

**PAGES
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CANADIAN GROCER

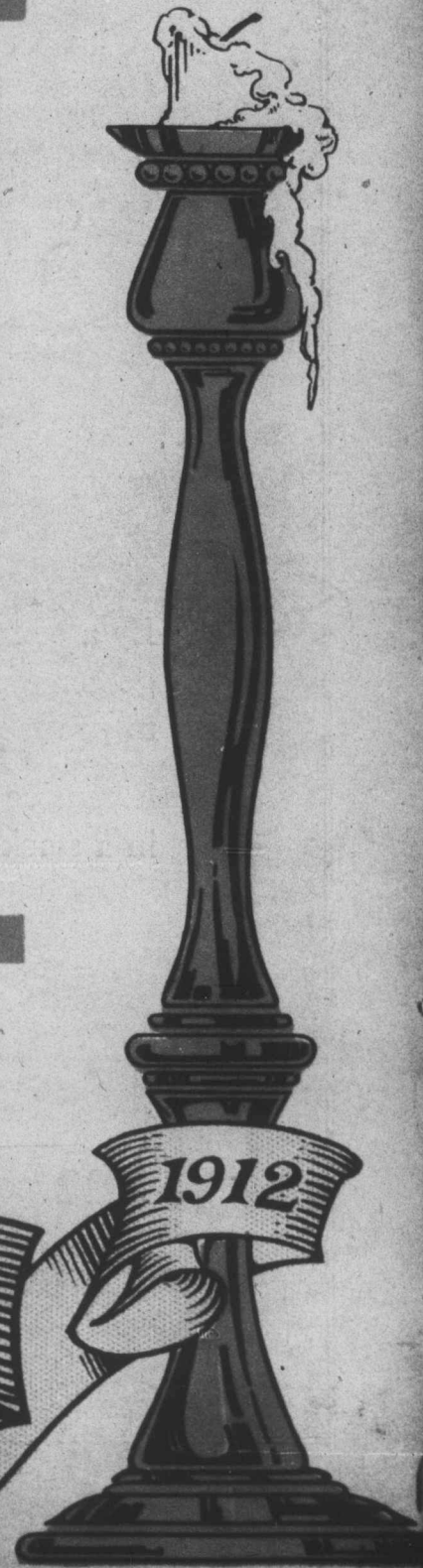
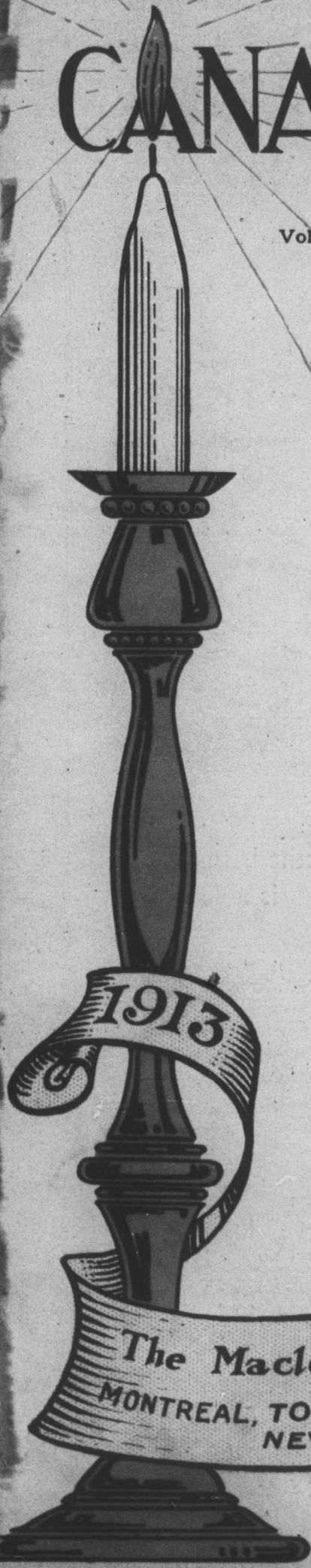
Vol. XXVII.

JANUARY 3, 1913

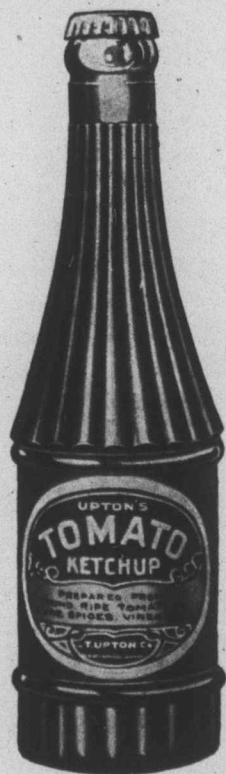
No. 1

PUBLICATION OFFICE: TORONTO.

The candle of the Old Year has fluttered its last and died away. But in its stead there has been lit another, bigger and brighter, and with greater possibilities. During nineteen twelve Canada has experienced a splendid increase in prosperity. Trade has advanced as never before. We trust that when books have all been balanced, our readers will find they have shared to the fullest in that prosperity. And now that a New Year has been ushered in with unprecedented promises of large trade, it is the one best wish of The Canadian Grocer that each and all will enjoy an overflowing measure of success.



The Maclean Publishing Co. Limited
 MONTREAL, TORONTO, WINNIPEG, VANCOUVER
 NEW YORK. LONDON, ENG.



A Good Display of Upton's Catsup, Means a Till Full of Coin

Most grocers know the Upton products to be among the most profitable and quick selling lines in the trade.

But a well arranged display, with probably a few cards greatly enhances the selling of such consistent high quality products—Upton's Jams, Jellies, Marmalades, Catsups, etc.

By a concentration of effort and standardization of method, together with fruits of very select quality, this organization is able to produce unsurpassable table delicacies.

Extensive and consistent advertising helps create business. Put in a stock and reap some Upton profits during this year.

*Brands may come and Brands may go,
But Upton's go on forever.*

Order from your jobber.

The T. Upton Company, Limited
HAMILTON, ONTARIO

HIGHEST QUALITY

The absolute purity of Cox's Gelatine makes it a standard product of world-wide fame. Whether in powdered or shredded form, it is still as free from foreign substances as the clearest rock crystal from mother earth.

Cox's Gelatine

It has never disappointed, and never will, because folks get what they expect and want when they buy the peer of all—"Cox's." Highest quality to-day, to-morrow and all the to-morrows to come. A safe and certain asset for a grocer's stock-in-trade — always worth its face value of 100 cents on the dollar.

Codou's Macaroni, Vermicelli, Spaghetti, fancy letters and pastes, represent the top-notch of quality—the highest attainment of skill, experience and cleanliness in a model factory, said to be (by those who really know) one of the finest in the world.

Codou's Macaroni

A macaroni whose delicacy and whiteness bear witness to the caution used in selecting only finest wheat (from Taganrog) for the making. Tender as a macaroni can be, nutritious to the highest degree. Let the name on every package "Codou" serve to assure you of highest quality when you buy.

ARTHUR P. TIPPET & CO.

Agents

Montreal

Toronto

It pays to sell



**Push the larger bottles—they
pay you best**

When you quote the prices of the different sizes to your customers the saving to them is at once evident.



It is no more trouble or expense to handle the larger sizes, but your profit on an individual sale is much better.

BOVRIL LIMITED

27 St. Peter Street

MONTREAL

Concentrate on
BORDEN'S
during this year and you
will come out ahead



UNSWEETENED



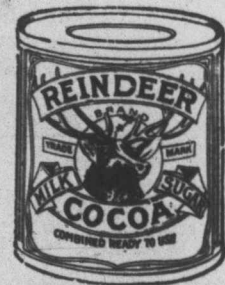
UNSWEETENED



The Original
and Leading Brand
Since 1857



With Milk and Sugar



READY FOR USE

Borden Milk Co., Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver



**"PURITY"
the
Slogan**

For a slogan in the selling of foodstuffs *Purity* holds pride of place, and it is the unvarying and absolute purity of



**Brand
Jams, Jellies, Catsup, etc.**

that has raised them to the zenith of public favor.

