

**PAGES  
MISSING**

THIS IS THE 1,313th ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, FEBRUARY 7, 1913

No. 6

**F**OR your customers who want the soothing, satisfying qualities of the richest and finest chewing tobacco, introduce them to

## COPENHAGEN Chewing Tobacco



Whether they chew it or snuff it, they will enjoy its rich, mellow flavor.

Copenhagen is manufactured from the best old leaf tobacco—it retains its strength and flavor, and leaves a clean, cool after-taste.

Make your stock of fine tobaccos complete by handling "COPENHAGEN."

If you have any difficulty in obtaining your supply of "COPENHAGEN" Chewing Tobacco, we will help you if you write us.

**NATIONAL SNUFF CO., Limited**  
Montreal, Canada.



THE CANADIAN GROCER

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

32 Prize Medals

21 Royal Appointments

# PEEK, FREAN'S SHORTCAKE



PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

**About 32 PIECES to the POUND**

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

**89 TONS 18¼ CWTS.**

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

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

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



## *“Thistle” Brand Haddies and Herring*

The name and the fame of the “Thistle” Brand of fish have brought credit and honor to the producers, and trade and profit to the retailer.

The “Thistle” label on Haddies, Kippered Herring, Herring in Tomato Sauce, and Tunny Fish, is known throughout the Dominion to guarantee the virtues of cleanliness, genuineness and natural flavor of the freshly-caught and instantly-canned fish, just as they are taken from their ocean home.

A BIG  
TURNOVER  
IN FISH  
DURING  
LENT

## CODOU'S

### *Macaroni, Vermicelli, Etc.*

Finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made, is used in the manufacture of the Codou products. The richness of flavor and tenderness make them most toothsome and satisfying. Genuine French products made by Felix Codou.

Nourishing  
Palatable

## Coco Fruitine

Vegetable  
Butter

From the viewpoint of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry.

Its matchless purity, rich yet delicate flavor and evident superiority to butter, oil or lard, commend it at once to the housewife who is anxious to save.

Made in Marseilles with scrupulous care!

*Economical*

ARTHUR P. TIPPET & CO.

Agents

Montreal

Toronto



**I**F you meet a Red Rose Tea Traveller this week you will see a very pleased looking man. We can tell you why—he has just helped do something that he was very proud of. January is considered the dullest month of the year in our business, yet our Ontario Travellers sold more **Red Rose Tea** this dull month than we sold in the best month of last year.

They say they are going to do something in February, too.

Head Office : ST. JOHN, N.B.  
Branches :  
WINNIPEG and CALGARY

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

## WAGSTAFFE LIMITED

NEW SEASON'S 1913

### SEVILLE ORANGE MARMALADE

NOW READY FOR DELIVERY.

PREPARED IN  
COPPER  
KETTLES.  
BOILED IN  
SILVER PANS.



PACKED IN  
GOLD LINED  
PAILS  
AND GLASS.

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

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



# BORDEN'S

ARE AS A SHINING LIGHT OVER ALL OTHER MILK PRODUCTS.

The Borden products are "Leaders of Quality" in every particular. Only the richest full cream milk is used, and is preserved by the aid of only the most modern and sanitary apparatus. The quality is unsurpassable.

Borden Products are widely advertised and are known everywhere.

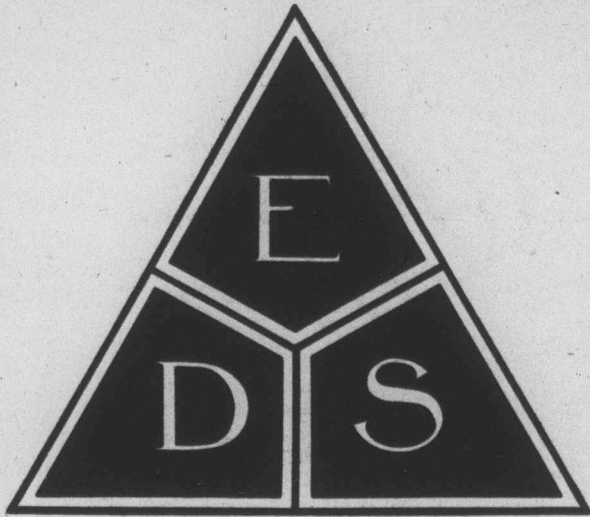
The dealer has just to mention the name to satisfy the customer as to the quality and wholesomeness. IT PAYS TO SELL THE BEST.

**BORDEN MILK CO., LIMITED**  
"LEADERS OF QUALITY"  
**MONTREAL**

BRANCH OFFICE: NO. 2 ARCADE BUILDING, VANCOUVER



## The Hall-Mark of Purity



## JAMS, JELLIES and MARMALADES

The public want pure foodstuffs and you can fill the bill every time by supplying them with "E.D.S." Brand Products.

"Preserved Purity" our slogan expresses to the best the superb quality of these government inspected products.

Secure a supply and be ready to meet your customers' wants. The profit is good.

Made only by

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

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

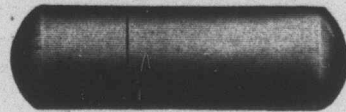


It will pay you  
to handle



## "STANDARD CONSOMME"

solidified in tubes



The Perfection of  
CLEAR-SOUP

None better on the Market.

Manufactured by

**The Standard Food Co.**  
89 Westminster Bridge Rd., LONDON, Eng.

AGENTS:

Winnipeg:  
Buchanan & Gordon

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

## Maple Cream Butter



In 1 lb.

and 1-2 lb. Tins

A delicious preparation for icing or making sandwiches. Makes the children's school lunches more toothsome. Adds a lasting taste of goodness to the home-made cake. The success we have had with it for years in chocolate centres and biscuits simply makes the sale in the tin form an absolute certainty.

### Maple Cream Pudding

Another delight for dessert or receptions, etc. What the housewife will need for her evening parties during winter.

Either maple coated with nuts or chocolate coated.

Ask our travellers or write direct.

**RAMSAYS, LIMITED**  
MONTREAL



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

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

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

Every can guaranteed.



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





## Are you going to make dollars walk into your store during this Lenten Season?

Dollars brought in by trade in fish during this season will be easy money. The demand for fish is big at this time—all you must do is stock and display. Full satisfaction and no disappointments if you feature the following:

### CANADA BRAND PURE BONELESS COD AN EXCELLENT SELLER

**BONELESS FISH.**

- Canada Tablet .....20 1 lb. Tablets
- Canada Crate .....12 2 lb. Boxes
- Canada Strip .....30 lb. Boxes, Whole Strips
- Atlantic Special .....20 lbs., 1 lb. and 2 lb. Blocks
- Mariner Brand .....25 lbs. Bulk
- Cod Bits .....25 lbs. Bulk

**SKINLESS FISH.**

- Eastern Hundreds .....100 lb. Boxes
- Eastern Fifties .....50 lb. Boxes

- HADDIES } OCEAN BRAND
- KIPPERS } (BOUTILIER)
- BLOATERS }
- FILLETS (BOUTILIER)

ASK YOUR WHOLESALE  
NORTH ATLANTIC FISHERIES, LIMITED  
MONTREAL



# WHITE SWAN

*Powdered, Perfumed*

## LYE

**100% Pure Lye in the Handy Sifter-top Can**



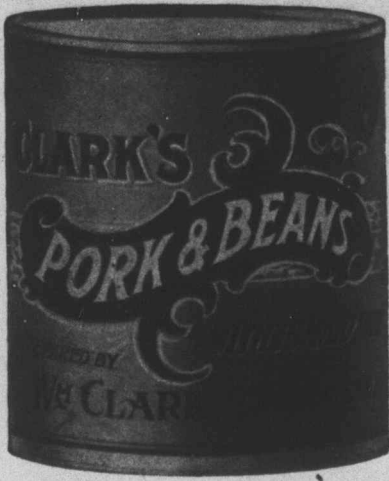
Do your customers ever complain of the inconvenience of the old time lye can? White Swan Lye, besides being 100% pure, powdered and perfumed, is contained in a very convenient rotating sifter top can, which overcomes the necessity of keeping a second cover on the can to prevent slacking. The sifter top is an economizer.

Show White Swan Lye to your customers. They will appreciate the sifter top fixture, as well as the excellent quality of the lye itself.

*You can safely recommend it*

**WHITE SWAN SPICES & CEREALS, LTD.  
TORONTO**

## LET YOUR CUSTOMER SEE



that you carry a full line of CLARK'S MEATS, SOUPS and BEANS, He or she does not require to be told their merits. Simply place them where they are SEEN and watch the effect on your sales.

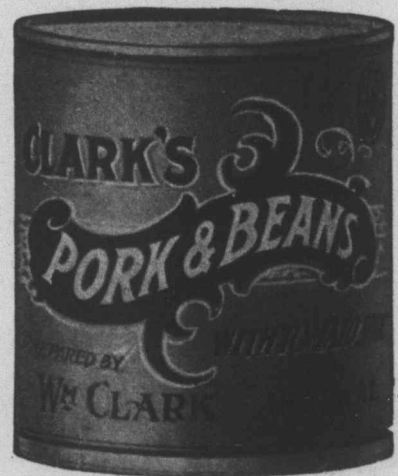
# Clark's Pork and Beans

**Plain**

**Chili**

**Tomato Sauce**

will not remain on your shelves. They have the best reputation of any brand of BAKED BEANS in Canada. The public have for years shown their appreciation of this fact and sales are rapidly and continually INCREASING.



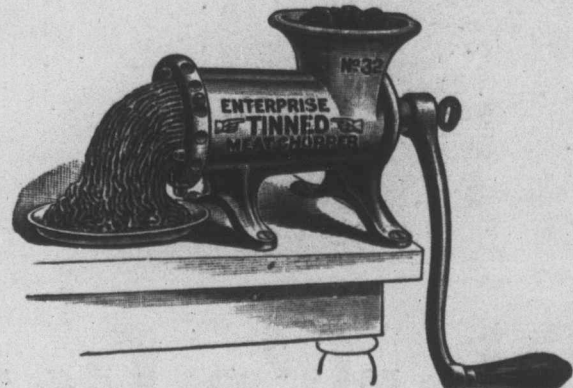
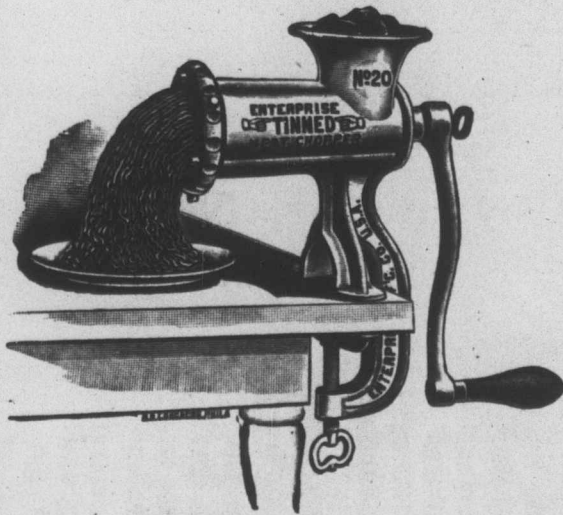
**Don't Neglect Your Share of the Increase**

**W. CLARK, - MONTREAL**



# ENTERPRISE

## Meat and Food Choppers



**CHOP**

**CHOP**

**CHOP**

**EVERYTHING THAT PASSES THROUGH THESE MACHINES  
IS CHOPPED, NOT MANGLED OR MASHED**

The old principle of crushing and mashing food, especially meat, resulted in the food being pulped rather than chopped, and in the case of meat, the sinews were left uncut, and incidentally tough or stringy. Since the introduction of the Enterprise method, the sinews of the meat are clipped very fine by the four-bladed steel knife which revolves against the inner surface of the perforated steel plate, clipping the food as it is pressed through the perforations.

The Enterprise Chopper gives the maximum service, and the parts being interchangeable, can always be replaced, therefore prolonging the life of every chopper indefinitely.

When you purchase fruit presses, cherry stoners, coffee mills, etc., look for the name "Enterprise." Insist on it.

Write for the Enterprise Catalogue

**The ENTERPRISE MFG. CO. of PHILADELPHIA**

Patented Hardware Specialties

PHILADELPHIA

U.S.A.

29 Murray St.  
NEW YORK

176 N. Dearborn St.  
CHICAGO

530 Golden Gate Ave.  
SAN FRANCISCO



## FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.



**ST. VINCENT  
ARROWROOT  
GROWERS' &  
EXPORTERS'  
ASSOCIATION**

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

# OXO

**CUBES**

## We'll Ship by Return

We are doing just about everything can do, to help you grocers sell more OXO CUBES. This is just a reminder that we are always ready to ship OXO CUBES by return. Cold weather always stimulates a brisker demand for OXO CUBES.

## You May be Short Before You Realize It.

Wire or phone us—we will ship OXO CUBES the same day as orders are received. See that you not only have plenty of the 10c and 25c sizes, but also of the 50 and 100 cube tins—the family sizes.

Better have us include each of these larger sizes in your next order—and then tell your customers about them.

**CORNEILLE DAVID  
& COMPANY**

**TORONTO  
MONTREAL**

**WINNIPEG  
ST. JOHN, N.B.**



**MODERN GROCERY EQUIPMENT**

Adds an air of distinction to your store—and

**ATTRACTS TRADE.**

**The "Walker Bin" System**

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.



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

LIMITED



Berlin,

Ontario

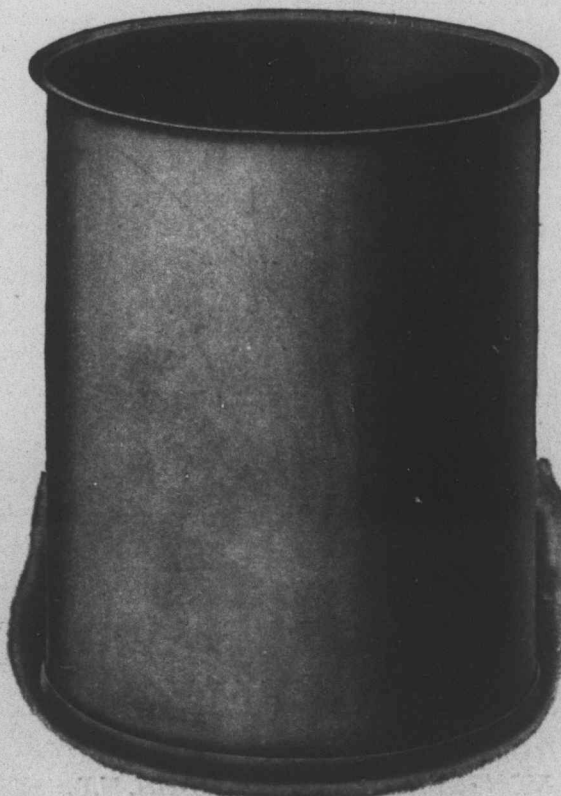
**REPRESENTATIVES,**

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




**TWO CENTS PER WORD**

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



**Sanitary Cans**

*"The Can of Quality"*

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

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

NIAGARA FALLS, ONT.

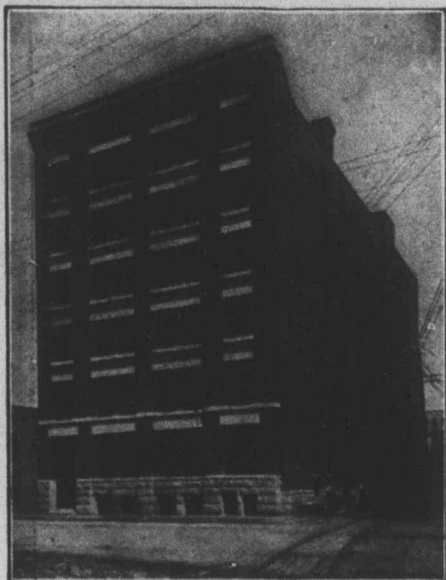
THE CANADIAN GROCER

# TEES & PERSSE LIMITED

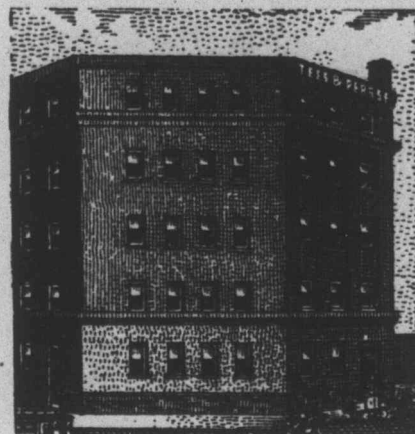
ESTABLISHED 1884

**Manufacturers' Agents  
and Warehousemen**

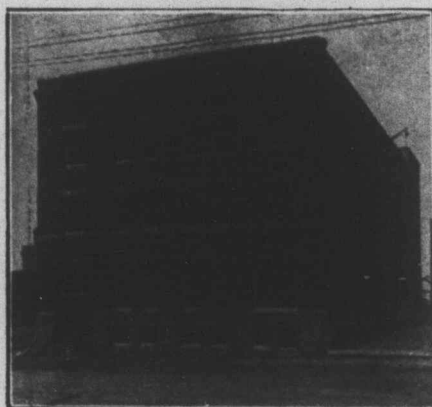
PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON



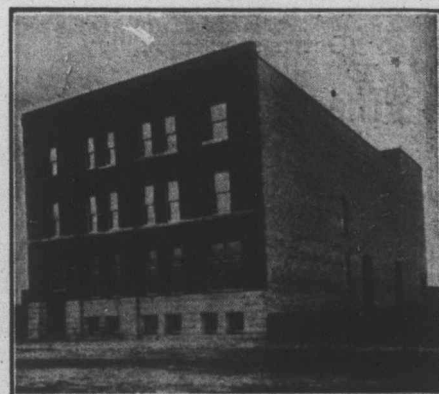
WINNIPEG WAREHOUSE



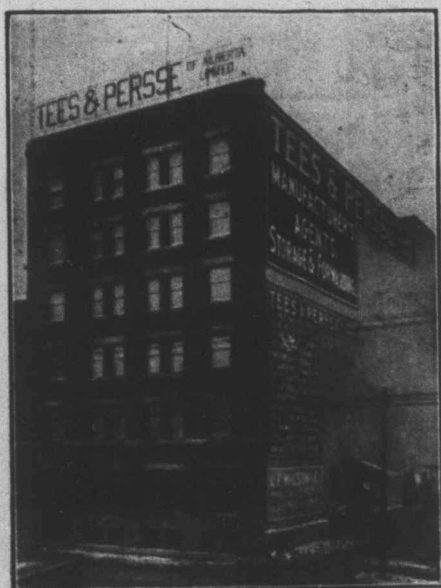
REGINA WAREHOUSE



SASKATOON WAREHOUSE



MOOSE JAW WAREHOUSE



CALGARY WAREHOUSE

Resident Salesmen calling on  
**EVERY** jobber  
**EVERY** day.

Agencies and Consignments  
Solicited.

Solid Brick and Stone Ware-  
houses of approved Mill Con-  
struction, located on private  
spurs, low insurance rates.

Handling and storage facilities  
the very best.

## TEES & PERSSE LIMITED

WINNIPEG	PORT ARTHUR	FORT WILLIAM
REGINA	SASKATOON	MOOSE JAW

**TEES & PERSSE of ALBERTA, Limited**  
CALGARY      EDMONTON

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



EDMONTON WAREHOUSE





## THE BEST COOKS

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

### "Hirondelle Brand" (SWALLOW BRAND)

Vermicelli, Macaroni, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, Etc., are made in the sunniest factory in Canada, under expert management. Dealers appreciate the profitable selling qualities of these pastes.

Get a stock—display—and see them sell.

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

## RED RIDING HOOD BRAND



5 lb.  
SLIP  
TOP  
CAN

5 lb.  
SLIP  
TOP  
CAN

### Samples and Prices from

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

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

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

## THE MARKET

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

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

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

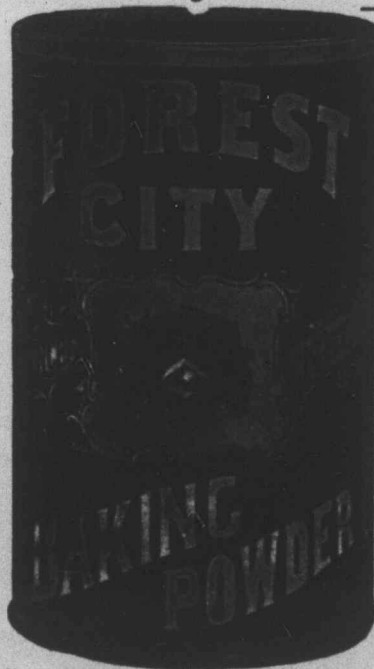
We also manufacture hand mills, and electric meat choppers.



**Coles Manufacturing Co., 1016 North 23rd St., Phila., Pa.**  
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Newburne & Co., Calgary, Alta.

## No Disappointments

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



## Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:

**Mason & Hickey, Winnipeg**

# A Vegetable Product of Absolute Purity

## NOURISHING - ECONOMICAL

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

# NUT-LARD

(Reg'd)

Free from Cotton Oil.

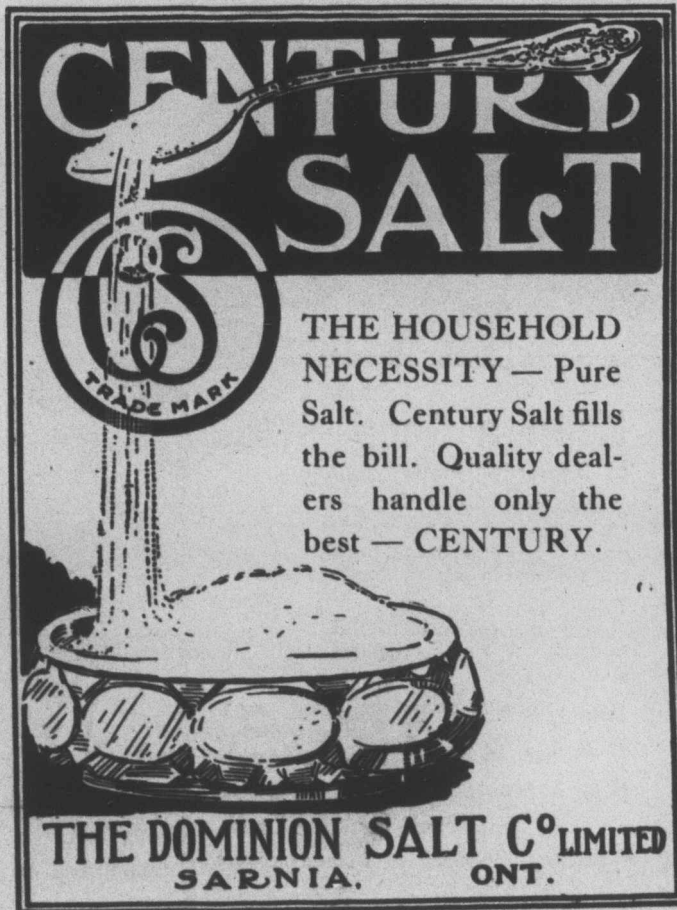
It is a delicate fat, 100% pure. Is light on the stomach and the price is materially lower than any fat now used, such as butter, pork, lard, oils, etc. You will find ready sale for it in every household, bakers' shops, biscuits, manufactory, and wherever lards, etc., are used. Profits are good.

