cheery way he talked of business for this year. December and November, just passed, were about fifteen per cent. ahead of the same months in 1913, and a still larger percentage in front of those months in 1914. He takes that as a good omen. He figures that that is a pretty good indication of the way in which general business has picked up, "for the grocery business," says he, "besides being one of necessaries is also one of luxuries."

He is figuring 1916 as a year of higher prices. He bases his contention largely on freight troubles, which, he points out, are likely to become no better. Freight troubles are certainly playing havoc with the flour market, the spice markets, tea, rice, and half a hundred other things. And what boats there are running now are liable to be snapped up by the various Governments of the world at any moment. In these circumstances alone—even if crops are superlatively large—this wholesaler figures prices cannot reasonably be easier, and he figures them as tighter, in order that he may plan to expect the worst; then, if the best comes, he is all that much to the good. Nevertheless, despite these higher prices which he sees on every hand, he believes he will do a bigger business. "The public is in a buying mood, a conservative, sane buying mood. They are not spending lots of money; but they are spending a good

deal, wisely, thoughtfully and discriminatingly. I think they will continue so to do. There is less unemployment now than for months, and the continuous call for men means work for those who are unable to go. Besides an economy on a grand plan which lasted for nearly a year is going to be a reason why the pendulum should swing the other way, if there is anything to help it."

That munitions are making all sorts of queer moves in markets of other commodities than iron and steel and acids is to be found in the fact that sal soda is now costing the wholesaler about 50 to 60c more than three or four months ago. This line is used for munition purposes and that is reason for sudden advance.

It is said, too, that molasses is also being used for munition purposes. Personally, we admit frankly we didn't know it before. Is the idea that the hands of the unspeakable Hun shall be sticky when he seeks to pull his trigger.

SUGAR.—The week's events show little new in sugar. New York is a little firmer for the moment. Millet and Gray, however, who are in a good advisory position say:—

"With increasing numbers of centrals working on the Cuba and Porto Rico crops, the tone and tendency is naturally toward some reduction in prices, but thus far other circumstances have intervened to keep the price comparatively steady, such as the quantity of Cuban sugar already sold for Europe and awaiting shipment, and also the difficulty which still exists in the securing of tonnage for the United States, at very high rates. In this connection one Cuban freight line has issued some new and strict regulations to facilitate the quick unloading and return of the steamers to Cuba, which may help matters somewhat." This is worth noting. Locally there is no change in the situation. Steady buying proceeds apace.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
50 lb. bags	6 81
10 lb. bags	6 96
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 65
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 31
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 46
Cartons (25 to case)	8 01
Cartons (50 to case)	8 11
Crystal Dominos, cartons	8 26
Paris Louvre—	
100 lb. boxes	7 26
50 lb. boxes	7 36
25 lb. boxes	7 46
Yellow Sugars—	
No. 1	6 51
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

TEA.—London cables this week announces another advance of a halfpenny at the auctions. A teaman here also cites an experience of his own, as an indicator of higher levels. He or-

dered some teas a few months ago at a certain price. This week he cabled an offer somewhat ahead for a shipment of like teas. The offer was refused; no less than five cents a pound advance was asked. It looks once again as if we are in for real advances.

The great difficulty is freight. These are scarcer than ever since the outbreak of war. Moreover, if trouble near the Suez materializes the state of affairs will be worse still. Not only is there a real shortage of bottoms, but boats take so much longer to come forward now. What was three weeks a year ago is nearer six now. The same applies to consignments coming over to Canada from London. The time is lengthened by three weeks on a month. At that, usually only part of the expected consignment arrives.

That there is lots of tea actually to be had if we could only get it forward is shown by a report from Calcutta estimating crop increase this year over last at 50,000,000 lbs. Total exports to Dec. 14th are about \$15,000,000 ahead of same period last year. Where is the big balance? Answer: tied up for lack of boats.

Some other interesting figures are the exports to Russia and Britain. Those to the former are twenty-six million pounds ahead; to the latter they are ten million pounds behind. (N.B.—These figures are up to Dec. 14th.) Nevertheless, consumption in England is stupendously ahead this year, without counting the huge amounts used in the trenches.

This is certainly a buying market. Price conditions, lack of freights, and possibilities—which are considered probabilities in some quarters—of a duty in the near future, all combine to make a strong market. Retailers seem to be buying heavily.

DRIED FRUITS.—The loss on the "Thessalonica," which we noted last week, has been responsible for the general firing up of levels. New York is raising prices right and left. So are cables from Greece. Political upset, which seems to be threatened in Greece, would send currants higher. In the spot market here a strong tendency continues to dominate, with supplies growing short. Moreover, there is a lot of off-quality stuff, and consequently what is good quality is much in demand. Prices have been raised in many quarters, and we quote a cent higher on all lines but Vostizzas.

Peaches continue firm, in excellent demand, with light stocks. Evaporated apples have eased a little after last week's advance. Raisins show little change: demand is fair to middling. Prunes so far have not displayed their reasonable activity.

Apples, evaporated, per lb.	0 10½
Apricots—	
Std., 25's, faced	0 12
	0 12½

CANADIAN GROCER

Choice, 25's, faced	0 13%	0 14
Extra choice, 25's, faced	0 14%	0 15
Fancy, 25's, faced	0 15%	0 16
Candied Peels—		
Lemon	0 17	0 18
Orange	0 17	0 18
Citron	0 22%	0 23%
Currants*		
Filiatras, per lb.	0 11	0 12
Analas, choicest, per lb.	0 12%	0 13%
Patras, per lb.	0 12%	0 13
Vostizas, choice	0 13%	0 13%
Cleaned, 1/2 cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09%	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09%
Package dates	0 07%	0 09
Hallowees		0 07
Prunes—		
30-40s, California, 25-lb. boxes	0 12%	0 13
40-50s, 25-lb. boxes	0 10%	0 11
50-60s, 25-lb. boxes	0 09%	0 10
60-70s, 50-lb. boxes	0 09%	0 09%
70-80s, 50-lb. boxes	0 08%	0 08%
80-90s, 50-lb. boxes	0 08%	0 08%
90-100s, 5-lb. boxes	0 07%	0 08
25-lb. boxes, 1/2c more.		
Peaches—		
Choice, 50-lb. boxes	0 06%	0 07
Std's., 50-lb. boxes		0 06%
Choice, 25 lbs., faced	0 07%	0 07%
Extra choice, 25 lbs., faced	0 07%	0 07%
Fancy, 25 lbs., faced	0 08%	0 09
Raisins—		
Valencia, Cal.	0 09	0 09%
Seeded, fancy, 1 lb. packets		0 10
Seeded, choice, 1 lb. packets	0 09%	0 10%
Seeded, choice, 12 oz.		0 08
Seedless, 16 oz. packets	0 11%	0 12
Seedless, 12 oz. packets		0 10
Raspberries, black, dried, 25-lb. boxes	0 40	0 42

NUTS.—Shelled walnuts on spot are light, and as they are about the only thing in requisition, price is higher. We quote 38c to 40c. Some are selling under this, but this is popular range. Shelled almonds, too, are none too plentiful here. Cables from Italy say that Naples filberts are higher and firm. Trade here does not show much interest in filberts at present, but stocks are said to be light. New York prices are firm. Brazils continue very scarce, but demand is light

In Shell—		
Almonds, Tarragona	0 15%	0 16%
Brazils, medium, new	0 16	0 18
Brazils, large, washed, new	0 20	0 22
Chestnuts, peck	1 75	2 00
Filberts, Sicily, bags 110 lbs.	0 14	0 14%
Peanuts, Jumbos, roasted	0 11	0 11%
Peanuts, hand-picked, roasted	0 09	0 10
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 14%	0 15%
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 12%	0 13%
Shelled—		
Almonds	0 45	0 46
Filberts		0 35
Peanuts	0 11	0 11%
Pecans	0 55	0 60
Walnuts, new, halves	0 38	0 40
Broken	0 31	0 32

COFFEE.—Situation locally is firm, but dull in most grades. Spot situation is featureless. Futures are depending for their strength largely on freight troubles, rumors of advances from Brazil crystallizing and becoming a bull influence.

Coffee, Roasted—		
Bogotas, lb.	0 27	0 31
Jamaica, lb.	0 17	0 19
Java, lb.	0 31	0 36
Maracaibo, lb.	0 22	0 25
Mexican, lb.	0 27	0 28
Mocha, lb.	0 33	0 38
Rio, lb.	0 17	0 20
Santos, lb.	0 21	0 25
Chicoory, lb.	0 12	0 14

BEANS.—Choice prime grade is stiff again, and here and there something higher than \$4.25 is being asked. That, however, seems popular figure. Stocks are small. Supplies coming in are poor for this time of the year. Blue and split peas are greatly in demand, with but poor stocks to satisfy buyers. Split are firm at 6 1/2c, and some dealers are getting 1/4c more.

Beans, choice primes, bush	4 25
Beans, hand-picked, bushel	4 75
Peas, blue, bushel	3 00
Split, lb.	0 06%

SPICES.—As stocks get lower, higher prices get nearer. This is a good time for retailer to buy for immediate requirements. Peppers show no sign of becoming easier—quite the reverse, in fact. Jamaica ginger is firm, though actually no higher. Scarcity of bottoms is hitting ginger hard. Cassia, up till now somewhat dull, is experiencing a sudden demand, and is quite firm. There are no actual price changes.

Spices—		
Allspices, ground	0 10	0 10
Allspices, whole		0 15
Cassia, whole		0 21-0 22
Cassia, ground	0 14-0 16	0 22-0 30
Cinnamon, Batavia		0 27-0 35
Cloves, whole	0 18-0 22	0 30-0 35
Cream of tartar	0 48-0 50	0 50-0 55
Curry powder		0 30-0 35
Ginger, Cochin	0 15-0 17	0 18-0 22
Ginger, Jamaica, ground	0 18-0 21	0 25-0 30
Ginger, Jamaica, whole		0 28-0 32
Ginger, African, ground		0 14-0 18
Mace		0 90-1 00
Nutmegs, brown, 64s, 52c, 80s,		
42c; 100s		0 30
Nutmegs, ground, bulk, 45c, 1 lb. tins		0 35
Pastry spice		0 22-0 25
Peppers, black, ground	0 14-0 18	0 25-0 26
Peppers, black, whole		0 22-0 25
Peppers, white, ground	0 19-0 24	0 24-0 36
Peppers, white, whole		0 24-0 36
Pickling spice		0 16-0 20
Turmeric		0 16-0 18

RICE AND TAPIOCA.—We have been foreshadowing increases in the prices of tapiocas for a month or so. This has materialized. It costs half a cent, at least, more to lay them down here to-day than the price to the retailer was a month ago—7-7 1/2c is a good price to the trade now, and with freight troubles jogging the importers' elbows, this price may be raised. Although there isn't much interest in brown sago, it nevertheless feels the impact, and we quote that higher, too.

Rice—		
Rangoon "B," per cwt.	4 28	
Rangoon, "CC," per cwt.	4 15	
Rangoon, fancy, per cwt.	4 38	
Patna, fancy	0 07%	
Tapioca—		
Pearl, per lb.	0 07	0 07%
Seed, per lb.	0 07	0 07%
Sago, brown, per lb.		0 07

CANNED GOODS.—Situation in canned vegetables is interesting. More retailers are beginning again to buy tomatoes, corn and peas, now that stock-taking is getting through, and the light stocks in the hands of the canners make the future market look as if higher prices won't be long delayed. One man on the street, who is a keen watcher of this market, says that, in his opinion, stocks of tomatoes, corn and peas put together are this year less than the stock of tomatoes only last year. The big export is one factor, if this shortness be true; another is the small pack, and a third the heavy consumption. Repeats came in from retailers even at Christmas, when their interest was naturally found in more seasonable lines.

CANNED SALMON.—Fall shipments of canned salmon having all been completed, packers now know how their stocks of the different grades stand. Out-

side of pinks, everything is pretty well cleaned up, though orders from abroad have reduced the quantity of first-class pinks to reasonable compass, and everything points to a general cleaning up of all grades of salmon this season, with a possibility of a shortage of some sizes of some grades before the 1916 pack comes on the market next fall. Reliable Cohoe salmon have been practically cleaned up in both halves and tails for some time. There were few really good Red Springs packed, and they were picked up early by houses who make a specialty of this fine grade of fish. Last season the wholesale trade carried their stocks of canned salmon longer than usual owing to retailer buying in smaller quantities, and it is just possible that the wholesaler has underestimated his needs, and will be short some grades before new pack is ready.

MANITOBA MARKETS

Winnipeg, Jan. 20.—One of the important recent changes in the market is an advance in the price of Eddy's matches, the advance amounting to 25-50c per case. Quotations on some lines now are: Silent 500, per case, \$1.65; home match, per case, \$3.65; red bird, per case, \$5.50.

Wholesale grocers have been making advances in pure lard, two advances taking place in past week. Quotations now are: 3's, \$9.25; 5's, \$9.20; 10's, \$9.15; 20-lb. pails, \$3. Compound quotations are: 3's, \$7.80; 5's, \$7.75; 10's, \$7.70; 20-lb. pails, \$2.50.

There have been a number of minor changes. Epsom salts are now 7c per lb., whereas they used to sell at 2 1/2c. A big advance has taken place in glycerine from 80c to \$1.50 per dozen. This is an important line in the West, where farmers' wives use quite a lot during the cold weather to avoid chaps. Castor oil has advanced. Last quotations were 90c per dozen for 3-oz. bottles. Quotations will now be higher than this. Peels have advanced 2c per lb. Quotations on split peas have jumped to \$6.25. There is an advance of 5c per dozen on Campbell's tomato soup, now being quoted at \$1.30 per dozen. Other lines remain at \$1.25. Tapioca has advanced to 6 1/4-7c.