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.



**Brand's
A. 1.
Sauce**

A fine tonic and digestive. An excellent relish for "Fish, Flesh or Fowl."

Simply A. 1., pleases everyone: The public will have it. Sold the world over.

Brand's A. 1. Sauce and Invalid Specialties were granted highest possible award "The Grand Prix" at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

BRAND & CO., LIMITED

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

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



This is the time, **Mr. Grocer**, to push

SIMCOE BAKED BEANS

There are four sizes, with or without Chili or Tomato Sauce. **Quality** and **Quantity** are two big features that recommend them to your customers, and there is considerable profit for you.

"Feature the Family Size." Our own original big can for little money. Others are doing it, why not you?

Remember our guarantee goes with every can of Simcoe Baked Beans.

DOMINION CANNERS, LIMITED
HAMILTON, ONT.

Packed only at our Simcoe Factory in the Lynn Valley.



"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**

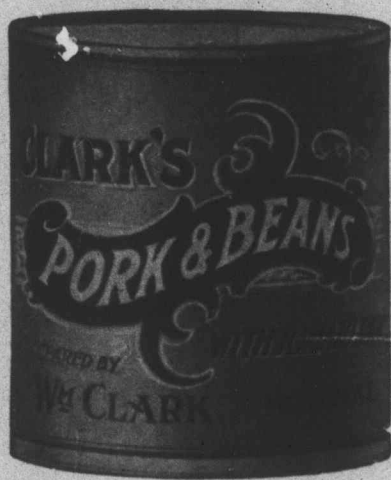
The Quality Behind the Name

is the most potent factor in the selling power of any article of commerce.

Give the consumer nothing but the PUREST and the BEST and you lay the foundation of a steady, permanent and ever increasing trade.



Clark's Pork and Beans



are prepared only from the PUREST and the BEST of material.

The beans are carefully selected and of the highest grade, the ingredients of the sauces are absolutely the purest obtainable, and the method of preparation is the most approved and up to date. The result is the QUALITY, which has made CLARK'S a household name to-day.

Buy the Quality That Sells

WM. CLARK, - MONTREAL

**HIGH
GRADE**

CONFECTIONERY

SOME OF OUR SPECIALTIES:

"ATLAS" SELECTION

The finest machine-made drops on the market. Packed in clear white jars, 1 lb., 2 lb. and 4 lb. size, and 7 lb. blue enamelled tins.

FONDANTS

Delicately flavored. Beautifully shaped.



TURKISH DELIGHT

Made exactly as in Constantinople. None finer manufactured. The 8 oz. decorated tins sell splendidly.

Although the **quality** in all cases is perfect, the prices are by no means unreasonable as you will see by equiring of our special representatives.

Mr. BERNARD PINK c/o Canadian Grocer
E. T. Bank Building, MONTREAL

Messrs. EMERSON, BAMFORD CO.
VANCOUVER, B.C.

OR DIRECT TO

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



Wake Up

and sell the match
that every con-
sumer finds a de-
light in using.

Don't you know it? **Dominion** by name, perfection in quality, 'No broken sticks.

Dominion Match Co., Limited
Deseronto, Ontario

AGENTS:

The Canada Brokerage Company, Limited, Toronto, Ont.;
The A. Macdonald Co., Winnipeg, Man.; J. B. 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.; Hallo-
way, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett,
Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.;
Orr, Brocklesby, Dane & Co., Winnipeg, Man.



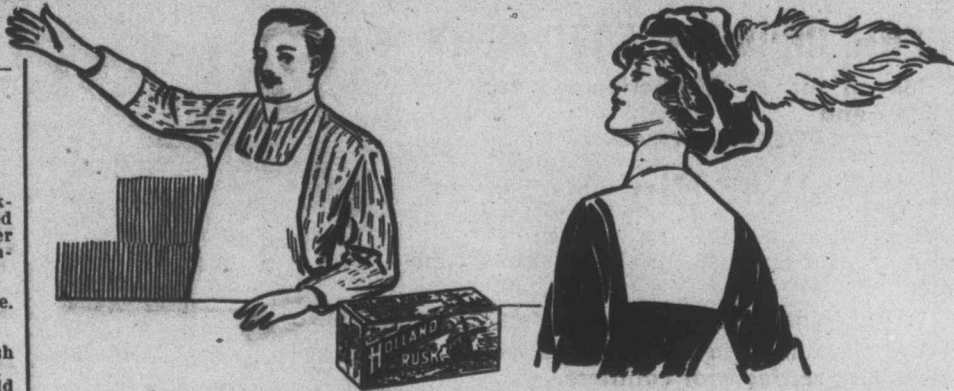
Laurentia Milk sales are continuing to gather speed, and during the year just begun dealers should not overlook the many sales they can make of Laurentia Milk—the boon to mankind. Laurentia Milk is ordinary pure cow's milk homogenized and bottled and sealed. It keeps indefinitely, is easily digested, tastes like thin cream. Laurentia Milk does not spoil on the dealer's hands, sells profitably the year round.

The Laurentia Milk Co., Ltd.
371 Queen Street West, Toronto, Ont.

Telephone—Adelaide 2760

HOLLAND RUSK

GOOD ALL DAY
 Good—For Breakfast — Lunch—
 Dinner.
 Good—Just Buttered.
 Good—With Cheese.
 Good—With Jelly.
 Good—With Jam.
 Good—With Milk or Cream.
 Good—With a Poached Egg.
 Good—With Strawberries, Black-
 berries, Peaches, sliced
 Bananas, or any other
 fruit, either fresh or can-
 ned.
 Good—With Coffee or Tea.
 Good—With Cocoa or Chocolate.
 Good—With Soup or Salad.
 Good—With Welsh Rarebit.
 Good—With any Chafing Dish
 Receipt.
 Good—With Hot Milk in cold
 weather.
 Good—As a Milk Toast.
 Good—For Pudding.
 Good—With Oyster Roast.
 Good—With Fried Tomato and
 Poached Eggs.
 Good—In a HUNDRED Different
 ways.
 Good—For Infants.
 Good—For Growing Children.
 Good—For every member of the
 family.
 Good in one hundred ways.
 Its wide adaptability and use-
 fulness makes it the most prac-
 tical and economical food known.
 Made of the most nutritious
 ingredients—eggs, milk, butter,
 sugar, flour and delicious Dutch
 flavoring.
 Remember!
 There is only ONE HOLLAND
 RUSK and but ONE THING
 like it—"more."
HOLLAND RUSK CO.
 Holland, Mich.



Good in One Hundred Ways

The many ways in which HOLLAND RUSK is eaten make it a fast seller. Keep it displayed on your counter, and when your customers buy it call their attention to its convenience as a toast with WELSH RAREBIT—in fact, whenever you sell cheese for WELSH RAREBIT sell a package of HOLLAND RUSK to be eaten with it. HOLLAND RUSK is not only delicious with fruits, berries, marmalades, jellies, oysters, poached eggs, etc., but it has high food value. It is a satisfying food for people of all ages, is enjoyed and easily digested by infants, growing children or dyspeptics. Our advertising helps to make HOLLAND RUSK sell. Keep it on your counter where customers can see it.

HOLLAND RUSK COMPANY
 HOLLAND, MICHIGAN

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

THE NAME "FAIRBANK"
MEANS SOAP SURETY

GOLD DUST



Saves work for your customers by its cleansing power, and GOLD DUST advertising saves work for you by its selling power. One is as searching as the other—just as GOLD DUST itself goes into every nook and corner of the household after dirt, Gold Dust advertising goes into every corner of the country after customers and sends them to your store.