Send for prices to-day.

Manufactured by — ROCCA, TASSY & DeROUX, Marseille.

*Dominion Agent*

# J. RUSSELL MURRAY, MONTREAL



**CENTURY SALT**

THE HOUSEHOLD NECESSITY — Pure Salt. Century Salt fills the bill. Quality dealers handle only the best — CENTURY.

THE DOMINION SALT CO LIMITED  
SARNIA, ONT.

## BEANS AND PEAS

- |                     |              |
|---------------------|--------------|
| White Haricot Beans | Rice         |
| White Pea Beans     | Lentils      |
| Rangoon Beans       | Pearl Barley |
| Large White Peas    | Pot Barley   |
| Split Peas          | Pea Flour    |

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

### ROTHON & CO.,

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

Cables: "CHYLE, LONDON."

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



THE CANADIAN GROCER



## PUTTING BOTH PACKAGES IN AN ORDER

When a customer asks for KNOX SPARKLING GELATINE you'll find it easy to sell her KNOX ACIDULATED GELATINE as well, because our advertising in the magazines is calling your customer's attention to the value and convenience of the ACIDULATED package. It contains an extra envelope of concentrated lemon juice in addition to the two envelopes of gelatine—enough to make two full quarts of jelly—flavor and all in the one package for 15 cents. It is far superior to the cheap, flavored, ready prepared gelatines which make only *one pint* of jelly per package. No wonder KNOX GELATINE is such a fast seller, and no wonder grocers like to sell it at the profit it pays!

"Make KNOX your gelatine leader."

**CHAS. B KNOX CO.**  
**JOHNSTOWN, N.Y.**

BRANCH FACTORY, MONTREAL, CANADA

By Royal



Letters Patent

# NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen,  
can be obtained from

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

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



### Keep a Good Stock

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

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

**EDWARDS'**  
DESICCATED  
**SOUPS**

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



**More Satisfaction**

There is more satisfaction for both dealer and customer in every Jar of Cairns' Scotch Marmalade, Jams and Jellies, because they are prepared from the finest selected fruits without any adulteration whatsoever. Cairns' Fruit products swell the profits.

APPRECIATED BY ROYALTY



*We have supplied the tables of their late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.*

Alexander Cairns & Sons

Paisley, Scotland

Canadian Agents:  
Snowdon & Ebbitt  
Montreal



**Don't Disappoint Customers —**

There is already far greater business than ever in 'Camp' Coffee, and our advertising will send still more enquiries to your shop. Let your supplies of 'Camp' Coffee be equal to the big demand

**'CAMP' COFFEE**

R. Paterson & Sons, Ltd., Glasgow.



**To the Newcomer**

With the first order always let it be understood that you place every confidence in and sell

**WINDSOR TABLE SALT**

in preference to any other. It will mean a satisfied housewife and a confidence in you that will result in a continued patronage—just what you want.

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

Strength

Your

Purity

guarantee of profit lies in

**"COW BRAND" Baking Soda**



because of its popularity with the housewife!

Order from your jobber.

**CHURCH & DWIGHT**

LIMITED

Manufacturers

Uniformity

MONTREAL

Reliability



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

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

Canned Vegetables, Fruits and Salmon, Syrup Etc.

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

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

All orders shipped same day as received.

**BALFOUR, SMYE & CO.,**

Wholesale  
Manufacturing Grocers

**HAMILTON**



**Better Service Means More Trade**

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

**KILGOUR BROS.**

21-23 Wellington St. West, TORONTO

**TEA LEAD**

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

**ISLAND LEAD MILLS Ltd.**

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

Canadian Agents:

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

For  
"Green Mountains" "Delawares"

or other varieties of

**POTATOES**

FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

**CLEMENTS COMPANY, Limited**

ST. JOHN

N. B.

BUY

**STAR BRAND**

Cotton Clothes Lines

AND

**Cotton Twine**

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

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

**Box 460 CANADIAN GROCER**

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

**RICE'S SALT**

THE TABLE SALT ABOVE  
THE AVERAGE

Repeat orders for RICE'S tell the story of entire sat-  
isfaction. Get your supply of this dependable Table  
and Dairy Salt, and so have the happy smile.

We ship promptly. Get our prices.

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

THE CANADIAN GROCER

*St. Lawrence*

Granulated

The Canadian standard of Quality. It pays the merchant to handle the best.



QUALITY

QUANTITY

**LIBERAL PROFIT TO THE DEALER**

**THE FOUNDATION THAT MAKES BIG SALES**

The big and ever increasing sales of L. & B. Banner Brand Jams and Jellies are built on a foundation of **QUALITY, QUANTITY** and **LIBERAL PROFIT** to the **DEALER**. Sell L. & B. Banner Brand products and you will come out ahead.

Put up in 2, 5 and 7 lb. gold lacquered pails and 30 lb. wooden pails.

**LINDNER & BENNER**

291 ARTHUR ST., TORONTO

Phone Park 2985

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto

WESTERN AGENTS:

W. L. McKenzie & Co., Grocery Brokers  
Winnipeg Manitoba

Order for Your Summer Trade Now

**LAURENTIA**

**MILK AND CREAM**

WE CANNOT GUARANTEE DELIVERY ON ORDERS BOOKED AFTER MARCH 1ST, 1913; SO ORDER NOW FOR FUTURE DELIVERY.

WRITE FOR PARTICULARS

LAURENTIA MILK COMPANY, LIMITED, 371 Queen St. West Toronto, Ont.

**SYMINGTON'S COFFEE ESSENCE**

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

**Thos. Symington & Co., Edinburgh and London**

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





THE CANADIAN GROCER

# Japan Tea

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

**FURUYA & NISHIMURA**

MONTREAL

NEW YORK

CHICAGO

## MOLASSES

Extra Fancy Barbados

# "DaCosta" Brand

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



**THE GROCER WHO PUSHES**

*Redpath*

Extra Granulated **SUGAR**

wins trade from the dealer who tries to satisfy his customers with other brands.

For over half a century "REDPATH Sugar" has meant, to Canadians, the "best sugar." The new 2 and 5 Pound REDPATH Sealed Cartons, so clean, so convenient, and the vigorous advertising campaign which is being carried on for REDPATH Sugar, have strengthened the desire among your best customers to get REDPATH Sugar in the original packages.

It follows that the Grocer who resists this desire inevitably loses trade to that wiser Grocer who gladly satisfies it, and features REDPATH Extra Granulated Sugar in the original 2 and 5 Pound Sealed Cartons, and 20-lb., 50-lb. and 100-lb. Cloth Bags.

**The Canada Sugar Refining Co.**  
MONTREAL LIMITED

February 3, 1913

# 15 TON OF TEA

is what we want to sell this month, and we are prepared to accept small profits for quick returns.

Our Teas are carefully selected and comprise Ceylon and Indian, Black and Green Teas, also Japan Teas.

China Black, Green and Gunpowder Teas at from - - -12½c. per lb. upwards.

## SPECIAL

China Young Hyson, Green Tea, in caddies of about  
35 lbs. - - - - - at 15c. per lb.

usually sold at from 18½ to 19c.

Our reputation is favorably established and our values speak for themselves.

Samples and quotations submitted upon application.

We get the business because we have the values.

## ROBERT SIMPSON & CO.,

Importers of Teas, Coffees and Spices

29 & 31 Charles St., - - - - - HAMILTON, Ontario

THE CANADIAN GROCER

19





## There's Quality In That Jar

It's in Quality that Shirriff's Marmalade excels. Hold it to the light and note its clear, rich color. Taste it. It has that delicious tang which is the outstanding feature of real Scotch Marmalade.

# Shirriff's Scotch Marmalade

is a product that any grocer will feel proud to offer to his customers. It reflects credit on him as a judge of high-class marmalade. And it's a good seller. The profits are sure and quick.

Just drop us a card for a dozen or two bottles of the new lot we've just put up. It's made from selected Seville oranges, and is certainly very fine.

**Imperial Extract Co.**  
Toronto

108

## Stop Copying Your Accounts

Every time you copy an account (and in keeping books you must do this) you are taking chances—you are liable to make costly mistakes.

With Only **The McCaskey** The End of  
One Writing **System** Drudgery

puts an end to useless copying and posting. It saves time; because a charge needs to be written only once. With One Writing the customer is given an invoice of his purchase and is told what he owes in full. With One Writing you keep every account ready for settlement instantly. You prevent mistakes. You prevent forgetting to charge. You prevent misunderstandings with customers over their accounts. You improve collections. You protect yourself against loss of insurance in case of fire.

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

Write to-day without obligation on your part.



Showing Electric Recorder and  
Cash Till

Manufacturers of "Surety" Carbon Back Counter Check Books

**The Dominion Register Co.**  
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

The Largest Manufacturers of Carbon Coated  
Salesbooks in the World

We told you of having an increase of 1,090,589 lbs. in 1911, and 1,223,437 lbs. in 1912.

Now the year 1913 promises to be a repetition of the twenty-one years that have gone before, as far as

# "SALADA"

is concerned. The first four weeks of this year show an increase of

## 53,519 Pounds

over the corresponding four weeks of 1912, and this although the first week of this year had only three working days in it, and we had no salesmen out.

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



## A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

### FOUR GOOD BRANDS

"Laurentia," "Daily Bread,"  
 "Regal," "National,"

One Cent. One Card. One Minute.

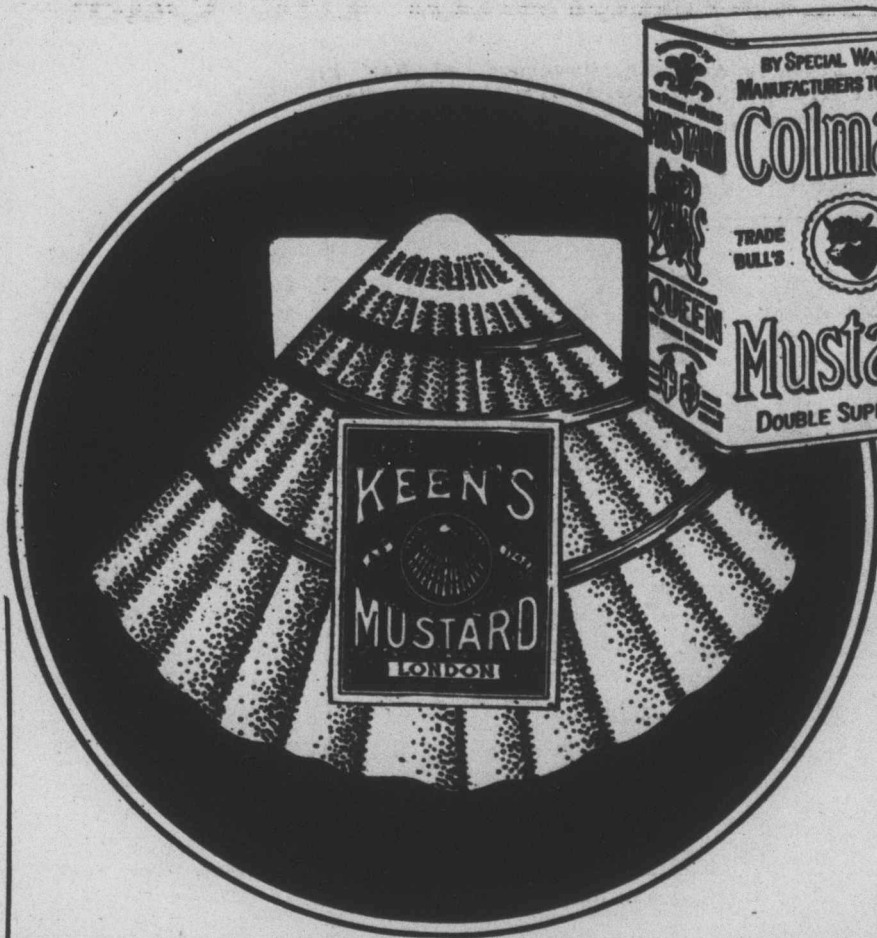
Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.  
 MONTREAL

**COOK'S FRIEND**  
**THE COOK'S FRIEND**  
**BAKING POWDER**  
 FOR RAISING ALL KINDS OF  
**BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.**  
*In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.*  
**PREPARED ON CORRECT CHEMICAL PRINCIPLES.**  
 Never dip a wet spoon in the tin. Keep it always in a dry place.

**MR. DEALER**  
 for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?  
*Purer than the Law Demands*  
 —Contains No Alum.  
 W.D. McLAREN, Limited  
 Montreal





## No Bitter Flavor To These

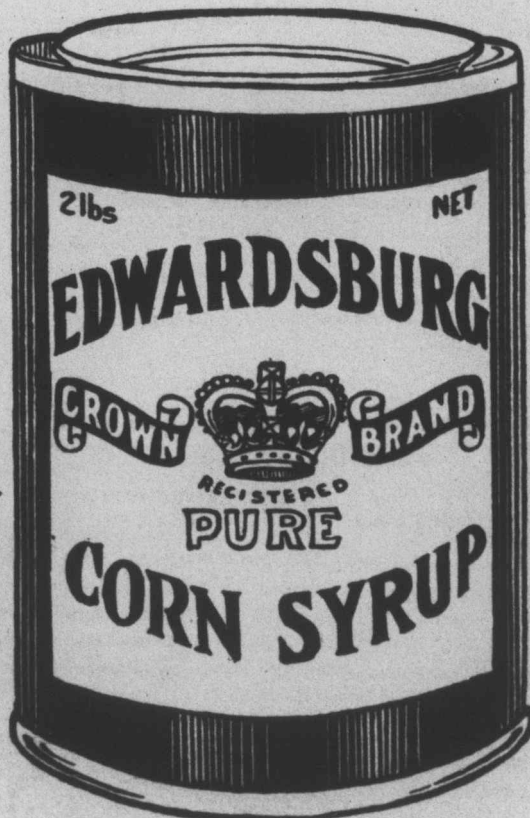
When you hear a housewife complain that the mustard is bitter you can reply upon it that it is neither

**COLMAN'S or KEEN'S MUSTARD**  
IN SQUARE TINS

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

**Magor, Son & Co.**

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



## LENTEN TIME IS SYRUP TIME

There is no syrup to-day that will delight the entire family more than

## Crown Brand Corn Syrup

when served with piping hot griddle cakes, tea biscuits, buckwheat cakes or muffins.

GIVE CROWN BRAND SYRUP PROMINENT DISPLAY DURING THE LENTEN SEASON

**The Canada Starch Co.,**  
LIMITED

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

# Discarding Credit System for the Cash

Method Used By Nova Scotia Dealer to Acquaint Customers of New Procedure—Carefully-worded Circular Announcement Sent Out—Coupon System Adopted—These Will be Sold in \$3, \$5 and \$10 Sizes—Reasons Given for Adoption of the New Arrangement.

With the 1st of January quite a number of Canadian grocers and general dealers inaugurated cash systems. The motive which prompted them to do this is no doubt a common one—the difficulty of getting all money, and getting it quickly, through the credit system.

Among those firms which have decided to do business for cash in future is Lamont & Steadman, grocers and provision dealers, Kentville, N.S. The idea, states Mr. Lamont, is a new departure for the locality of Kentville.

## Treating all Alike.

"It is our purpose," he says, "to place all customers on an even footing—Cash on Delivery." In a circular letter sent out to customers, and which is reproduced here, attention is called to two things—a change in the firm's personnel and the change from cash and credit to strictly cash.

The latter announcement will prove of value to those in the trade who are thinking of making a similar move. Such a letter should, of course, be couched in most diplomatic terms. Every merchant has a good many customers, no two of whom are alike, and when a letter of this character is sent out it should be void of anything that would give offence.

## Letter Carefully Worded.

In this particular the letter of Lamont & Steadman have a model. Note how this circular reads:—"In many ways we regret to make this change, as custom has established the credit system, and it has gone to such an extreme that in some instances it is thought to be almost impossible to do business without the furnishing of this extra capital for the convenience of our customers. The keenness of competition

to-day, created through the high cost of living and increased expenses of business, and the fact that other large houses are adopting the cash system in order to enable them to retail goods at lower prices, forces us to this decision.

"It may seem hard to some of our patrons to feel that the firm they have dealt with for years has taken this step, but we think that after a little consideration, even these friends will see the mutual benefit from a cash system."

Then, again, the letter reads:—"Under the credit system you are not only supporting your own family, but assisting to support those who are not willing to be self-supporting; in addition to helping to pay the expenses of bookkeeping and interest on money at present tied up in unpaid accounts, etc.; while under the cash system we will be

KENTVILLE, N. S., DECEMBER 30th., 1912

DEAR.....

Doubtless you have read the announcement in the local papers of the change to take place in the **RED STORE** business on January 1st. 1913

During the past 17 years of business experience at this stand we have tried to be fair and impartial in all our dealings, seeking our customers' interests with what was in justice to ourselves, and striving in all things to maintain pleasant mutual business relationships.

We want to thank you first for the patronage and courtesies extended to us in the past, which have helped us to make our business one of the largest and most successful in the County. No doubt in your dealings with us you have experienced annoyances which were somewhat disappointing, but from the fact that you have not withdrawn your patronage, we are encouraged to believe that our former business relations may be continued more successfully in the future.

We wish to challenge the statement that there is no friendship in business, for we assure you that a most kindly feeling exists towards our customers, particularly those who have patronized us during the entire time we have been endeavoring to meet the public needs in our capacity as groccymen.

We have now however decided to take into this firm as our partner, Mr. Stephen Steadman, (brother-in-law to Mr. Ralph Lamont) to share its responsibilities as well as its increased successes. Mr. Steadman is admitted into full partnership in the business, and comes to us with an experience of over 8 years in a large grocery business in Lawrence, Mass. He will have the supervision of the store, and will be found most agreeable and painstaking in striving to meet all your requirements.

Your attention is called to another matter, viz.—that with the New Year the new firm will commence a **STRICTLY CASH BUSINESS**. In many ways we regret to make this change, as custom has established the Credit System, and it has gone to such an extreme that in some instances it is thought to be almost impossible to do business without the furnishing of this extra capital for the convenience of our customers. The keenness of competition to-day created through the high cost of living and increased expenses of business, and the fact that other large houses are adopting the Cash System in order to enable them to retail goods at lower prices, forces us to this decision.

It may seem hard to some of our patrons to feel that the firm they have dealt with for years has taken this step, but we think that after a little consideration, even these friends will see the mutual benefit to be derived from a Cash System.

Under the Credit System you are not only supporting your own family, but assisting to support those who are not willing to be self-supporting; in addition to helping to pay the expenses of bookkeeping, and interest on money at present tied up in unpaid accounts, etc.; while under the Cash System we will be enabled to keep a larger and more modern assortment of goods in stock, at prices which will appeal to you.

We trust you may see your way clear to still continue your business with the new firm at the old stand. In any case do not withdraw your patronage without first giving us a few months' trial.

Again thanking you for the many favors you have shown us from time to time in the past, and assuring you that we will endeavor to fill all your orders to the very best of our ability,—

I am, yours very truly,

Circular letter, in reduced form, sent out by Kentville, N.S., firm to announce change in business and establishment of cash system.

enabled to keep a larger and more modern assortment of goods in stock, at prices which will appeal to you.

"We trust you may see your way clear to still continue your business with the new firm at the old stand. In any case, do not withdraw your patronage without first giving us a few months' trial."

It will be noticed that much thought was given to the wording of the circular so as to annoy no one. That the same thing can be said in practically the same words, and yet sound vastly different, everyone knows.

## Using the Coupon System.

"We are adopting," adds Mr. Lamont, "the use of coupon books of three, five and ten dollars' value each, which we shall try to persuade our customers in town to purchase. They are, of course, only good at our store."

These coupons practically insure that this store gets all the business of those who purchase them. It would prevent, for instance, as he points out, a child spending money given it at any other store.

On January 1st the firm sent out the following letter extending the time to January 20:

"Red Store, January 1st, 1913.

"Owing to the decided change in transferring our business from Credit to a Spot Cash System, and as some of our customers think we are not giving sufficient notice of same, have decided to extend the date to January 20th, 1913.

"We hope on the above date to discontinue the use of ledgers entirely.—Yours truly,

"LAMONT & STEADMAN."



# The Origin of Canada's Sugar Importations

From Where and How Much She Purchases—About 84 lbs. Per Capita Brought in During Last Fiscal Year For Which Figures are Available — Over 64 Per Cent. Entered Under Preferential Tariff—What the Refiners' Privilege Means—Raws Amount to 96 Per Cent. of Total Imports.

During the fiscal year ending March 31, 1912, Canada imported 585,801,492 lbs. of sugar. Placing Canada's population at 7,000,000 this would mean a per capita of about 84 lbs.

Our importations of sugar during the past fourteen years have more than doubled, as the table of comparisons shown below demonstrates. In 1899 there were brought into this country 265,823,389 lbs., which is scarcely half the amount for the last fiscal year for which we have figures. This table was compiled by Wallace Anderson, of Toronto, a sugar man who follows closely the sugar situation from year to year. It shows several interesting facts. For each year since 1899, sugar brought in under the General, Preferential, Surtax and Special Tariffs is tabulated as well as totals. It will be seen that in 1899 more than 8 times as much was imported under the General tariff as under the Preferential, but last year sugar under the latter tariff was more than double the quantity under the General. The change began in 1904.

## The Refiner's Privilege.

In recent years considerable sugar was brought into Canada under the Special tariff, familiarly known as the Refiners Privilege, which permits refiners to import from other than Preferential tariff the Special tariff (refiners privilege) 60,-tity purchased from British possessions at the Preferential rate. Last year refiners took advantage of this clause in the tariff to the extent of more than

March 31, 1912 from the various countries both above 16 Dutch Standard and all refined, and not above 16 D.S. The total of the former is 22,996,-992 lbs., 18,730,845 of this entering under the Preferential tariff and the remaining 4,366,147 lbs. under the General tariff. The bulk of this sugar above 16 D.S. came from the United Kingdom which is represented by 18,406,778 lbs.

## Amounts of Raws Imported.

The most of the sugar entered for home consumption was, of course, raw sugar and not above 16 D.S. It amounted to a total of 502,639,238 tons, the following table showing the countries of origin and amount from each:—

	General Tariff.	Preferential Tariff.
British East Africa.....	10,235,589	.....
British Guiana .....	.....	180,036,606
British West Indies...	1,112,382	170,061,970
British Oceania, all other .....	.....	8,002,200
C. A. States Guatemala .....	15,235	.....
C. A. States Nicaragua .....	70,800	.....
Cuba .....	17,573,855	.....
Danish West Indies ..	3,279,587	.....
Dutch East Indies .....	57,346,675	.....
Dutch Guiana .....	1,545,448	.....
Japan .....	3,343,395	.....
Peru .....	6,831,838	.....
San Domingo .....	43,139,625	.....
U. S. of Columbia .....	893,750	.....
United States .....	150,823	.....
Totals .....	144,538,402	358,100,836

This table shows that the bulk of our sugar comes from British Guiana in South America and the British West Indies. In fact out of a total of 585,-801,492 lbs. entered during fiscal year ending March 31, 1912, more than 350,-

Austria-Hungary .....	8,702,318
Belgium .....	4,425,524
C. A. States, Guatemala .....	1,180,767
Dutch East Indies .....	14,750,038
Dutch Guiana .....	221,102
Germany .....	23,132,867
Japan .....	1,086,525
Peru .....	611,600
San Domingo .....	6,054,461
Total .....	60,165,262

## Imports in Percentages.

Mr. Anderson has figured out some interesting percentages from all these figures. Of the total imports for 1912 as given in the accompanying large table, 148,804,549 lbs. or 25.40 per cent. came in under the General tariff. Under the Preferential tariff 376,831,681 lbs. or 64.33 per cent. were entered, and under the Special tariff (refiners privilege) 60,-165,262 came in or 10.27 per cent. Of the total imports 59.97 per cent. came from the British West Indies and still another interesting percentage is that of the amount of sugar entered above 16 D.S. (refined) which is only 3.93 of the total, leaving importations of 96.07 per cent. not above 16 D.S. (raws).