SUGAR.—Reports arriving here indicate that market in New York is very weak, but the feeling prevails that there will be no change in Canadian prices until it is known whether there will be any change in tariff or not. If there is no change in tariff, the market may weaken in sympathy with New York.

Sugar, Eastern—	
Standard granulated	7 35
Extra ground or icing, boxes	8 20
Extra ground or icing, bbls.	8 00
Powdered, boxes	8 00
Powdered, bbls.	7 50
Hard lump (109-lb. case)	8 30
Montreal, yellow, bags	6 50

CANADIAN GROCER

Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 30
Halves, 50 lbs., per cwt.	7 40
Bales, 20 lbs., per cwt.	7 40
Powdered, 50s	8 05
Powdered, 5s	8 05
Iceing, barrels	8 90
Iceing, 50s	8 25
Cut loaf, barrels	8 10
Cut loaf, 50s	8 35
Cut loaf, 25s	8 60
Sugar, British Columbia—	
Extra standard granulated	7 35
Bar sugar, bbls.	7 50
Bar sugar, boxes	7 75
Iceing sugar, bbls.	7 70
Iceing sugar, boxes	7 95
H. P. lumps, 100-lb. cases	8 20
H. P. lumps, 25-lb. boxes	8 45
Yellow, in bags	6 95

SYRUPS.—Quotations remain same as last week. Business is pretty good, and it is expected there will be a much healthier demand later on. The feeling still prevails that cane syrup should be higher, as it is under parity of sugar. With the sugar market weaker, it is doubtful whether this will take place.

Corn Syrup—	
2s, per case 2 doz.	2 63
5s, per case 1 doz.	2 98
10s, per case 1/2 doz.	2 88
20s, per case 1/4 doz.	2 87
1/4 barrels, lb.	0 04 1/2
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, 1/2 doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Edmonton, Strathcona, Moose Jaw and Lethbridge. For Saskatoon they are 20 case higher.)

Molasses—	Per gal.
Barbadoes, fancy	0 70
Barbadoes, choice	0 63
New Orleans	0 36 0 37

DRIED FRUITS.—All lines are comparatively firm, especially currants, on which higher prices are expected. Jobbers state they cannot buy in New York to-day to sell at prices being quoted in the West. Stocks held in California of all dried fruits appear to be limited, including prunes, apricots, and peaches. In the case of raisins, advances have already been made, and it is predicted that before long seedless will be practically off the market, as few are being held.

Dried Fruits—	
Evaporated apples, 50's	0 11
Evaporated apples, 25's	0 11 1/2
Pears, 25's	0 12
Apricots, choice, 25's	0 11 0 15
Apricots, choice, 10's	0 14 0 14
Peaches—	
Choice, 25-lb. boxes	0 06 1/2
Choice, 10-lb. boxes	0 07 1/2
Currants—	
Dry clean	0 11 0 11 1/2
Washed	0 11 1/2 0 12
1 lb. package	0 11 1/2 0 12 1/2
3 lb. package	0 23 0 25
Dates—	
Hallowee, loose, per lb.	0 07 1/2 0 09
Hallowee, 1-lb. pkgs.	0 07 1/2 0 07 1/2
Fard dates, 12-lb. boxes	1 25
Raisins, California—	
16 oz. fancy, seeded	0 08 1/2 0 10 1/2
16 oz. choice, seeded	0 10
12 oz. fancy, seeded	0 08 1/2
12 oz. choice, seeded	0 08
Raisins, Muscatels—	
3 crown, loose, 25's	0 08 1/2 0 09 1/2
3 crown, loose, 5's	0 08 1/2 0 09
Raisins, Sultanias—	
California, 50's	0 14 1/2
California, 25's	0 15
Raisins, Valencia—	
4-cr. layers, 25-lb. boxes	4 10
4-cr. layers, 8-lb. boxes	1 06
Fancy selected, 14-lb. boxes	1 90
Raisins, Cal. Valencia—	
4-cr. layers, 25-lb. boxes	0 08 1/2
4-cr. layers, 50-lb. boxes	0 08 1/2
Prunes—	
80 to 100, 25s	0 07 1/2
80 to 90, 25s	0 08 1/2
70 to 80, 25s	0 09
60 to 70, 25s	0 09 1/2
50 to 60, 25s	0 10
40 to 50, 25s	0 11 1/2
Table Layer Figs—	
7-crown, 35-lb. boxes, per lb.	0 17 1/2
5-crown, 10-lb. boxes, per lb.	0 14 1/2
4-crown, 10-lb. boxes, per lb.	0 14
3-crown, 10-lb. boxes, per lb.	0 12 1/2
Glove boxes, per doz.	1 75
Cooking figs, taps, about 5 lbs., lb.	0 09

DRIED VEGETABLES.—There is little to report as regards beans, first quality remaining firm, and those arriving from Ontario still being of a rather inferior quality. There are some nice Japanese beans coming in now, orders for which were placed sixty days ago. They are small, but even-sized, and have a good appearance. These should sell to the retailer at about \$4.60. Jobbers state that split peas cannot be replaced at present quotations, and it will be noticed that local quotations are somewhat higher this week.

Beans—	
Choice, white, hand-picked, per bush.	4 35 4 50
Fancy, hand-picked, bushel	4 65
California Lima Beans—	
Bag lots	0 07 1/2
Less than bag lots	0 06 1/2
Barley—	
Pot. per sack, 96 lbs.	3 30
Pearl, per sack, 96 lbs.	4 30
Peas—	
Split peas, sack, 96 lbs.	6 000 6 25
Sack, 40's	3 02 3 13
Whole peas, bushel	2 65 2 75

RICE.—There is little change, the demand not being great enough to cause the market to fluctuate much. Tapioca quotations are higher at 6 1/4-7c.

Rice and Tapioca—	
No. 1 Japan, per lb.	0 06 1/2
No. 2 Japan, per lb.	0 04 1/2
Siam, per lb.	0 03 1/2
Patna, per lb.	0 07 1/2
Carolina, per lb., extra fancy	0 08 1/2
Sago, pearl, lb.	0 06 1/2 0 06 1/2
Tapioca, pearl	0 06 1/2 0 07

TEA.—This is one of the lines likely to be affected by the budget. Wholesalers are not buying now, as it is getting rather late, but they have bought heavily in the past. Retailers are in the market, and have been buying more bulk tea during the past week than they have done for a long time. Cable reports from the East indicate that the tea market is firming up, and that prices are likely to be higher.

COFFEE.—This market is strengthened again, and in primary market prices are 3/4c higher on Rios and Santos. Local quotations are now: Rios, 17 1/4-18 1/2c; Santos, 21-22 1/2c. Local jobbers are having difficulty in securing supplies of Mexicans on account of internal troubles.

Coffee—	
Green coffee, No. 7 Rio	0 12 1/2 0 12 1/2
Green coffee, No. 5 Rio	0 13 1/2 0 14
Green Santos	0 16 1/2 0 16 1/2
Roasted Rio	0 17 1/2 0 18 1/2
Santos	0 21 1/2 0 22 1/2
Maracaibo	0 24 0 26
Chicory, lb., by bbl.	0 08 1/2
Chicory, lb., 14-lb. tins	0 12 1/2

SPICES.—Peppers are up another cent on primary market, and local quotations now are: Black pepper, 20-22c; white pepper, 31 1/2-33 1/2c. Nutmegs are higher again, and are harder to procure. Whole nutmegs are quoted here at 22-26c. The markets for both cloves and ginger are much stronger.

Cream of tartar, 98% guaranteed	0 50 0 55
Cloves, whole	0 25 0 30
Cloves, ground	0 30 0 33
Ginger, Jamaica, ground	0 22 0 25
Nutmegs, whole	0 22 0 25
Pepper—	
Ground black	0 20 0 22
Ground white	0 31 1/2 0 33 1/2

CANNED GOODS.—There is practically no movement in primary market, as jobbers are pretty well supplied. Up

to date there are no changes in price whatever.

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Jan. 20.—Rolled oats have again advanced 10c. Evaporated apples are up a quarter cent, and small white beans are firm. Alberta-made cheese is being freely offered slightly under Ontario. California cauliflower is \$3 per case. City trade is good, as United Farmers of Alberta are in conference here.

General—	
Beans, small white Japan, lb.	0 07 1/2
Flour, No. 1 patent, 35 s	3 25 3 35
Molasses, extra fancy, gal.	0 67
Rolled oats, ball	2 90
Rolled oats, 30s	2 50
Rice, Siam, cwt.	4 00 4 40
Potatoes, local, per bush.	0 35
Sugar, pure cane, granulated, cwt.	7 95
Shelled walnuts, finest halves, lb.	0 40
Shelled walnuts, broken, lb.	0 30
Produce and Provision—	
Cheese, No. 1, Ontario, large, per lb.	0 20 1/2
Butter, creamery, lb.	0 35
Butter, No. 1, dairy, lb.	0 30
Eggs, select, storage, case	8 50 9 25
Lard, pure, 3s, per case	9 60
Lard, pure, 5s, per case	9 85
Bacon, smoked backs, per lb.	0 22
Bacon, smoked bellies, per lb.	0 23
Canned Goods—	
Tomatoes, 3s, standard, case	2 85
Corn, 2s, standard, case	2 25
Peas, 2s, standard, case	2 35
Tomatoes, gala, case	2 10
Apples, gala, Ontario, case	1 75
Strawberries, 2s, Ontario, case	4 80
Raspberries, 2s, Ontario, case	4 80
Salmon, finest sockeye, talls, 48x1s, ca.	10 60
Salmon pink, talls, 48x1s, per case	4 80
Lobster, 1/2s, per doz.	2 66
Dried Fruits—	
Currants, lb.	0 13
Evaporated apples, 50s, per lb.	0 12 1/2
Peaches, choice, 25s, per lb.	0 07 1/2
Apricots, choice, 25s, per lb.	0 10
Pears, choice, 25s, per lb.	0 14
Prunes, 90-100	0 07
Sultana raisins, Cal., extra fancy	0 15
Valencia raisins, Cal., lb.	0 10
Fruits and Vegetables—	
Apples, No. 1, box	1 75 2 00
Apples, cooking, box	1 00 1 25
Bananas, lb.	0 04 1/2
Grapefruit, Cal.	3 50
Grapefruit, Florida, case	4 50 5 00
Oranges, navel, case	3 50 4 00
Onions, B.C. ton	32 00
Lemons, case	4 50 4 75

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Jan. 20.—Business continues good, also collections. There is no change in sugar market in Alberta yet. An advance in cocoa and chocolate of 2c per pound has occurred. A further advance in some spices of about 5 per cent. has taken place. Rolled oats, ball, is up 10c, making basis \$2.50. An advance of 10c per hundred in local flour is also noted. Owing to shortage of Labrador herring there is an increase in price of 30c per half-barrel in this market.

Wholesalers here have felt effects of frigid climate. Continued firmness in the canned tomato market, with probable higher prices. Oyster market is strong and active.

In cornmeal, demand is fair and market higher. Bean prices are higher, with a probable further advance in near future.

Cables report tapioca prices higher. Demand is fair and prices are firmly

CANADIAN GROCER

maintained. The market on corn starch is strong, with potato starch continuing to be ruled by strong tendency. The American market on syrup advanced 10c on account of strength of corn.

Present sugar prices are not altogether due to conditions in the sugar trade. Steamer freights are very high, and these rates, as against the ordinary rates that prevail in normal times, have greatly added to price of sugar. Aside from that, there is great difficulty in getting boats at even high prices asked, and sugar holders are rather afraid to offer.

General—	
Beans, Ashcroft, lb.	0 06 1/4
Beans, white navy, per bush.	4 20
Bran, ton	18 00
Coffee, whole roasted, Rio	0 18
Potatoes, per bush.	0 35
Rolled oats, 20's, 80c; 40's	1 80
Rolled oats, ball, \$2.50; 30's	1 75
Flour, fancy patents, 98-lb. sack	3 25
Flour, seconds	3 20
Rice, Siam, per cwt.	4 05
Shorts, ton	20 00
Sugar, standard gran., per cwt.	7 55
Sugar, yellow, per cwt.	7 55
Walnuts, shelled, lb.	0 38

Produce and Provisions—	
Cheese, lb.	0 19 1/4
Bacon, lb., 20c; bellies, lb.	0 20 1/4
Butter, creamery, per lb.	0 32
Butter, dairy, No. 1, 25c; No. 2	0 22
Eggs, extra, per doz.	0 40
Eggs, No. 1	0 32
Eggs, No. 2	0 30
Lard, pure, 5's, per case	9 00
Lard, pure, 5's, per case	9 25
Lard, 10's, per case	9 75
Lard, 20's, per case	3 23

Canned Goods—	
Corn, standard, per two dozen	2 25
Peas, standard, 2 dozen	2 25
Peas, standard, 2 dozen	2 20
Plums, Lombard	2 25
Peaches	3 55
Strawberries, \$4.45; raspberries	4 00
Tomatoes, standard, per 2 doz.	2 05
Salmon, sockeye, 4 doz. talls, case, 1s	9 65
Salmon, pink, case	4 14
Cohoos, 1's, \$5.80; humpbacks, 1's	4 35
Lober	2 35

Dried Fruits—	
Currents, per lb.	0 13
Prunes, 70-80, 25's, lb.	0 09 1/4
Evaporated apples, 50's, lb., 10 1/2c; 25's, 10 1/4c; 35's	0 12

SASKATCHEWAN MARKETS

By Wire.