LET THE GOLD DUST TWINS DO YOUR WORK.

The N. K. Fairbank Company,
 LIMITED, MONTREAL

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

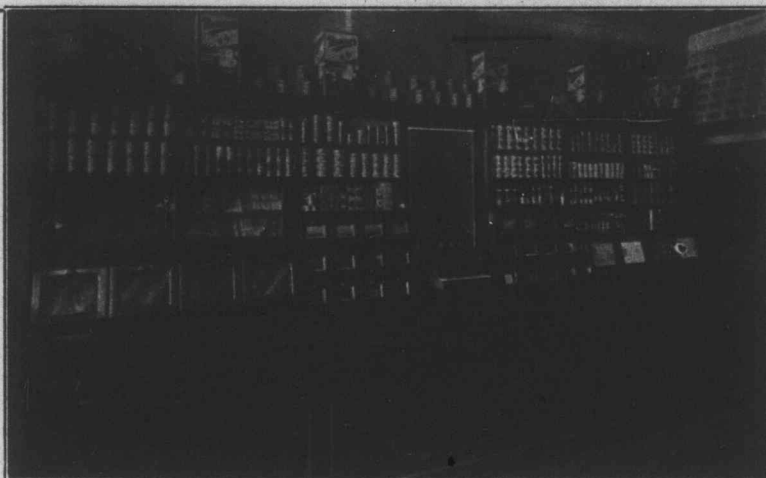
Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,

LIMITED

Berlin,

Ontario



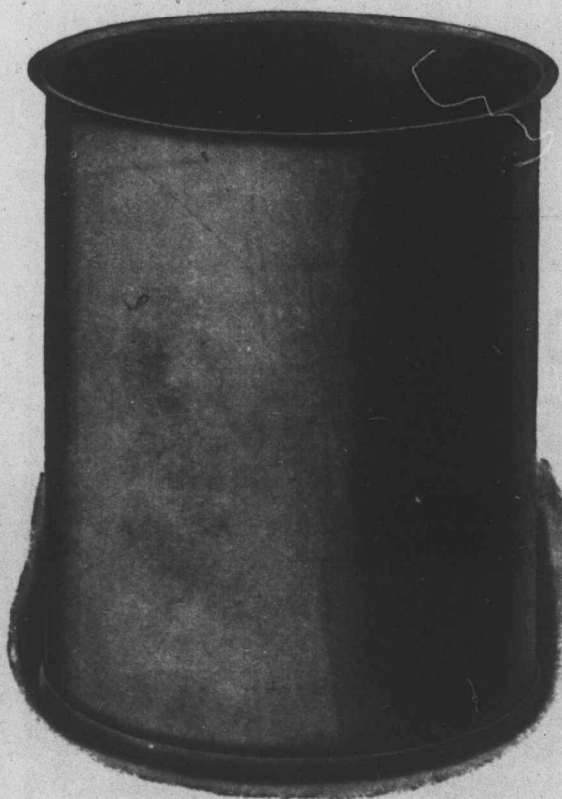
REPRESENTATIVES,

Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 895 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.S.





TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANTED AD. in this paper.



Sanitary Cans

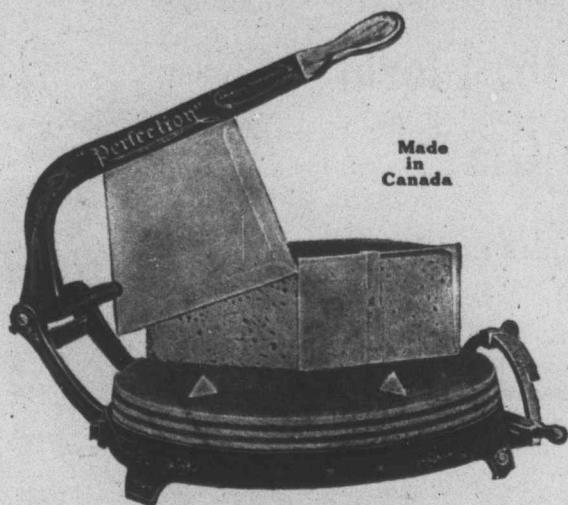
"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Inefficient Equipment Costs \$ \$



Profits in cheese sales are made not by guessing the amount of cheese a customer's order calls for, but by having the most efficient and absolutely non-erratic computing system to cut it. Real economy means efficient equipment; it costs dollars less than lost time through guessing weight (to say nothing of stock loss).

The Perfection Cheese Cutter

It is efficient because it enables you to sell cheese at a much better profit than by any other way, and is thoroughly practical and speedy and simple to operate.

Its features embody: A bevelled edge knife, a five-ply birch board that don't warp or come apart. It is handsomely finished in scale blue enamel. It is well constructed, with good workmanship. Automatic cabinet. Sells cheese all summer.

High-class natural finish. **Perfectly sanitary**—protects the cheese from air, dust and insects. Place for display and storage of box goods on part of its top.

Send for illustrated literature to-day

American Computing Co. of Canada

HAMILTON,

CANADA



"SHELL" BRAND Castile Soap

("La Coquille")

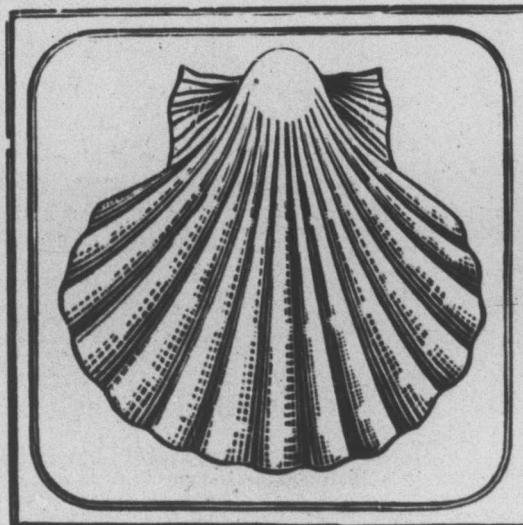
*The Standard of Purity
A Pure Oil Soap*

Has the largest sale of any Castile Soap in the Dominion. This Soap is especially manufactured by Messrs. Couret Freres, Marseilles, France, for Messrs. Estrine & Co.

GENERAL AGENTS

P. L. MASON & CO.

Toronto



WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals
Limited**

SOLE DISTRIBUTORS TORONTO

John Gray & Co., Ltd.

Glasgow

Scotland

1 lb. Floral Glass

Samples and Prices
from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lina Brokerage Co., 47 Wellington St. East; Ottawa, E. M.

Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.



Pleasure and Profit

are both derived from the use of a Coles Electric Mill. They please your customers by the silent, satisfactory way in which they do the work. They relieve your clerks of drudgery and give you increased profits from the sale of coffee.

Don't you think you had better send for a catalogue at once and become better acquainted with our line?

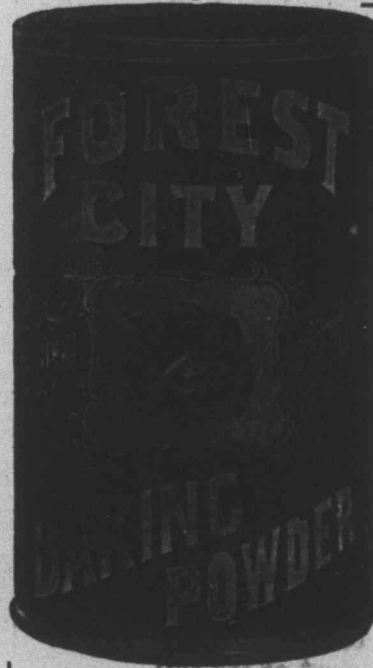
We also make electric meat choppers and a full line of hand and power coffee mills.