## PURE WATER WINDOW.

A window filled with one and five-gallon bottles of purified spring water is drawing the attention of pedestrians to the store of Fred. L. Giles, College Street, Toronto. The display consists

## COMPARATIVE STATEMENT FOURTEEN YEARS 1899-1912.

Year.	General Tariff Lbs.	Preferential Tariff Lbs.	Surtax Tariff Lbs.	Special Tariff 135B and 135C	Total Lbs.
1899 .....	237,661,810	28,161,579	.....	.....	265,823,389
1900 .....	286,363,050	18,297,398	.....	.....	304,660,448
1901 .....	304,015,962	32,678,871	.....	.....	336,694,833
1902 .....	326,824,196	43,251,251	.....	.....	370,075,447
1903 .....	288,150,338	100,091,559	128,935	.....	388,370,832
1904 .....	100,128,451	290,414,865	.....	1,344	390,544,660
1905 .....	71,740,809	274,863,036	.....	148,753	346,752,598
1906 .....	77,919,591	371,042,486	.....	446	448,962,523
1907* .....	27,016,234	283,941,781	.....	3,784	310,961,799
1908 .....	51,867,068	393,584,054	.....	22,056,516	467,507,638
1909 .....	51,158,971	392,802,583	.....	37,579,086	481,540,640
1910 .....	100,633,638	343,932,936	.....	53,221,907	497,788,481
1911 .....	97,590,946	390,589,876	.....	85,927,342	574,108,164
1912 .....	148,804,549	376,831,681	.....	60,165,262	585,801,492

Statement of sugar imports under the various tariffs for past 14 years with totals.  
\* 9 months ending March 31st. Fiscal year was changed at this time.

60,000,000 lbs. The year before it was almost 86,000,000 lbs.

Mr. Anderson has also figures showing amount of sugar entered for home consumption for the fiscal year ending

000,000 tons came from those two sources.

Under the Refiners Privilege clause in the tariff the following raw sugars were brought in:—

exclusively of bottles filled with sparkling water, while in the centre is a cooler with a five-gallon bottle set in all ready for use. Here and there price cards are exhibited to good advantage.



Grocery exhibit of the Acme Co., Edmonton, Alta., which received first prize at Trade Exhibition.

## First Prize Display at Trade Exhibition

Arrangement of Foodstuffs By Grocery Department of Acme Co., Edmonton, Caught Eye of the Judges—Clerks in This Store Are Assigned Special Responsibilities—Friendly Rivalry Keeps Up Enthusiasm.

Edmonton, Alta., Feb. 4.—(Special).—A Land Show and Trade Exhibition was held recently in the Thistle Rink, Edmonton, when a large number of various trades competed for valuable prizes, including a shield which the Grocery Department of the Acme Co., Ltd., departmental store, was successful in carrying off. It was the first prize for the best exhibit in the show. A large plated shield, suitably engraved, set in a hard wood frame now fills a prominent position in the grocery department.

A brief description of the display will enable readers to form a better idea of the effect obtained, than can be secured from the accompanying illustration. The high shelving at the rear, was filled with a display of Californian fruits, with small sheaves of wheat jilting the intervals, on a colored background, the whole surmounted with an electric sign, "Acme Co., Ltd." The shelving below displayed tinned vegetables, etc., and in the centre arranged on a pedestal was a large eagle holding from its beak a card advertising the firm. On each side were boxes of dried fruits, peel, etc., in a sloping position which looked very effective.

The fruit department was represented in the form of cases of oranges, apples, grapefruit, etc., on the right side. The provision department displayed an assortment of bacon, hams and lard, piles

of Canadian cheese, also high-class table delicacies.

The centre show case was devoted entirely to pickles, catsups and sauces, interspersed with maidenhair ferns, with interior electric lights at each corner, making a quite artistic display.

Small phone order tables stood on either side, decorated with vases of Chrysanthemums. Two large palms and other ferns, which with a rich red carpet on the floor suggested comfort and quality.

Triangle-shaped stands were allotted to several demonstrators who—as only demonstrators know how to do—invited all comers to partake of the "cup that cheers" in the form of tea. Cake was also served, made from a particular brand of baking powder.

Hanging baskets of ferns also added an extra tone to the display. To make the advertising idea prominent, a liberal display of cards in appropriate colors, advertising the various articles exhibited. Photographs of the interior of the Acme store filled a prominent position, as also did a chart bearing the words: "Business of 1911 and 1912; how our business grows."

S. Brown was in charge. The manager, J. E. Livingston, of the grocery department was besieged with eulogistic congratulations upon the splendid taste

displayed. Special mention must also be made of the artistic work of the experienced staff of clerks.

Much of the success achieved must be attributed to the systematic manner in which the department—under the manager's control is arranged. Each clerk, for instance, is allotted a special portion of the store for which he is responsible, both for display and orderliness. This has the effect of producing a pleasant rivalry as to who shall show the best results. The latent talent has opportunity for development. This, with the good feeling existing between the manager and clerks all tends to unanimity of action.

The general public, as Mr. Brown states, appreciates a well kept store, and the manner in which they convey their compliments helps to cultivate a feeling of pride in the clerks.

The increase in the amount of business under the present manager, Mr. Livingston, shows that the methods employed are a good investment, and also that the work entailed, although laborious, in placing before the public exhibits of this character cannot fail to bring good results, both in the volume of business and in cultivating a taste for display among the staff, from which the employer is also the gainer. Its advertising advantages are unrivalled.



# The CANADIAN GROCER

Established - - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - - President.

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

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

**CANADA—**

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

**UNITED STATES—**

**New York**—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.  
**Chicago**—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

**GREAT BRITAIN—**

**London**—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd  
Subscription: Canada, \$2.00; United States, \$2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, FEB. 7, 1913

## MUST NOT WATER OYSTERS.

Now that the trade in oysters is at its height throughout Canada, every retailer should know that there is a clause in the Adulteration Act governing the addition of water to oysters. This clause from the Food Standards states that "water must not be added either as such or in form of ice to shucked (bulk) oysters."

Food authorities maintain that this should not be for two reasons. It is liable to contaminate the oysters, and it increases the bulk so that purchasers are buying 'watered stock' instead of oysters.

Some police court cases have recently resulted where convictions were secured, so that the retail trade should be careful to follow out this ruling.

## QUARTER MILLION OF GRAPEFRUIT.

When one considers the fact that a few years ago grapefruit was practically a minus quantity on the Canadian market, and that to-day it is a staple fruit enjoying an exceedingly extensive sale, he begins to wonder why this representative of the citrus family hadn't been introduced to us long ago.

Even now the layman has little knowledge of the amount of grapefruit a wholesaler in this country handles in a season. In conversation with a fruit broker the other day, The Grocer came in touch with some interesting figures. One wholesale fruit dealer, he was told, handles regularly a car load of grapefruit about every 10 days. He began to sell it last November when he purchased a car. This information forms the basis of our little multiplication problem. There is an average of 330 cases to a car and since Nov. 19 some 9 cars have been sold, making a total of 2,970 cases. Cases contain from 46 to 80 grapefruit—say an average of 60 to the case—so that up to present some 178,200 grapefruit have been turned over by this one firm.

The season will probably last six weeks longer, which means an additional 4 cars for this firm. At 330 cases to a car and 60 to a case, this would be 79,200 more or a grand total for the season of 257,400 grapefruit. This

firm, it should be stated, is one of the largest handlers of grapefruit in the country.

When it is considered that there are scores of other wholesalers in Canada handling this fruit, one will be able to get a faint idea of the immensity of this one small corner of the fruit trade.

## IMITATION BUTTER ALLEGED.

A report from Saskatoon, Sask., alleges a gigantic butter swindle in Western Canada. It states that nine samples of butter were examined recently by the bacteriological department of the city and of the nine, only one was found that was butter. All the rest were imitations that one does not like to think of. Next day nine more samples were examined, and this time not one of them was found to be anywhere near pure. They were stated to be renovated butter or beef or lard stearin colored with coal tar dyes.

The department is not giving out any names, but it is reported that this is the product of one of the biggest firms in Western Canada, who have a brand of butter which they advertise heavily, and with which they have flooded Western Canada.

This series of discoveries has been made by Inspector Davis in his capacity as Dominion pure food inspector. The department has sent samples to Ottawa to be confirmed by the analyst there, and just as soon as he sends back the report, the department is going to start a prosecution. They promise a sensation when the names of the defendants are made known.

## SELLING GOODS ABOVE DEMAND.

The possibilities that exist for making extra sales in the store are well exemplified by the article on the Clerk's page of this issue. There a salesman in an Eastern Ontario grocery store tells how occasionally he and the other clerks hold competitions to determine who can sell the greatest value of goods above the actual demand.

The success of these competitions should inspire other clerks to go and do likewise. In one week, for instance, the three clerks in the store in question with the help of the delivery boy, disposed of more than \$20 worth of goods which had not actually been asked for by customers. At this rate a tidy sum in extra sales could be laid by in a year.

Every retail clerk should aspire to become a salesman. He will remain a mere clerk if he simply hands over the counter those articles that are requested. He becomes a salesman when by judicious persuasiveness he induces customers to purchase something that will please them. To do this he must be courteous, obliging, painstaking, careful not to misrepresent and tactful in his methods of making sales. The latter is a most necessary attribute to a successful grocery salesman, because it is unwise to allow a customer to think he is trying to force a sale.

Tact comes with practice. This is shown in the article in question. The clerks in the Perth store have developed the science of making sales so well, that, at any time, a certain article can be moved out with expedition. Every clerk and dealer as well should read this article. It presents some mighty good thoughts from other standpoints.



# THE CANADIAN GROCER

## AUGMENTING PHONE ORDERS.

In selling goods to telephone customers, many retailers use a Suggestion Card, by which sales are greatly increased every day above the actual demand. This card is rearranged every morning with a list of articles which the salesmen desire to move out that day. For instance, many grocers buy considerable imported vegetables during the winter months, such as lettuce, celery, garden cress, carrots and beets. These usually sell quite readily to those who come to the store for their purchases, but the telephone customer never sees them. If they were listed on the Suggestion Card, and suggested over the phone to each customer who is giving an order, considerable extra sales could be made.

The salesman who is attending to the phone always, of course, draws attention to such lines in a diplomatic way so as not to give the idea that he is attempting to force a sale. "Would you care for any new vegetables to-day, Mrs. Black, we have nice fresh lettuce and celery just in," could be asked without causing any offence.

The idea could also be carried further to include seasonable lines which may not be asked for, such as cocoa, meat extract, oysters and soups. Without the Suggestion Card, calling attention to other goods is liable to be overlooked, and in the case of perishable stuff, the entire stock should be moved out every day.

## WHAT CANADA SENDS TO BRITAIN.

The British Government returns of the trade of the United Kingdom for 1912 recently issued give some facts of interest re imports from Canada.

Canada last year sent to Great Britain 387,401 cwts. of bacon valued at nearly \$6,000,000. In 1911 the figures were 615,807 cwts., valued at almost \$9,000,000. Only 27 cwts. of Canadian butter were received, as against 61,936 in 1911 and 16,805 in 1910. In cheese the receipts from Canada were 1,352,570 cwts., which corresponded closely to the two previous years.

Last year there were 211,616 cwts. of canned salmon received from Canada, as against 169,070 for 1911 and 264,760 in 1919. Britain's imports of canned lobster from this country for 1912 were 28,764 cwts., while Newfoundland sent 4,090 cwts., and other countries only 1,782.

These figures show considerable decline in bacon and butter shipped to Great Britain during 1912, but canned salmon is holding its own pretty well as is also cheese. This explains to a considerable extent why salmon has held such high prices in recent years.

## MAKING EFFECTIVE DISPLAYS.

The tendency to overcrowd show windows still continues. A dealer must not think he can pile samples of everything in the store into the window and then have an effective selling display. One article well displayed, or a few associated lines such as syrup and pancake flour, bacon and eggs, cold meats, meat sauces and ketchups, etc., will be much preferable from a selling standpoint than a conglomeration of everything.

The most effective window is often one in which harmonious color effects are secured. Light colored goods should be selected for display as much as possible and dark solid masses avoided. Where dark things are shown there should be a light background. White contrasts with black and harmonizes with gray. Green contrasts with colors containing red and harmonizes with

colors containing yellow or blue. Gold and white and the right shades of red and green go well together.

A considerable display of one article, provided it is accompanied by a proper display card, briefly describing the article and quoting price where desirable, is often profitable, as it centres attention on the one article, which must be seasonable.

A window filled with three kinds of canned goods with a sign worded, "Your choice of any kind in this window, 15 cents," is much more effective than half a dozen kinds of goods priced at as many different figures. A word about each would also add strength to the idea. One is apt to think people know more about goods than they really do, so a mere label with the price is only half of a real display.

Mere prettiness of display should be avoided. A window can be made pretty without being in the least effective. The thing to do is to make it create a desire for the things shown—desire means sales.

## EDITORIAL NOTES.

At last winter has come in Eastern Canada.

There appears to be a scramble among eggs to see how low they can go.

There will be many in the trade regret the death of George Tuckett, of Hamilton.

There is no better month than February in which to push sales of syrups—corn, cane and maple.

During January the weather man was about as sure of his work as a race track gambler on the outside.

The Acme Co., of Edmonton, Alta., captured first prize at the Trade Exhibition. It lived up to its name.

Canada controls pretty well the refining of her own sugar. Less than four per cent. comes to us ready for our tea and coffee.

Those interested in doing a cash business solely should read methods adopted by the Kentville, N.S. firm in first article of this issue.

It is a good sign to see a clerk take an interest in salesmanship. If he develops it gradually he should make his mark in the world.

That the merchant doing a small business can make money is evidenced by the French-Canadian whose business statement is reviewed by Henry Johnson, Jr., in this issue.

In Simcoe, Ont., a successful general delivery system has been in vogue for several years. For a not-too-large town this system seems to have merit and ought to be looked into.



# Making Good Margin in Small Business

Statement of Finance After Stocktaking, January 1st, Analyzed—Overhead Expenses Only Amounted to a Little More Than 12 Per Cent.—Splendid Showing From Gross Margin Standpoint—Letter From Northern Ontario Dealer Answered.

By Henry Johnson, Jr.

Here is a good statement from a thrifty Quebec French-Canadian:—

The letter head says this man is a **MARCHAND**,

who deals in  
Epiceries, Vaisselle, etc.,  
with

Qualite et satisfaction garantie;  
so he is up to date in his ideas.

January 7, 1913.

Editor, Canadian Grocer, Toronto, Ontario.

Dear Sir:—Please find enclosed cheque for two dollars for year's subscription to your valuable paper which was addressed to Mr. —, which he transfers to me.

I would like to have your opinion of the attached statement.

Store expenses were put in with "living expenses."

Thanking you for your work toward bettering our condition and the strong stand you take is our interests—I remain, your truly,

P.S.—Please omit name if anything is published.

The statement follows:

1913. ASSETS.	
Jan. 3—Goods on hand (as per inventory) .....	\$1,496.70
Cash .....	72.85
Amount owed me .....	421.88
	1,991.43
LIABILITIES.	
Amount owed to creditors.....	1,510.55
Surplus .....	\$ 480.88
1912.	
Jan. 1—Total assets .....	\$ 569.66
Total liabilities .....	588.98
Deficit .....	19.32
Living expenses during year..	400.00
	\$ 900.20
Less \$200 earned from other source .....	200.00
Net earnings of the store..	\$ 700.20
1912.	
Jan. 1—Goods on hand.....	\$ 281.70
Goods bought during 1912 .....	4,500.00
	\$4,781.70
1913.	
Jan. 3—Goods on hand.....	1,496.70
Sold during 1912 .....	\$3,285.00

## Making Money With Small Capital.

This statement constitutes another illustration of the truth that a man makes more money while his capital is small and his expenses light, also while his business is so limited that he can do it practically all himself and watch

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

every part of it personally, than he does at any other time.

Starting a year ago with an investment of \$569.66, this man has made \$500 profit. He calls it \$700.20, but the store certainly has no right to be credited with the item of "earnings from other source," unless, indeed, the owner is held to be so munificently paid by the business that his time may not be taken from the business without compensation. That can hardly be said to be the case here. Surely an item of \$400 for total expenses, including living, cannot entitle that business to any refund.

We find that the expense of \$400 equals 12 1-6%. That is moderate enough for any business these days. Wish I could get my expenses down to anything like that ratio, and I should get rich very fast.

## Good Showing of Gross Margin.

We next find that the net earnings, or profit, of the business are 15 1-5% on sales, so there is a gross margin of just about 27 3/8%, which is a splendid showing. Again, I wish I might equal that in my business and I should get rich fast, even with my greatly heavier expense account.

Lastly, we find that the net return on Capital invested is, in round numbers, \$500, which gives us a net percentage of nearly 90-87 3/4%. I feel pretty happy when I find that my Capital has increased by 25% net in a year.

If we go the other way about this calculation, figuring on the start being made at a point actually below zero, since he owed \$19.20 more than he had, we cannot figure on increased capital by the percentage method, properly, at all. We must express the result in terms of the value of the man's individual services to his business; and here this result would seem to be equal to \$75 per month, plus the outside revenue he was able to make for himself.

## Must Apply Scientific Methods.

It is obvious that only the brightest men, the wisest managers, the shrewdest buyers and sellers, the keenest all-round business men can continue this kind of ratio as the business grows; for see what such result would net us: On a business ten times the size of this one, wherein the sales were \$32,850, the earnings would be over \$5,000 net, even if the manager should draw out

for himself and for expenses, the round total of \$4,000. Yet this business of \$32,580 would only be the average size of grocery business, selling, say, \$100 per day.

The lesson for the rest of us is, that we strive hard to make our ratios come out as nearly as possible like that of the small man. Such result can only be accomplished through the application of the most scientific of modern methods.

The other side of this business is seen when we note how absolutely the entire structure depends on the one man and his personality; for you will note that his present net resources consist only in book accounts. He has coming to him from his customers the sum of \$421.88 and his net worth is only 480.88—\$59.00 net quality in the business. But if he continues to manage as well during the next year or two, we shall have a different statement to review.

## HAS A STORE OF HIS OWN.

A Northern Ontario dealer writes me as follows:

Henry Johnson Jr., Esq.  
c/o The Grocer.

Jan. 6th, 1913.

Dear Sir: We have read with interest most of your recent articles, and thought has just occurred to the writer that if you do not live too far away, it might be possible to have you come and give us pointers in stock taking and have a general "hear to heart" talk about everything. You might let us know if you think it at all feasible, and the amount you would expect for your time and trouble.

Yours truly,

Such things are wonderfully pleasing to me, but I can never do that kind of work for several reasons, chief among which is the fact that I have a store of my own which I have to attend to as closely, almost, as the rest of you.

I have, in times past, been able to leave it a great deal, and I expect to be able to do it again. It is my idea that it is not necessary for a man to stick to the one job always; also that it is not wise for him to do so. If he dies, the business will go on without him. Why not, therefore, before he dies? Just at the moment, however,



my organization is somewhat disrupted, and I must stay at home and pay strict attention to my store.

**From His Own Experiences.**

But there is a much more important reason why I should not wish to attempt such work as is suggested above. That is, because no one man can break into another's business and give him more than perfunctory advice which is of questionable value. When things in general are discussed here, what I say is written on the basis of such experience as I have had or am having. Thus it has the right foundation in applied facts. If, then, anything you read here seems to hit you right, the message is for you, and you—not another—may hope to successfully apply it.

I never want to get into the position of the idol with the clay feet; and such I am sure, a number of you would find me were I to attempt to go into your stores and hand out expert spiels on your own particular problems. But I surely thank you for feeling the way you do about it.

**DIDN'T GET THEIR APPLES.**

**Canadian Export Co. Did Not Deliver Christmas Fruit to Old Country.**

Montreal, Feb. 5.—Complaints have been made at police headquarters by customers of the Canadian Export Company, who had paid money to the company for apples to be sent to friends in the Old Country for Christmas, and which failed to arrive at their destination. When they went to the company's office at 180 St. James Street, where the members of the Canadian Export Co. had desk room, they found that the men had departed for parts unknown, and nothing could be learned regarding them.

The Canadian Export Co. advertised extensively in the daily papers last fall, both here and in the West, to undertake shipment of Canadian apples to the Old Country for \$3.00 per box. The firm is said to have done a large business with Old Country people all over Canada, who wished to remember their friends in the Homeland. High Constable St. Mars had received numerous complaints against this company, and all have been turned over to the detective bureau, but as yet nothing has been learned regarding the whereabouts of the men wanted.

Gordon B. McKay, of the W. B. McKay Co., Sussex, N.B., writes: "I have taken the Canadian Grocer for three years and would not do without it."

**Satisfactory General Delivery in Simcoe**

**Grocer There Stumbled Into It Accidentally, But Has Since Found It to Work Out Well—Along Same Lines as Cartage Work, He Says—Another Galt Grocer Gives His Views—Claims That It Could Be Easily Run There to do Efficient Work.**

**MORE OPINIONS WANTED.**

*Since the article in last week's Grocer on General Delivery in St. Marys and Galt, Ont., appeared, two more retailers have given their views. These are published on this page, and it will be seen that in Simcoe, Ont., there is general delivery, and that apparently it is working out quite satisfactorily. Mr. Werrett speaks favorably of it. Mr. MacDonald, of Galt, intimates that it is easily within the limits of possibility to make the system in that town work in a more satisfactory manner. Opinions of other dealers, pro and con, will be appreciated.*

By Geo. O. Werrett, Simcoe, Ont.

We have a general delivery in our town, which has been running for years, and looks as if it might run for years to come. Generally it is satisfactory. It is system compared with haphazard methods of doing things, and, as you know, system generally wins out.

We speak from actual experience. We were one of the last to join the general delivery, having run our own delivery for some time after our fellow-merchants went into the general delivery. We always felt we had an advantage over our opposition by having our own wagon, until by accident we found out differently.

Our horse having run a nail in his foot, we found it necessary to lay him off and get the general delivery to do our delivering until such time as our horse should be in shape to work again. Much to our surprise we discovered in less than two days we could give our customers a much better service with the general delivery than we could with our own. At nine o'clock each morning we have three wagons at our door, which cover every part of the town, and all our customers receive their goods within a few minutes of one another. This is repeated again at eleven, half-past two, four and five-thirty. The unfortunate part of our own delivery was that our own horse could only go in one direction at a time. While one part of the town was being served, the other part had to wait. Saturdays the gen-

eral delivery put on an extra wagon, and also give two deliveries after supper.