Regina, Jan. 20.—Rolled oats have advanced. Paper bags are higher, and rice has advanced 15c per hundred, now quoted \$4.15. Cheese has reached the high water mark of 21 1/4c. Twine is higher, and there is an anticipated advance in corn syrup and starches, also condensed milk. Beans are now \$4.50 per bushel. Lard is up to \$9.25 for 3's, \$9.20 for 5's, \$9.15 for 10's, and \$3.10 for 20's.

Produce and Provisions—	
Butter, creamery, per lb.	0 36
Butter, dairy, No. 1	0 27
Cheese, per lb.	0 21 1/4
Eggs, new laid	0 45
Eggs, fancy, storage	0 35
Eggs, good, storage	0 30
Lard, 3's, per case	9 25
Lard, 5's, per case	9 20
Lard, 10's, per case	9 15
Lard, 20's, per case	3 10

General—	
Beans, Ontario, white, per bush.	4 50
Coffee, whole roasted, Rio	0 17
Cream of tartar, lb.	0 17 1/2
Cocunut, lb.	0 18
Cornmeal, ball	2 80
Apples, per lb.	0 12
Flour, 98's	3 40
Rolled oats, 80's	2 45
Rice, per cwt.	4 15
Onions, 100 lbs.	1 75
Sugar, standard gran., per cwt.	7 54
Sugar, yellow, per cwt.	7 54
Walnuts, shelled, 47-49c; almonds	0 45

Canned Goods—	
Apples, gala, case	1 80
Beans	2 25
Corn, standard, per 2 dozen	2 23
Peas, standard, per 2 dozen	2 40
Plums, Lombard	2 10
Peaches	3 10
Raspberries, \$4.33; Strawberries	4 75
Tomatoes, standard, per case	2 60

Salmon—	
Sockeye, 1's, 4 dozen case	9 55
Sockeye, 1/2's	12 35
Cohoos, 1's	6 00
Humpbacks, 1's	4 60
Fruits and Vegetables—	
Apples, Washington, bbl.	1 75
Celery	0 06 1/2
Cranberries, per bbl.	10 50
Grapefruit, case	4 00
Lemons	4 50
Navels	4 00
Potatoes, bushel	0 60
Dried Fruits—	
Citron peel, lb.	0 24
Lemon peel, lb.	0 17
Orange peel, lb.	0 17 1/2

NEW BRUNSWICK MARKETS

By Wire.

St. John, Jan. 20.—Trade is somewhat slack as usual in January. The most interesting feature of markets is a half-dollar advance in potatoes to \$3.25 per barrel, and even a further rise is expected. Flour reflects the wheat market, and there is an upward trend. Prices are now \$7.85 for Manitoba and \$7.35 for Ontario. Pure lard is also higher at 15c to 15 1/4c. Market is steady.

The production of wheat, oats, etc., continues far below the demand for local use, and New Brunswick depends on other provinces for greater part of this stock. There was ready sale at good prices for the entire quantity produced.

The fruit crop was short last year because of frosts at time when the fruit was setting, but the entire crop found ready sale at good prices. Market for poultry and live stock has been all that could be desired, with the market for sheep and swine especially good.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 22
Bacon, roll, per lb.	0 17
Beef, corned, 1's	2 90
Pork, American clear, per bbl.	26 00
Butter, dairy, per lb.	0 27
Butter, creamery, per lb.	0 32
Eggs, new laid, per lb.	0 54
Eggs, case, per doz.	0 32
Lard, compound, per lb.	0 12 1/2
Lard, pure, per lb.	0 15
Cheese, new	0 18 1/4
Flour and Cereals—	
Cornmeal, gran.	6 00
Cornmeal, ordinary	1 80
Flour, Manitoba, per bbl.	7 85
Flour, Ontario	7 10
Flour, buckwheat, western, 98-lb. bag	3 50
Rolled oats, per bbl.	6 25
Fresh Fruits and Vegetables—	
Apples, bbl.	4 00
Lemons, Messina, box	5 00
Oranges, Val., case	4 00
Potatoes, bbls.	3 25
Sugar—	
Standard granulated	6 70
United Empire	6 50
Bright yellow	6 50
No. 1 yellow	6 30
Paris lump	7 75
Lemons, Messina, box	4 50
Beans, yellow eyes, per bush.	3 00
Canned pork and beans, per case	0 53
Molasses Barbadoes, gal.	0 50
Cream of tartar, per lb., bulk	0 12
Currents	0 12
Rice, per cwt.	4 75

One Montreal importer shows an invoice for 200 boxes of tea that went down on the Yeddo at Suez.

France has declined for "military reasons" to permit shipments of condensed milk by charitable organizations in the United States to Germany and Austria-Hungary for use of the babies of those countries.

C. R. Gardner, grocer, Brooklyn, N. S., sustained a fire loss recently; partially insured.



Wm. Healy, Jr., an employee of the Brantford Scale Co., Brantford, Ont., has enlisted with the Brant Battalion. He was presented with a gold watch and fob with initials engraved on each, by his fellow employees.

Gordon Dingwall, an employee of the H. Gillard & Co., wholesale grocers, Hamilton, Ont., has enlisted. He was presented with a wrist watch, money belt and gold by his fellow employees.

Horace Forrester, for several months with the Ingersoll Packing Co., Ingersoll, Ont., has enlisted with the 142nd Battalion. He was the recipient of a wrist watch on his departure.

Richard Brine has enlisted in the Old Country in the R.A.M.C. He expects to be in Egypt by the end of January. He was formerly employed by R. McGregor, Ltd., Ottawa, as was also Sergt. Lenard Parker, of the 38th Battalion now in Bermuda.

WINNING WINDOW FROM BRANDON

(Continued from page 20.)

W. Clark, was considered another neat, attractive and good selling trim. Probably more work was put on the display of Island & Bamford than on any of the others. The floor of this window, on which was worked out flags in Christmas goods was particularly complimented. In passing it might be stated that the judges criticized in some of the displays the decorations used. Among these were tissue paper strips from the ceiling down to the window, tissue paper bells and tissue paper wound around lattice work. Their claim was that this rather cheapened the display. Canadian Grocer will be pleased to hear the opinions of others in this regard. We also desire to congratulate the winners, as well as those who were the runners-up in the competition. In justice to these it should be said that apart from the first prize the matter of judging was exceedingly difficult. Poor photographs spoiled the chances of several.

G. M. Chambers, general merchant, Ethel, Ont., is succeeded by R. G. Barr. John McKim, grocer and butcher, Orangeville, Ont., has sold to Geo. Prior.



FRUIT AND VEGETABLES



Grapefruit Scarce: Potatoes Advanced

Florida Grapefruit is Getting Shorter—Delawares Up Another Ten Cents—Navels Easier and Lower—Apples Advance in Montreal

MONTREAL

FRUIT.—At the latest auction Fameuse apples advanced from \$6.50 to \$7 and Baldwins dropped 50c and range now from \$4 to \$4.50. Other varieties are unchanged. Few dealers have the Fameuse and on account of price there is little demand. Lemons are scarce. The market is practically bare. Messinas have advanced 25c and are now selling at from \$4 to \$4.50. Keenest interest of week centres in oranges. Although the price remains same a certain rise is looked for. It may only be temporary. This situation is a result of the continued and heavy rains in California which have prevented packing and so delayed shipments. Cranberries have advanced as we intimated last week. Cape Cods have advanced \$1.50 per bbl., and now sell at from \$12 to \$12.50. Nova Scotias have advanced \$1 and now sell for \$8.50 to \$9 per bbl. Dealers claim that there has been no profit in them at old prices. Good Nova Scotias are scarce.

Apples—	
Fameuse, No. 1's	7 00
McIntosh Reds	6 00
Starks	5 00
Spys	5 00
Ben Davis	4 00
Russets	4 50
Greenings	4 50
Baldwins	4 00
Bananas, bunches	2 00
Cranberries, Cape Cod, bbl.	12 00
Cranberries, Nova Scotia, bbl.	8 50
Grapefruit, 45-54-64-87-88	2 50
Grapes, Malaga, heavy weight, bbl.	7 00
Lemons—	
California	4 00
Yechollis	4 50
Messina, 300 size, box	4 00
Oranges—	
Navels	4 00
Jamaica, 196-200-216	2 25
Porto Rico, 126-157-250-288	2 40
Mexican	2 25
Pineapples, 18-24 and 30-36	4 50
Strawberries, Florida, box	0 50

VEGETABLES.—Potatoes are unchanged except New Brunswicks which have advanced from \$1.90 to \$2. This is on account of shortage in the American market which has caused buyers from there to depend on our markets. Potatoes are almost three times as high as last year and still firm. Canadian red onions have advanced from \$3 to \$3.50 a 100 lb. bag. California celery has advanced from \$6.50 to \$7 a crate. There is a big demand for hothouse tomatoes which are hard to procure. Some Cuban tomatoes offered here have turned out to be somewhat green and they do not

ripen well. The last car of Florida lettuce for this market is expected in this week. Shippers claim they cannot market it here at present prices without an actual loss. This lettuce is not as tender as the Boston but it killed the sale of the latter because of the size of the hamper which contains from three and a half to four dozen bunches as against the two dozen in the Boston. Curly lettuce is very scarce and has advanced from \$2.50 to \$3 a box of four dozen. Beets are scarce and have advanced from 50c to \$1 per bag.

Artichokes, bag	1 25
Beets, bag	1 00
Beans, wax, N.Y., per basket	7 00
Beans, green, N.Y., per basket	7 00
Brussel sprouts, qt.	0 14
Cabbage, Montreal, per bbl.	1 00
Cabbage, red, doz.	0 40
Carrots, bag	0 75
Cauliflower, crate	0 50
Cauliflower, Canadian, doz.	1 00
Celery, Cal., crate	6 75
Celery, Montreal, doz.	0 50
Celery roots, doz.	0 50
Cucumbers, fancy, Boston, doz.	2 50
Egg plant, N.Y., doz.	2 00
Garlic	0 30
Leeks, bunch	0 15
Head lettuce, Boston, box	2 50
Curly lettuce, box 4 doz.	2 50
Lettuce, Florida, head, hamper	2 75
Mint, doz.	0 60
Mushrooms, 4-lb. basket	2 00
Oyster plant, doz.	0 50
Onions—	
Montreal, 75 lbs., bag	3 50
Spanish, crate	5 00
Parsnips, bag, head, hamper	0 75
Parsley, Canadian, doz. bunches	0 40
Parsley, Bermuda	0 75
Potatoes—	
Montreal, 80 lbs., bag	1 50
New Brunswick, 80 lbs., bag	2 00
Sweet, hamper	1 75
Spinach, New York, bbl.	3 00
Turnips, bag	0 50
Pumpkins, doz.	0 30
Tomatoes, hothouse, lb.	0 35
Tomatoes, Cuban, crate	1 00
Watercress, Boston hothouse, doz.	0 75

TORONTO

FRUIT.—There are few happenings of moment this week. Business seems to have taken a quiet fit again, and orders are less numerous for the moment, though not less in size. But this is doubtless a temporary condition. Florida grapefruit is reported scarce, and as we hinted last week, a big proportion has been marketed. Price is slightly higher, and we quote \$4.50 as a top level. Porto Rico and Cuban is unchanged, with less demand for them than for Florida. California lemons have tightened up a trifle, on better demand. Apples in eleven-quart baskets are slightly firmer and higher. Strawberries, also from Florida, are coming in more freely now, and price

dropped this week. Bananas are temporarily scarce, and levels were advanced. Oranges are the big seller. A couple of cars of Florida grapefruit have come in recently, and were eagerly snapped up. Most lines down the list are fairly active, with steady prices.

Apples, No. 2, bbl.	3 50	3 75
Apples, No. 3, bbl.	2 50	3 00
Apples, snow, bbl.	3 00	6 00
Apples, Spies, bbl.	5 00	6 00
Apples, Baldwins, bbl., No. 1.	3 00	4 50
Apples, Greenings, bbl.	3 00	4 50
Apples, Russets, bbl.	3 00	4 50
Apples, 11-qt. basket	0 25	0 35
Apples, B.C., box	2 25	2 50
Bananas, per bunch	1 75	2 25
Cranberries, bbl.	15 00	14 00
Grapefruit—		
Florida, case	3 50	4 50
Porto Rico, case	3 00	3 25
Cuban, case	3 00	3 25
Grapes, Malaga, keg	6 00	9 00
Oranges—		
Florida, case	2 50	3 00
Navels	2 50	3 75
Lemons, new, Calif., box	4 00	4 25
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	1 50	
Pineapples, Porto Rico	4 00	5 00
Strawberries, Florida, box	0 30	0 50
Tangerines, strap	4 00	4 50

VEGETABLES.—Potatoes are again higher. New Brunswick Delawares are up to \$2.10 a bag; British Columbias at \$1.85 and \$2.00; and Ontarios at \$1.85. Supplies from B.C. are certainly keeping prices as low even as they are. Without them—if, as in former years, we had simply Ontario and New Brunswick to depend on—we should have higher prices. Readers will remember that in November we predicted \$2 potatoes. Delawares this week sell at \$2.10.

Cabbage, new, bbl.	1 20	1 25
Beets, Canadian, bag	0 60	0 80
Cauliflower, case	2 75	3 00
Carrots, new, bag	0 75	0 80
Celery, Cal., case	5 50	6 75
Cucumbers—		
Hothouse, doz.	2 40	2 50
Onions—		
Can., 75-lb. sack	1 00	1 35
Spanish, large case	4 75	4 80
Lettuce, Boston, hamper	2 75	3 00
Mushrooms, imported, 5 qt.	2 00	
Parsnips, bag	0 75	0 75
Peppers, green, doz.	0 65	0 70
Potatoes—		
N.B. Delawares, bag	2 10	
British Columbia, bag	1 85	2 00
Ontario, bag	1 85	
New, hamper	3 75	
Sweet, kiln-dried, hamper	1 35	
Parsnips, bag	0 80	0 85
Sprouts, qt.	0 12	
Tomatoes, hothouse, lb., No. 1, 30c; No. 2	0 25	

MISCELLANEOUS

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.