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

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.

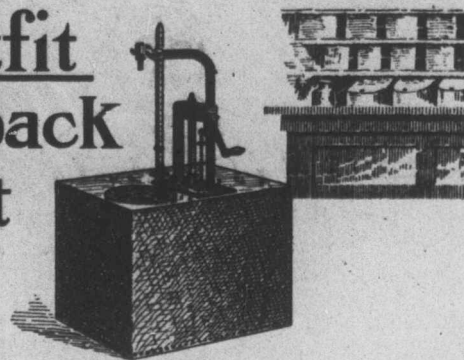
London, Ontario

Western Selling Agents:

Mason & Hickey, Winnipeg



"That Bowser Outfit
has paid me back
Every Cent
it Cost"



There are 750,000 BOWSER OIL TANKS in use to-day. Why? Because they pay! If you sell oil from an old-style tank you lose money in waste of oil and the damage it does to other articles, and you're paying the price of a

BOWSER SELF-MEASURING OIL TANK

without having it. You have only an oil "nuisance" instead of an oil "business." The BOWSER OUTFIT does away with the measure and funnels; you simply hang the customer's can on the nozzle and pump the desired amount. As soon as pumping stops an automatic cut-off checks the flow of oil and prevents dripping. If you fill an odd measure the indicator shows you what to charge. No waste of oil or time. No dirty oil-soaked floors. No need to run down cellar nor to a back room to draw oil, because the BOWSER OUTFIT is so clean it can be kept in the most convenient part of the store. Write us for complete catalogue No. 222, and full information—Free.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., Toronto, Ont.

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

Probably no other line of Coffees
in the world have been made so
easy and so satisfactory for the
grocer to sell as the products of

CHASE & SANBORN
MONTREAL



Litster Goods

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

Litster Pure Food Co.,
Limited
TORONTO

When The Hands Are Soiled

At the
Office,
Store,
Bank,
Printer's
Home,
in fact,



At the
Foundry,
Shop,
Mill,
Factory,
Garage
or Farm

anywhere or after any kind of employment or amusement, use

SNAP

Beneficial to the skin.

Big Sale for This Hand Cleaner.

SNAP COMPANY, Limited
MONTREAL, QUÉBEC

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.

A Genuine Trade Builder

Quality goods are those that attract and hold trade and



will prove a profitable proposition to every grocer because it is unrivalled in quality and purity.

It is moreover attractively packed and made up, and proves a rapid and profitable seller.

We have a dealer helper-selling plan that cannot fail to interest you. Send for details of it to-day.

The Guelph Soap Co.
GUELPH - ONTARIO

If you hear TO-DAY

at the counter, the word that is fast becoming familiar as a synonym for Stove Polish—

GIPSY

are you in a position to "deliver the goods"? If not, an excuse, an apology—profitless substitutes for a "GIPSY" sale.

HARGREAVES BROS. & CO., LTD.,
HULL, England.

Agents for ONTARIO

F. E. ROBSON & CO., 25 Front St. East,
TORONTO.

'CAMP' COFFEE Stands on its

It Appeals to the Public
because of its exquisite flavour and the ease and swiftness with which it can be perfectly prepared.

It should appeal to you
because it is the most popular of all coffee essences; because it means quick sales, big sales, and good profits.

*R. Paterson & Sons
Coffee Specialists
Glasgow*

*Ask your
Wholesale
House*

MERITS

Do You Realize

Mr. Grocer, how much confidence your customers put in your advice. Sell "Swallow" Brand, Macaroni, Vermicelli, etc., and you will never betray that confidence.

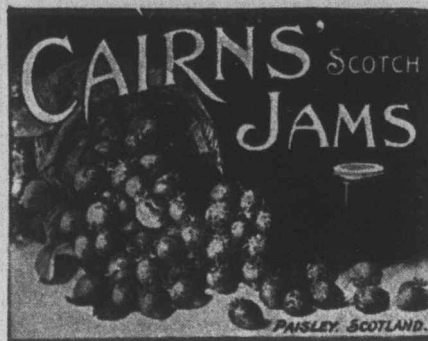
Stock and push

Macaroni Vermicelli ("SWALLOW") BRAND

right now. You know the reason.

Ask for "Swallow" (In French, Hirondelle) when ordering from your wholesaler. You will get quality goods by specifying this brand.

The C. H. Catelli
Company, Limited.
MONTREAL, CANADA



More Satisfaction

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

Royalty has and is appreciating them, and so will your customers. Dealers appreciate the profit. Are you one?

Alexander Cairns & Sons
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal

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

GOOD RAISINS 6½c. lb.

We have to offer some 100 cases Fine
Valencia Raisins, 1911 crop, at 6½c per
pound, F.O.B. Niagara Falls. Sample on
application.

MARLAND WOOLNOUGH CO.

Wholesale Grocers
Niagara Falls Centre, Canada

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.

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY
ALL
JOBBERS

½-lb. tins—
3 doz. in case

Riga Water

The Housewife's Friend

A Gentle Purgative

Absolute Cure for Constipation

Cures Where Others Fail

We Want Agents

La Societe des Eaux Riga

MONTREAL



50% PROFIT
GUARANTEED



THE MCGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

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

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

THE CANADIAN GROCER

St. Lawrence

Granulated

The most interesting changes in regard to sugars are an increase in the estimate of the Cuban sugar crop, which is now expected to reach 2,250,000 tons, being an increase of about 400,000 tons over last year, while, on the other hand, the estimates of the Russian beet crop have decreased by nearly a like amount.

**The St. Lawrence Sugar Refineries, Limited,
Montreal**



Mr. Grocer

When buying Jams and Jellies for your trade during this new year, always remember that

L. & B. BANNER BRAND

can be relied on as being of best quality fruit, carefully prepared and packed. The high quality and moderate price recommends it, and makes it popular with the trade.

Try this line when next ordering.

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

Start 1913 Right

Is your tea and coffee department going to be a big factor during the coming year? If so, you cannot afford to overlook our values in

BULK

Teas and Coffees--"The best value for the least money," also

MELAGAMA TEA and Coffee

MINTO BROS.

45 Front St., E.

TORONTO

No. 12



Trade Makers—Profit Makers—Time Savers

This No. 12 Enterprise Meat and Food Chopper should have a permanent place on your counter. It will save your time—save your customer's time, and, above all things, it cuts the meat—cuts clean and easily. Has the true cutting principle—a razor-like, four-bladed steel knife revolving against a keen-edged perforated plate. Can't mash or mangle—it cuts. Can be taken apart and cleaned in a jiffy.

ENTERPRISE

Meat and Food Choppers---and Mills

This No. 8722 Enterprise Power Combination Rapid Grinding and Pulverizing Mill Meat and Food Chopper is fitted with $\frac{1}{2}$ and $\frac{3}{4}$ H. P. motors, direct or alternating current. Direct current machines have $\frac{3}{4}$ H. P. motors adjusted for fast or slow speed, which can instantly be changed. Alternating current machines fitted with $\frac{1}{2}$ H. P. motors. Four plates, with varying sized holes, and four knives furnished with each machine. "Enterprise" on a machine means Quality—Fair Price—Assured Service—Interchangeable Parts—General Satisfaction.

Write to-day for complete Catalogue of Enterprise Line.

The Enterprise Mfg. Co. of Pa.

Patented Hardware Specialties

Philadelphia - U.S.A.

Chicago Branch, 176 North Dearborn St.

21 Murray St., New York

530 Golden Gate Ave., San Francisco

No. 8722





Make the New Year
"PROSPEROUS"



BY SELLING
"KIT"
COFFEE

Every season of the year,
every day of the week is
KIT COFFEE time, for it
is always delicious, refined in
flavor, healthful.