The success or failure of this delivery business is largely with the man behind the gun—that is, the man who runs it. The delivery here is run entirely independent as a business by itself, by a man who has no connection with any of the businesses interested. The only partiality he shows is a partiality for himself to give us a good service and get his pay. He receives so much a week from each one. It is as much a business as the cartage business (carting goods from the railway to the stores, for instance), and yet at one time every merchant thought he had to have his own cartage.

**BETTER SERVICE POSSIBLE.**

By F. A. MacDonald, Galt, Ont.

In Galt there are some five or six grocers in the general delivery. As regards how customers and myself like the scheme, I would say that for a time it worked out very satisfactorily, and I am sure it could again. You will see by this that there has been some fault, there being two reasons for this, one of which was change of drivers at a busy season. This, of course, cannot be controlled, as private deliveries have the same trouble.

Then, again, some of the merchants have held the drivers waiting so long for the first trip, which goes at 9 a.m., that they are not able to make a second trip before noon, as supposed to. You can see, therefore, it is partly the merchants' fault in this case. It is much cheaper than private delivery, and, I maintain, can be run satisfactorily.

As to Mr. Johnson's contention that people who are disappointed will buy elsewhere, my idea is if people are looking for faults they will certainly find them in the best stores. People wearing blue glasses will certainly see blue in everything. The great bulk of people want a reasonable service, and when I look around and see that some of the most successful merchants (financially) are the most unobliging I am greatly tempted to say "Independence is the big drawing card."

There is no doubt, also, a great deal to be said on the other side, but theory does not always make good practice.



# Suggestions for the Practical Clerk

Opportunities Afforded for Selling Goods Above Demand—Competition Among the Clerks—Profits on Sugar—Cutting Out Leaks—Money Saved in Taking Discounts.

By a Retail Clerk.

With your permission I would like to comment on some things brought up by Henry Johnson and others in issues of The Canadian Grocer. One of these is "Selling goods beyond actual demand."

With a little effort these extra sales will amount to considerable in a year; and further than that, these extra sales mean in most cases the sale of articles bearing a margin of profit considerably above the average grocery store margin. Believing this, we have tried for some time to encourage the making of extra sales. Counter displays, frequently changed, are certainly a help with us. Then, too, at intervals we have a little competition, each clerk keeping track of the extra sales made for a certain period—sometimes for a day, another time for a week. The last time was a week period. At the end of the week clerk A had \$5.35 in extras; B had 5.50 and C \$8.03. In addition to this our delivery boy picked up \$1.40 in extra sales.

This policy helps indirectly in another way. Perhaps, for example, sausages have not sold well during the day as expected, and at 6 p.m. on a Saturday night you have too many on hand. Your clerks have learned how to introduce extra goods, and they can usually sell out the overstock. In fact, it is surprising how little we lose even during the fruit season when working in this manner.

## Getting a Profit on Sugar.

We believe that when we break up a bag of sugar into "quarter's-worths" we ought to have a wider margin of profit than if it is sent out in \$1 lots or bags. So instead of carrying the dollar rate right through we figure a higher price for the smaller lots. For example, at time of writing sugar is selling here at 18 lbs. for \$1, but in 50 cent or 25 cent lots it is figured as if 17 lbs. were selling for \$1, i.e., 4¼ lbs. for 25 cents. Sugar costs here at time of writing \$4.84, and figured on selling price we get profits as follows:—By the bag, 12 per cent.; in \$1 lots, 12.88 per cent.; less than \$1 down to 25 cent lots, 17.68 per cent.; less than 25 cent lots, 19.33 per cent. Of course, it costs us more to handle sugar in small lots, but we have not yet found a plan that works out better than the above. Would be glad to hear of other "sugar plans."

## GOOD MATERIAL FOR CLERK'S PAGE.

*The article on this page from a Perth, Ont., grocery salesman bespeaks a bright, live young man who is keeping abreast of the times. That he follows closely leading grocery topics of the day is evident from the points he touches. He is in a store where the clerks are real salesmen. They have competitions to see who can sell the most goods above actual demand. It will be noted that in a week they sold over \$20 worth in this way, including the share of the delivery boy. Clerks will find much food for thought in this article. Articles on these and other questions are solicited. This is a clerk's page and it is live, practical business methods of this character that will make it most useful. Send your views along.*

## Sanitary Butter Taster.

In your "leak" column some one points out the danger of the one customer using the one butter taster, but they do not suggest a better way. For some time we have used the following plan. It is simple. Just break off a narrow strip from the wooden butter boat you are going to use to place the butter on and let the customer use that. Throw that away and break a new one for the next customer.

Here is another leak which is worth while referring to. Canned goods manufacturers guarantee their goods, but in too many stores the back store man has not instructions to hold all bulged tins till a representative comes along and a credit can be obtained. Too often the spoiled goods are simply thrown out, and consequently no claim can be made.

Some stores, too, save the outside sugar bags and throw away the inside ones. By selling the latter for dish rags, etc., we get 30 cents a dozen for them, and usually have orders ahead.

## \$115 Saved in Discounts.

This has been the subject of much discussion in The Grocer during the past

year. Most writers have called attention to the very small discounts and lack of discounts in the grocery business. Discounts for cash payments are certainly small, but such as they are, they are well worth taking. We keep track of ours, and on a business of something over \$20,000 last year they amounted to about \$115, enough to pay our bills for light, coal, ice, street sprinkling, Canadian Grocer and a little more. On some goods marked "Nett 30 days" the wholesaler is glad to give an allowance for a payment in ten days. Discounts are small, but let us not throw them away such as they are.

## RETAILER NOT RESPONSIBLE.

No Fault of His If Goods in Sealed Packages Turn Out Wrong, Says Judge.

A case of great interest to merchants, particularly to retailers, was recently decided by Judge Denton, Toronto.

In the autumn of 1911 Rice Lewis & Son, hardware dealers, sold to one Hill a box of cartridges unopened and sealed with the manufacturer's seal. In operating his rifle one of the cartridges exploded prematurely, injuring Hill, and the jury found as a fact that the explosion and consequent injury were caused by a small and improper sized cartridge in the barrel of the rifle, and that such small cartridge came out of the box sold to Hill.

At the trial a motion to non-suit the plaintiff was reserved, and his Honor has now delivered judgment, granting the motion and dismissing the action.

The reasons, briefly, for dismissing the action were that Rice Lewis & Son sold an unopened sealed package of a named brand or make, put up and guaranteed by the manufacturer; that Rice Lewis & Son had no greater means of knowing its contents than the plaintiff, and that Rice Lewis & Son were, therefore, not guilty of any negligence.

This is of special interest to all dealers in goods done up in sealed packages, and is the first reported case in our courts on the question.

Stoddard Bros., North Bay, Ont., have succeeded A. E. French & Co.



# February, Orange Marmalade Month Here

Now is the Time to Push Sales of This Line With Great Vigor—A Novel Contest Suggested by Retail Dealer—Connecting up Newspaper Space and Window Display—Fish, Soups, Cocoa, and Meat Extracts Among Other Lines to Get Behind.

February, the month of snow and ice, is the season for marmalade making. It is the month when thrifty housewife replenishes her stock of this delicious treat for the first meal of the day. It is the season when she trips away to the grocery to make her purchases of this fruit or to make inquiries when it is the proper time to make her purchase.

No live dealer will let the customer wait for these goods, but will anticipate the demand and arrange for an aggressive campaign to get the lion's share of this profitable trade.

#### Suggestion for an Orange Week.

This can be done by planning an "orange week" and thus stimulating the demand. How can it be done, you ask? The very name of orange suggests the plan. One retailer, the writer knew, conducted a novel campaign in this regard. He first had the local paper run a series of ads., showing a box, nothing else, and carrying the statement that a prize of \$2.00 would be given to the first person who guessed what was coming out of the box. The day before the opening of the sale he used a large announcement of the orange sale.

But to connect the store up with the ads. have the window display exactly the same as the ad. in the paper. This will link the public's attention to both the ad. and to the window.

#### What Curiosity Will do.

The prize offered will get the people talking and keep them guessing. Curiosity is a great stimulator and will induce people to purchase when they otherwise wouldn't. Then when you have aroused the public curiosity, spring the announcement and place a display of oranges in the window, trimming it with orange ribbons and bunting. Use orange crepe paper quite freely and relieve the color with sprigs of green or with evergreens. Make a background of jelly glasses and jars, paraffine wax and sugar. Use price card on sugar in 100 pound lots and with the decline in sugar announced last week you have an extra inducement to offer.

#### Decoration of the Store.

Every wrinkle possible should be used in decoration that will suggest oranges. Trim the interior with a little orange bunting and place oranges everywhere they will catch the eye. Concentrate

during the week on orange selling and you will surprise yourself with the quantity it is possible to sell.

The delivery sleighs and rigs might even be trimmed with orange bunting and posters announcing the big orange sale. A dealer can also get several of the leading orange companies to cooperate in this scheme and can get from them photos of orange groves and other interesting matter that will arouse interest in the production of oranges.

#### Push Sugar Sales.

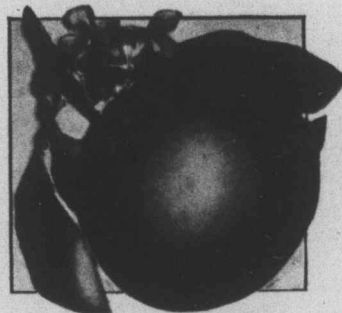
February usually sees about the lowest price in sugar and it is the opportune time to push sales of sugar. With the orange campaign in full swing you

are creating an extra demand for sugar, for every time you sell oranges for marmalade, that sale opens the way for a sugar sale. Some dealers place a big pile of sugar in bags in the centre of the store right beside the main orange display and sell both at the same time as one suggests the other.

#### The Use of Price Cards.

Neat show and price cards in orange and in the shape of an orange might with profit be placed at vantage points and each grade of oranges should be plainly marked as the price will be a big aid in closing sales.

The very fact that this is a new de-  
(Continued on page 36.)



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Time for  
**Marmalade**

---

We sell the choicest  
**Bitter Oranges**

---

Suggestion for show card for selling Marmalade Oranges. The Orange should be in its natural color.



# Current News of the Week

## Quebec.

One of the newest things in the oyster trade this season is the glass jar package. This is in use in Montreal.

The last Canada Gazette announces that the capital of the Walter M. Lowney Co., of Canada, Montreal, has been increased from \$250,000 to \$500,000.

The Societe Francaise de Specialites Alimentaires has recently established in Montreal a plant for the manufacture of food products such as pate-sandwich, which is the chief line. This firm has large plants in France for manufacturing similar products.

W. H. Halford, Canadian manager for Furuya & Nishimura, Montreal, returned recently from a two week's trip to the firm's head office in New York, and to other points in the United States and Canada. Mr. Halford reports that the Japan tea business is generally naturally quiet at this period, owing to the fact that jobbers have now just about completed the balance of their importations and are in the midst of filling country orders. After that there will be more movement. Mr. Halford states that during his stay in New York, there was some agitation apparent that a duty would be imposed on tea and in consequence several large invoices changed hands.

## Ontario.

The Retail Merchants Association, Ontario Provincial section, will hold its annual meeting in Toronto, Feb. 25 and 26.

Bell & McEachern, general merchants, Stayner, Ont., have dissolved partnership by mutual consent, D. G. Bell, the senior partner continuing under the name of Bells'.

W. Henderson has disposed of his grocery at 537 Bloor St., West, Toronto. He has purchased the property at 435 Jones Ave., and will reopen there as soon as he has fitted up the premises.

The Wentworth Orchard Co., with head office in Dundas, Ont., is contemplating the erection of a jam factory. This company has now an evaporator factory in Waterdown where it is probable the jam manufacturing plant will be located.

J. A. Ruddick, dairy and cold storage commissioner of Canada, stated recently at Ottawa that fruit growers should devote more study to what was the seasonable time for shipping fruit. This

year much money had been lost to consumers and producers through shipping green fruit he claimed. Some apples were put on sale months ahead of the time that they were ripe, was one of his contentions.

Secretary, W. C. Miller, Toronto, of the Ontario Retail Grocers' Association, reports that the petitions re Garnishee Law and Scale Inspection Act are still coming in from all directions. In many villages, towns, and cities every merchant available signed them which indicates the feeling among the trade to have the amendments referred to in the petitions. In signing these petitions those in charge of their circulation should see that pen and ink is used rather than had pencil. It is a business proposition among business men and ink is the business method of adding the signature.

## Western Canada.

The Allan, Cummings Co. will open in Moose Jaw, Sask., about the first of March a large departmental store.

Defective electric wiring is given as the cause of a fire in Paterson's grocery store, Winnipeg. There was, however, little damage done, and loss is covered by insurance.

John A. Cheyne, representing H. P. Pennock & Co., manufacturers agents, Winnipeg, is east on a business trip. He has been calling on the trade in Hamilton, Toronto and Montreal.

J. J. Christopher, grocer, Wetaskiwin, Alta., has been holding a stock-taking sale. He introduces this to readers of the Wetaskiwin paper as follows:—"We find at this season of the year our stock is much too heavy and are determined to reduce it, and will do so by giving special price sales till our stock is reduced several thousand dollars. This week we quote only a few. Watch this space next week." Following this are prices on coffee, tea, and flour.

The stores of the Hudson's Bay Co. at Portage La Prairie, Man., were destroyed by fire recently. The building and contents are a total loss. The fire started when the store was full of customers, and spread with such rapidity that it was impossible to save much. Some of the employees in the upper flats had narrow escapes. Loss on the building is estimated at \$20,000 and stock between \$50,000 and \$60,000.

## DEATH OF GEO. E. TUCKETT.

Was President of Big Tobacco Firm Since 1891—With the Firm for 36 Years

Hamilton, Ont., Feb. 6.—Geo. T. Tuckett & Son, tobacco manufacturers, passed away last week at his home here. He was the eldest son of the late Geo. E. Tuckett, one of the founders of the firm, and ex-mayor of the city.

Mr. Tuckett was born in 1859, and had been with the firm since he was eighteen years of age. When the company was reorganized under the present name he was appointed general manager, later being elected vice-president in 1888 and succeeding to the presidency in 1901. The following year he became president also of the Tuckett Cigar Co., then formed.



## APPLES DISPLAYED ON STOVE.

Still another leak comes in from a commercial traveler. He says: "The writer was in a grocery store a few days ago where he saw a bushel basket of Northern Spy apples on one side of a red hot stove and on the other side a basket of turnips. They had been there for several days by their appearance, as they were all withered. In fact some of the apples were rotten. The proprietor or the clerk had evidently put them there for samples so that customers could see them. But even if customers did notice them, their appearance would have had the opposite effect; it would have been better to have them out of sight in the cellar.

"There was plenty of room near the front entrance where the goods could be easily seen and where they would not spoil. Some merchants are throwing money away every day through just such carelessness as this. The clerk should have known better. He was a fairly bright looking chap, but I suppose like a great many others—but not like them all—could not think for himself."



# Advances in Several Lines of Tobaccos

Increased Cost of Production Given as the Reason—Cut, Plug and Tin Tobaccos Affected—Sugar Situation Doubtful—Question is, Has Market Touched Bottom?—Burning of Ship Loaded With Tea and Wreck of Another Firms Market—Prunes Selling Slowly—The Bean Situation.

## QUEBEC MARKETS.

### POINTERS,—

Sugar—Weak.  
Tomatoes—Declined to \$4.00.  
Ceylon Teas—Firm.  
Coffee—Bullish.

Montreal, Feb. 6.—The past week has been devoid of interest and very few price changes have been recorded. Business is good, but the orders are smaller than usual. There are persistent rumors of still lower prices for sugars and it is generally conceded that many staple lines will be easier this year than last year. Already rice has declined.

SUGAR.—The sugar market is weak and dealers are only buying from hand to mouth, as it were, in anticipation of lower prices. The same prices quoted for last week are ruling this week, but many seem to think it is only a question of time till a decline is announced, as the present price of raw sugar appears to justify refined sugar selling at ten to twenty cents lower than to-day's quotations.

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

SYRUPS AND MOLASSES.—There is no change in the market conditions on these commodities. The Barbadoes refineries state that their make of molasses this year will be only about 60,000 to 65,000 puncheons, as compared with 82,000 puncheons made last year. It is stated that it will pay the producers far better to make molasses this year than to make sugar at the present prices ruling for this latter staple. The trade in syrups is quiet and as there is a bumper crop of corn the market on syrups is quite easy.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 36	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	0 20	0 20

Porto Rico	0 40
Corn syrups, bbls.	0 03 1/4
Corn syrups, half-barrels	0 03 1/4
Corn syrups, quarter-barrels	0 03 1/4
Corn syrups, 3 1/4-lb. pails	1 75
Corn syrups, 25-lb. pails	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60

DRIED FRUITS.—There is no change in the dried fruit situation except a decline in dates. There is a rumor on the street that dried apples have slumped, but this has not been confirmed.

Evaporated apricots	0 14 1/4
Evaporated apples	0 07 1/4
Evaporated peaches	0 09 1/4
Evaporated pears	0 12 1/4
Currants, fine filatras, per lb., cleaned	0 08 1/4
Currants, 1-lb. pkgs. fine filatras, cleaned	0 08 1/4
Currants, Patras, per lb.	0 09
Currants, Vostizias, per lb.	0 08 1/4
Dates, 1-lb. packages	0 06 1/4
Dates, Hallowee, loose	0 04 1/4
Figs	0 11
Figs, 3 crown	0 08
Figs, 4 crown	0 09 1/4
Figs, 5 crown	0 11 1/4
Figs, 6 crown	0 12 1/4
Figs, 7 crown	0 13 1/4
Figs, 8 crown	0 14 1/4
Figs, 9 crown	1 30
Comadre figs, about 33-lb. main	1 30
Glove boxes, 15-oz., per box	0 10 1/4
Glove boxes, 11-oz., per box	0 07 1/4

Prunes—	
20-30	0 12
30-40	0 11 1/4
40-50	0 10
50-60	0 09
60-70	0 08
70-80	0 07 1/4
80-90	0 07
90-100	0 06 1/4
Bonnia prunes	0 07

Raisins—	
Choice seeded raisins	0 07 1/4
Choice fancy seeded, 1-lb. pkgs.	0 08
Choice loose muscatels, 3-crown, per lb.	0 08
Choice loose muscatels, 4-crown, per lb.	0 08 1/4
Seedless, new, in packages	0 07 1/4
Select raisins, 7-lb. box, per lb.	0 07 1/4
Sultana raisins, loose, per lb.	0 11 1/4
Sultana raisins, 1-lb. cartons	0 12 1/4
Malaga table raisins, clusters, per box	1 30
Malaga table raisins, clusters, per 1/2 box	0 75
Valencia, fine, off stalk, per lb.	0 08
Valencia, select, per lb.	0 08 1/4
Valencia, 4-crown layers, per lb.	0 09

NUTS.—Conditions prevailing last week rule again this week with very little business passing.

In shell—		
Brazil	0 16	0 17
Filberts, Sicily, per lb.	0 13	0 13
Filberts, Bavelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenoble, per lb.	0 16	0 17
Walnuts, Marhota, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 15 1/4	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37 1/4
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17

Peanuts—		
American—		
Japanese roasted	0 04 1/4	
Cook, roasted	0 04	
Diamond G, roasted	0 10	
Ron Ton, roasted	0 11	
San, roasted	0 10	
Spanish No. 1	0 12	
Virginia No. 1	0 13	
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 18	0 19
Walnuts—		
Rondeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

RICE.—Rice remains steady after the decline of last week. There is a fair demand for this line.

Rangeons—	
Rice, grade B, bags 250 lbs.	3 65
Rice, grade B, bags 100 lbs.	3 65
Rice, grade B, bags 50 lbs.	3 65
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 85
Rice, grade B, pockets 25 lbs.	3 75

Rice, grade C.C., bags 250 lbs.	3 55	
Rice, grade C.C., bags 100 lbs.	3 55	
Rice, grade C.C., bags 50 lbs.	3 65	
Rice, grade C.C., pockets 25 lbs.	3 65	
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 75	
Patna, polished	4 60	
Pearl	4 85	
Sparkle	5 40	
Crystal	5 35	
Snow	5 60	
Imperial Glac	5 20	
Ice Dips	5 85	
Carolina Rice	7 35	
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

SPICES.—Spices are firm and there has been a stiffening up in range of the prices quoted. There is a fair amount of trading done for season of the year.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Ratavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	0 10	0 15
Nutmegs	0 25	0 30
Peppers, black	0 18	0 18
Peppers, white	0 27 1/2	0 30
Pimento	0 15	0 17

COFFEE.—There is a bullish sentiment in the coffee market this week, and buying is generally advised as advances are looked for but this attitude may be the result of manipulation. However, coffee is quoted strong, with no changes.

Mocha	0 28	0 29
Rio	0 21 1/4	0 23 1/4
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	0 27	0 27

TEAS.—All grades of Ceylon blacks have advanced one farthing and the better grades have advanced a trifle more and are hard to get. There is a good demand for China greens, Hysons, and Gunpowders, particularly pinhead and pea leaf grades. Trade is fair.

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

Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22

India—		
Pekoe Souchongs	0 19	0 30

Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 22	0 25
Gunpowders	0 19	0 22

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

BEANS.—Large importations of Austrian beans are coming on market here, one company bringing in 15 cars within past six weeks. Peas are also being imported from Konigsberg, Prussia. Fifteen cars of these peas have been brought in within past few weeks.

The quality of the Ontario beans is generally poor, consequently several shipments of same have been refused for



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not being up to mark and these have been sold for just what they would bring but any beans of quality are holding firm.

Beans—	
Imported Vienna brown beans, bush...	2 75
Yellow beans, bushel	3 00
Ontario, 3 lb. pickers	2 60
Green peas	2 75
White peas	2 60

## ONTARIO MARKETS.

### POINTERS,—

Ceylon Teas—Firmer Market.  
Tobaccos—Several Prices Higher.  
Sugar—Hand to Mouth Buying.

Toronto, Feb. 6.—Wholesalers report business still on the quiet side with no more than the usual trade passing at this season.

Among the recent advances made to the wholesale trade are those on several lines of tobaccos. The advance which has for some time been looked for on "Old Chum" brand materialized to extent of 3 cents per pound. Virginia tobaccos are up from 2 to 3 cents, while Canadian plug, such as Black Watch and Stag are up a cent a pound. Shamrock is unchanged, but tin tobaccos have advanced 2 to 5 cents with one line up 15 cents. Raw leaf for cigars has gone up about 10 per cent. Manufacturers attribute advance in tobaccos to the increased cost of production.

**SUGAR.**—Since week ago sugar may be said to have hardened a shade, but there does not appear to be much chance just now of an advance. The present is an uncertain time for sugar in view of the growing West Indian crops and the Balkan war may also have some effect if it is prolonged to any extent. Sugar is no doubt cheap and some refiners think it to be rather close to bottom prices. Wholesale trade is in doubt whether to buy now for speculation or to wait to see whether or not low price has been reached. Retail trade should continue to buy on hand to mouth basis for some time at least.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal diamonds, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 55

**SYRUPS AND MOLLASSES.**—As previously reported sales of syrups, corn, cane and maple, are quite brisk. Lent is always considered a good time for these and from the way the retail trade have been stocking sales are good.