FISH AND OYSTERS



Cold Weather Helps Fish

Arrival of Winter-caught Manitoba Whitefish Eagerly Snapped Up by Trade — Scarcity in Extras Smelts—Kippers From Bonnie Scotland Coming—
May Be a Shortage of Halibut.

MONTREAL

FISH AND OYSTERS.—The cold weather has had a good effect on sales of frozen fish and it seems likely that a few lines will go short before long. This would apply particularly to frozen herrings, haddock and cod fish. A few cargoes of frozen herrings from Newfoundland have been offered lately at unprecedented prices. Most of these were taken by Boston. A few came to Halifax and were offered there at \$2.50 per hundred fish. Tom cods and smelts are getting a little easier and increased supplies will be available from now on. In smoked fish such as filets of haddies the supplies seem to be limited and an advance is looked for in the near future. The trade in oysters, bulk and shell, is only fair and prices, particularly in the case of bulk, have a tendency to sag.

TORONTO

FISH AND OYSTERS.—Chief items of interest this week on the street is some arrivals of fresh winter caught Manitoba white fish. The trade thus far have been getting fall frozen white fish and that this winter caught is good stuff is shown by the eager way it is snapped up. We quote 9 to 12 cents: average is 10 and 11c. Fresh caught sea salmon is pretty well off now, and there is little but frozen. This sells well at a range of 11 to 13 cents. A shrinkage is talked of in stocks of halibut. This is a big selling line, and if the scarcity materialized it would mean higher prices. Smelts, particularly in large sizes, are running scarce, while there is a good demand. An item of interest is the approaching arrival of some Scotch kippers. These, all the way "frae bonnie Scotland," will be high priced. Smoked lines and pickled fish are all good sellers with a fair to middling demand. Oysters go as well as ever, with no feature.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.09
Haddies, 15-lb. and 30-lb. boxes, lb.	.07½-.08	.09
Haddies, filets, per lb.	.10	.11
Haddies, Niobe, boneless, per lb.	.09	....

Herring, Ciscos, baskets	1.25	1.50
St. John blasters, 100 in box	1.10	1.25
St. John blasters, per box	1.00	1.00
Yarmouth blasters, 60 in a box	1.20	1.25
Smoked herrings, large, box	.14	.18
Smoked herrings, medium, box	.15	.16
Smoked boneless herrings, 10-lb. box	1.40	1.40
Kipper herrings, selected, 60 in box	1.25	1.50
Smoked salmon, per lb.	.20	.15-17
Smoked halibut	.10	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.12	.13
Red, steel heads, per lb.	.12	.12
Red, sockeyes, per lb.	.12	.12
Red Cohoes, dressed, lb.	.10	.11
Red Cohoes or silvers, per lb.	.09-.09½	.10
Pale qualla, dressed, per lb.	.07½-.08	.08
Halibut, white western, large and medium, per lb.	.10-.11	.10-12
Halibut, eastern, chicken, per lb.	.10	.12
Mackerel, bloater, per lb.	.08½-.09	.10
Haddock, medium and large, lb.	.04½-.05	.08
Market codfish, per lb.	.04	.02
Steak, codfish, per lb.	.05½-.06	.06
Canadian soles, per lb.	.06	.08
Blue fish, per lb.	.15-16	.18
Smelts	.10	.13
Smelts, extras	.15	.20
Herrings, per 100 count	2.50-3.00	3.00
Round rick, dressed	.06	....
Grass pike	.07½	....
Swordfish, lb.	.10	....

DRIED AND PREPARED FISH.

Dried Haddock	6 00	6 00
Dried codfish, medium and small, 100 lbs.	7 00	7 00
Dried hake, medium and large, 100 lb.	6 00	6 00
Dried pollock, medium and large, 100 lb.	6 00	5 00
Dressed or skinless codfish, 100-lb. case.	6 50	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 10
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes.	0 11	0 12
Boneless codfish, in 2-lb. and 3-lb. boxes, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, OLAMS, ETC.

Standard, solid meats, gal.	1 75	1 75
Standard, bulk, gal.	1 00	1 75
Selects, per gal., solid meat	2 00	2 25
Best clams, imp. gallon	1 50	....
Best scallops, imp. gallon	2 25	3 50
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 00	....
Sealed, best, pt. cans, each.	0 40	0 40
Sealed, best select, quart cans, each.	0 50	0 75
Rockaways, 100	1 50	....
Blue points, small	2 00	....
Blue points, large	1 50	....

CLAMS, MUSSELS AND SHELL FISH. CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	9 00	1 50
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	9 00	8 00
Malpeque, ordinary, bbl.	9 00	9 00
Live lobsters, medium and large, lb.	0 30	0 45
Little necks, per 100	1 25	1 50

FRESH SEA FISH.

	Montreal	Toronto
Halibut	12-13	12-14
Haddock, fancy, express, lb.	6½-6	8
Mackerel, medium, each	14-15	....
Steak, cod, fancy, express, lb.	5½-6	9-10
Herrings, each	3	3
Flounders	5	9
Flounders, New York	14	....
Salmon, Western	15-16	20-22
Salmon, Eastern	15-16	....

FRESH LAKE FISH.

Carp, lb.	0 12	....
Pike, lb.	0 08	0 07
Perch, lb.	0 08	0 07
Suckers, lb.	0 08	0 08
Whitefish, lb.	0 12	0 14
Herrings, per 100	3 00	3 00
Lake trout	0 12	0 14
Kels, lb.	0 10	0 08
Dore	11-12	0 13

FROZEN LAKE AND RIVER.

Whitefish, large, per lb.	.08-.09½	.08-.10
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Whitefish, small tullbees	.07-.07½	.06
Lake trout, large and medium, lb.	.10	.10
Dore, dress sor cund, lb.	.06½-.09	.09-.13
Pike, dressed and headless, lb.	.06½-.07	.07
Pike, round, per lb.	.06½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lbs.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	11 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 100 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	20 00	....
Mackerel, N.S., half bbls., 100 lbs.	12 00	....
Mackerel, N.S., pails, 20 lbs.	3 00	2 00
Herrings, Labrador, bbls.	6 00	....
Herrings, Labrador, half bbls.	3 25	3 50
Lake trout, 100-lb. kegs	5 50	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sound, per lb.	10 00	....
Scotch herrings, imported, half bbls.	10 00	....
Holland herrings, im'td milkers, hf bbls	8 50	....
Holland herrings, im'td milkers, kegs.	1 25	85-1 00
Holland herrings, mixed, half bbls.	6 50	....
Holland herrings, mixed, kegs	1 15	70-0 95
Lochfyne herrings, box	1 50	....
Turbot, bbl.	12 00	....
Green cod, No. 1, bbl.	9 00	19 00
Green cod, No. 2, bbls.	7 50	8 50

WINNIPEG

FISH AND POULTRY.—Quotations on poultry remain same as they were last week. They are rather high on account of difficulty in securing fresh killed stuff of any kind. Farmers are not shipping much following big rush before the holidays, which is resulting in higher quotations. The demand for fish is only fair, and it is never brisk so soon after the holidays. There will not be a big demand for fish until towards Lent, which begins shortly after 1st of March. Oyster sales are about same as usual, but nothing exciting.

Fish—		
Frozen salmon	0 10	....
Fresh halibut	0 08½	....
Pickered	0 07½	....
Steak cod, per lb.	0 07½	....
Lake Winnipeg whitefish	0 09	....
Finnan haddie	1 75	....
Kippers, per box	0 10	....
Lake trout, per lb.	1 75	....
Bloaters, per box	3 00	....
Salt mackerel, 20-lb. kit	0 50	....
Smoked gold-eyes, doz.	2 50	....
Oysters, per gal.	2 75	....
Oysters, 3-gal. tins	0 25	....
Oysters, on shell, doz.	0 25	....
Poultry, Live—		
Fowl	0 12½	....
Roosters	0 08	0 11½
Chickens	0 12	0 16½
Turkeys	0 14	0 19
Ducks	0 12	....
Ducklings	0 13	....
Geese	0 12	....
Poultry, Dressed—		
Ducks, No. 1	0 18	....
Fowl, No. 1	0 15	....
Turkeys, No. 1	0 24	....
Ducks, No. 1	0 18	....
Geese, No. 1	0 15	....



PRODUCE AND PROVISIONS



Creamery Butter and Lard Advance

Butter Up in Toronto, and Compound Lard in Montreal—Cold Weather Firms up New-Laid Market—No Change in Cheese—Prices on Fowl Higher—Jews Purchasing Heavily on Live Birds.

MONTREAL

PROVISIONS.—Trade in provisions is quiet. Compound lard is up $\frac{1}{4}$ c all round owing to the higher price of cottonseed oil, which has advanced some 75 per cent. in past year. The general market is neutral in tone, although sales are good, particularly in smoked and cured meats. The demand for hogs is good and the price steady.

Hams—		
Small, per lb.	0 20	
Medium, per lb.	0 19	
Large, per lb.	0 18	
Backs—		
Plain, bone in	0 24	
Boneless	0 23	
Peameal	0 23	
Bacon—		
Breakfast, per lb.	0 23	
Roll	0 17	
Shoulders, bone in	0 15	
Shoulders, boneless	0 15	
Cooked Meats—		
Hams, boiled, per lb.	0 23	
Hams, roast, per lb.	0 31	
Shoulders, boiled	0 25	
Shoulders, roasted	0 25	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15 $\frac{1}{2}$	
Long clear bacon, 80-100 lbs.	0 14 $\frac{1}{2}$	
Flanks, bone in, not smoked	0 15 $\frac{1}{2}$	
Barrelled Pork—		Per bbl.
Heavy short cut mess	27 00	
Heavy short cut clear	27 50	
Clear fat backs	28 00	
Clear pork	28 00	
Lard, Pure—		
Tierces, 350 lbs. net	0 14 $\frac{1}{2}$	
Tubs, 50 lbs. net	0 15	
Tins, 50 lbs. net	0 15	
Pails, wood, 20 lbs. gross	0 15 $\frac{1}{2}$	
Pails, tin, 20 lbs. gross	0 14 $\frac{1}{2}$	
Cases, 10 lbs., tins, 60 in case	0 13 $\frac{1}{2}$	
Cases, 3 and 5-lb. tins, 60 in case	0 16 $\frac{1}{2}$	
Bricks, 1 lb., each	0 17	
Lard, Compound—		
Tierces, 375 lbs. net	0 12 $\frac{1}{2}$	
Tubs, 50 lbs., net	0 12 $\frac{1}{2}$	
Tins, 50 lbs., net	0 12 $\frac{1}{2}$	
Pails, wood, 20 lbs., net	0 13	
Pails, tin, 20 lbs., net	0 13	
Cases, 10-lb. tins, 60 in case	0 14	
Cases, 3 and 5-lb. tins, 60 in case	0 13 $\frac{1}{2}$	
Bricks, 1 lb., each	0 14 $\frac{1}{2}$	
Hogs—		
Dressed, abattoir killed	13 00	13 25

BUTTER.—Butter remains firm with no material price changes. Recent heavy exportations to England have had a steadying influence on prices while steady deliveries have kept stocks up here.

Butter—		
Finest creamery, September make	0 36	
Finest creamery, fresh made	0 31 $\frac{1}{2}$	
Dairy prints	0 28	
Dairy, solids	0 27	
Separation prints	0 26	
Bakers'	0 23	

CHEESE.—The export market for cheese is higher. Some reports place recent sales at 94/6d. c.i.f. The local market is firm but unchanged.

Cheese—		
Old make	0 22	
Stilton	0 21	
New make	0 19	0 20

EGGS.—There have been no new developments in the local egg situation. There is a steady demand for local use but not sufficient to affect prices and receipts are comparatively light.

Eggs, case lots—		
New laid, stamped	0 45	
Selects	0 33	
No. 1's	0 30	
No. 2's	0 28	

POULTRY.—Poultry prices are a good deal firmer with some advances cropping up. The demand for storage stock is good although receipts are remarkably light. This is not only a local inquiry, but to include inquiries from the chief centres from here to the mountains. There is a good demand for frozen stock. There was a shortage from last year with the result that prices have advanced from one to two cents a pound on all fancy roasting chickens. First class stock is also a little higher. In spite of a few advances live stock is inclined to be weak. Frozen, roasting chicken milk fed, four pounds or over are 26c, ordinary 22c. Live stock, fowl 5 lb. and over, 23c; fowl small, 18 to 19c. On the whole buyers of dressed poultry found it hard to fill their wants.

Poultry—		
Frozen stock—		
Turkeys	0 24	0 25
Fowl, large	0 17	0 19
Fowl, small	0 12	0 16
Ducks	0 20	0 20
Geese	0 16	0 17
Roasting chicken, milkfed, 4 lbs. or over	0 21	0 26
Roasting chicken, ordinary	0 18	0 22
Spring broilers, dressed, pair	0 76	1 00
Squabs, Canadian, pair	0 40	0 40
Squabs, Philadelphia, pair	0 76	0 76
Pigeons, pair	1 25	0 30
Live stock—		
Fowl, 5 lbs. and over	0 20	0 23
Fowl, small	0 18	0 19
Turkeys	0 19	0 20
Ducks	0 22	0 25
Geese	0 16	0 18
Chicken	0 15	0 18

HONEY.—There is no change in the market for honey. There is a fair amount of business and prices are well maintained.