Send for samples.

KIT COFFEE CO.
Govan, Glasgow

ALEX TYTLER
Temple Building, London, Ontario
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE
312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

Frederick E. Robson
& Co., Toronto.



"JUST OUT"

1913 Your Big Fish Year

There is no chance, with fish. Stock al-
ways sells, and sells readily. Simply edu-
cate your customers to the fact that you
are handling our goods. The quality will
do the selling work.

Canada Brand Pure Boneless Cod

Tasty and appetizing, to say nothing of
its nutritious value.

Make Out a Trial Order.

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, Kippers, Bloaters,

OCEAN BRAND

Fillets - - - - - Boutilier's

In short, we can supply any line, so don't
be in doubt.

**The North Atlantic Fisheries
LIMITED
MONTREAL**



CANE'S WASHBOARDS

**A Line of Business
Builders**

The beginning of the New Year,
which is universal stock-taking time,
is a good time to start up on wash-
boards and place your order with
your jobber.

We have 13 different styles and
sizes so as to suit every demand.
Each grade the fullest value of the
market.

ORIGINAL GLOBE—Heavy back
zinc washing plate.

WESTERN KING—Enamel wash-
ing plate.

IMPROVED GLOBE—Thin back,
solid zinc washing plate.

DIAMOND KING—Glass washing
plate.

Have you seen our new Boards—
BEAVER Brass, and NEPTUNE,
Wavy Zinc?

Write for Catalogue and full par-
ticulars on Cane's

WASHDAY WOODENWARE

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

THE CANADIAN GROCER

JOBBERS

Apply to our Agents for samples of

**JAPAN TEAS, FANNINGS
and BASKET FIRED**

All on the spot

FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

Everybody's Using It.

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

James Dome Black Lead

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

Pays well

Sells well

Works well

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

1913

We wish our friends, and friends to be, a very Happy and Prosperous New Year, and believe we can do a whole lot towards the realization of above if you will let us. Our travellers start out January 6th with offerings that will interest you. Kindly give them a few moments of your valuable time; they will not bore you, and you will find them courteous. Three things we pride ourselves in:—

1st—**QUALITY.**

2nd—**PRICES.**

3rd—**PROMPT SHIPPING.**

W. T. HARRIS CO., Limited

WHOLESALE GROCERS

1010-1016 2nd Avenue, East - OWEN SOUND, Ontario

Phone 33—Free



The Public Demand



Never before has the demand for purity in food and drink been so insistent as to-day. You can always uphold the purity of "SALADA" Tea. Its scientific cultivation, the cleanliness of its preparation, the sealed lead packet, combine to protect the fragrant leaves from all contamination. It's pure, wholesome and delicious — recommend it to your customers — they'll come back for more.

"SALADA"
41 Eastcheap,
LONDON, E.C.

"SALADA"
TORONTO and
MONTREAL

"SALADA"
198 West Broadway
NEW YORK CITY

To the Wholesale Trade:

RANGOON BEANS

We can offer the very highest quality in any quantity. Substantial repeat orders placed by leading houses prove conclusively that as cookers and boilers the Rangoon is now the equal of the best.

SPLIT PEAS

Quality of these also beyond dispute. We have imported good quantities to Canadian market, and buyers, without exception, are well satisfied, judging by steadily increasing demand.

N.B.—All shipments are inspected at Liverpool by our house there, thus guaranteeing quality of anything offered.

West India Co., Limited
MONTREAL

A FREE

**PACKAGE OF CUSTARD
POWDER IN EVERY PACKAGE
OF OUR JELLY POWDER**

The very high quality of this Jelly and the delicious custard powder (included) make it most popular. You want the popular line — then write for prices. We quote right and the goods are right.

S. H. EWING & SONS

MONTREAL and TORONTO



One Quality Always, and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD OR KEEN'S MUSTARD IN SQUARE TINS

They constitute the best and have a reputation that is without parallel.

Magor, Son & Co.

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



GETTING THE BUSINESS

From the grocers' viewpoint depends upon the demand there is for the goods he has in stock. That's why

Crown Brand Corn Syrup

Is sold by all good grocers. It brings business because the demand for it is national.

When Crown Brand is asked for, no other Corn Syrup will do.

Crown Brand is known throughout Canada as the ideal table syrup, and custom comes where Crown Brand is sold.

This is the season and now is the time to stock Crown Brand. It will please your customers to know that you have it—and prove a steady source of profit to you.

The Demand Is There—You Simply Have To Supply It.

THE EDWARDSBURG STARCH CO.
LIMITED
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



View of the handsome grocery department interior of Robinson & Co., Winnipeg, Man. Mr. Robinson, founder of this firm, began business a quarter of a century ago in Winnipeg.

Proper Management Built Up Business

Progress of Robinson & Co., a Large Winnipeg Concern Which Was Founded 25 Years Ago—Business Methods Always Kept Abreast of the Times—Attractive Grocery Department and Some of the Fixtures Installed.

Western Canada can boast of many fine retail businesses. All these of course had humble beginnings, several of them dating back a decade or two when the population and the known resources of the country did not warrant any great attention, save from those who could look into the future.

It was some twenty-five years ago that "Jerry" Robinson began business in Winnipeg. It was not either, on a very pretentious scale, but even at that time he was recognized as among the aggressive merchants of that place.

To-day Robinson & Co., Winnipeg, is a large concern. Their handsomely furnished departmental store—a reproduction of their grocery department appears above—is one of the busy spots in the western metropolios.

Large Addition Erected.

A large addition to the floor space was deemed necessary by the management last spring, and the addition was open-

ed about a month ago, giving much needed room to some important departments.

The grocery end was one of these. It will be easy to judge of the extent and importance of this branch of the business from the accompanying illustration.

Well lighted, well arranged, with a fine stock, always in "apple-pie" order even in rush hours, it is a lesson in store management to visit Robinson and Co.'s grocery department.

The Arrangement Artistic.

It will be seen that silent salesmen and artistic arrangement play no unimportant part in methods as they should in every business, however slender its resources.

The selling staff of the department numbers 25 which is increased as needed at times of unusual pressure.

The handsome show case to be seen towards the front of the picture is used to promote confectionery sales, and it is

found to be a splendid seller. Confectionery is displayed on the top in trays with price cards, while attractive boxes are shown beneath.

Good use is made of the pillars. Canned goods are piled around them not only hiding the pillars, but displaying the goods to advantage. Bare pillars do not sell anything.

Some of the Fixtures.

The store is built quite wide and tables between the pillars supplement the work of the shelves. The metal ceiling produces a clean, sanitary effect. Among the fixtures may be seen a large cash register, computing scales, rest chairs in addition to the silent salesmen already referred to.

Mr. Robinson's progress is attributed chiefly to his managing capacity and foresight. He and his business always advanced with the times, because he adopted methods to increase business as occasion arose.

Brightening Up Trade in Dull January

A Month in Which Hot Drinks Including Meat Extracts, Cocoa, and Soups Will Sell Well With Attention—Fish, Canned Vegetables and Fruits, Syrups and Molasses Should Also Remain to the Front—Good Month for Fruits and Nuts—Suggestions for Increasing Sales of Above Lines.

January has always been regarded a month of quiet trade. Naturally to a certain extent it may be slack, following on the heels of the heavy Christmas and New Year purchasing season. But January is not as black as it is painted in this regard. At least it should not be, if aggressive measures are adopted to get after business.

The retail grocer can always console himself with the fact that people must still eat whether Christmas comes or doesn't come. It is up to him to take full advantage of this fact and endeavor to make the most of his possibilities.

A Good Meat Extract Month.