Syrups—	
2 lb. tins, 2 doz. in case	Per case 2 40
5 lb. tins, 1 doz. in case	2 75

10 lb. tins, ¼ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 05¼
Half barrels, lb.	0 05¼
Quarter barrels, lb.	0 05¼
Falls, 25½ lbs. each	1 75
Falls, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 60
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 60

Molasses, per gallon—	
New Orleans, barrels	0 27
New Orleans, half barrels	0 29
West Indies, barrels	0 28
West Indies, half barrels	0 30
Barbados, fancy, barrels	0 47
Barbados, fancy, half barrels	0 49

**DRIED FRUITS.**—There is little change in this market. Dried fruits are selling slowly, wholesalers finding prunes particularly quiet this season. This is due in part to abundance of apples. Evaporated apple market is weak, due to plenty on hand.

Prunes—	
30 to 40, in 25-lb. boxes	0 12½
40 to 50, in 25-lb. boxes	0 13¼
50 to 60, in 25-lb. boxes	0 11¼
60 to 70, in 25-lb. boxes	0 10¾
70 to 80, in 25-lb. boxes	0 08½
80 to 90, in 25-lb. boxes	0 08
90 to 100, in 25-lb. boxes	0 07¼
Same fruit in 50-lb. boxes, ¼ cent less.	

### Apples—

Standard, 25-lb. boxes	0 13
Choice, 25-lb. boxes	0 16

### Peaches—

Standard, 25-lb. boxes	0 10
Choice, 25-lb. boxes	0 11

### Candied Peels—

Lemon	0 11
Orange	0 12
Citron	0 15

### Tapets—

Bag figs	0 04½
Fancy box figs, according to size	0 10
Evaporated apples	0 07

### Currents—

Fine Filatras, per lb.	0 07
Choicest Amalas, per lb.	0 07¼
Patras, per lb.	0 07¼
Choice Vostizas	0 10
Shade dried Vostizas	0 10¼
Cleaned, ¼ cent more.	

### Raisins—

Sultana, choice	0 10
Sultana, fancy	0 12
Valencias, selected, new	0 09
Valencias, old stock	0 07¼
Seeded, 1 lb. packets, fancy	0 07¼
Seeded, 1 lb. packets, choice	0 06¾

### Dates—

Hallowee, full boxes	0 05
Hallowee, half boxes	0 05¼
Paris, choicest, 12-lb. boxes	0 08¼
Paris, choicest, 50-lb. boxes	0 07
Package dates, per pkg.	0 06¼

**TEA.**—Tea market as reported from London this week is steady. There was an advance recently of 3 farthings in medium common teas which reflects the steady strength of the market. A Russian steamer loaded with tea was lost recently and the steamship Clan Maclean was burned at Chittagong, causing loss of probably couple of million pounds. These have firmed market to some extent.

**COFFEE.**—Coffee situation is unchanged with market strong so far as those on the outside can see.

Rio, roasted	0 21
Green, Rio	0 20
Santos, roasted	0 24
Maraicabo, roasted	0 25
Bagotas	0 27
Mocha, roasted	0 30
Java, roasted	0 32
Mexican	0 27
Gautemala	0 25
Jamaica	0 24
Chicoory	0 11

**SPICES.**—Spices are moving slowly and will for some time to come. Some of the markets are firming a little, but on whole they are steady.

	5 and 10 lb.	¼ lb.	¼ lb.
	Tins.	pkgs.	tins doz.
Allspice	14-17	60-67	70-80
Cassia	23-27	72-80	80-90
Cayenne pepper	23-25	72-80	80-90
Cloves	30-32	1 00-0 95	1 00
Cream tartar	20-25	80-85	80-85
Curry powder	20-25	80-85	80-85
Ginger	20-27	65-80	75-85
Mace	65-80	80-85	80-85
Nutmegs	25-30	90-1 00	1 00-1 10
Peppers, black	20-25	67-75	80-90
Peppers, white	25-30	80-1 00	1 00-1 15
Paniry spice	20-27	65-85	75-1 15
Picking spice	14-18	75-80	75-80
Turmeric	15-18	75-80	75-80

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

Mustard seed, per lb., in bulk	0 10
Celery seed, per lb., in bulk	0 35
Shredded coconut, in pails	0 16½
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 75
Rice, standard B., f.o.b., Toronto	3 85

**RICE AND TAPIOCA.**—There have been no further changes in rice and tapioca since declines announced week ago. Medium pearl and seed tapioca are weak.

Rangoon, per cwt.	3 70
Fancy rangoon	0 05¼
Patna	0 06
Japan	0 06
Java	0 05¼
Carolina	0 08
Sago, medium brown	0 05¼
Tapioca—	
Bullet, double goat	0 08¼
Medium, pearl	0 06
Flake	0 06
Seed	0 06

**NUTS.**—Apart from shelled walnuts and almonds, nut market is quiet and will be till summer comes again. Then peanuts will have a steady sale.

Almonds, Formigetta	0 15
Almonds, shelled	0 25
Almonds, Tarragona	0 15
Walnuts, Grenoble	0 16
Walnuts, Bordeaux	0 13
Walnuts, Marbots	0 14
Walnuts, shelled, fresh cracked	0 20
Walnuts, shelled, new	0 35
Chestnuts, Italian, large, lb.	0 12½
Chestnuts, Canadian, peck	2 25
Filberts	0 12
Hickory nuts, per lb.	0 07
Pecans	0 18
Brazils, roasted	0 15
Peanuts, green, extra	0 10
Peanuts, green, jumbo	0 08¼
Peanuts, green, jumbo	0 10

**BEANS.**—So far, imported beans have occupied chief place on market, but it is now likely that Canadians will soon be selling freely. Ontario farmers have held off for long time, but now that there has been no scarcity, due to coming of Austrians, they will probably have to market their crops. While much of the Ontario crop was somewhat spoiled there are no doubt considerable quantities of fairly good quality to market.

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

## MANITOBA MARKETS.

Pointers—Tobaccos Advancing—Beans Weak.

Winnipeg, Feb. 5.—(Corrected by wire).—Two important factors may be considered as having a direct effect on business here during the next two weeks, viz., the annual bonspiel, which greatly stimulates retail trade, and the beginning of Lent, which, while decreasing sales in some lines, accelerates the movement of others. The bonspiel means the influx of some 10,000 people to the city for a period of a week, many



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of them business men, and is always considered as giving wholesalers and their customers chance for personal acquaintance that is used to advantage by both parties.

Market conditions in staple lines are little changed. Beans are firm, with hand-picked practically off the market.

Railroad contractors have not yet begun the purchase of supplies for outfits, but as most of the big contracts have been awarded, it is probable that the matter of organization will be proceeded with without delay.

Hand-picked beans, 3 lb. pickers, are down to \$1.65. There are practically no hand-picked on this market.

**SUGARS.**—All indications would seem to point to low priced sugar during 1913, and that reductions of the last two weeks will be followed by further declines. For the present the market is steady. Demand is moderate.

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

**SYRUPS.**—That all is not right with the butter trade is evident from reports of food inspection throughout the West. Whatever will be the outcome of enquiries, the immediate result of suspicion is to stimulate sales of syrup. Lent is a good syrup season, and it is worth while to bring it to the front.

2 lb. tins, per case.....	2 13
5 lb. tins, per case.....	2 53
10 lb. tins, per case.....	2 41
20 lb. tins, per case.....	2 51
Barrels, per 100 lbs.....	3 70
Molasses, New Orleans.....	0 33
Molasses, Barbados, gal.....	0 45
Maple syrup, quarts, per case.....	6 20
Maple syrup, 1/2 gals.....	5 85

**TEAS AND COFFEES.**—The fluctuations and manipulations of the New York Coffee Exchange are difficult to understand at this distance, but they have no effect locally. The basic facts seem to be a short crop and reserve somewhat below average. If this deduction is correct cheaper coffee is not yet in sight.

<b>Coffee—</b>		
Green Rio, No. 5.....	0 17	
Roasted Rio.....	0 21	
Green Santos.....	0 19	
Roasted Santos.....	0 24	
Chicory.....	0 11 1/2	
<b>Teas—</b>		
China blacks, choice.....	0 25	0 40
India and Ceylon, choice.....	0 32	0 40
Japans, May picking.....	0 35	0 50
Japans, choice.....	0 35	0 45

**DRIED FRUITS.**—There is a good demand at this season, and most lines are firm. Large size prunes are scarce, and are likely to go higher. Small sizes are plentiful, and likely to be cheaper.

<b>Prunes—</b>		Per lb.
90-100s, 25s, s.p.....	0 05 1/2	
90-100s, 10s, s.p.....	0 05	
90-90s, s.p.....	0 06	
80-90s, 10s, s.p.....	0 06 1/2	
70-80s, 25s, s.p.....	0 06 1/2	
70-80s, 10s, s.p.....	0 07	
60-70s, 25s, s.p.....	0 06 1/2	
50-60s, 25s, s.p.....	0 07 1/2	
40-50s, 25s, s.p.....	0 08 1/2	
<b>Cooking Figs—</b>		
Choice boxes.....	0 06 1/2	
Half boxes.....	0 06 1/2	
Half bags.....	0 06 1/2	
<b>Valencia Raisins—</b>		
Fine, f.o.s., 25s, s.p., per box.....	2 75	
Fine, selected, 25s, s.p., per box.....	2 70	
4-crown layers, 25s, s.p., per box.....	2 65	
4-crown layers, 15s, s.p., per box.....	1 35	

4-crown layers, 7s, s.p., per box.....	0 75
Ne plus ultra, 82s, s.p., per box.....	2 20
<b>Sultanas—</b>	
California.....	0 09 1/2
Smyrna.....	0 13
<b>Currants—</b>	
Dry clean, per lb.....	0 07 1/2
Washed, per lb.....	0 07 1/2
1-lb. package.....	0 08 1/2
2-lb. package.....	0 17 1/2

**NUTS.**—This is about the quietest time of year for nuts, but there is always a steady trade in shelled lines. In unshelled lines there is more variation, and the best sales are during the summer and holiday seasons.

	Per lb.
Brazil.....	0 15
Tarragona almonds.....	0 19
Peanuts, roasted, Jumbos.....	0 16 1/2
Peanuts, choice.....	0 12 1/2
Pecans.....	0 11
Marbot walnuts.....	0 22
Grenoble walnuts.....	0 13 1/2
Sicily filberts.....	0 16
Shelled almonds.....	0 11 1/2
Shelled walnuts.....	0 33
	0 34
	0 31

## WINNIPEG.

**GREEN FRUITS.**—There is not much activity in green fruit business this week. Heated cars are being brought into commission, and may lead to an improvement. Stocks of apples are heavy, being estimated at 20,000 barrels and 12,000 boxes by the fruit inspection department of the Dominion Government. Sales are, however, slow. Oranges and lemons are scarce and dear. Malaga grapes are almost done. Native vegetables are scarce. Imported tomatoes are now from Florida, and the supply is inadequate and price high on account of freight charges.

Frozen cranberries.....	10 00
Malaga grapes, kegs.....	8 50
Navel oranges, case.....	5 00
Rananas, per bunch.....	2 50
California lemons, crate.....	10 00
Washington apples.....	2 25
Florida tomatoes, case.....	9 00
Ontario apples.....	4 00
Cranberries.....	14 00
Spanish onions.....	3 75
Florida grape fruit.....	5 00
Pears.....	4 00
Valencia onions.....	2 00
Imported rhubarb, lb.....	0 15
Strawberries, quart.....	0 55
Sauerkraut, lb.....	0 04
<b>Potatoes—</b>	
Potatoes, per bushel.....	0 40
Carload lots.....	0 35
Jersey sweet potatoes, barrel.....	6 50

## WINNIPEG.

**FISH.**—The volume of fish business is larger than at this time last year, and a good Lenten business is anticipated. Halibut is scarce, but large supplies are en route. There is not much doing in poultry, and the domestic stuff coming in is of poor quality. Oysters are in steady demand.

<b>Fish—</b>	
Oysters, per gallon.....	2 75
Frozen salmon.....	0 11
Frozen halibut.....	0 09
Fresh whitefish.....	0 09 1/2
Fresh pickerel.....	0 08
Block cod.....	0 10
Haddock.....	0 06
Finnan haddies.....	0 06
Holland herring, keg.....	0 08
Kippers, box.....	2 00
Smoked cod.....	0 12
Goldeyes, dozen.....	0 50
Labrador herring.....	4 20
Fresh trout.....	0 12

## BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, B.C., Feb. 6.—Butter and eggs are quite plentiful with every indication of still further drop. Potatoes

are firm at \$15 ton for locals and \$21.50 for Ashcroft stock.

Butter, creamery, per lb.....	0 33
Currants, Filiatras, per lb.....	0 09 1/2
Currants, Vostizzas, per lb.....	0 10
<b>Canned Goods—</b>	
Corn, 2's, per doz.....	1 20
Peas, 2's, per doz.....	1 47 1/2
Raspberries, 2's, per doz.....	2 37 1/2
Strawberries, 2's, per doz.....	2 37 1/2
Tomatoes, 2's.....	1 40
Cornmeal, per barrel.....	4 30
Eggs, per dozen.....	0 33
Flour, Manitoba best, per bbl.....	6 60
Oatmeal, std., per sack.....	1 90
Potatoes, local, ton.....	15 00
Potatoes, Ashcroft, ton.....	21 50
Raisins, Cal., fancy, per lb.....	0 06
Rice, Japan, per ton, No. 1.....	112 50
Rice, Japan, per ton, No. 2.....	90 00
Salmon, Sockeye, per case.....	10 25
Sugar, std., granulated, per cwt.....	5 55

## NEW BRUNSWICK MARKETS.

By Wire.

St. John, Feb. 6.—Markets in general are showing about same tone as last week with not much activity. Flour is not expected to be lower. Better sales are reported with heavier orders. There are easier prices at milling points for rolled oats. Molasses market in Barbadoes is unexplained by local dealers, who say that quotations are too high particularly when compared with sugar. Crop has not been harvested for fortnight or more, but supplies are sufficient to last meanwhile.

Bacon.....	\$ 15	\$0 15
Beans, hand picked, bushel.....	2 75	2 80
Beans, Austrian, bushel.....	2 65	2 75
Beans, yellow eye, bushel.....	3 10	3 15
Butter, dairy, per lb.....	0 32	0 38
Butter, creamery, per lb.....	0 28	0 30
Buckwheat, W., grey, bag.....	2 75	2 85
Cheese, new, lb.....	0 14 1/2	0 14 1/2
Currants, 1's, lb.....	0 07 1/2	0 08
<b>Canned Goods—</b>		
Beans, baked.....	1 30	1 35
Beans, string.....	1 02 1/2	
Corn, doz.....	1 10	
Peas, No. 4.....	1 40	
Peas, No. 2.....	1 42 1/2	
Peas, No. 1.....	1 45	
Peas, No. 1.....	1 80	
Peaches, 2's, doz.....	1 55	1 60
Peaches, 3's, doz.....	2 35	2 40
Raspberries, doz.....	2 20	
Strawberries.....	2 20	
Tomatoes.....	1 65	
Cornmeal, gran.....	4 75	
Cornmeal, bags.....	1 40	
Cornmeal, bbls.....	2 95	
Eggs, henney.....	0 45	0 50
Eggs, case.....	0 25	0 27
Flour, Manitoba.....	6 25	6 35
Flour, Ontario.....	5 65	5 70
Lard, compound, lb.....	0 10 1/2	0 11
Lard, pure, lb.....	0 14 1/2	0 15 1/2
Lemons, Messina, per box.....	3 50	4 00
Molasses, Barbados, fancy.....	0 38	0 39
Oatmeal, rolled.....	5 25	
Oatmeal, std.....	5 80	
Pork, domestic mess.....	24 00	24 50
Pork, American clear.....	25 00	27 00
Potatoes, barrel, new.....	1 80	2 25
Raisins, California, seeded.....	0 07 1/2	0 08 1/2
Rice, per lb.....	4 25	4 50
<b>Salmon, Case—</b>		
Red Spring.....	9 25	9 50
Cohoos.....	8 50	8 75
<b>Sugar—</b>		
Standard granulated.....	4 70	4 80
Austrian granulated.....	4 60	4 70
Bright yellow.....	4 50	4 60
No. 1 yellow.....	4 20	4 30
Paris lumps.....	5 60	5 75

## FRENCH SARDINE TRADE IN PERIL.

Owing to labor troubles the sardine trade of Brittany, France, has been struggling with great difficulties. Some 116 sardine canning establishments in several districts have closed, throwing out of employment some 50,000 men, women and children.

The trouble began with repeated strikes accompanied by violence on the part of solderers of the sardine tins,



their grievances being the introduction of machinery in the preparation of the boxes for sale. Some of the big houses were compelled to continue to employ hand-labor and to meet this handicap. The manufacturers endeavored to induce the fishermen to use new and improved methods of ensuring larger catches and a more permanent and abundant supply. The fishermen like the solderers, ignorant of the economic laws of exchange and production, aided by labor influences, refused, preferring to take fewer sardines and sell them dearer.

Recently the syndicate of sardine manufacturers met at Nantes, and decided, as the Autumn season had closed, to shut down their factories. The owners claim that this is no lock-out, but they consider the situation immediately ruined as they cannot meet the competition of the Spanish and Portuguese fisheries.

The Government has been urged to give immediate attention to the situation.

## Annual Staff Gatherings

The annual convention of salesmen of S. F. Bowser & Co. was held in Toronto, on January 13, 14, 15. An address of welcome opened the convention, delivered by S. F. Bowser, president, who thanked the members of the staff for the work they had done during the past year. Announcement was also made that it had been found necessary to increase the size of the Toronto plant and a \$40,000 addition would be proceeded with at once.

An interesting feature of the convention was the presentation of the loving cup which was won by the Toronto branch, of which W. R. Hance is manager. This cup is presented to the branch doing the largest volume of business during the year, and the competition is open to Canadian and United States branches.

The following attended the convention:—S. F. Bowser, president; S. B. Bechtel, assistant general manager; W. R. Hance, Can. mgr.; J. A. Forsythe, asst. Can. mgr.; E. Cummings, factory mgr.; A. Anderson, W. L. Anderson, H. Beique, H. E. Bleeker, F. Clayton, H. Crepin, W. N. Deming, H. A. Desparious, J. W. Edwards, Geo. Harley, J. B. Harley, W. Hickingbottam, T. F. Horan, H. J. Jeavons, E. J. Lessel, J. W. Merickel, A. McIntosh, A. Leo. McIntosh, W. R. McCaughy, A. E. Moffatt,

E. J. Murphy, N. Paquette, F. C. Potter, T. H. Rhodes, W. Y. Robertson, F. C. Sears, R. W. Williams.



Following items are from The Canadian Grocer of Feb. 10, 1893:—

“A good many merchants lose accounts because they are diffident. An account should be presented as soon as it is due. No man ought to be timid about asking for what is his own. The retailer should remember that he has obligations to the wholesaler that he must discharge, and this he cannot do unless he is prompt in his demands upon his customers.”

Editorial Note.—In the matter of collecting accounts, conditions are much the same as twenty years ago with exception that terms of credit are shorter. The same advice on collecting holds good today.

“A retail grocers’ association is wrestling with the question of the classification of eggs, and the members talk of compelling the wholesale dealers to mark the boxes, in order to show whether the eggs are cold storage or fresh.”

Editorial Note.—There should to-day be some means of compelling all egg producers to market eggs as they are laid and not a month later when price might be higher.

“The movement in beans is not large; prices are steady and unchanged at \$1.10 to \$1.15 for a good average article other than hand-picked.”

Editorial Note.—Prime Canadian beans are now quoted at \$2.60 and \$2.65 on Toronto market—double the price of 20 years ago.

“The egg markets are still bear, and while prices are a good deal higher a few fairly good consignments would probably result in a substantial drop. Strictly fresh are quoted as high as 30 cents and limed at 21 to 23 cents. Lots have changed hands between local dealers at the outside price.”

Editorial Note.—Twenty years ago egg prices were actually higher than they are to-day at this time. Above prices were those existing on Toronto market.

## FEBRUARY, ORANGE MARMALADE MONTH HERE.

(Continued from page 31.)

parture will ensure its success and while the sale may not seem worth the trouble, the cumulative value of this novel form of advertising is beyond computation and will bring the dealer in dividends for many a month afterward. By adopting progressive methods in marketing goods, a merchant creates a good will that will be of immense value to him and will insure him against financial depression.

To increase marmalade orange trade, many retailers loan their orange slicers to customers. This is quite a boon to many of the latter and always means more sales.

February, too, is the month when syrups should be moved out by displays and newspaper advertising. Any maple syrup on hand should be pushed now as it will not be long until maple syrup making will again be here.

As suggested in a recent issue of The Grocer, a platter of pancakes with a neat display of syrup would prove effective. At same time packages of pancake flour could be shown.

Corn and cane syrups are lines which should be pushed hard this month. This is their big season and therefore it is time of least resistance.

Cold weather goods—wherever there is cold weather—are also easy sellers in February. With some extra care and attention they can be made profitable. A small display of neat extracts, soups, or cocoa for instance, would use up little room on the counter where customers stand to do their purchasing and they would suggest themselves.

The sales of soups are rapidly on the increase. Men who know say that there is a big future for them on account of their digestible character and the fact that many think they eat too much fresh meats. Not enough soups are eaten, and if their helpful qualities were pointed out more by the merchant he would sell more of them.

As soups during recent years have progressed so rapidly in the public's favor, some merchants must be getting more business from them. If you are not, why not?

Fish, of course, is one of the lines that always helps to brighten up February sales. Lent has opened and will be in direct proportion to the aggressive methods used for getting after business. Various methods will be gone into in The Grocer's fish department during the Lenten season. They will include actual methods in use in retail stores, so that every retailer at all interested in fish should follow them.





## Check Placed on Selling Frozen Oranges

**United States Authorities Say That Boxes Must Not Contain More Than 15 Per Cent. of Dries — Western States Buying Italian Lemons For First Time, Due to California Frost—Good Quality Florida Oranges Arriving—Many Imported Vegetables on Market—Potato Market Easier.**

Authorities at Washington, U.S.A., have passed an order placing a check on the distribution of frozen California oranges. The rule is that where oranges register 15 per cent. of "dries" or more to a box they will not be allowed for sale. Frozen oranges lose their juice, becoming dry. Various reports from different California growers show different situations. The Grocer heard this week of one grower in the Redlands district who had expected 10,000 boxes of oranges from his orchard before the frost. After the frost this dropped to 1,000 boxes and on still later inspection he does not believe he will market a single one. This, however, is not general. The smudges saved many thousands of dollars and in canyons where there orchards damage was slight.

Lemon market is strong and should continue so. A Canadian fruit broker who was in New York last week states that New York brokers are hearing from the Western States in reference to European lemons, from men they never heard of before. This looks as if the Californian lemon was hard hit by the frost.

The potato market since week ago has taken quite a slump, due to the January mild weather. This allowed holders to market them freely without fear of frost.