Honey—		
Buckwheat, tins	0 07	
Strained clover, 60-lb. tins	0 10 $\frac{1}{2}$	
Strained clover, in 5-lb. tins	0 11	
Strained clover, in 5-lb. tins	0 11 $\frac{1}{2}$	
Comb honey, No. 1, doz.	3 00	
Comb honey, No. 2, doz.	2 40	

TORONTO

PROVISIONS.—All pork products remain firm, but show no advances. Bacons and backs are particularly in de-

mand. Hogs are firm in Toronto. Lard levels are well supported, but show no advance here.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17 $\frac{1}{2}$	0 18
Large, per lb.	0 14 $\frac{1}{2}$	0 15
Backs—		
Plain	0 25	0 26
Boneless, per lb.	0 28	0 29
Pea meal, per lb.	0 28	0 29
Bacon—		
Breakfast, per lb.	0 22	0 23
Roll, per lb.	0 16	0 17
Shoulders, per lb.	0 16	0 17
Pickled meats—i.e. less than smoked.		
Dry Salt Meats—		
Long clear bacon, ton lots	0 16	0 16 $\frac{1}{2}$
Long clear bacon, small lots	0 16 $\frac{1}{2}$	0 16 $\frac{1}{2}$
Flat backs, lb.	0 13	0 13 $\frac{1}{2}$
Cooked Meats—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	0 27	0 28
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	25 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 13 $\frac{1}{2}$	0 14
Tubs, 50 lbs.	0 14 $\frac{1}{2}$	0 14 $\frac{1}{2}$
Pails	0 14 $\frac{1}{2}$	0 14 $\frac{1}{2}$
Tins, 3 and 5 lbs., per lb.	0 14 $\frac{1}{2}$	0 14 $\frac{1}{2}$
Bricks, 1 lb., per lb.	0 14 $\frac{1}{2}$	0 15
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 12	0 12 $\frac{1}{2}$
Tubs, 50 lbs., per lb.	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
Pails, 20 lbs., per lb.	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
Hogs—		
Live	9 50	9 75
Dressed, abattoir killed	14 00	14 25

BUTTER.—As we showed last week, the market on creamery looked very firm, and this week an advance is recorded in all grades. Creamery prints, fresh, are quoted at 36, firm, and in some cases are up a cent from that. We therefore quote 36 to 37, which is a firm quotation. Heavy overseas buying is partially the reason. Dairy butter is also higher, domestic demand being heavy.

Butter—		
Creamery prints, fresh	0 36	0 37
Dairy prints, choice, lb.	0 32	0 33
Dairy prints, lb.	0 29	0 32
Bakers'	0 24	0 25

CHEESE.—There is no change in prices this week, though the tone is singularly strong, once more export enquiries and orders being the reason. England seems ready enough to see high levels, and an advance still further is talked of.

Cheese—		
Large, per lb.	0 18 $\frac{1}{2}$	0 19
Twins, per lb.	0 18 $\frac{1}{2}$	0 19 $\frac{1}{2}$

EGGS.—New laid show no further drop after last week's five cent decline. There has been a slight hardening again, chiefly due to the very sharp weather. The weather is the surest guide to egg market these days. Mild, the hens lay;

CANADIAN GROCER

WINNIPEG

PRODUCE AND PROVISIONS.—

There is a brisker market on meats owing to the holiday season being over, and on account of the seasonable weather. Prices are firm, and are expected to advance. The hog market has firmed since last week, and receipts are delayed on account of snow storms and intense cold. Pure lard has advanced to a basis of 14c, and there is every indication of it remaining firm at this price. Compound lard remains unchanged. New prices this week are: Light hams, 18½-19c; breakfast bacon, 28c; shoulders, 12½-14c. There is little to say about butter market, except that it is firm, the prices being about same as last week, and supplies hard to procure. There is little change in egg market; the intense weather has kept prices firm. The U. S. egg market has firmed up, giving this market a steadier undertone. Cheese market remains firm.

cold, they don't, and that's all there is to it. Last week's decline was said to be chiefly resultant from milder weather, and the colder snap has put a crimp in supplies coming in. Some talk of an advance. As we go to press, however, quotations on new laids are 45. Storage situation seems sound enough, with no new feature.

Eggs—		
New laids, specials, in cartons.....	0 40	0 45
Extras	0 32	0 33
No. 1, storage	0 30	0 31
No. 2, storage	0 28	0 28

POULTRY.—The only price change is in fowl, which is up a cent in both live and dressed. This is due to good buying on the part of the Jews. Note that both live and dressed are equal in prices, though live is in the greater demand. Chicken is off a little in demand this week. Business is good in turkeys, with rather better stocks coming. Other lines are fair in condition, and unchanged in levels.

Poultry—	Live	Dressed
Old fowl, pound	0 13-0 15	0 13-0 15
Old turkeys	0 18-0 19	0 22-0 23
Ducklings	0 11-0 12	0 24-0 25
Turkeys	0 16-0 18	0 26-0 27
Chickens	0 12-0 14	0 16-0 18

HONEY.—There is no change since last week's slight advance.

Buckwheat, tins	0 08
Strained, clover, 60-lb. tins	0 12 0 12½
Strained clover, in 10-lb. tins	0 12½ 0 13
Strained clover, in 6-lb. tins	0 12½ 0 13
Comb honey, No. 1, doz.	3 00
Comb honey, No. 2, doz.	2 40

Lard, Pure—		
Tierces	0 14	
Pails	2 37	
Cases, 5c	9 03	
Cases, 3c	9 15	
Lard, Compound—		
Tierces	0 12½	
Butter—		
Creamery	0 35	0 37
Best dairy	0 28	0 32
Cooking	0 22	0 25
Eggs—		
No. 1 storage	0 27	0 28
Cartons		0 32
Cheese—		
Ontario, large	0 19½	
Ontario, twins	0 19½	

TUNA FISH

Tuna fish is a comparatively new line in Canada, and until recently, difficulty was experienced in securing supplies. Tuna fish are caught off Los Angeles, Cal., and are a species of mackerel. There are three kinds—the flying tuna, the albacore, and the white tuna. For food, the white tuna is the best. The flying tuna is almost too thin for food. The tuna is caught in schools, and single catches sometimes amount to 20 tons. They run from 25 to 50 lbs. apiece, and are about four feet long. They yield about 25 per cent. oil, and after this is extracted, the fish is chilled, cut, and then canned in refined cotton seed oil as a preservative. The tuna is also put up in the form of meat paste, which is excellent for sandwiches.

Our new stock of

CEYLONS, INDIANS, JAPANS and CHINAS

is at your command in our expertly selected range of BLACK and GREEN TEAS.

“Cup quality” identifies all our teas and this is secured by careful selecting and testing.

Make your store distinctive by featuring selected bulk teas, and at the same time, reap better profits. *Samples and prices on request.*

KEARNEY BROS., LIMITED

WHOLESALE TEA AND COFFEE MERCHANTS

33 St. Peter St.

ESTABLISHED 1874

Montreal



FLOUR AND CEREALS



Advance in Rolled Oats

One Firm Also Puts Price of Manitoba Flour Higher—That Embarrassing Embargo — Ontario and Western Oats Higher—Stringency in Cornmeal.

MONTREAL

FLOUR.—The flour market is higher by 20c per barrel, but still orders cannot be altogether caught up with. The higher prices of wheat is the cause of the advance. There is a great shortage of cars and one large milling company had to close one of its mills last week as a direct result of this shortage. The chief eastern ports of the U.S., have had embargoes placed on them. St. John, N.B. is now added to the list and Halifax will likely come next. The railroad situation is badly tangled up in some centres as the result of this piling up. An inadequate number of ships adds the chief source of trouble to the situation. The blizzards of the past week have made matters worse in this respect.

Winter wheat is firm, quiet and unchanged from last week. Demand is inclined to be slow.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 10
Second patents	6 60
Strong bakers	6 40

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	8 05	6 30
90 per cent., in wood	5 55	5 80
90 per cent., in bags	2 80	2 90

CEREALS.—Oats are stronger, and this fact has in conjunction with tied up shipments at the head of the lakes and a car shortage has caused an advance in rolled oats of fifteen cents. In small lots they are now selling at from \$2.70 to \$2.90. Pot barley has advanced from \$2.80 to \$3.

Cornmeal—	Per 90-lb. sack
Gold dust	2 25
Unbolted	2 00

Rolled Oats—	90's in jute.
Small lots	2 70
25 bags or more	2 90
Rolled oats in cotton sacks, 5 cents more.	2 00
Packages, case	3 90

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, n jute.	Small lots.	Car lots.
	4 00	7 00
Rolled Wheat—		
Small lots	2 75	2 50
Hominy, per 90-lb. sack	2 50	2 85
Corn flour, bag	2 85	3 00
Rye our, bag	3 00	3 00
Barley, pot	3 00	3 00
Barley, pearl, lb.	9 04½	

FEEDS.—There is a strong demand in feeds generally and in shorts particularly as may be expected at this time of year. It will probably be maintained for some time. Demand for bran has dropped off now and it is unlikely

that it will be in as good demand as it has been until about May. Feed oats have advanced 4c and are now selling at 56c.

Mill Feeds—	Per ton
Bran	24 00
Shorts	26 00
Middlings	29 00
Wheat moulee	34 00
Feed flour, bag	35 00
Mixed chops, ton	31 00
Crushed oats, ton	32 00
Oats, chop, ton	32 00
Barley chop, ton	31 00
Feed oats, cleaned, Manitoba, bush.	0 56
Feed wheat, bag	1 30

TORONTO

FLOUR.—One firm raised its prices on Manitoba flour this week 20 cents, making first patents \$7. This was consequent upon the still-rising wheat market. Values of cash wheat continue on the upward trend in spite of unfavorable freight conditions. Western wheat, No. 1 Northern, sold yesterday in store at Fort William at 1.22¼c. Freight rates and the embarrassing embargo have tied up the trade. Rates on flour for overseas shipment are all sky-high; so congested is St. John and New York that there appears to be little relief in sight from the embargo. The great need is ocean vessels; even what there are are liable to be commandeered at any moment.

The embargo on shipments of wheat from the West is certainly annoying the trade. Eight thousand cars are on order at Fort William and less than one hundred a day are getting out. And on top of this last week's quiet market develops strength and sharply advances. Domestic flour business is good; export is too good, as it were, to be handled.

Manitoba Wheat Flour—	Small lots.	Car lots.
	per bbl. of 2 bags	
First patents	7 20	7 00
Second patents	6 70	6 50
Strong bakers	6 50	6 30
Ontario winter wheat flour 90 per cent. (Board of Trade quotation)	5 00	4 80

CEREALS.—Rolled oats have been advanced 15 cents, and our quotation is now \$2.75. Oatmeal is also firm at ruling levels. Western oats are hard to get, and that is the reason for the advance. American corn is quoted to-day

at 81½, a bushel. A full cent ahead of last week, which itself was a cent and a half in advance of the week before. Cornmeal is still firm at 2.50, but an advance is likely. Bad weather in the States in time of production is the reason. Barley remains quite firm, in both pearl and pot.

Barley, pearl, 98 lbs.	4 00	5 00
Buckwheat grits, 98 lbs.		4 50
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.		2 50
Graham flour, 98 lbs.		3 25
Hominy, granulated, 98 lbs.		3 00
Hominy, pearl, 98 lbs.		3 00
Oatmeal, standard, 98 lbs.		2 85
Oatmeal, granulated, 98 lbs.		2 85
Peas, Canadian; bolting, bush.		3 00
Peas, split, 98 lbs.		6 00
Rolled oats, 90-lb. bags		2 75
Rolled wheat, 100-lb. bbl.	3 30	3 50
Rye flour, 98 lbs.		3 00
Whole wheat flour, 98 lbs.		3 25
Wheatlets, 98 lbs.		3 50

FEEDS.—Ontario oats, like their western countertype, are up and we quote 40 to 41 for No. 3. Bran is somewhat easier on large supplies.

Mill Feeds—	Mixed cars per ton.
Bran	24 00
Shorts	25 00
Special middlings	29 00
Feed flour, per bag	1 60
Oats—	
No. 3, Ontario, outside points	0 40

WINNIPEG

FLOUR AND CEREALS.—There are no changes in any quotations in this market. Wheat is strong, but an advance in flour is not expected at moment. The domestic demand is poor, but export demand remains good. Thus flour market is practically featureless. As regards cereals, the demand for rolled oats is normal, and millers advise that an advance would not be surprising, as cost of oats is higher. Cornmeal remains at the same figure—\$2.35. There is no change in the price of feeds, the demand from the East remaining good, while in the West it is quiet.

Flour—	
Best patents	6 60
Bakers	5 80
Clears	5 40
XXXX	4 30
Cereals—	
Rolled oats, 90 lbs.	2 30
Oatmeal, standard and gran., 98 lbs.	2 70
Cornmeal	2 35
Feeds—	
Bran, ton	15 00
Shorts, ton	20 00
Middlings, ton	20 00
Mixed chop, ton	20 00



February is a Porridge Month

—but to the dealer stocking

Tillson's Rolled Oats

every day of every month brings steady, profitable sales.

The delicious flavor and wholesome goodness of this pure, Canadian breakfast food has won for it hosts of admirers everywhere. The initial sales that follow a display of Tillson's quickly produce repeat sales—the surest indication of customer satisfaction.



The Two Flours

Rainbow—for Bread Baking

Lily and Gold Seal—for Pastry

offer the retailer unlimited opportunity for building a customer-satisfying trade.

Our attractive window display will be sent upon request. It will turn stock into cash like magic.