January, first of all is a cold month, being a close rival to February for the record of the year. Opportunity is, therefore, afforded the grocer to sell cold weather goods. Now is the time to place to the front meat extracts. They will be required by those whose duties call them to outdoor work. Those engaged in outdoor sports during winter season also consume a great deal of hot beef drinks. Bottles and packages of meat extracts should, therefore, be given a front berth on every shelf and counter and should at least occasionally be given prominence in the window display.

Dealers who know their customers and the habits of their families can frequently interest them in beef extracts. If the husband is known to be a curler or the son a skater, snowshoer, etc., such information can be used to advantage.

Cocoa a Winter Favorite.

Cocoa is another cold weather drink that will produce good returns to the dealer who pushes its sale. Hot cocoa might be termed a favorite ante-slumber drink. It is used almost every night by many families whose sons and daughters have been out in the cold indulging in some outdoor sport.

For afternoon teas and receptions hot cocoa is practically a standard drink during winter. There will be many of these functions in January. Therefore any attention given to the sale of cocoa this month would certainly well repay the efforts of any dealer. As with beef extract cocoa should be advanced to the front and sold.

Get Behind Soups.

Another good cold weather seller that naturally comes to the dealer's mind just now is canned and concentrated soup.

Many people who never eat soup in summer are very fond of it in winter and those who like it the year round want more during the cold weather.

Soups, therefore, should be "got behind" and pushed. This is the season of least resistance for them so that the efforts of the retailer count for much. A carton of soups or a can or two on the counter will be sure to sell goods. There was a time when the majority of us were prejudiced against any kind of soup except that which mother made. But with the advance of the times and the scientific methods for manufacturing, that prejudice has gone. People who can afford it prefer the canned or concentrated article.

For lunches soups will be in good demand. Place them to the front and with some care and attention they will be easily sold.

A Good Fish Time.

Inducements to handling and pushing fish are strong. The weather reduces the trouble to a minimum. There is no worry over deterioration or cold storage and there is a certain demand. Even if this demand only were filled it would mean good business but with attention demand can be created.

Many retail grocers increase their fish sales by display. They use a small show case or two at the front door in which are shown the different varieties of fish on hand. These are simply samples, stocks being kept at the rear of the store or in a cool warehouse.

If too, the retailer begins at once to sell fish, he will quite likely keep fish customers on through the busy Lenten season later. This would mean considerable business during the year.

Bring Forward Canned Goods.

The reason for pushing canned goods in January is self-apparent. There are only a few fresh vegetables on the market and those that are on are rather expensive. In fact it is difficult to get any outside of the large cities and towns in close proximity to the large markets.

For this reason there will be good call for canned vegetables. Unlike fruits, the housewife does little if any vegetable canning. She, therefore, is sure to require the canned article. She should be given every opportunity to purchase it. Tomatoes, corn, peas, beans, beets, spinach, and asparagus will all sell with a little assistance, particularly the first four.

Canned and preserved fruit will, too, be good sellers this month. Quite a number of people do not "put down" much fruit themselves, believing that when cost of fruit, sugar, time and labor are all considered it is not worth while doing so. Every retailer knows that manufacturers have during recent years been putting up a much superior quality of fruit to that of ten, fifteen and twenty years ago. Consumers know this, and can rely on the preserved article. Other similar January lines are syrups and molasses. Display them and they sell.

Fruit and Nut Season.

Even if the holiday season is past the occasion for fruits and nuts is not. During January sales in these lines should be especially good. Supplies and varieties are big enough for good displays. Navel oranges will be getting better in quality. Malaga grapes are in their prime. Table raisins, grapefruit, figs, dates, bananas, etc., are all easily obtained. Lemon sales, with frigid weather, should be good. This is the season of colds.

Displays of nuts should be frequent, and in fact interior displays should be in evidence all the time. Those retailers who use the fine chicken wire containers in cylindrical shape find they are being well repaid. Nuts shown in them can be seen at a distance and the quantity always attracts attention.

Assist the Flour Sales.

The cold season always helps flour sales. More people bake their own bread now, and still more would do so if the matter were drawn to their attention more forcibly. A show card or two or a newspaper advertisement would certainly be of advantage. For instance a card reading "Bake your own bread with this superior flour," or "Home-made bread is always a treat;" "This flour insures good results," etc., would bring out inquiries.

In country districts farmers will at this time be restocking flour. Call their attention to it and watch results. With increase in flour sales yeast cake should of course also be in greater demand.

Two of the best methods for increasing sales in any of the above lines are display and newspaper advertising. These two agencies backed up by judicious persuasions on the part of grocer and clerk, will do wonders in brightening up what otherwise might be a dull month.

Finding the Profits on the Year's Business

Correct Procedure to Follow in Arriving at Net Profit or Loss
—Taking Off a Monthly Balance is Facilitated by Use of Stock
Records—Some Advantages of Keeping Records of Stock on
Hand.

*Editor Canadian Grocer —
Now that the holiday rush is
over, we retailers have some
time to consider stocktaking.
Would you be good enough to
let me know how to go about
stocktaking and what is the in-
formation it should give me?*

*Last year you published an
article on how a balance could
be taken every month. Could
you give me some idea as to how
I should go to work in doing
this?*

*Any information you can let
me have on this subject will be
appreciated by me, and I should
think by the retail trade in
general.*

**READER OF THE GROCER
Moncton, N.B.**

The questions propounded are particularly apt ones at this time of year. Just now the retail merchant will turn his attention to stock-taking and the laborious work of making an inventory will begin.

In answering the first question, it is not an easy matter to state just what procedure should be taken without going into lengthy detail. Briefly, however, the best method is as follows:

Assets must be totalled up, the following items being considered under this head; Stock on hand (to be taken at invoice price plus freight or handling charges); cash in hand and in bank; book accounts receivable; investment such as real estate, buildings, store fixtures, etc. The liabilities will be made up of the following: Current outstanding accounts; mortgages on real estate; amount of investment when starting business.

The difference between assets and liabilities should represent the amount of profit or loss as the case may be.

To determine the net profits for a year it would be necessary first to know exactly how matters stood at the beginning of the year. Comparison would show the profit or loss on the year.

For instance, let it be supposed that at the first of the year a dealer has \$8,000 in stock on which there is an indebtedness of \$950. He has \$500 in the bank and book accounts receivable of \$600. His business is worth, outside of the question of fixed investment in build-

ing fixtures, etc., the sum of \$8,150. During the year, he pays out \$11,000 for new stock and his cost of doing business for that time is \$3,600. At the end of the year he finds that he stock on hand to the value of \$8,500, against which there is an indebtedness of \$900. He has \$2,600 in the bank and accounts receivable amounting to \$800. How much has he made during the year?

It is not difficult to determine what he is worth at the end of the year, exclusive of fixed investment. He has a stock worth \$8,500, from which must be subtracted \$900 still to be paid. By adding the \$2,600 in the bank and the \$800 accounts receivable, it is seen that he is worth exactly \$11,000. At the first of the year he was worth \$8,150. His net profit during the year has been \$2,950.

If it is desired to reach an absolutely accurate accounting, the question of depreciation of buildings and fixtures would have to be considered, a certain amount being written off the profits to cover this. Many dealers, however, reckon depreciation among overhead expenses, allowing a certain amount per year or, in some cases, a certain percentage.

A Monthly Balance.

With regard to the taking of a balance every month, the same procedure would be followed. It is very hard to take off a monthly balance showing the exact standing in a retail business unless stock records are kept. It is always found a paying plan for retailers to keep such records. Not only does it enable them to keep close tab on the standing and the amount of business being done but it makes it possible for them to find at all times just what stock is on hand. In this way, the dealer is able to replenish his stocks as soon as the records show that they are running low. They are very simple to handle. An entry to the debit is made when stock is received and each sale is credited. This can be done to good advantage by the card system.