### MONTREAL.

**GREEN FRUITS.**—There is a stronger tone to the apple market, due to firmer tone of the English market which is offering the following prices for apples:

Baldwins, No. 1	30s. 0d.	22s. 0d.
Baldwins, No. 2	15s. 3d.	18s. 3d.
Russet, No. 1	21s. 0d.	25s. 0d.
Russett, No. 2	18s. 0d.	19s. 6d.
Ben Davis, No. 1	15s. 9d.	17s. 3d.
Ben Davis, No. 2	13s. 0d.	13s. 9d.

In view of this advance it is expected that the local quotations will firm up.

Oranges remain the same as last week

with little business passing. Lemons are easier on this market, being quoted at \$3.50 to \$4.50. Bitter oranges are in good demand.

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

**VEGETABLES.**—There is considerable celery on the local market, the quality of which is very good. There is a good sample of cucumbers shown this week which are bringing \$3.00 per doz. Potatoes are easier, owing to liberal offerings and a limited demand. Green Mountains in ear lots 70c to 72½c per bag with slow sales. Quebec grades are bringing 65 to 75c per bag and in a jobbing way are quoted at 90c to \$1.00 per bag.

Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	5 50
Carrots, bags	0 75	1 00
Cabbage, dozen	1 20	1 20
Cauliflower, doz.	2 75	2 75
Celery, per crate (3 to 6 doz.)	5 75	6 25
Cucumbers, basket, per dozen	2 50	2 50
Peppers, green, basket	2 50	2 50
Radishes, dozen	0 22	0 22
Sweet potatoes, per basket	2 50	2 50
Potatoes, bag	0 90	1 00
Spinach, bbl.	2 75	2 75
Tomatoes, hothouse, lb.	0 35	0 35
Turnips, per bag	1 25	1 25

### TORONTO.

**GREEN FRUITS.**—There appears to be no dearth of apples on this market. They are selling too at reasonable rate. Navel oranges are somewhat firmer than week ago, due of course to California frost. Floridas of good quality are arriving, but on account of the damp weather in Florida these oranges are not extra good keepers. They will, however, be better later on. Grapefruit of good quality is still arriving and selling rapidly. This market is firm. Lemon prices in Southern Europe are same as week

ago, but market is firm due to the heavy damage wrought by California frost.

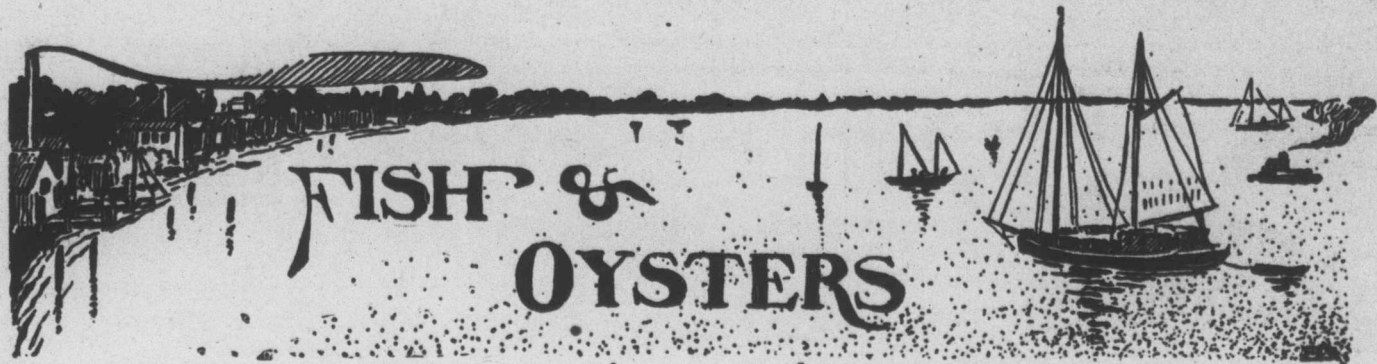
Bitter marmalade oranges, wholesalers claim, are not moving out as fast as they would like. Season has apparently not opened out well yet. Strawberries are arriving as usual from Florida and are a little easier than last week.

<b>Apples—</b>		
Spies, per barrel	2 50	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	1 25	1 25
Greenings, No. 1, per bbl.	2 50	3 00
Greenings, No. 2, per bbl.	2 00	2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	2 50	2 50
<b>Artichokes, Canadian, bag</b>		
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	12 00	12 00
Cranberries, crate	3 75	4 00
Grapes, Almeria, per keg	6 50	6 50
Hothouse grapes, per lb.	0 90	0 90
Grapefruit, sizes 54, 64 and 80, per case	3 25	3 75
Kumquats, per quart	0 25	0 25
Lemons, Messina	3 50	4 00
Oranges, Florida, case	3 00	4 00
Navels, per case	3 25	4 00
Mexican oranges, per box	2 75	2 75
Oranges, bitter, case (200 and 160)	2 50	2 75
Pineapples, per case	4 00	4 00
Pears, Cal., ¼ boxes (35 to 50)	2 50	2 50
Pears, Cal., full boxes (150 to 200)	3 50	4 00
Strawberries, per quart box	0 45	0 50
Tangerines, per strap, 2 boxes	5 50	5 50

**VEGETABLES.**—Many kinds of palatable looking vegetables are coming in from the South and finding the usual mid-winter sale. There are new potatoes, beets, carrots, cucumbers, tomatoes, celery, cauliflower, etc. Boston cucumbers are scarce and higher. California celery is now off the market and Florida takes its place. Potatoes are plentiful and lower by a good deal for Ontarios and about 5 cents per bag for New Brunswick Delawares. The mild weather of January allowed farmers to market their potatoes without fear of frost and this accounts for abundance on market.

Beans, wax and green, hamper	5 50	5 50
Beets, per bag	0 65	0 75
Beets, imported, per doz.	1 10	1 10
Carrots, per bag	0 45	0 65
Carrots, imported, per doz.	0 75	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 90	0 90
Celery, Florida, per case	4 00	4 00
Chicory, doz.	0 75	0 75
Cucumbers, Boston, hot house, doz.	2 50	3 50
Lettuce, doz. bunches	0 40	0 40
Lettuce, Boston heads, hamper	3 25	3 25
Mushrooms, per lb.	0 75	0 75
<b>Onions—</b>		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 85	1 00
Peppers, green, basket	0 50	0 50
Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick	0 95	1 05
Parsnips, per bag	0 75	0 75
Potatoes, new, Bermuda, hamper	3 00	3 00
Potatoes, new, Bermuda, barrel	2 50	2 50
Spinach, per bbl.	2 75	2 75
Turnips, per bag	0 25	0 50
Tomatoes, hothouse, per lb.	0 30	0 30
Tomatoes, Cuban, case	5 00	5 00
Sweet potatoes, 50 lb. hamper	1 50	1 50
Cauliflower, hamper of 15 to 25	4 00	4 00





## Cold Weather and Lent Help Fish Business

Wholesalers Experiencing Good Demand From Retail Grocers—Halibut Firm on Montreal Market—Storms in East Interfere With Fishing—Big Shipment From Canso, N.S., Last Week—Smoked Lines Now Good Sellers as Are Oysters Also.

### MONTREAL.

**FISH.**—There is a much brisker tone to the market this week and orders are coming in more freely. Haddock, Halibut, Herring are in especially good demand and should this demand continue for any length of time the supplies will soon be exhausted as there is only sufficient halibut in sight now to supply the demand till the middle of this month. The new halibut will cost in the neighborhood of 15c.

The colder weather restored the dealer's confidence and the orders are larger than last week. Should present weather conditions continue there will be a tendency for prices to advance as stocks are not as large as is generally supposed and any heavy demand will soon bring this fact into prominence and prices will stiffen.

The trade in bulk oysters is picking up, but prices remain the same as last week. This is due to the fact that the mild weather conditions at the oyster beds are enabling the fishermen to make bigger catches than the demand can take care of. Consequently to get rid of the surplus the fishermen are compelled to take less for their catches.

There is a weakness in smoked fish, especially haddie, due to the large stocks on hand and a comparatively light demand as a result of the mild weather. The price eased off about 1c this week, but with an increase in the demand and better weather conditions the price may stiffen again.

Salt Cod is quite scarce. Salt eels are also scarce.

#### FRESH AND FROZEN.

Flounders	0 05
Dressed perch	0 09
Fancy spring salmon, per lb.	0 14
Large herring, per 100	1 80
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04 1/2
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 11
Herring, common, per 100 fish, medium	0 11
Mulletts	0 06
Pike, dressed and headless, lb.	0 07

Pike, round	0 06
Steak, cod	0 05
Mackerel	0 10
B. C. red salmon	0 10
Gaspe salmon, per lb.	0 15
Qualla salmon	0 07 1/2
No. 1 smelts, per lb.	0 10
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 10
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Barbotte (dressed), bullheads, per lb.	0 10
Black Sea bass	0 12
Fancy bluefish	0 13
Fancy weakfish	0 10

#### PREPARED FISH.

Boneless cod, in blocks or pkgs., lb., 7, 8, 10, 11, 12	6 00
Dry pollock, 100 lb. bundles, per bundle	1 80
Shredded cod, 2 doz., in box, per box	1 80
Boneless strip cod, 30-lb. box	0 10

#### SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1	9 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 10
No. 1 mackerel, pail	1 75
No. 1 mackerel, half bbls.	8 50
Lake trout, kegs	7 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 05 1/2
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	3 00
Scotch herring	7 00
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	1 30
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	7 00

#### SMOKED.

Bloaters, box	1 00
Yarmouth bloaters, fancy, per box	1 10
Haddies, fancy, 15-lb. boxes, per lb.	0 06 1/2
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 13
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 22
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

#### SHELL FISH.

Solid meats—Standards, gal., \$1.70; selects, gal.	1 90
Bulk standards, gal., \$1.60; selects	1 60

### TORONTO.

**FISH.**—Local fish wholesalers are finding a brisk call these days for fish. This is due to the colder weather which set in a week ago and to the fact that Lent opened on Ash Wednesday of this week, Feb. 5. From now on till Easter fish will be in splendid demand. Qualla salmon, prepared codfish, and salt varieties are selling particularly well. All the salt lines are carried by practically all retailers during Lent and because so much is consumed at this season several varieties are usually carried. People like a change. Prices remain same as quoted week ago.

#### FROZEN FISH.

Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Coho salmon, headless and dressed	0 12	0 13
Qualla salmon, per lb.	0 08	0 09
Sea herring, per 100	2 00	2 50
Lake Superior herring, per 100	3 00	3 50
Cod, per lb. straight	0 06	0 07
Haddock, per lb. straight	0 05	0 06
Whitefish, per lb. straight	0 10	0 12
Headless pike, per lb. straight	0 07	0 08
Pickarel, per lb. straight	0 09	0 10
Lake Erie herring, per lb. straight	0 06	0 07

#### FRESH CAUGHT FISH.

Steak, cod	0 05
Haddock	0 07

#### SMOKED.

Ciscoes, per basket	1 00
Finnan haddie	0 05
Smoked fillets	0 12
Smoked bloaters, 60s	1 25
Kippers	1 25

#### PREPARED.

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

#### SALTED AND PICKLED.

Labrador herring, per keg	3 25	
Labrador herring, per barrel	5 75	
Labrador trout, per keg	7 25	
Scottish herring, Loch Fyne, per kit.	1 70	
Holland herring, per keg	9 50	
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	1 75	1 75
Straights, 3 gal. lots	1 70	1 70
Straights, 5 gal. lots	1 65	1 65
Shrimps—		
1 gallon cans	1 25	1 25
2 gallon cans	2 40	2 40
3 gallon cans	4 60	4 60
Smelts—		
No. 1, per lb.	0 11	0 11
Extra, per lb.	0 10	0 10

### HALIFAX.

**FISH.**—Stormy weather during past week has greatly interfered with fishing operations on Nova Scotia coast. Most of the vessels fishing on the in-shore Banks landed only small catches.

The smoked fish trade continues heavy, the exports of Finnan Haddie being unusually large. From Canso alone, during the week twenty-six carloads of fish were shipped. Catches of halibut are small, and the local market is almost bare. The catch of lobsters is also small, and the shipments to the American market continue light.

There is a heavy demand for pickled fish from outside points. Large orders are also being filled for salt codfish. These orders are principally from grocers at outside points who are stocking up for the Lenten season.



# FLOUR & CEREAL DEPARTMENT



## The War Situation Again Affecting Flour

Wheat and Flour, As Consequence of Resumption of Hostilities in Balkans, are a Little Firmer—Cereal Situation Quiet, With Weak Tendency—Small Decline in Corn Meal on Toronto Market—Feed Much Lower Than Year Ago.

Canadian situation in both flour and cereals is one of quietness, and will likely remain so until opening of navigation. The Balkan War, however, is again becoming a factor, and had effect at beginning of the week of firming wheat in Chicago. Whether this will remain a factor or not depends on how long the war lasts.

Wheat is being delivered in Winnipeg about same or a little better than year ago, but there are still large quantities in Western farmers' hands.

Cereals are on the weak side, with chances in favor of decline if any move should be made. Corn meal, in fact, is down 10 cents on Toronto market this week.

Mill feeds are also quiet. Bran, which was selling at \$25 year ago, is to-day \$20. Shorts, selling to-day at \$22, were \$27 year ago.

### MONTREAL.

FLOUR.—There is no change in flour prices, although there is a firm tone to the market. There is small demand for export flour, and the bulk of the trade is with bakers, whose requirements are increasing every year owing to the increased consumption of bakers' bread.

The business passing is nominal, but will increase with the opening of navigation.

Winter wheat, fancy patents, in bags	4 80	4 75
Straight rollers, in bags	4 30	4 20
Manitoba 1st Spring wheat patents, bags	5 40	
Manitoba straight patents, in bags	4 90	
Manitoba strong bakers, in bags	4 70	
Manitoba second, in bags	4 30	

CEREALS.—There is no change in the cereal market, although there is a fair amount of business passing, but generally conditions remain quiet. It is anticipated that the opening of navigation will liven things up a little.

Cereals—	
Rolled oats, in 25 sack lots	\$2 12½
Rolled oats, in single bag lots	2 22½
Standard oatmeal, in single bag lots	2 44
Granulated oatmeal, in single bag lots	2 44

Fine oatmeal, in single bag lots	2 44
(In 25 bag lots the price of the above is 10c lower.)	
Rolled wheat, in barrels	2 70
Hominy, in 35 lb. sacks	2 15
Cornmeal, in 95 lb. sacks	2 05
Rolled oats, in cotton sacks, 5c more.	

### TORONTO.

FLOUR.—Wheat market this week is a little firmer, which has placed flour in the same situation, although just now there is little prospect of higher prices. A great deal depends on the longevity or otherwise of the Balkan War. The whole market is on the quiet side locally, and will be so at least until opening of navigation in April.

#### Manitoba Wheat.

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

#### Winter Wheat.

Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 65
Blended domestic consumption	4 25	5 05

CEREALS.—Local quotations on fine corn meal are 10 cents lower than week ago. This is in accordance with our reports of recent issues, which were to effect that cornmeal was weak owing to United States heavy corn crops. Rolled oats are unchanged, but market if anything is on weak side. There can be no advance looked for in immediate future, as oat market is low and millers are not getting much for feed.

Rolled oats, small lots, 90 lb. sacks	2 22½
Rolled oats, 25 bags to car lots	2 12½
Standard and granulated oatmeal, 95-lb. sk., small lots	2 35½
Rolled wheat, small lots, 100-lb. bbls.	2 75
Rolled wheat, 5 barrel to car lots	2 65
Cornmeal, 95 lb. bags, 25 bag lots, best quality	1 80
Cornmeal, 95 lb. bags, 25 bag lots, coarser grades	1 65
Rolled oats in cotton sacks, 5 cents more.	

MILL FEEDS.—This market is quiet and on the easy side. Demand for bran is fair, but there is little call from farmers for feed owing to low price of grains and inferior quality of many.

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

### WINNIPEG.

FLOUR AND CEREALS.—There is fairly good domestic demand for flour, but the export trade is dull. Flour prices are somewhat high, considering the low price of wheat.

Flour—	
Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	1 90
Standard granulated, 95 lbs.	2 40
Cornmeal, sack of 95 lbs.	1 75
Wheat granules, 95 lb. sacks	2 65
Wheat, bales, 16-165	3 08

### CO-OPERATIVE GROCERY FAILS.

New York, Feb. 4.—(Special.)—The Summit Co-operative Store, New York City, which was backed by the "elite," has gone into voluntary liquidation. The liabilities are \$7,000 and the assets about \$6,000.

When this store started two months ago a good profit was assured buyers of the stock. The paid in capital was \$2,500.

### BARRING FROZEN ORANGES.

The Federal Board of Food and Drug Inspection, Washington, D.C., have issued an order forbidding the sale in interstate commerce of fruits which have been damaged in the recent freeze in California.

"Citrus fruit is impaired in flavor by freezing," declared the board in its decision, "and soon becomes dry and unfit for food, but this deterioration is not apparent externally. The damage is evidenced at first by a more or less bitter flavor, followed by a marked decrease in sugar and especially in acid content. Fruit which has been materially damaged by freezing is inferior and decomposed within the meaning of the Food and Drugs Act."





# Produce & Provisions



## Egg Situation Still Favorable to Buyers

Market Gradually Sagging, and Egg Speculators Are Losing Heavily on Storage Stock—Colder Weather Causes a Little Firmness—Butter Not at all Strong—Plenty on the Market—Provisions on Firm Side—Cheese Still Quiet.

The egg market is still the big topic of discussion among wholesale men. That the loss on storage eggs has been heavy is acknowledged by all, and it is probable this has mounted up to several thousands of dollars on each of the large Ontario and Quebec markets. Losses of \$20,000 and \$50,000 for two firms, respectively, are named, and yet many of us have been inclined to believe that the egg business was one long sweet song of profits. Storage eggs are now offering for almost anything that can be got for them, and the egg market in general is decidedly in favor of the buyer. Last week cold storage eggs were offered, car lots, Montreal at 15c, and no buyers could be found. Western dealers have plenty of stocks, and there can be no hope from that quarter. Recent cold weather had a slight effect on supplies of new laids, but not sufficient to force up prices from a week ago. Chicago market was firmer at first of the week, but new laids are offering there at 23 and 24 cents, which, with duty and freight of 4 cents added, prevents new laids selling here for much more than 28 and 29 cents on Toronto market and 31 or 32 cents at Montreal.

Butter situation is on the whole weak. Fresh creamery prints are, however, in good demand, and prices are holding steady. But creamery and dairy solids are easy, due to heavy make of new butter. Feed is plentiful, and farmers are treating their milk cows generously. This has had the effect of keeping butter fairly low in price all winter.

There is general strength in provisions this week, due to some scarcity in hogs. Lard is selling well, with firmer tendency.

### MONTREAL.

**PROVISIONS.**—Live hogs are higher this week, bringing from \$9.25 to \$9.50 per hundred on foot. The price of the smoked meats has not been advanced, but prices are firm and the tendency is upwards. The demand is quite brisk.

Lard is in good demand, with prices firmer than last week.

Long clear bacon, heavy, lb. ....	0 15
<b>Hams—</b>	
Extra large sizes, 28' to 40 lbs., per lb. ....	0 13½
Large sizes, 20 to 28 lbs., per lb. ....	0 15
Medium sizes, 15 to 19 lbs., per lb. ....	0 16½
Extra small sizes, 10 to 14 lbs., per lb. ....	0 17
Bone out, rolled, large, 16 to 26 lbs., per lb. ....	0 16
Bone out, rolled, small, 9 to 13 lbs., per lb. ....	0 10
Breakfast bacon, English, boneless, per lb. ....	0 18½
Windsor bacon, skinned, backs, per lb. ....	0 21
Spiced roll bacon, boneless, short, per lb. ....	0 15½
Picnic hams, 6 to 12 lbs. ....	0 13½
Wiltshire bacon (50 lb. sides) ....	0 17½
Cottage rolls, small, about 4 lbs. ....	0 16½
Boiled ham, small, skinned, boneless ....	0 24
Hogs, live, 1er cwt. ....	9 25
Hogs, dressed, per cwt. ....	13 00
<b>Pure Lard—</b>	
Boxes, 50 lbs. net, per lb. ....	0 14½
Cases, tins, each, 10 lbs., per lb. ....	0 14½
Cases, tins, each 5 lbs., per lb. ....	0 15
Cases, tins, each 3 lbs., per lb. ....	0 15
Pails, wood, 20 lbs. net, per lb. ....	0 14½
Tubs, 50 lbs. net, per lb. ....	0 14½
Tierces, 375 lbs., per lb. ....	0 14
One pound bricks ....	0 15½
<b>Compound Lard—</b>	
Boxes, 50 lbs., per lb. ....	0 09½
Cases, 10-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Pails, wood, 20 lbs. net, per lb. ....	0 10
Pails, tin, 20 lbs. gross, per lb. ....	0 09½
Tubs, 50 lbs. net, per lb. ....	0 09½
Tierces, 375 lbs., per lb. ....	0 09½
One pound bricks, 60 lbs. to case. ....	0 11
<b>Pork—</b>	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces	28 00
Heavy short cut clear pork, bbl. ....	27 50
Clear fat backs ....	28 00
Heavy flank pork, bbl. ....	28 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb. ....	0 15½
Plate beef, barrel ....	None offered
<b>Cooked Meats—</b>	
Jellied tongue, 10 lb. open tins, per lb. ....	0 23
Headcheese, per lb. ....	0 10
English brawn, per lb. ....	0 12½
Jellied hock, 6 lb. tins, per tin ....	0 75
Cooked picked pigs feet (in vinegar), kits 25 lb., per lb. ....	0 07

**BUTTER.**—There is no change in the butter situation from last week, and prices are firm. Winter made creamery is quoted at 28c to 28½c.

Creamery blocks ....	0 30½
Dairy tubs, lb. ....	0 28
Creamery, winter made ....	0 28

**EGGS.**—There is a slightly firmer tone to the egg market this week, which seems to have recovered a little from the slump of last week. The coming of the colder weather, combined with a shortage of storage eggs, due to the fact that strenuous efforts have been made to market the surplus in the past few weeks. This caused an advance of two cents over the price quoted for Saturday last, although eggs are lower than a week ago. The low prices of the last few days have stimulated the demand, and more eggs are going out as a result. This in turn has decreased the stocks on hand, and the price has stiffened a

little as a result. With continued cold weather new laids will continue firm. Storage eggs are 3c lower than last week, but 3c higher than Saturday's quotations, which were 19c for selects and 17c for No. 1. Receipts for the week totalled 2,849, as compared with 2,111 for the previous week, and 2,781 for the corresponding week of last year.

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

**CHEESE.**—There is no change in prices, even though there is considerable business passing. London cables a shortage of cheese as compared with last year. This shortage totals 98,500 boxes on the combined English exchanges. This shortage will probably strengthen the local market, although it is too early to get definite reports.

Cheese—	New.	Old.
Large ....	0 14	0 14½
Twin ....	0 14½	0 15½
½ Twin ....	0 15	0 15
Stilton ....	0 15	0 15

**POULTRY.**—There is an advance in poultry, due to the scanty supplies, which are hardly sufficient to supply the demand.

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

**HONEY.**—White extracted clover honey is higher, as are also buckwheat grades. There is a fair amount of business passing.