Sell Canadian products that are made in Canada by Canadians.



Canadian Cereal & Flour Mills Company, Limited

Toronto

Ontario

Canadian-made
products of
Superior Quality

L'Etoile Macaroni
(Star)

Hirondelle Macaroni
(Swallow)

—the two popular paste foods whose palatable, wholesome, nutritious qualities are daily adding to their host of admirers.

Made from the finest Canadian Wheat—than which there is no better grown—these popular products are equal to the very best imported varieties, and immensely superior to most. Wherever displayed, their winning merits pull ever-increasing sales.

Can you afford to omit "L'Etoile" and "Hirondelle" from your next order? A trial will be convincing evidence of their selling value. Ask your wholesaler.

C. H. Catelli, Limited
MONTREAL

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BAKING POWDER
ROYAL BAKING POWDER

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	\$.95	\$.90
4-oz.	1.40	1.35
6-oz.	1.95	1.90

WHITE SWAN SPICES AND
CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	\$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 55 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

DOMINION CANNERS, LTD.

JAMS
"Aylmer" Pure Jams and Jellies
16-oz. Glass Jars.

	Per doz.
Apricot	\$ 2 30
Assorted	2 20
Blackberry	2 25
Blueberry	2 25
Currant, Red	2 20
Currant, Black	2 25
Cherry	2 20
Gooseberry	2 10
Plum	2 10
Plum, Green Gage	2 20
Pear	2 10
Peach	2 16
Raspberry, Red	2 25
Raspberry, Black	2 25
Rasp. and Red Currant	2 20
Rasp. and Gooseberry	2 20
Strawberry	2 30

CATSUPS

In Glass Bottles	Per doz.
1/2 Pts., Delhi Epicure	\$ 1 20
1/2 Pts., Red Seal, screw tops	1 00
1/2 Pts., Red Seal, crown tops	0 50
Pts., Delhi Epicure	1 90
Pts., Red Seal	1 40
Pts., Tiger	1 15
Qts., Delhi Epicure	2 40
Qts., Red Seal	1 75
Qts., Lynn Valley	1 75

BAKED BEANS with Pork

Brands—Aylmer, Simcoe, Quaker, Little Chief, Log Cabin.	Per doz.
Individual Baked Beans, Plain or with Sauce, 4 doz. to case	0 47 1/2
1's Baked Beans, Plain, 4 doz. to case	0 70
1's Baked Beans, Tomato Sauce, 4 doz. to case	0 70
1's Baked Beans, Chili Sauce, 4 doz. to case	0 70
2's Baked Beans, Plain, tall, 2 doz. to case	1 05
2's Baked Beans, Tomato Sauce, tall, 2 doz. to case	1 05
2's Baked Beans, Chili Sauce, tall, 2 doz. to case	1 05
Family Baked Beans, Plain, 2 doz. to case	1 15
Family Baked Beans, Tomato Sauce, 2 doz. to case	1 17 1/2
Family Baked Beans, Chili Sauce, 2 doz. to case	1 17 1/2

3's Baked Beans, Tomato Sauce, flats, 2 doz. to case, Aylmer only	1 40
3's Baked Beans, Chili Sauce, flats, 2 doz. to case, Aylmer only	1 40
3's Baked Beans, Plain, tall, 2 doz. to case	1 50
3's Baked Beans, Tomato Sauce, 2 doz. to case	1 60
3's Baked Beans, Chili Sauce, 2 doz. to case	1 60

"AYLMER" PURE ORANGE
MARMALADE

Tumblers, Vacuum Top, 2 doz. in case, per doz.	\$ 1 10
12 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 20
16 oz. Glass, Screw Top, 2 doz. per case, per doz.	1 60
16 oz. Glass Tall, Vacuum Top, 2 doz. per case, per doz.	1 60
2's Glass, Vacuum Top, per doz.	2 80
2's Tin, 2 doz. per case, per doz.	2 30
4's Tin, 12 pails in crate, pail	0 40
5's Tin, 8 pails in crate, pail	0 47 1/2
7's Tin or Wood, 6 pails in crate, pail	0 65
14's Tin or Wood, 4 pails in crate, lb.	0 0
30's Tin or Wood, one pail only, lb.	0 00

BLUE

Keen's Oxford, per lb.	\$0 17
1n 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

100 books and over, each 0 03 1/2
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book, 1/4 cent.

CEREALS

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	\$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22
Special quotations for Cocoa in barrels, kegs, etc.	

The New Season's Pack
Now Ready for Delivery

SHIRRIFF'S Orange Marmalade

Why it is most satisfactory, viz.:

Made from Seville Oranges and
Granulated Sugar, nothing else!

The consistency is heavy, giving full
value to consumer.

The delicious orange flavor is entirely
retained.

Packed in hermetically sealed packages
and attractively put up.

Made in Canada.

Put up in	3 oz.	glass	individuals
"	8 oz.	"	tumblers
"	12 oz.	"	"
"	16 oz.	"	jars
"	24 oz.	"	"
"	32 oz.	"	"
"	4 lb.	tins	
"	7 lb.	"	

Imperial Extract Company TORONTO

Western Representative: H. F. RITCHIE & CO., Limited. Toronto Montreal: W. S. SILCOCK
Quebec City: ALBERT DUNN Maritime Provinces: W. H. L. USHER, Halifax

Brooms of Quality

may always be had by ordering our brands. We have them at \$3.00, \$3.25, \$3.50, \$3.75, \$4.00, \$4.25, \$4.50, \$4.75, \$5.00, \$5.50, \$5.75, \$6.00 per dozen.

FACTORY and MILL Brooms \$3.75, \$4.25, \$4.75 per dozen.

Walter Woods & Co.
Hamilton - Winnipeg

OYSTERS

The oysters we are shipping under our "Whitco" Brand are large and solid and are guaranteed by us the equal of any being sold in Ontario. Our price is very low

3s at \$4.85, 5s at \$8.00

Send them back at our expense if not as represented. Sales already doubled in last eight weeks.

14 Carloads of Seasonable Fish

have arrived to us recently. No house can give you better price, quality or service. New Whitefish, Tulibeas, Goldedges, Halibut, Qualle, Salmon, Smelts, both extras and ones—Haddies, Ciscoes, Fillets. Forty-seven different lines to choose from. Merchants by combining their fish and oyster orders with their fruit orders, save money. It saves the bother of dealing with different accounts. Try us this week.

White & Co., Limited

Canada's Premier Fruit and Fish House

TORONTO

Branch at Hamilton

(Unsweetened Chocolate)

Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 35
Perfection chocolate, size, 2 doz. in box, doz.	1 80
Perfection chocolate, size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, 1/4's, 6 and 12-lb. boxes	0 27
Iceings for Cake—Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in 1/2-lb. packages, 2 and 4 doz. in box, per doz.	1 00
Chocolate Confections, Per doz. Maple buds, 5-lb. boxes	0 35
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27
Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes ...	0 38
Lunch bars, 5-lb. boxes ...	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

BORDEN MILK CO., LTD.

CONDENSED MILK

Terms net 30 days

5 Box lots and upward—Freight prepaid up to 50 cents	Per case
Eagle Brand, each 48 cans	\$6 50
Reindeer Brand, each 48 cans	6 25
Silver Cow Brand, each 48 cans	5 75
"Gold Seal," Purity, each 48 cans	5 60
Mayflower Brand, each 48 cans	5 60
"Challenge," "Clover," each 48 cans	5 10

EVAPORATED MILK

St. Charles Brand, Hotel, each 24 cans	4 50
Jersey Brand, Hotel, each 24 cans	4 50
Peerless Brand, Hotel, each 24 cans	4 50
St. Charles Brand, Tall, each 48 cans	4 60
Jersey Brand, Tall, each 48 cans	4 60
Peerless Brand, Tall, each 48 cans	4 60
St. Charles Brand, Family, each 48 cans	4 00
Jersey Brand, Family, each 48 cans	4 00
Peerless Brand, Family, each 48 cans	4 00
St. Charles Brand, small, each 48 cans	2 00
Jersey Brand, small, each 48 cans	2 00
Peerless Brand, small, each 48 cans	2 00

CONDENSED COFFEE

Reindeer Brand, "Large," each 24 cans	\$4 80
Reindeer Brand, "Small," each 48 cans	5 50
Regal Brand, each 24 cans ..	4 50
COCOA Reindeer Brand, each 24 cans	4 80

COFFEE

WHITE SWAN SPICES AND CEREALS, LTD.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	
Add one-half cent per pound to the above.	

ENGLISH BREAKFAST COFFEE

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA

1/2 lb. tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE

A Handsome Tumbler in Each Tin	
1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs. per case	

FLAVORING EXTRACTS

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight 3 lbs.	\$ 1 00
2 oz. bottles, per doz., weight 4 lbs.	2 00
2 1/2 oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 00
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 28 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE

Special Delivered Price for Canada

1/2 oz. (4 doz. case), weight 9 lbs., retail each 15c ...	\$1 26
1 oz. (4 doz. case), weight 14 lbs., retail each 30c ...	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c ...	4 20
4 oz. (2 doz. case), weight 17 lbs., retail each 90c ...	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.00 ...	13 25
Pint (1 doz. case), weight 29 lbs., retail each \$3 ...	24 50
Quart (1 doz. case), weight 53 lbs., retail each \$5.50 ...	45 00
Half gallons, each, retail each, \$10	7 50
Gallons, each, retail each \$18	14 50

GELATINE

Knox Plain Sparkling Gelatins (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL

Compressed Corned Beef, 1/2 s, \$1.50; 1s, \$2.50; 2s, \$5.00; 6s, \$18; 14s, \$37.	
Roast Beef, 1/2 s, \$1.50; 1s, \$2.50; 2s, \$5.00; 6s, \$18.	
Boiled Beef, 1s, \$2.50; 2s, \$5.00; 6s, \$18.	
Jellied Veals, 1/2 s, \$1.50; 1s, \$3; 2s, \$4.50; 6s, \$18.	
Corned Beef Hash, 1/2 s, \$1.50; 1s, \$2.50; 2s, \$4.50.	
Beefsteak and Onions, 1/2 s, \$1.50; 1s, \$2.90; 2s, \$5.40.	



BULK GOODS

Markets in all lines have advanced and our prices have been raised only a bare fraction of the increase that has taken place during the past few months.

WHITE SWAN SPICES (whole or ground). Absolutely pure. all guaranteed with Dominion Government Warranty.
Price for 25 and 40 lb. Pails, and 5 and 10 lb. Boxes.

	Per lb. \$ c		Per lb. \$ c
Allspice (Pimento) . . . . .	.15	Mustard—Continued	
Arrowroot . . . . .	.15	“ Durham . . . . .	.13
Bay Leaves . . . . .	.20	“ Seed . . . . .	.28
Bicarb. Soda . . . . .	.03	Nutmegs . . . . .	.30
Caraway Seeds . . . . .	.25	“ 60s . . . . .	.50
Cassia . . . . .	.25	“ 80s . . . . .	.32
Cayenne . . . . .	.30	“ 90s . . . . .	.30
“ Japan Chillies . . . . .	.40	“ 100s . . . . .	.27
Celery Seed . . . . .	.50	Paprika . . . . .	.33
Celery Salt . . . . .	.30	Parsley . . . . .	.41
Celery Pepper . . . . .	.30	Pastry Spice . . . . .	.25
Cinnamon . . . . .	.30	Pepper, Black . . . . .	.25
Cloves . . . . .	.33	“ Tellicherry . . . . .	.26
“ Penang . . . . .	.40	“ Singapore . . . . .	.25
“ Zanzibar . . . . .	.33	“ Penang . . . . .	.24
Coriander Seed . . . . .	.12	Pepper, White . . . . .	.35
Cream Tartar . . . . .	.55	“ (Decorticated) . . . . .	.50
Curry Powder . . . . .	.25	“ Singapore . . . . .	.35
Ginger . . . . .	.30	“ Penang . . . . .	.34
“ Jamaica . . . . .	.30	Pickling Spice . . . . .	.20
“ Cochin . . . . .	.20	Poultry Dressing . . . . .	.21
“ African . . . . .	.15	Sage . . . . .	.36
Mace	1.00	Saltpetre (Chili) . . . . .	.10
Marjoram . . . . .	.25	Sausage Seasoning . . . . .	.26
Mint . . . . .	.25	Savory . . . . .	.26
Mustard . . . . .	.23	Senna Leaves . . . . .	.26
“ Pure . . . . .	.30	Thyme . . . . .	.26
“ English . . . . .	.21	Turmeric . . . . .	.16
“ D. S. F. . . . .	.16		

Also Packed in 2, 5, 10, 30 and 50 lb. Tins.
Add 1c. for additional cost and 2c. for 1 lb. Tins.

TERMS
Nett 30 Days. Subject to sight draft.

FREIGHT
Freight prepaid on 5-case lots or on orders weighing 250 pounds or more and for bulk cereals the equivalent of 5 bags.

MAIL ORDERS
Are given special attention, and are shipped the same day as received, unless otherwise advised.

When ordering please specify brand, quantity and price to avoid delay and dissatisfaction.

We know our goods, and want none but satisfied customers.