In keeping stock records, it is necessary for all members of the staff to carefully enter all sales. Otherwise, the records will not contain correct information with reference to the stock and mistakes are almost certain to crop up in ordering. The entering of the sales on these stock slips is done in addition, of course, to the regular system of entering sales.



LOSSES FROM DUST.

"So far as I know," remarked a traveler the other day, "there is no leak in the grocery store—at least in a great many—that causes greater loss than flying dust.

"Frequently on going into a store one finds the clerk or probably a couple of them dry sweeping the floor, and in such a way that the maximum amount of dust rises. This naturally settles on everything, foodstuffs as well as furniture. Often an open box of prunes, raisins or lard can be seen simply covered with dust. In fact, everything that is open is dust covered.

"No dealer wants to sell a good customer dirty prunes or lard and when the order is being put up a certain amount has to be thrown away.

"Worse than that, no woman wants to buy dust covered prunes or lard and often she will go some place else if they are not clean looking. To me this would seem the greater leak. Dirty, dust-covered foods are not going to assist sales.

"Two precautions are necessary to prevent this loss. All grocers now sell dust absorbers which actually prevent dust by absorbing it. Why shouldn't they use these themselves? A little sprinkled over the floor stops the nuisance. Then to be doubly sure, all open packages should be covered before sweeping."

Editorial Note.—Readers are urged to send in as many suggestions as they may have for our Leaks column. The more actual experiences received, the better and more valuable will the column be to all.

CALENDARS FOR 1912.

"An Anxious Moment," is the subject of a handsome 1913 calendar sent out by J. J. McCabe, wholesale fruit broker, Toronto. It is one of the most attractive calendars one would wish to see, the coloring showing up with splendid effect. The calendar is made in the long shape, the illustration being bordered with red and the whole on a mottled green cardboard background.

The man who is looking for something soft will find it inside his hat. The hard-headed business man succeeds.

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.

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

FRANCE—

France—John F. Jones & Co., 31 bis Faubourg Montmartre.

Subscription: Canada, \$2.00; United States, \$2.50;

Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JAN. 3, 1913

CANADA'S EXPANDING TRADE.

When Canada's books are closed for 1912, there will be evidence of the greatest trade in her history. Up to November, the grand total of Canadian trade was \$821,723,347, and it is estimated that when totals are made up for 1912 that it will reach the billion dollar mark.

January's total was \$63,680,443, February's a million more, and March \$23,000,000 greater. The increase continued until for October the total was \$101,277,469. It is estimated that the November figures, not yet compiled, will beat October by \$3,000,000.

The trade development experienced last year was reflected in the foodstuff business. Aggressive manufacturers, wholesale and retail grocers all claim the year was a splendid one. Trade has gone forward with wonderful dexterity and we now begin with 1913 with every prospect of greater things during the year before us.

It must be remembered of course that greater prosperity is in store only for those who go after it. All things do not come to those who wait.

WRONG AGAIN.

"What men have failed to remedy women have accomplished! Only the other day The World called attention to the Philadelphia campaign to reduce the price of eggs—cold storage but sold as "fresh"—and at that a subtle hit at the innocence of the general public. It was left to the wit of women not only to devise but to supply an effective remedy."—From The Toronto World.

Someone should enlighten The World and other dailies which do not go very deeply into trade conditions. In their endeavor to cater to the masses, they make statements which reflect on the honesty and business capacity of retail merchants, all of which tends to cause a feeling of distrust between consumer and dealer.

Women, no doubt, must be given credit for a great deal of originality, but in the Philadelphia egg case The World can scarcely claim much for the wit of women in this instance. The article in our provision department of this issue shows who were behind this egg deal where

price of eggs was so suddenly dropped. It transpires that a number of egg men had inferior eggs (in part at least) on their hands which they were desirous of moving out at a profit. The Householder's League, from all accounts, became their easy dupes, and once again the dear public has been victimized.

In Philadelphia the majority, if not all, of the newspapers now see who is behind the scheme. Will those dailies on this side of the line who have written editorials on, and given such wide publicity to this question, now put their readers right?

FIGURE THE COST.

"I don't bother my head about the cost of doing business. When any merchandise comes in, I just tack on enough profit to insure my not losing anything, and let it go at that," said a country merchant the other day.

This practice is an unjust one, both to customer and dealer. It makes a reasonable price a matter of chance, instead of policy. The result is that either the dealer sells at a loss, or the customer is overcharged. Profit figuring, to be accurate, must be based on the cost of doing business. This is the only successful solution of the problem. Guesses and approximations are certain to work a hardship on one or the other of the parties concerned.

With competition so keen nowadays business is likely to be lost if customers are overcharged on any article. They soon find out what the standard price should be and they go to the store where that price can be secured. On the other hand, if the retailer marks his goods too low, as he is bound to do in some cases, he loses money. The one best method is to know total cost and figure from the selling price what percentage of profit is being made.

HOW WAR PANIC AFFECTS TRADE.

It does not always require actual warfare to clog up trade channels. Rumors of war are enough. Witness the case of Vienna, Austria's capital. Ever since the Balkan blaze broke out, Austria has been in a state of anxiety which has gradually developed to almost fever heat and preparations for strife.

As a result Vienna has experienced the worst year for trade in the memory of the oldest citizens. The Christmas business was a failure. Instead of engaging extra hands to cope with the Christmas rush, milliners and dress-makers were forced this year to reduce their staffs. One large firm sent away no fewer than 140 employees. The books of leading dressmaking establishments show receipts for the week ended December 14 of \$290, compared with \$12,175 the corresponding week of last year. Altogether 25,000 workmen and work girls are said to have been thrown out of employment during the last few weeks prior to Christmas in Vienna.

The war panic has disturbed the entire economic activity of Vienna, especially the monetary circulation. Withdrawals of deposits from the banks are heavy and everything is in a state of turmoil.

This is a lesson for us all. War scares are disastrous to the trade of any country. While there is not likely to be any war for Austria, this panic has thrown things back into an era thought to have been gone forever. The great body of merchants in our own country must do their share to stamp out all signs of war scares. Canada to-day is peaceful, happy and prosperous. Her trade is growing by bounds. We want no panics here.

A COMPULSORY CLOSING ACT.

Early closing is a problem which confronts the retailer still in many sections of Canada. If left to themselves, the retailers can be depended upon to reach a solution satisfactory to the majority and most suitable for the particular locality. In Great Britain, however, the government has stepped in with a compulsory closing measure, known as the Shops Act. It is stated that, owing to the loose and indefinite way in which some of its provisions are drafted, this Act is likely to prove prolific in prosecutions. At any rate, it has raised a storm of protest from the retail body and has already led to some litigation.

The Act, as we understand it, provides a certain day in the week on which the stores must close early in the afternoon. Different trades and each locality seems to have a schedule of its own. Thus in one place, the grocers close on Tuesdays, the hardwaremen on Wednesdays and the drapers on Thursdays, while in a neighboring town the order may be reversed. The result of this measure, it would seem to us, would be to plunge trade into endless confusion. The traveler, for instance, would never know just how he should arrange his itinerary to escape half-holidays. He would be continually finding himself stranded in towns where the shops were closed and thus would lose much valuable time. The traveling public would suffer serious inconvenience from the same cause.

But this, after all, does not appear to be the most serious disadvantage. In many cases, it is not necessary to close the shop absolutely. Certain dealers are permitted to sell certain lines or are allowed to wait upon certain classes of people. For instance, the second schedule to the statute permits the sale on early-closing afternoons of motor-cycle and air-craft supplies and accessories to travelers, but not a word is said as to what constitutes a traveler. Under the liquor-licensing laws a traveler is defined as a person who has traversed at least three miles from the place where he slept the previous night, but no such condition is imposed by the Shops Act; and even if it were, how is a dealer in such articles as carbide, burning and lubricating oils, solution, and the multitudinous oddments which go to make up the stock of the accessory retailer, to make sure that all who enter his shop to buy such things on the weekly half-holiday are bona fide travelers or not?