Clover, white ....	0 16	0 17
Clover, dark grades ....	0 14	0 15½
White, extracted ....	0 13	0 12½
Buckwheat honey ....	0 10½	0 11

### TORONTO.

**PROVISIONS.**—This market is generally firm, with few actual advances from a week ago. Provision men are inclined to quote hams a shade higher, and lard has also strengthened, but still remains at the old figure. The reason for firm market is the comparative scarcity of hogs.

Smoked Meats—		
Light hams, per lb. ....	0 17	0 17½
Medium hams, per lb. ....	0 17	0 17
Large hams, per lb. ....	0 16	0 16½
Backs, plain, per lb. ....	0 20	0 21½
Backs, pea meal ....	0 22	0 23
Breakfast bacon, per lb. ....	0 19	0 21
Roll bacon, per lb. ....	0 14½	0 14½
Shoulders ....	0 12½	0 13½
Pickled Meats—	low than smoked.	



# THE CANADIAN GROCER

Heavy mess pork, per bbl. ....	22 00	23 00
Short cut, per bbl. ....	27 00	28 00
Cooked hams ..... 0 24	0 25	
Long clear bacon, light ..... 0 14	0 15	
Long clear bacon, heavy ..... 0 14	0 14 1/4	
Long clear bacon, extra heavy ..... 0 13	0 13 1/4	
Lard, tierces, per lb. ....	0 13 1/4	0 13 1/4
Lard, tubs, per lb. ....	0 14	0 14
Lard, pails, per lb. ....	0 14	0 14 1/4
Lard, compounds, per lb., tierces ..... 0 08 1/2	0 09 1/4	
Live hogs, local ..... 8 50		
Live hogs, at country points ..... 8 15	8 25	
Dressed hogs ..... 13 00		

**BUTTER.**—Butter situation is much same as week ago, with an easier feeling in all but fresh creamery prints, which are remaining steady. Choice dairy prints are also steady, but creamery solids, farmers' separator and dairy solids are all shaded a cent a pound. There is going to be no famine in butter. Probably twice as much butter is coming along as year ago, and as there is plenty of cheap feed in farmers' hands, there will be no let up in flow of milk.

	Per lb.	
Fresh creamery print .....	0 31	0 33
Creamery solids .....	0 29	0 30
Farmers' separator butter .....	0 26	0 27
Dairy prints, choice .....	0 25	0 26
Dairy solids .....	0 22	0 23

**EGGS.**—The egg market is still slumping. New laids have been coming along so fast that prices are gradually dropping, a cent a dozen being decline since our quotations were published week ago. The cold spell temporarily checked supply and caused firmer feeling; but there are too many storage stocks for the weather to help out egg speculators to any extent. Storage eggs do not keep, and every holder is trying to unload. Prices are lower now than what were actually paid for the eggs last spring. The result is that many thousands of dollars are being lost to some of the large local dealers. Severe cold weather for coming month would tend to check new laid supplies, and possibly firm market a shade, but would not be effective in preventing even a small portion of the loss.

Eggs—		
Strictly new laid, per doz. ....	0 28	0 29
Storage, per doz. ....	0 17	0 19
Pickled, per doz. ....	0 15	0 16

**CHEESE.**—Quietness still rules on the cheese market, due to the fact that export demand has been quiet this year. New cheese, as quoted below, is cheese made end of September and later last year.

Cheese—		
Old, large ..... 0 14 1/4	0 15	
Old, twins ..... 0 15 1/4	0 15 1/4	
New, large ..... 0 14	0 14 1/4	
New, twins ..... 0 14 1/4	0 14 1/4	

**POULTRY.**—This market is rather quiet, but firm. Supplies are none too plentiful, yet there is no particular demand.

Spring chicks, milk fed, lb. ....	0 18	0 20
Spring chickens, dressed, lb. ....	0 14	0 18
Spring ducks, dressed, lb. ....	0 16	0 20
Fowl, dressed ..... 0 12	0 14	
Turkeys, dressed ..... 0 19	0 22	
Geese, dressed ..... 0 13	0 14	

**HONEY.**—There is little buckwheat honey now on the wholesale market, but clover is rather plentiful. Now is good

time to sell honey, as maple syrup season will soon be here.

Honey, strained—

Clover honey, 60-lb. pails, per lb. ....	0 12 1/2	
Clover honey, 10-lb. pails, per lb. ....	0 12 1/2	
Clover honey, 5-lb. pails, per lb. ....	0 13	
Buckwheat, 60-lb. tins, lb. ....	0 10 1/2	

## WINNIPEG.

### PRODUCE AND PROVISIONS.—

Eggs are still on decline, being from 1 to 2 cents per dozen cheaper. Lard is steady and unchanged, and cured meats have not varied since last report. The report that Western food inspectors have made some rather startling discoveries in regard to some highly advertised brands of creamery butter has as yet no official confirmation, but has

injured retail sales of all creamery produce. There is some New Zealand creamery butter on the market, said to be of excellent quality.

Lard, tierces ..... 0 13 1/4	
3 lb. tins, cases ..... 8 70	
5 lb. tins, cases ..... 8 05	
10 lb. tins, cases ..... 8 05	
20 lb. pails, cases ..... 2 80	
50 lb. tubs ..... 6 90	
1 lb. bricks ..... 0 15	
Cured Meats—	
Hams ..... 0 15 1/4	0 15 1/4
Long clear ..... 0 15 1/4	0 15 1/4
Short clear ..... 0 15 1/4	0 15 1/4
Shoulders ..... 0 14 1/4	0 14 1/4
Bacon ..... 0 20	0 22 1/4
Cheese—	
Ontario, large ..... 0 15 1/4	0 15 1/4
Ontario, twins ..... 0 15 1/4	0 15 1/4
Manitoba large ..... 0 15	0 15
Manitoba twins ..... 0 15 1/4	0 15 1/4
Butter—	
Creamery ..... 0 34	0 36
Dairy ..... 0 29	0 30
Eggs, fresh laid, Manitoba ..... 0 28	0 28
Southern eggs, storage ..... 0 22	0 22

## Many Thousands Dropped in Storage Eggs

**Past Season Has Been Hard on Egg Men Who Were Heavily Stocked—Losses of \$20,000, \$50,000 and More, Stated to Have Been Incurred by Different Firms—Chicago Situation Had Decidedly Rearish Effect—A Case of Heavy Shrinkage.**

Toronto, Feb. 6.—(Special).—While it is impossible to get figures on the losses experienced in storage eggs this season, these could with a certainty be counted well up into the thousands of dollars. The statement is made that one firm dropped something in the neighborhood of \$20,000, another \$50,000 and still another probably as much as both of these together.

In fact it was only those dealers who didn't speculate last spring, but who bought for customers' requirements exclusively who have come out safely.

### Too High Prices Paid.

The trouble was chiefly due, as previously stated in The Grocer, to the unseasonably mild weather in January, coupled with the fact that egg speculators paid too much for storage stocks last April and May.

The fact that just a year ago all holders of storage eggs were making substantial profits on their speculations of 1911, was, no doubt, the incentive for many to go more deeply into the market by buying up every available egg last year. Not only that, but packing eggs in cold storage in Chicago looked good to many and several Canadian dealers had large stocks put down there.

### The Chicago Market.

At beginning of the week new laids in Chicago were 23 and 24 cents, which means 27 and 28 laid down here with 3 cents for duty and 1 for freight. April storage are quoted from Chicago at 17 cents and less which means 21 here — actually less than what was paid for such eggs here in April, 1911. Add to

this cost of buying, candling, storage, insurance, and all the other necessary outlay and trouble in keeping them until now and a straight loss of at least 4 cents a dozen may be counted upon. A carload contains some 14,000 dozen of eggs, which would mean a loss of \$560.00, or \$11,200 on 20 cars. This shows how many dropped money in eggs.

### Dollar a Case Shrinkage.

Dealers, too, report a heavy shrinkage in eggs coming in from Chicago on contract. The instance of one carload was cited where in one case of 30 dozen, 2 dozen were found to be rotten and 10 dozen No. 2's. This meant the loss of \$1 a case in shrinkage alone or some \$450 to a car.

The conditions of the market in Chicago means that local dealers are getting offers every day to take eggs very cheaply even with concessions of freight, etc. Dealers here who can handle them, are reselling contract stock for some of their customers and friends who were loaded up.

All this goes to show the abject condition of the market. Storage eggs will not keep like canned goods, which makes things worse, so that they have to be disposed of as well as possible before spring. It is even stated that some firms are pickling some of their storage stock, as pickled eggs are good keepers.

This evidently is a season where the cold storage man loses. Last year he gained. He will, no doubt, take his losses philosophically and hope for better things in future.



# QUOTATIONS FOR PROPRIETARY ARTICLES

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

## BAKING POWDER.

W. H. GILLARD & CO.

**Diamond.**  
1-lb. tins, 2 doz. in case .. \$2 09  
¼-lb. tins, 3 doz. in case .. 1 25  
¼-lb. tins, 4 doz. in case .. 0 75

## ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal-Dime .....	0 95
¼-lb. ....	1 40
6-oz. ....	1 95
¼-lb. ....	2 55
12-oz. ....	3 85
1-lb. ....	4 90
3-lb. ....	13 00
5-lb. ....	22 35

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

## WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—  
5-lb. size, \$3.25; 1-lb. tins, \$2;  
12-oz. tins, \$1.00; 8-oz. tins, \$1.20;  
6-oz. tins, 90c; 4-oz. tins, 65c;  
5c tins, 40c.

## BORWICK'S BAKING POWDER

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

## COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen .....	2 40
No. 1, 1-lb., 2 dozen .....	2 30
No. 2, 5-oz., 6 dozen .....	0 80
No. 2, 5-oz., 3 dozen .....	0 85
No. 3, 2½-oz., 4 dozen .....	0 45
No. 10, 12-oz., 4 dozen .....	2 10
No. 10, 12-oz., 2 dozen .....	2 20
No. 12, 4-oz., 6 dozen .....	0 70
No. 12, 4-oz., 3 dozen .....	0 75

## In Tin Boxes—

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

## FOREST CITY BAKING POWDER.

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

## BLUE.

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

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

## UN-NUMBERED.

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

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

## CEREALS.

### WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.  
The King's Food, 3 doz. in case, per case, \$4.80.  
White Swan Barley Crisps, per doz., \$1.

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

## F. COWARD,

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

## DOMINION CANNERS.

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

2 00  
Red currant .....

1 85  
Peach, white, heavy syrup 1 60  
Pear, Bart., heavy syrup 1 77½

## Jellies.

Red currant .....

2 00  
Black currant .....

2 20  
Cranbapple .....

1 65  
Raspberry and red currant 2 00  
Raspberry and gooseberry. 2 00  
Plum jam .....

1 55  
Green Gage plum, stoneless 1 65  
Gooseberry .....

1 65  
Grape .....

## Marmalade.

Orange jelly .....

1 55  
Green fig .....

2 25  
Lemon .....

1 60  
Pineapple .....

2 00  
Ginger .....

2 25

## Pure Preserves—Bulk.

5 lbs. 7 lbs.  
Strawberry .....

0 69 0 95  
Black currant .....

0 69 0 95  
Raspberry .....

0 69 0 95

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

Strawberry .....

0 13  
Black currant .....

0 13  
Raspberry .....

0 13  
Freight allowed up to 25c per 100 lbs.

## COCOA AND CHOCOLATE.

### THE COWAN CO., LTD.

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

Unsweetened Chocolate—  
Supreme chocolate, ¼'s 12-lb. boxes, per lb. .... 0 33  
Perfection chocolate, 20c size, 2 doz. in box, doz. .... 1 80  
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. .... 0 90

## Sweet Chocolate— Per lb.

Queen's Dessert, ¼'s and ½'s, 12-lb. boxes .....

0 40  
Queen's Dessert, 6's, 12-lb. boxes .....

0 40  
Vanilla, ¼-lb., 6 and 12-lb. boxes .....

0 35  
Diamond, 8's, 6 and 12-lb. boxes .....

0 28  
Diamond, 6's and 7's, 6 and 12-lb. boxes .....

0 24  
Diamond, ¼'s, 6 and 12-lb. boxes .....

0 25  
Icings for Cake—  
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ¼-lb. packages, 2 doz. in box, per doz. .... 0 90

Chocolate Confections—Per lb.  
Maple buds, 5-lb. boxes ... 0 36  
Milk medalitons, 5-lb. bxs. 0 36  
Chocolate wafers, No. 1, 5-lb. boxes .....

0 30  
Chocolate wafers, No. 2, 5-lb. boxes .....

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

0 20  
Nonpareil Wafers, No. 2, 5-lb. boxes .....

0 25  
Chocolate ginger, 5-lb. bxs. 0 30  
Milk chocolate wafers, 5-lb. boxes .....

0 36  
Coffee drops, 5-lb. boxes .. 0 36  
Lunch bars, 5-lb. boxes .. 0 36  
Milk chocolate, 5c bundles, 3 doz. in box, per box. .... 1 35  
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box .....

0 85  
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. .... 0 36  
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. .... 0 36  
Nut milk chocolate, 5c bars, 24 bars, per box .....

0 90

## EPPS'S.

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

0 37

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

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

Elite, 10c size (for cooking) dozen .....

0 90  
Mott's breakfast cocoa, 2-doz. 10c size, per doz. .... 0 85  
Nut milk bars, 2 dozen in box .....

0 80  
" breakfast cocoa, ¼'s and ½'s .....

0 36  
" No. 1 chocolate .....

0 30  
" Navy chocolate, ¼'s .. 0 26  
" Vanilla sticks, per grs 1 00  
" Diamond chocolate, ¼'s 0 24  
" Plain choice chocolate liquors .....

20 30  
" Sweet chocolate coatings .....

0 20

## WALTER BAKER & CO., LTD.

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

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

## CONDENSED AND EVAPORATED MILK.

### BORDEN MILK CO., LTD.

East of Fort William, Ont.  
Preserved— Per Case  
Eagle Brand, ea. 4 doz. .... \$6 00  
Reindeer Brand, ea. 4 doz. .... 6 00  
Silver Cow Brand, ea. 4 ds 5 40  
Gold Seal Brand, ea. 4 doz 5 25  
Mayflower Brand, ea. 4 doz 5 25  
Purity Brand, ea. 4 doz. .... 5 25  
Challenge Brand, ea. 4 doz 4 75  
Clover Brand, ea. 4 doz. .... 4 75  
Evaporated (Unsweetened)—  
St. Charles Brand, small, ea. 4 doz. .... 2 00  
Peerless Brand, small, ea. 4 doz. .... 2 00  
St. Charles Brand, Family, ea. 4 doz. .... 3 90  
Peerless Brand, Family, ea. 4 doz. .... 3 90  
Jersey Brand, Family, ea. 4 doz. .... 3 90  
St. Charles Brand, tall, ea. 4 doz. .... 4 60  
Peerless Brand, tall, ea. 4 doz. .... 4 60  
Jersey Brand, tall, ea. 4 doz. .... 4 60  
St. Charles Brand, Hotel, ea. 2 doz. .... 4 25  
Peerless Brand, Hotel, ea. 2 doz. .... 4 25  
Jersey Brand, Hotel, ea. 2 doz. .... 4 25  
St. Charles Brand, gallons, each, ¼ doz. .... 4 76  
"Reindeer" Coffee & Milk, ea. 2 doz. .... 5 00  
"Regal" Coffee and Milk, ea. 2 doz. .... 4 60  
"Reindeer" Cocoa & Milk, ea. 2 doz. .... 4 80

## CANADA FIRST BRAND.

### The Aylmer Condensed Milk Co.

Per Case.  
Canada First Baby Evaporated Milk .....

2 00  
Canada First Family Evaporated Milk .....

3 00  
Canada First Medium (20 oz.) Evaporated Milk. .... 4 80  
Canada First Hotel Evaporated Milk .....

4 25  
Canada First Gals Evaporated Milk, Manufacturer's Special .....

4 75  
Canada First Condensed (sweetened) .....

5 25  
Rose Bud Condensed Milk. 5 15  
Beaver Condensed Milk ... 4 00

# ROYAL



# BAKING POWDER

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

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

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

**THERE IS NO SUBSTITUTE**

## Lucky Pod Peas From Old England

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

Established 1854.

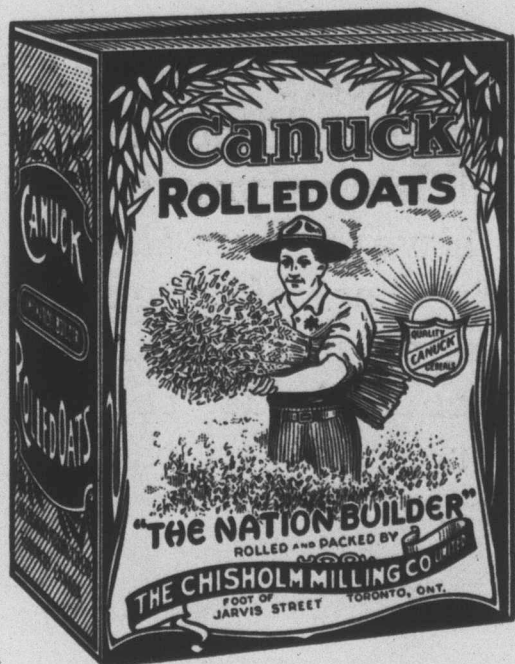
**F. W. FEARMAN CO.**  
LIMITED  
HAMILTON

## Try Us on BULK MINCE MEAT

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

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





A word of appreciation to the dealers in the territory covered by the Canuck Rolled Oats advertising.

They have responded promptly to the demand for Canuck Rolled Oats and have shown a spirit of co-operation that has been decidedly encouraging.

Next fall the advertising will be extended and our distribution enlarged. By that time the capacity of our mill will be materially increased.

*Get our attractive dealers' proposition.*

**Chisholm Milling Company, Ltd.**

**Toronto, Ontario**

**Montreal Office---109 Youville Square**

# What Do You Earn?

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

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

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

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

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

## Sit In Your Office and get your Western business through us



With five large warehouses and a staff of live representatives in daily touch with all parts of the vast Western territory, we are in a position to do better justice to your line than you are, even by sending your travellers out to call on the trade direct. We are well known and handle only reliable lines, covering the territory often. We want to handle accounts in Western Canada for manufacturers of Europe, United States and Eastern Canada. We guarantee sales.

*Do not overlook this market—WRITE US TO-DAY.*

## NICHOLSON & BAIN

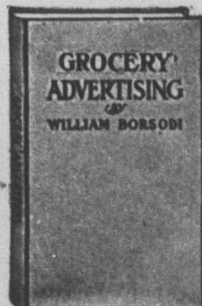
Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

## Grocery Advertising has made Fortunes

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



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

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

PRICE POSTPAID \$2.00

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

## ASK FOR DAPHNE

BRAND



## SEEDED RAISINS



Your Customers like them

PACKED BY  
GUGGENHIME & CO.,  
SAN FRANCISCO

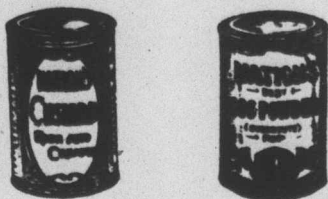
AGENTS  
ROSE & LAFLAMME, Limited  
MONTREAL & TORONTO



## NATION'S CUSTARD POWDER

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

## Nation's Egg Powder



### AGENTS:

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

Samples free by post.

## Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

## Georgian Bay Apples

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

## LEMON BROS.

Owen Sound, Ontario

Lemon Market  
in Messina will  
advance very  
shortly---

**BUY NOW**

They'll keep  
St. Nicholas  
Home Guard  
Puck  
Kicking

## J. J. McCABE

Agent

Toronto, - Canada

## Spices in Packages

Packaged goods retain their full strength and flavor. Bulk goods lose strength through exposure.

## HUGMAN'S

PURE



ENGLISH

## SPICES

are absolutely pure, neatly packaged, and attractively labelled. The dealer who handles Hugman's packaged spices runs no chance of deterioration of his stock, and has no trouble and loss by weighing.

Each package indicates purity and positively no adulteration. **ORDER NOW.**

**A. W. Hugman, Limited**  
Montreal

## ROSE QUESNEL

### A Pure Canadian Smoking Tobacco

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

and

### KING GEORGE NAVY PLUG

### A Chewing Tobacco

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

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

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

## The Choicest Fish of All Sorts for Lent

We have assembled every saleable variety of Fish for the Lenten trade. The present cold weather is likely to be prolonged, so you can order with confidence. **Halibut, Whitefish, Smelts, Qualla Salmon, Ciscoes, Prawns, Sea Herrings, Cod, Haddock, Haddies, Oysters, etc.**

**Fruit and Vegetables  
in abundance.**

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

## California Navels

Absolutely free from frost. Sweet, juicy fruit—well colored. No need to buy inferior or frozen fruit as long as our supply holds out.

## Fancy Florida Celery

Crisp stocks, well-bleached. Good green tops. Fresh arrivals every day of

**Haddies, Fillets, Ciscoes, Bloaters, Lake Herring, Oysters.**

THE HOUSE OF QUALITY.

## HUGH WALKER & SON

GUELPH and NORTH BAY  
Established 1861

It is one thing to make Paper Bags that are *occasionally good*. It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying goodness*.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag ever manufactured.

### The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of  
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags  
OTTAWA ONTARIO

DISTRIBUTORS:  
ONTARIO: The Vektor Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.  
MARITIME PROVINCES: Thomas Flanagan, Halifax, N.S.  
MANITOBA, ALBERTA AND SASKATCHEWAN: Walter Woods & Co., Winnipeg.  
BRITISH COLUMBIA: Smith, Davidson & Wright, Vancouver, B.C.  
MONTREAL AND QUEBEC: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

## YOUR CUSTOMERS KNOW THAT HEINZ QUALITY MEANS HIGHEST QUALITY IN FOOD PRODUCTS.

They know, furthermore, that they can get their money back if any of

## HEINZ 57 VARIETIES PURE FOOD PRODUCTS

ever fail to please in any way.

They have confidence in the goods, and that's why the demand for Heinz foods is constantly increasing.

Did you ever stop to think how much you benefit by that established demand?

## H. J. Heinz Company





FULL  
16 oz.

FULLEST  
PROFITS

Chinese Starch is put up in full weight packages—always giving best results and complete satisfaction to the user.

The dealer is recompensed by big sales, large profits and pleased customers.

O. Lefebvre, Prop.  
OCEAN MILLS, Montreal

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



**DO YOU USE SOCLEAN  
IN YOUR STORE ?**

It is the original and best dust laying compound on the market. Soclean Sweeping Compound absolutely lays dust, disinfects, kills moths, cleans carpets, saves dusting and much cleaning labor. Housewives welcome it. Put up a display, it is a good seller.

**SOCLEAN LIMITED**

"The Originators of Dustless Sweeping"

TORONTO

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

**CASTILE SOAP**



**"LA VIERGE"**

**The Virgin Brand  
EXTRA SUPERIOR QUALITY**

**The Standard Castile Soap of Marseille**

Daily output about 100,000 lbs.

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

**LAW, YOUNG & CO., Montreal**

SOLE AGENTS FOR CANADA

**"Babbitt's"**  
is  
**The Original  
Soap Powder**



**Purest, Strongest, Best Selling**

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

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

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

# EGG Cases and Fillers

Buggy Egg  
Carriers

Humpty Dumpty  
Egg Case

Car Lots or Dozens

???? Ask us about  
these Goods

Walter Woods & Co.  
HAMILTON - WINNIPEG

Kindly mention this  
paper when writing  
to advertisers.