White Swan Spices and Cereals, Limited

156 PEARL ST., TORONTO, CANADA

WHITE SWAN CEREALS	Net Weight	Per Bag	Per Bbl.
Flaked Wheat—A guarantee in every barrel	100	****	.....
Barley, Pearl	98	.....	****
“ Pot	98	.....	****
“ Flaked	100	****	.....
Cornmeal, Gold Dust	98	.....	****
Flour, Buckwheat	98	.....	****
“ Corn	98	.....	****
“ Diet	98	.....	****
“ Graham	98	.....	****
“ Rice	200	****	.....
“ Rye	98	.....	****
“ Wholewheat	98	.....	****
Meal, Brose	98	.....	****
“ Rye	98	.....	****
Oats, Rolled	90	.....	****
Oatmeal, Standard or Granulated	98	.....	****
Peas, Split	98	.....	****
“ Flaked	100	****	.....
Rice, Flaked	100	****	.....
Wheat Kernels	98	.....	****
“ Cracked	98	.....	****

Owing to fluctuation of the Cereal Market prices are subject to continual change. Prevailing list will be supplied upon request.

We pay freight on 5 bags or equivalent.

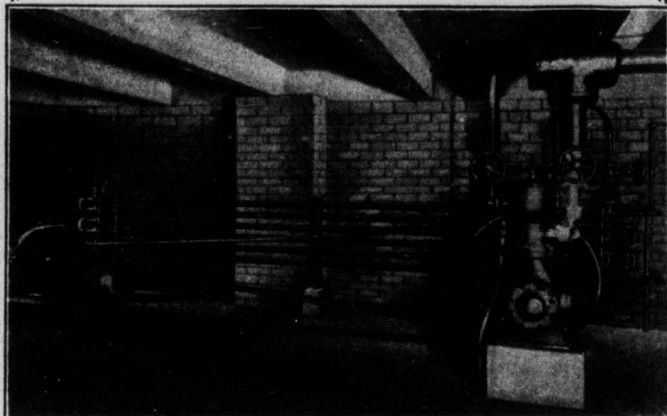
GOVERNMENT WARRANTY

WHITE SWAN Pure Food products are absolutely pure and guaranteed with Dominion Government Warranty.

GUARANTEE

We never consider a sale complete until the customer is entirely satisfied, and our money-back guarantee permits you to return at any time any WHITE SWAN goods that are not found exactly as represented, or which prove unsatisfactory in any way.

Arctic Ice Machine



will be a tremendous relief this spring and summer, and will help you to a bigger bank account. Just WHY an ARCTIC, we can best explain by letter. In justice to both of us you should write for complete particulars. We leave the rest to your good judgment, and whatever you decide, you'll be under no obligation to us. Fair, isn't it?

ASK FOR BULLETIN 2-B.

The Arctic Ice Machine Co.
The W. A. FREEMAN Co., LIMITED
 HAMILTON, CANADA
 Canadian Representatives.

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

Cambridge Sausage, 1s, \$2.40; 2s, \$4.
 Pigs' Feet, 1s, \$2.35; 2s, \$4.25.
 Boneless Pigs' Feet, 1/2s, \$1.50;
 Lambs' Tongues, 1/2s, \$1.90.
 Sliced Smoked Beef, tins, 1/2s, \$1.65; 1s, \$2.65; 4s, \$13.50.
 Sliced Smoked Beef, glass, 1/4s, \$1.20; 1/2's, \$1.90; 1s, \$2.75.
 Tongue, Ham and Veal Pate, 1/4s, \$1.20.
 Ham and Veal, 1/2's, \$1.20.
 Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, 1/4's, 50c; 1/2's, \$1.
 Potted Meats, Glass — Chicken, Ham, Tongue, 1/4's, \$1.45.
 Ox Tongues, tins, 1/2s, \$2.00; 1s, \$4.00; 1 1/2s, \$6.50; 2s, \$8.00.
 Ox Tongues, Glass, 1/2s, \$9.75; 2s, \$12.
 Mince-meat, Hermetically Sealed Tins, 1s, \$1.75; 2s, \$2.85; 3s, \$4; 4s, \$5.50; 5s, \$7.
 In Pails, 25 lbs., 10 1/2 cts. lb.
 In 50 lb. Tubs, 10 1/2 cts.
 In 85 lb. Tubs, 10 cts.
 In Glass, 1s, \$2.25.
 Plum Pudding, 1s, \$2.30; 2s, \$3.
 Clark's Peanut Butter — Glass Jars, 1/4, 95c; 1/2, \$1.40; 1, \$1.85. 50 lb. Pails, 15c.
 Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
 Clark's Tomato Ketchup, 8 oz., \$1.35; 12 oz., \$1.90; 16 oz., \$2.40; 1 gal. jars, \$1.30; 5 gal. jars, \$1.25 per gal.
 Pork and Beans, Plain Talls, 1s, 70c; 2s, \$1.10; 3s, \$1.70; 6s, \$6; 12s, \$8.50; 3s flat, \$1.45. Individuals, 55 cts. doz.
 Pork & Beans, Tomato Sa. Talls, 1s, 75c; 2s, \$1.15; 3s, \$1.75; 6s, \$6; 12s, \$8.50; 3s flat, \$1.50; Individuals, 60c. doz.
 Pork and Beans, Chili, 1s, 75c; 2s, tall, \$1.15; 3s, flats, \$1.50; Individuals, 60c. doz.
 Vegetarian Baked Beans, Tomato Sauce, Talls, \$1.20.
 Clark's Chateau Chicken Soup, \$1.10.
 Clark's Chateau Concentrated Soups, 95c.
 Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.
 Spaghetti with Tomato and Cheese, 1/2s, 95c; 1s, \$1.30 doz.
 Fluid Beef Cordials, 20 oz. btl., 1 doz. per case, at \$10.00 per doz.
 English Plum Puddings, 1s, \$2.30 doz.; 2s, \$3 doz.

LAPORTE, MARTIN, LIMITED
 Montreal. Agencies.

BASIN DE VICHY WATERS

L'Admirable, 50 btles, litre, cs. 5 50
 Neptune 7 00
 San Rival 8 00

VICHY LEMONADE

La Savoureuse, 50 btles., cs. 8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, ca. \$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, ca. 6 doz. pts., doz. 1 15
 Ginger Ale, Trayders, ca. 6 doz. splits, doz. 0 95
 Club Soda, Trayders, ca., 6 doz. pts., doz. 1 05
 Club Soda, Trayders, ca., 6 doz. splits, doz. 0 95

BLACK TEAS

Victoria Blend, 50 and 30-lb. tins, lb. 0 35
 Princess Blend, 50 and 30-lb. tins, lb. 0 35

JAPAN TEAS

H. L., ch. 90 lbs., lb. 0 35
 Victoria, ch. 90 lbs., lb. 0 30

COFFEES

Victoria, Java and Mocha Blend, 1-lb. tin, lb. 0 34 1/2
 Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb. 0 32
 Princess, Java and Mocha Blend, 1-lb. tin, lb. 0 22

MALT EXTRACT
 Miller of Milwaukee, ca. 2 doz., cs. 4 25
 Miller of Milwaukee, brl. 8 doz. brl. 16 20

BOAR'S HEAD LARD COMPOUND

N. K. FAIRBANK CO., LTD.
 Tierces 0 10 1/2
 Tubs, 60 lbs. 0 10 1/2
 Pails, 20 lbs. 0 10 1/2
 Tins, 20 lbs. 0 10 1/2
 Cases, 5 lbs., 12 to case .. 0 11 1/2
 Cases, 3 lbs., 20 to case .. 0 11 1/2
 Cases, 10 lbs., 6 to case .. 0 11
 F.o.b. Montreal.

MUSTARD

COLMAN'S OR KEEN'S
 Per doz. tins
 D. S. F., 1/4-lb. \$ 1 90
 D. S. F., 1/2-lb. 2 90
 D. S. F., 1-lb. 5 70
 F. D., 1/4-lb. 0 95

Per jar
 Durham, 4-lb. jar 0 98
 Durham, 1-lb. jar 0 31

JELLY POWDERS

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. \$ 0 98

List Price

SPICES

WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge	Canister 4 oz.	Round Pkgs.
Allspice	.....	\$0.90	\$0.90
Arrowroot, 4 oz. tins, 85c	.....	0.90	0.90
Cayenne	.....	0.90	0.90
Celery Salt	.....	0.90	0.90
Celery Pepper	.....	0.90	0.90
Cinnamon, 1 oz., Fagots, 45c	.....	0.90	0.90
Cloves	.....	0.90	0.90
Curry Powder	.....	0.90	0.90
Ginger	.....	0.90	0.90
Mace	.....	0.90	0.90
Nutmegs	.....	0.90	0.90
" Whole, 5c. Pkgs., 45c	.....	0.90	0.90
Paprika	.....	0.90	0.90
Pepper, Black	.....	1.10	1.10
Pepper, White	.....	0.90	0.90
Pastry Spice	.....	0.75	0.75
Fickling Spice (Window front)	.....	4	4
Dozens to case	.....	10 lbs.	17 lbs.
Shipping weight, per case	.....	

WHITE SWAN LYE

Single cases, 4 doz. \$ 3 50
 5 case lots, 4 doz. 3 35
 Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and

BRANTFORD BRANDS

Laundry Starches—
 Boxes
 40 lbs., Canada Laundry .. .06%
 40 lbs., boxes Canada white gloss, 1 lb. pkg.06%
 48 lbs. No. 1 white or blue, 4 lb. cartons07%
 48 lbs. No. 1 white or blue, 3 lb. cartons07%
 100 lbs., kegs, No. 1 white06%
 200 lbs., bbls., No. 1 white06%
 80 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.07%
 48 lbs., silver gloss, in 6-lb. tin canisters08%
 36 lbs., silver gloss, 6-lb. draw lid boxes08%
 100 lbs., kegs, silver gloss, large crystals07%
 28 lbs., Benson's Satin, 1-lb. cartons, chrome label .. .07%
 40 lbs., Benson's Enamel (cold water), per case... 3 00
 20 lbs., Benson's Enamel (cold water), per case... 1 50
 Celluloid—boxes containing 45 cartons, per case ... 3 00
 Culinary Starch
 40 lbs. W. T. Benson & Co.'s prepared corn07%
 40 lbs. Canada pure corn starch06%
 (120-lb. boxes 1/2c higher.)
 Casco Potato Flour, 20-lb. boxes, per lb.10

Your customers know the high Quality
of

Del Monte

DRIED FRUITS

Absolutely the best, most carefully selected California Fruits.

**CALIFORNIA FRUIT
CANNERS ASSOCIATION**

**LARGEST HANDLERS
FRUITS and VEGETABLES
IN THE WORLD.**

**PRUNES
PEACHES
APRICOTS
P E A R S
SEEDLESS
SEEDED
CLUSTER RAISINS**

**THEY ARE GOOD
OLD STAND-BYS**

**Baker's Cocoa
and Chocolate**



Registered
Trade-Mark

are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Trade-mark on every genuine package.

MADE ONLY BY

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

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

**The Apple
Crop**

in the famous Georgian Bay District is very short this year. Write us before placing your winter order.

—
FISH

**Salt Trout and
Herring**

**Fresh Frozen Trout
and Herring**

**Lemon Bros.
OWEN SOUND, ONT.**

**A
Comparison**

will prove the superior quality and packing of

“St. Nicholas”

Examine and compare with other brands.

—
J. J. McCabe

Agent

TORONTO

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 agents wanting agencies.

ONTARIO.

MACKENZIE & MORRIS
LIMITED
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

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

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

ON SPOT
White Beans,
Evaporated Apples
Currants and Raisins

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto Ontario

If you want the market on
NEW BRUNSWICK POTATOES
Wire or phone
HARRY WEBB, TORONTO
We specialize on potatoes, have warehouses at all buying points in the potato belt. Cars always loaded. New Brunswick, Montreal, Toronto, waiting orders.

NEWFOUNDLAND.

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

WESTERN PROVINCES.

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

W. H. Escott Co.,
LIMITED
Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

O. F. LIGHTCAP
Wholesale Grocery Broker and Manufacturers' Agent. Domestic and Foreign Agencies Solicited.
O. F. LIGHTCAP,
179 Bannatyne Ave. - Winnipeg, Man.

The Robert Gillespie Co.
Broker and importer of Grocers', Druggists' and Confectionery Specialties. Goods handled on consignment. Warehousing, Truckage. Every facility for handling goods quick.
123 Bannatyne Avenue, Winnipeg.
Correspondence invited.

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

To Manufacturers
Do you require first-class representation in Ontario? We have an organization covering the whole Province, and are able to take on a few more really good lines. Best of references.
Apply EDWARDS, CAMPBELL CO.
64 Colborne St., Toronto.
Phone Main 6628.

Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments. Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions. The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

**The Financial Post
of Canada**
Toronto

"The Canadian Newspaper for Investors"

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

We Need Salesmen

High-grade men to call on Grocers in connection with Star Egg Carriers and Trays, in use to-day by 63% of the grocers in Canada and the U.S. We have a few very desirable Canadian territories open which offer excellent opportunities to men of ability.

For particulars, apply
**STAR EGG CARRIER & TRAY
MFG. COMPANY**
ROCHESTER, N.Y.



*The marmalade for the
millions Popular Priced*

Not alone do you get a big tumbler of marmalade for a popular price, but you get a pure fruit quality, rich, wholesome and delicious in flavor.

Waddell's Marmalade and Jams meet the demand for good goods at a popular price.

Waddell's new pack Marmalade and Jams should now be shown on your counter.

Write for prices.



The Waddell Preserving Company
SARNIA, ONTARIO

COFFEE—a trade magnet!

Good coffee not only attracts, but having attracted, holds the trade and this means increased business on other lines. Let Chase & Sanborn's High Grade Coffees be your magnet.