## Why Don't You do Like Him?

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

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

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

*You should have Kingery's Book of Possibilities and Catalogue No. 39. They are free.*

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

## D. & J. McCallum Perfection Scotch Whiskey

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

*Stock McCallum's Perfection.*

**WM. E. MCINTYRE, LIMITED**  
General Agent

23 WATER STREET

ST. JOHN, N. B.

**COFFEE** High Grade Coffees are up several cents per pound, but we will contract with you for the balance of the year for

# AURORA COFFEE

the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch with us.

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.





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



### The Easy Jell-O Way

As an example of the easy Jell-O way, the spectacle of a little tot making and serving a Jell-O dessert would interest any grocer.

As you know,

# JELL-O

desserts are made by dissolving Jell-O in boiling water and cooling it. Anybody can do that.

And because it is so easily done and so satisfactory in everyway, there is a great demand for Jell-O.

We hope you are getting your share of it at your store.

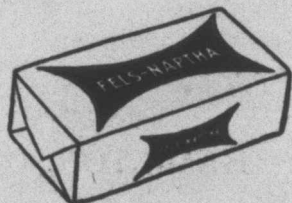
**THE GENESEE PURE FOOD CO.,**  
 Bridgeburg, Can.

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

## The Grocery

that freely sells Fels-Naptha is most likely a store of progress.

Goods handled are a token of the class of customers. The class of customers is a guide to the kind of stock. No better success — stock than Fels-Naptha Soap.



**ANCHOR BRAND FLOUR**

“The Flour” that meets every expectation of the housewife.

Manfd. by  
**LEITCH BROTHERS FLOUR MILLS**  
 Oak Lake, Man. 15



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

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

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

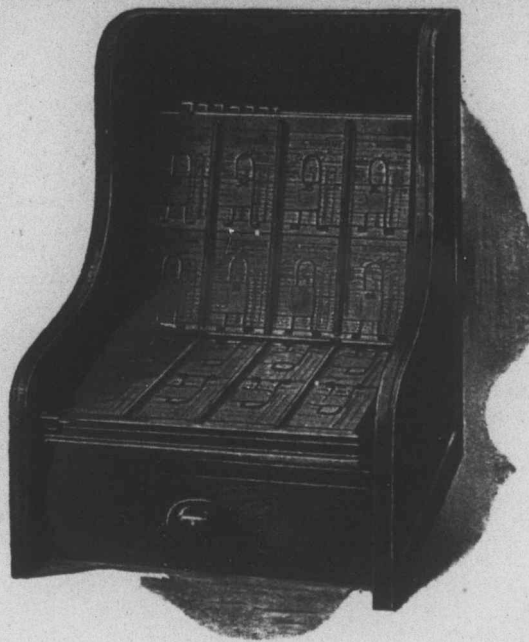
**Dominion Match Co., Limited**  
Deseronto, Ontario

**REPRESENTATIVES**

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



**A Money Earner  
and Money Saver**



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



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

**The Hamilton Incubator Co., Ltd.**  
Hamilton, Ontario





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

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

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

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

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



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

**JOHN P. MOTT & CO.**

MANUFACTURERS

HALIFAX, NOVA SCOTIA



**"King Oscar"**

on Sardines is like

**"STERLING" ON SILVER**

By Special Royal Permission.

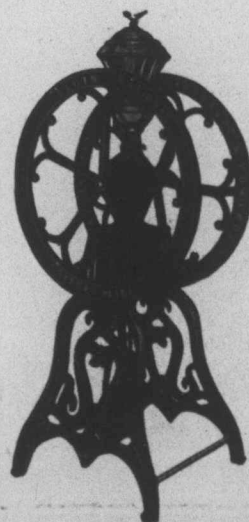
You know the value of the "Sterling" mark on silver. You should know the value of "King Oscar" on Sardines, for the one is just as important to its particular line as the other.

"King Oscar" Brand Sardines are the height of absolute purity and wholesomeness, and have the zesty flavor of the fresh caught sardine. The purest olive oil is used only in the packing. Your wholesaler will supply you if you insist.

**J. W. Bickle & Greening**

(J. A. Henderson)

Hamilton, - Ontario



### BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

**ELGIN**  
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;  
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).  
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.  
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.  
LONDON—German, Eohert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.  
BRINA, B.A.S.E.—Campbell, Wilson & Smith  
MONTREAL—The Canadian Fairbanks Co. (and branches).  
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

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

# Parowax

(Pure, Refined Paraffine)

You can build up a good, steady line of trade by reminding your women customers how much Parowax helps in the wash.

Parowax is a splendid seller with housewives everywhere.

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

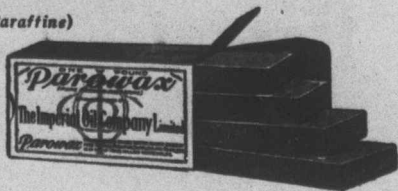
This is the same Parowax that is in such wide demand for sealing jellies, preserves, etc. It makes an absolutely air-tight, mold-proof seal.

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



**The Imperial Oil Co., Limited**

Toronto Winnipeg Montreal  
St. John Halifax



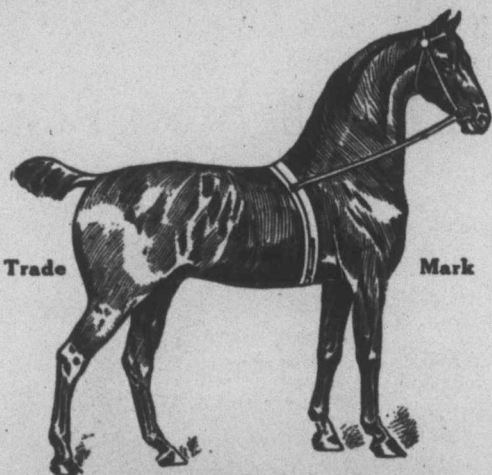
## THE BEST FROM THE SEA TO LAND IN FISH IS BRUNSWICK BRAND

They can be relied on to give the fullest satisfaction. The fish are caught in the famous Passamaquoddy Bay, and our modern and sanitary methods of catching, cleaning and packing insures a retention of the fresh, natural sea flavor.

Brunswick Brand Herring in Tomato Sauce and Kippered Herring are known for their high quality and rare delicacy.

Write for our list of Fish Food Products and prices. You will be interested.

### Are You In On This Profit Maker?



### "QUINQUINOL"

(Pronounced Kin-Kin-all)

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

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

**50% PROFIT and Exclusive Territory**

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

**QUINQUINOL STOCK FOOD CO.**

69 ST. TIMOTHEE STREET, MONTREAL



**CONNORS BROS., Limited**

Black's Harbor, N.B.

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



## Superior Grade

both in material and in processes of manufacture are the explanation of the wonderful popularity of

## Sterling Brand Food Products

Lime Juice, Jams, Pickles, Extracts, Catsups, Relishes, Horse-radish, Marmalade, Sauces, etc.

THE  
**T.A. Lytle Co.**

LIMITED

Sterling Road, Toronto, Can.

## Rowat's Pickles

Like all other Rowat products, possess an individuality that gives them a value all their own and makes them the line for the grocer to feature.



**ROWAT & CO.**  
Glasgow, Scotland

CANADIAN DISTRIBUTORS:

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

# EUREKA

## Twenty-seven years of Eureka Refrigeration



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

WRITE FOR CATALOGUE AND PRICES

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

Montreal Representative

**JAMES RUTLEDGE** - Telephone St. Louis 3076

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

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

## Think It Over!

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

## Black Knight Stove Polish

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

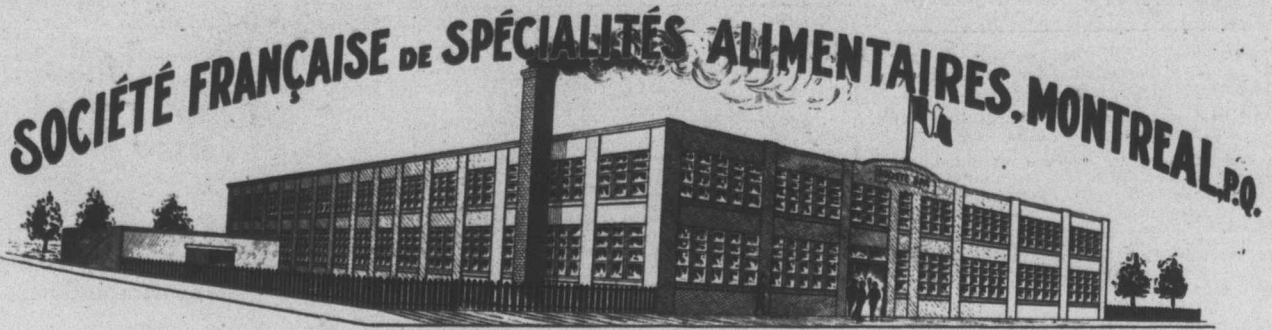
Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'



**F. F. DALLEY CO., Limited**

Hamilton, Canada

Buffalo, U.S.A.



# PARIS PATÉ SANDWICH

The Acme of the French Cuisine

## PARIS PATE SANDWICH

has already a most extensive sale in France and throughout Europe. This very dainty food product is now manufactured by the most expert French cooks in the spacious factory erected in Reading Street, Montreal, and has created a wide awake interest in the Wholesale and Retail Grocery trade.

The most exquisite amongst all delicacies is always ready for use. You simply cool it for a few minutes in cold water before opening the stamped and hermetically sealed box.

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

## Retailers !

We are out to get acquainted

with you, hence this offer:—

Send us fifty cents and we will

ship, freight prepaid, 6 tins of

PARIS PATÉ as a trial lot.

We Advertise Extensively Our

## PARIS PATÉ SANDWICH

because we confidently anticipate the greatest possible success in the sales of **Paris Pate Sandwich** :

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

Because its preparation is entrusted to expert French chefs and to specialists in every department of our large factory.

Because the best proof of **Paris Pate** is in the eating :

**Eat It Once**



and then you can't do without it.

## RELIABLE AGENTS WANTED AT ONCE

We are open for correspondence from agents all over Canada, but will only consider those who have a retail as well as wholesale connection. **Write for territory now.**

**Société Française de Spécialités Alimentaires**

Reading Street

Montreal, Canada



**CLASSIFIED ADVERTISING**

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

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

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

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

**MISCELLANEOUS**

**A BOOKKEEPING STAFF IN ITSELF**, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

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

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

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

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

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

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

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

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

**FOR SALE**

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

**SITUATION WANTED**

**GROCERY CLERK, AGE 19, WITH 5 1/2** years' experience, would like to secure position in the West. Apply Box 462, Canadian Grocer, Toronto.

**AGENTS WANTED**

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

**MISCELLANEOUS**

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

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

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

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

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

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

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

**ADDING TYPEWRITERS WRITE, ADD OR** subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

Your card in our **MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY** pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.



**TANGLE-FOOT**

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

**The Sanitary Fly Destroyer, Non-Poisonous.**

**Pascall's**  
**Confectionery**  
**and Chocolates**

**Quality: The Purest**  
**Variety: The Largest**  
**Prices: Right**

**AGENTS—**

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122 Wellington St. West.

**Winnipeg: Ruttan & Chipman, Fort Garry**  
Court.

**Vancouver: C. & J. Jones.**

**New Brunswick: J. E. Angevine, Hampton.**

**Reduce Credit Risks**

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



**ALLISON**  
**Coupon Books**

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

**HOW THEY WORK**

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

**For Sale By the Jobbing Trade**  
Everywhere.

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



# Buyers' Guide

## COMPLETE YOUR TOBACCO DEPT.

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

## GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT

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

## WRITE TO

10 Garfield Chambers, Belfast, Ireland,  
for Sample Copy of the  
**Irish Grocer, Drug, Provision  
and General Trades' Journal**  
if you are interested in Irish trade.

## COMTE'S COFFEES

Satisfy every user. Let's tell you why.  
Address  
146 St. Urban St. - Montreal

We have the only **FIREPROOF  
WAREHOUSE** in **WESTERN ONTARIO**,  
and solicit your business for Storage  
and as Forwarding Agents.

**THE FIREPROOF WAREHOUSING  
CO., LTD.,** London, Can.

## FLY CATCHERS

SEASON 1913  
Don't buy until you see our samples and prices  
**WRITE NOW - DON'T DELAY**  
Agents for Canada  
**KIDD & KIDD, Vancouver, B.C.**

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

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

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

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

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

## VOL-PEEK



Mends Holes in **POTS, PANS, KETTLES &c**  
Mends Granite, Tin, Iron, Copper, Brass, Aluminum, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils. 25c per package postpaid, enough to mend 60 holes.  
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**AGENTS WANTED.**

**DEALERS:** You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

## OLYMPIA AND BEN BEY CIGARS

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

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Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.

**H. BOURQUE & SON**  
MONTREAL.

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You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—  
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Agents.

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**Bitter Oranges and Peels**  
**F. KESSELL & CO. 7-8, The Approach**  
London Bridge, London, Eng.

## GRATTAN & CO., LTD.

ESTD. 1825  
**THE ORIGINAL MAKERS OF  
BELFAST GINGER ALE**  
Agents in Western Canada  
**EMERSON, BAMFORD CO.**  
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Manufacturers and Buyers of Dried, Evaporated and Canned Apples.  
Ingersoll, - - - - - Ontario  
Established 1886.


## Let Us Make Your Store Fixtures

We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.  
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Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.  
See Our Travelers.  
**THE AETNA BISCUIT CO., LTD., MONTREAL.**

## BAKE OVENS



Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.  
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.  
Write for General Catalog.  
**The BRANTFORD OVEN AND RACK CO., LTD., Brantford Canada**

## Write us for New Price List of WINDSOR SALT

**TORONTO SALT WORKS**  
TORONTO, ONT. **GEO. J. CLIFF, Manager**

All germs are killed by this strong and refreshing disinfectant sweeping powder

## "NO-DUST"

Sold in bulk only  
**No-Dust Mfg. Co.**  
8 Market Sq., St. John, N.B.

## A MONEY-MAKER



Sells Somerville's gum for you without trouble. Makes large increase in your gum sales. Write for full particulars to Canadian agents, Weir Speciality Co., Ltd., 561 and 563 Yonge St., Toronto, Ont.



# Manufacturers' Agents and Brokers' Directory

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

**WESTERN PROVINCES.**

**ESCOTT & HARMER**  
 Successors to W. H. ESCOTT CO.  
 WHOLESALE GROCERY  
 BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS  
 OFFICES:-  
 Winnipeg, Regina, Calgary, and Edmonton

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

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

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

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

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

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

**WESTERN PROVINCES—Continued.**

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

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

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

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

**DISTRIBUTORS, LIMITED**  
 P. O. Drawer 99  
 EDMONTON, ALBERTA.  
 Manufacturers' Agents, Commission Merchants, Warehousemen.  
 Track connection with all Railroads.

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

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 Formerly  
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 Commission Brokers, Customs Brokers and Manufacturers' Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.  
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 Cor. Vermillion Ave. and 5th St.  
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 Importers and Manufacturers' Agents  
 We specialize in Biscuits and Candies  
 We are still open for a few good Agencies

**ONTARIO.**

Leading Brokers in Canada  
 for  
**Evaporated Apples**  
 Wire or write us for Prices.  
**W. H. MILLMAN & SONS**  
 Wholesale Grocery Brokers  
 Toronto, Ont.

**WANTED**  
 I am open to buy  
 White Kidney Beans  
 White Marrowfat Beans  
 Canadian Blue Peas  
 Popping Corn  
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 Merchandise Broker  
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 Established 1903

**W. G. PATRICK & CO. Limited.**  
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 TORONTO  
 Grocery Brokers and Agents.  
 Established 1885.

**MacLaren Imperial Cheese Co. Limited**  
 DEPARTMENT AGENCY  
 Agents for Grocers' Specialties and Wholesale Grocery Brokers  
 TORONTO, Ont. DETROIT, Mich.

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

# Manufacturers' Agents and Brokers' Directory

(Continued.)

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We solicit your business for Storage and as Forwarding Agents.

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

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## C. E. CREIGHTON & SON

Brokers and Commission Merchants  
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HALIFAX, - NOVA SCOTIA  
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ST. JOHN'S NEWFOUNDLAND  
MANUFACTURERS' AGENTS  
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

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333-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class  
Grocery Agencies. Highest References.

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Manufacturers' Agent and Commission  
Merchant.

235 St. John St., QUEBEC, CAN.

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

## SUGGEST MAPLEINE



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

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

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

Mason & Hickey,  
287 Stanley St. Winnipeg Man.

The Crescent Mfg. Co.  
SEATTLE. - WASH.



## OAKEY'S

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

'WELLINGTON'

## KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

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

Wellington Mills, London, England

## SHIP YOUR CARS TO

# FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.  
Inland Revenue and Customs Bonds.

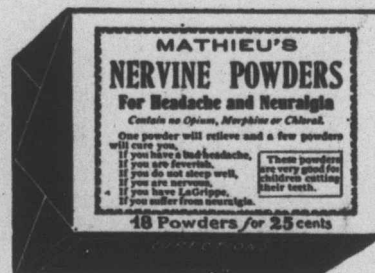
Our siding is on G.T.P. and C.N.E., inter-switching with C.P.R. and Midland  
Railway. Cars distributed carefully.

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

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

Every Merchant who handles—

## Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil*

is a specific in all forms of colds.

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

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

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

ESTABLISHED 1849

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Offices Throughout the Civilized World

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

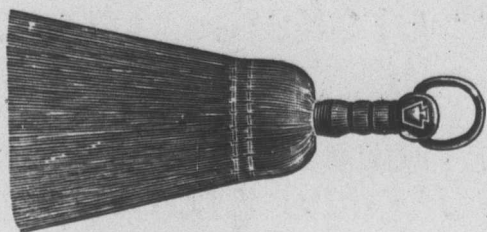
Reputation gained by long years of vigorous,  
conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER  
WESTERN CANADA  
TORONTO

# TWO CENTS PER WORD

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





## Do You Handle WHISKS?

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

Write for samples.

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

## The Arctic Refrigerator

Built to your  
requirements

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

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

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

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

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



# Dried Fruits

We have a full assortment and prices are absolutely just what will appeal to you. Get in on the ground floor.

### CURRENTS.

"Victoria" Brand, 36 1 lb. pkgs.  
"Parthenon" Brand, 36 1 lb. pkgs.  
"Royal Excelsior," Loose, 25 lbs.

### CALIFORNIA RAISINS.

"Rose" Brand, 36 1 lb. pkgs.,  
Seeded.  
"G. & S." Brand, 36 1 lb. pkgs.,  
Seeded.  
"G. & S." Brand, 50 12 oz. pkgs.,  
Seedless.  
"Dragon" Brand, 45 12 oz. pkgs.,  
Seeded.

### MALAGA TABLE RAISINS.

Conqueror, Empress, Duchesse,  
Princess, Countess, in 1 lb. bundles  
and in 5½ and 22 lb. boxes.

### VALENCIA RAISINS.

Rowley F.O.S., Loose, 28 lbs.; Rowley  
Selected, 28 lbs.; Rowley, 7 lbs.;  
Rowley, 4 crs. layer, 28 lbs.

### EVAPORATED FRUITS.

Apples, in 50 lb. boxes, Pears,  
Peaches, Apricots, etc., in 25 lb.  
boxes.

### PEELS.

Lemon, Orange, Citron, in 7 lb.  
boxes.

### FIGS.

3, 4, 5 and 6 crowns, in 12 oz., 16  
oz., and 10 lb. boxes, Natural in  
bags.

### HALLOWEE DATES.

30 1 lb. packages, loose, 50 lbs.

### NUTS.

Mayette, Marbots, Pecans Large,  
Terragone, Brazil, Filberts.

### SHELLED NUTS.

Walnuts, loose, 55 lb. boxes.  
Almonds, loose, 28 lb. boxes.

Write, Phone, Wire.

**LAPORTE, MARTIN & CIE., LIMITEE**

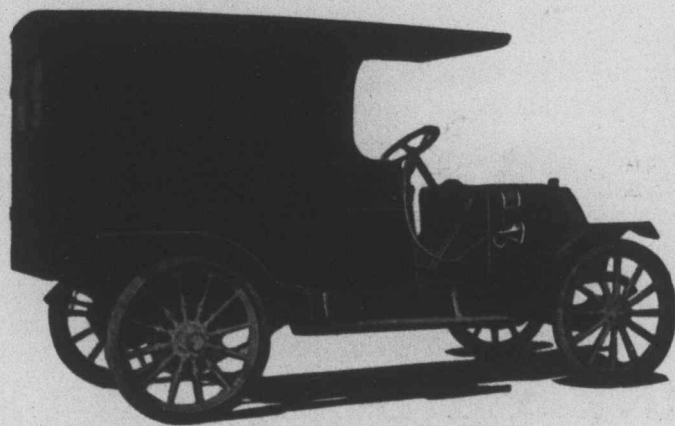
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# THE CANADIAN GROCER

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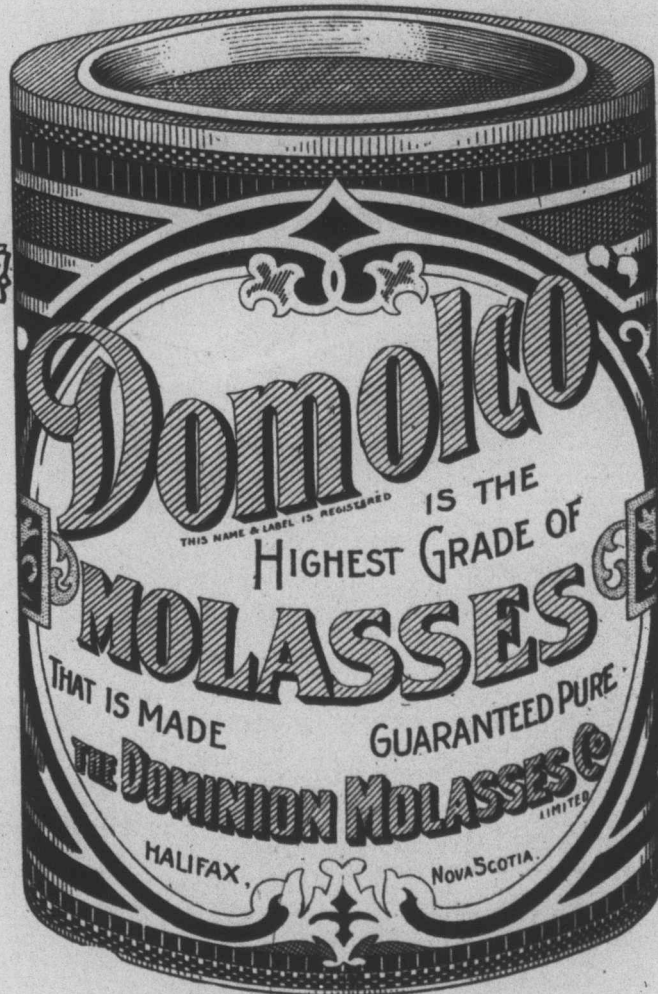
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