CHASE & SANBORN
MONTREAL

Buyers' Guide

 **TANGLEFOOT** 
The Non-Poisonous Fly Destroyer
 Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year

CLASSIFIED ADVERTISING

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

WANTED

MANAGER FOR FIRST-CLASS BUTCHER and grocer business, disengaged the first of February. Experienced all-round man, good buyer and used to the controlling of staff; can furnish best of references and am well recommended. Box 124, Canadian Grocer. (Jan. 14-21)

WHOLESALE GROCER MANUFACTURING expert wants position managing or manufacturing everything in food products and grocers' sundries; thoroughly up-to-date list furnished. Box 123, Canadian Grocer. (Jan. 14-21)

WANTED — UP-TO-DATE MANAGER FOR two general stores four miles apart, catering to mining, farming and fishing population; stock of \$15,000, doing about \$70,000 yearly. Must be good circular advertiser and have experience in getting cash business; owner in ill-health and has other matters requiring attention. A splendid opening for a young man who is not afraid of hard work and living in small town to work into an old-established business and eventually take this over on his own account. Must be highly recommended. J. T. Irwin, Port Morien, N.S.

TEA EXPERT, OVER TWENTY YEARS' experience, requires position as traveler or buyer. Eleven years with present firm. Box 125, Canadian Grocer. (Jan. 21-28-Feb. 4)

YOUNG MAN, SIX YEARS' GENERAL AND three years' bookkeeping and banking experience, desires change of position. All references. Box 126, Canadian Grocer.

FOR SALE

FOR SALE—GENERAL STORE BUSINESS in one of the best towns in south-western Saskatchewan. Turnover \$50,000.00. Price right. Apply Box 127, Canadian Grocer.

CHIVER'S
JAMS—JELLIES—MARMALADE
 Are guaranteed absolutely pure and of the highest quality.
 Send us your orders.
 Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
 Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
 by us are therefore certain.
THE TRENT MFG. CO., LIMITED
 TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
 154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
 Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

MISCELLANEOUS

CASH FOR WASTE PAPER — YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

"The Utmost in Lemons"
Placido Costa & Co.
 MESSINA BRANCH AT CATANIA
 Agents for Canada Wanted

MAPLEINE

is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.



Order from
Frederick E. Robson & Co.,
 25 Front St. E., Toronto, Ont.
Mason & Hickey
 287 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO.
 SEATTLE, WASH.

OAKLEY'S KNIFE POLISH
 JOHN OAKLEY & SONS, LIMITED,
 LONDON, ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East,
 Toronto, and **J. E. Huxley & Co., 228**
 McDermid St., Winnipeg.

Coupon Books

Save Time: Save Money:
 Save Labor: Eliminate
 Loss: Waste: Errors.



Just the thing for the **GROCER, BUTCHER** and **BAKER.** No charge accounts, no disputes; insure accuracy; save time in waiting on trade; save labor in bookkeeping.

THEREFORE SAVE MONEY.

Write Your Jobber or
ALLISON COUPON COMPANY
 532 East Market St.
 Indianapolis, Indiana, U.S.A.

For Eggs of the Highest Quality—the kind that please the most exacting— Write to
THE TILLSON EGG FARM
 BRACEBRIDGE, ONT.

"Canadian Air-Line" Honey
The BEE-MADE Honey
 PURE ATTRACTIVE TASTY
The Root Canadian House
 185 Wright Avenue, TORONTO

FOR SALE

Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.

Mann, Laurie & Co.
 Phone 1877. London, Ont.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
 TORONTO, ONT. **GEO. J. CLIFF, Manager**

Mention this Paper when writing the advertiser.

BLACK JACK

QUICK
CLEAN
HANDY

½-lb. tins—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBER

BUY STARBRAND

"Made in Canada"

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

QUALITY AND STRENGTH IN Canada Foods, Limited

High-Class Food Products

DRY SOUPS
(16 Varieties)

Soup Globules

Vegetable Ferment
(Junket Tablets)

Package Peas and Beans

Custard Powders

Egg Powders

Jelly Powders

Baking Powder

Pudding Powders

Icings

Unfermented Wines and

Ice Cream Powders

Cordials

Oriental Sauces

Mince Meat

Fruit Sauces

Mint Sauce

Manufactured and Guaranteed by

CANADA FOODS, LIMITED

Toronto, Canada

MINCE MEAT

WE are putting up a line of fine *OLD ENGLISH MINCE MEAT* in quart self-sealing glass jars that can be sold retail at 35c each, and they contain two and a half pounds net. This is the handiest and neatest way to handle Mince Meat, and it is, at the same time, the most profitable.

Our Mince Meat is made of the best new fruits and purest spices, put up under the inspection of the Dominion Government and with the greatest care and cleanliness.

Also Sold in 80-lb. Kegs

40-lb. Kegs

20-lb. Kegs

5-lb. Tins

F. W. FEARMAN CO., Limited
HAMILTON

OLIVE OIL

A limited quantity left of highest grade
Extra Virgen Finest French Packed Olive
Oil in Tins—

½ Gal. Size (c/s 20 Tins) . . . \$1.10 Tin

1 Gal. Size (c/s 10 Tins) . . . 2.15 Tin

Pure Olive Oil is becoming more and
more recognized as having a high food
and medicinal value.

High Grade Olive Oil is very scarce.
Our quotations are below to-day's cost
of importation.

Warren Bros. & Co.
LIMITED

Queen and Portland Streets

TORONTO, ONT.



“Brunswick Brand” Again, Please”

That's what your customer will say after having once tasted the delicious, wholesome sea foods put up by us in our up-to-the-minute and ideally located plant at Black's Harbor, N.B.

Their quality and popularity are such as to guarantee you a steady and continuous growth of repeat business from the time you start to display them in your store.

Now is an ideal time to begin a better business in your fish department. A stock of Brunswick Brand will make an effective display, resulting in a quick, profitable turnover.

Have you a supply on hand?

Connors Bros., Limited
BLACK'S HARBOR, N.B.



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LAST OPPORTUNITY



Your supply of staple groceries for many weeks can well be bought at the following prices, because these goods are of the finest quality and will most probably increase in price before the end of January.

Every economical buyer should take advantage of this opportunity.

LOOK AT THOSE PRICES!

10,000	Cases	TOMATOES, St. Lawrence Brand, 24/3s	\$1.00 doz.
5,000	"	TOMATOES, Prince Edward Pride, 24/3s	1.00 doz.
3,000	"	CORN, Victoria Brand, 24/2s	.90 doz.
800	"	PEAS, Mountain Crest Brand, 24/2s	.85 doz.
300	"	BEETS, St. Lawrence Brand (Sliced), 24/3s	.75 doz.
200	"	WAX BEANS, St. Lawrence Brand, 24/2s	.90 doz.
2,000	"	APPLES, St. Lawrence Brand, Gallons, /6s	2.40 doz.
400	"	PEACHES, Garden City (Light Syrup), 24/2s	1.30 doz.
300	"	PEARS, Garden City (Light Syrup), 24/2s	1.05 doz.
200	"	LAWTONBERRIES, Vine Brand, 24/2s	.90 doz.
1,000	"	RASPBERRIES, Columbian Brand, 24/2s	1.20 doz.
1,000	"	SALMON, "Cavalier" Brand (White Spring), 48/1s	3.25 case
1,000	"	SALMON, Scottish Lion Brand (Pinks Cohoes), 48/1s	3.60 case
500	"	PRUNES, Oregons, 40/50	.10 lb.
300	"	PRUNES, Oregons, 30/40	.10 1/2 lb.
300	"	RAISINS, Seeded, Daphne, Californias, 16 oz.	.09 1/2 pkg.
500	"	RAISINS, Seeded, choice, 12 oz.	.08 pkg.
500	"	SEEDLESS THOMPSON RAISINS, 50/loose	.11 1/2 lb.
400	"	CALIFORNIA NOT-A-SEED, 36/15 oz.	4.20 case
280	"	CALIFORNIA NOT-A-SEED, 48/12 oz.	4.55 case
200	Boxes	CIGARS, Selected Havana Brand, 50s	1.00 box

F.O.B. MONTREAL

Net 30 days.

Prices subject to change without notice.

No transaction considered closed before you are entirely satisfied with your purchase. If it is not right, this house will make it so.

Now is the time to send your order!

By Telephone Main 3766 at our expense By Telegraph "LAPORTE," Montreal

LAPORTE, MARTIN, LIMITÉE

584 St. Paul St. West

Montreal



Pneumonia Days Coming

Save your customers doctors' bills and a whole heap of trouble by introducing the preventative of colds, coughs, La Grippe, Pneumonia.

MATHIEU'S SYRUP of Tar and Cod Liver Oil

A big doctor's bill is not conducive to prompt payment of a grocery bill. It disorganizes finances. If you have a bottle of Mathieu's Syrup in every one of your customers' homes as a guard against winter's diseases you will ensure yourself better business. Nothing under the sun equals Mathieu's Syrup for the prevention and relief of colds.

STOCK UP NOW

J. L. MATHIEU CO., *Proprietors*

SHERBROOKE, QUEBEC



Sure Profit

The quick sales and repeat business resulting from a display of Wonderful Soap mean bigger profit to you.

Your customers know this all-round cleanser in the neat, red label. It lightens the labors of wash day without injuring the most delicate fabric.

Wonderful Soap makes an attractive window or counter display—one that never fails to produce results.

A trial order to-day will start things going in your soap department.

Guelph Soap Company
GUELPH ONTARIO

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's HIGH-CLASS BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto
(Selling Agent).

Manitoba and Saskatchewan: Richards & Brown,
Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary;
Campbell, Wilson & Horne, Ltd., Lethbridge;
Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co.,
Ltd., Vancouver; Kelly, Douglas & Co., Ltd.,
Victoria; Kelly, Douglas & Co., Ltd., New
Westminster; Kelly, Douglas & Co., Ltd.,
Prince Rupert.

McVitie & Price, Limited
EDINBURGH and London

McVitie & Price of Canada, Limited
Vaudreuil St., St. Paul St. E., Montreal



11 x 22 six-color display card
mailed on application.

The World's Finest Seedless Raisins "IDEAL"—"NOT-A-SEED"

Grown and Packed in California

They're ready for your finest
Christmas trade with their sun-

cured wholesomeness, their fine quality—clean and dry (not
processed).

These raisins are used in millions of homes and have given
absolute satisfaction for over twenty years.

YOUR WHOLESALE GROCER HAS THEM—ORDER FROM HIM.

Put up only in this Package.

AMERICAN VINEYARD COMPANY, Growers and Packers

CANADIAN AGENTS :

Eugene Moore, Toronto, Canada.
Kelly-Douglas Co., Vancouver, B.C.

Nicholson & Bain, Winnipeg, Canada
Universal Importing Co., Montreal, Que.

No. 32

Chats with "Old Baba"

(Canada's 105-year-old Pioneer)

A Boost for Tobacco and a Knock for Liquor

"I see so much in the papers about the way the Governments are
limiting the sale of liquor and in the same papers I read "Send
tobacco to the soldiers" that it looks like tobacco was considered
almost a necessity to the boys at the front."

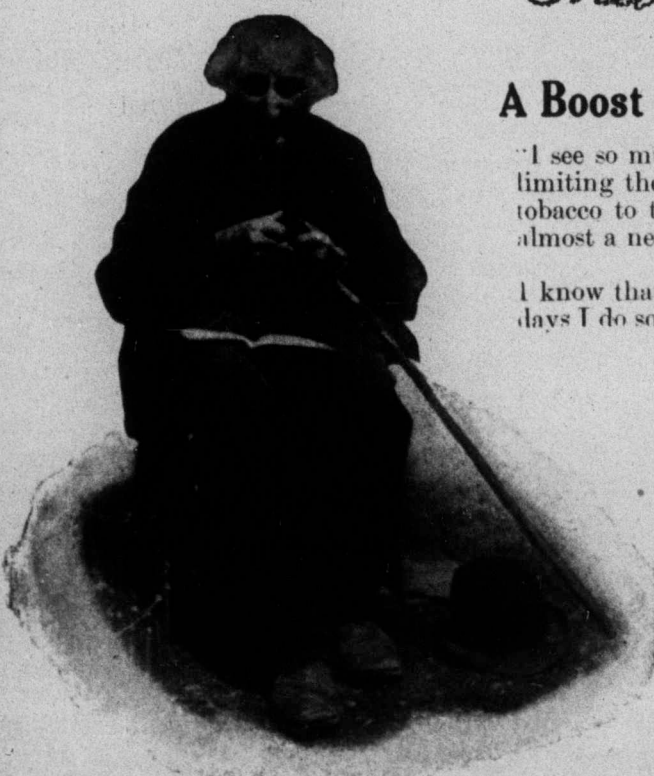
I know that tobacco has been a good friend to me and in my old
days I do so much enjoy my chew of

King George's Navy

You know its got a
flavor I never noticed
in other tobacco. I
guess that's the good
quality.



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

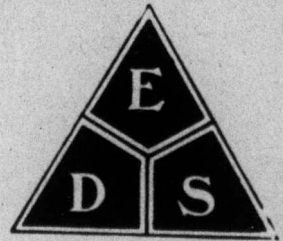


CANADIAN GROCER

Where Quality Is Appreciated



*E.D.S. Quality
Jams*



Are the Delight
of the Canadian Breakfast Table



The pure, fine quality flavor of E.D.S. Jams are as much appreciated by the millionaire as by the rollicking child when it comes to the breakfast table.

Made from the finest Winona fruits, purest cane sugar and the trickling fresh water from the mountain springs, these jams have a toothsome wholesomeness which is appreciated by the makers of Canada's homes.

Now that the home fruits are almost done, you should give E.D.S. Jams a prominent display in your windows and on your counters.

Order your supply.

E. D. Smith and Son, Limited
WINONA, ONT.

AGENTS : Newton A. Hill, Toronto; W. H. Dunn, Montreal ;
Watson & Truesdale, Winnipeg ; G. H. Laidlaw, Halifax, N.S.