The impression one gains from study of conditions which have arisen since this Act went into effect is that the measure is too complicated and cumbersome to prove successful. It is indeed difficult to take half measures in dealing with a question of this kind. The only way to put early closing on a practical basis would be to enforce the half-holiday idea strictly and to make the dates uniform in all localities.

ONIONS, A HEALTHY FOOD.

Every dealer knows that onions make one of the best foods possible for the human system. Boiled onion is a splendid purifier for the body, and can be readily eaten without harm to the weakest of stomachs. Onions, both raw and fried, are also good, but possibly a little strong for some.

A prominent American doctor give the following advice about eating onions:—"Eat plenty of them, stewed, boiled, fried or raw.

"Keep the fumes of onions continually permeating the atmosphere.

"Spread onions in the alleys' on the lawns and any other place where it might appear they would do good."

This same physician claims onions are particularly effective against smallpox, having been tested in more cities than one and found equal to the occasion.

These points suggest to retailers that a good business can be done in onions if they are properly handled. Kept in the cellar, they will be a long time moving out. But if displayed where they can be seen, they will sell themselves. Any dealer who uses space in the newspaper could easily work up a good trade in onions by referring to their medicinal qualities. A display card or two would also help.

MEASURING UP TO CAPACITY.

"Divine discontent" is one of the things embodied in the "new thought" philosophy, and may be applied to merchandising. It's a good thing to be discontented when it spurs a man on to greater endeavor. Keeping up to last year in sales is standing still, so the merchant should not be content unless his business increases. You cannot measure the value of the inspiration that comes from constantly increasing sales. And the way to bring that about is application. Dig in and do it—then keep at it.

Perhaps you as a grocer do not know as much as you should about your own business. Do you? Take an inventory of yourself and your qualifications, as well as of your merchandise, and follow out the idea by extending the investigation to your staff. Perhaps some fault of your own is preventing a healthy flow of inspiration and interest in the business to your assistants. Personal stocktaking may show you that. Perhaps you have a drone or two in your employ—it will pay you to find that out. Get the best out of yourself and see that all about you measure up to capacity.

EDITORIAL NOTES.

Good Friday comes on March 21 this year, practically the earliest possible date.

It is now 1913. We all are, of course, entitled to make the error a few times of writing it 1912.

January trade will be the better for a little polish. It can stand for being brightened up in many cases.

One of the chief duties of the dealer is to take an inventory at the end of every fiscal year. If you have no fiscal year start one now.

"Ring out the old, ring in the new," when referring to out-of-date methods is just as appropriate as when the end of a year has come.

In Philadelphia the people have been fooled by a bogus egg deal. Anybody these days is apt to swallow everything with a lower-cost-of-living tag attached.

Doctors all advise the free use of onions. As long as people do not taste them in the milk, they readily accept the doctors' advice. But the retailer must do his part.

Now that the municipal elections are over, successful aldermanic candidates from the grocery trade will have an opportunity of finding out the difficulties attached to working for the public in another capacity.

The past year has been a bright one for Canada. Her turnover is the biggest in history. May each grocer be in a position to not only say the same thing, but also that the net profit for 1912 stands at the top.

Checking Fire Losses in America

The Loss in the United States and Canada is Much Larger Than in European Countries, Owing to Legislative Laxness and Individual Carelessness—Some Appalling Figures—Methods of Prevention Outlined—Buildings Must be Properly Fireproofed and Windows Protected.

Why is it that the fire loss in European countries is about 30 cents per head, while in the United States it is \$3, and in Canada \$3.07?

Why is it that Berlin's fire loss is about \$200,000 a year compared to Chicago's \$5,000,000, while Berlin only pays \$300,000 for fire protection and Chicago pays \$2,000,000?

Why does New York pay \$5,000,000 for fire extinction and \$18,000 for fire prevention, when the figures perhaps might be reversed?

These figures are approximately correct and the questions asked become of extreme importance, indicating as they do that there is something radically wrong with conditions in this country and the United States.

What that something is was shown by Franklin H. Wentworth, secretary of the National Fire Protection Association in the course of an address before the Manufacturers' Association at Toronto. Briefly, the excessive loss from fire in America is due to the carelessness and indifference of the people and the faulty methods of prevention arising out of this public apathy. A brief resume of some of the striking points that Mr. Wentworth made will be interesting.

The first inkling of the enormity of America's offence in the matter of fire prevention filtered into men's minds about the time that a number of men got together in Boston to carry on a campaign for the standardization of sprinkling apparatus. Prosecuting their work, they ran into a most amazing labyrinth of difficulties arising out of the fact that there were no standards in the United States for anything. Wires could be put up anywhere or in any fashion. There were no rules governing the proper wiring of buildings, no regulations covering material to be used. Every building was more or less of a fire trap. Appalled at what they had found the members of the association saw that a wide field of activity lay before them—educating the American people to a sense of their danger and unpreparedness.

Mr. Wentworth told in a somewhat humorous vein of the difficulties they experienced. The people were indifferent almost to the point of being callous. Newspapers consigned the matter sent them very promptly to the waste paper basket. Finally, some newspapers have taken up the question and much good

has resulted from the publicity given. Sensible ordinances are now being passed in a number of municipalities and it begins to look as though the immense yearly ravages of the fire fiend would be checked and, perhaps, in time stemmed.

A few facts quoted from Mr. Wentworth's lengthy and graphic address will serve to set forth the situation exactly as it stands to-day. The fire loss in the United States yearly has averaged \$25,000,000 for the last twelve years. Brought down to fractions of time, every minute for the last twelve years has seen the destruction of property valued at \$500. This has been due primarily to the fact that growth has been very rapid and natural resources have been seemingly inexhaustible. In the United States and in Canada, the need of conservation has not been felt and it is only within the last few years that any suggestion of the need has been heard. It is not hard to find whole tracts of land from which the timber has been stripped, left unused without any attempt being made at reforestation.

A still greater reason has been the almost inexplicable degree to which the carelessness of private individuals has been carried. In Germany, there is one place in the household where matches are kept, and one has to go to that place to get a match. In the American or Canadian household, matches are everywhere—on the kitchen table, on mantles, on dressers, in every old coat or vest in the place. If a man cannot put his hand out anywhere in the dark and find a match, he becomes indignant and disgusted. The result is that rats gnaw them, children play with them and fires are breaking out all the time which can be traced directly to the careless handling of matches.

But this is only one evidence of the average person's carelessness in the matter of fire. Men dump hot coals against board fences, they start bonfires near their neighbors' houses, sometimes—less frequently though—near their own. They send up toy balloons which drip sparks of fire. They seize upon festive occasions as an excuse for introducing all manner of inflammable material into stores and houses. They smoke everywhere—and throw lighted matches around promiscuously and daringly.

Fire has become so common in America that it attracts no attention. In

European countries, if a conflagration occurs which creates a loss running up into the hundreds of thousands, there is at once a demand to know how it came about that such a fire could occur, what were the reasons, how the possibility of similar fires should be dealt with, and so on. In America, hundred thousand dollar fires are so common that, if a man picks up a paper which does not contain word of at least two or three, he thinks the day's news dull and uninteresting. Public interest or indignation can be aroused nowadays only by a disastrous holocaust.

All Must Bear the Loss.

The most significant part of it is that the loss is borne by everyone. The tax is indirect but it is there. Manufacturers have to put a margin on the price of their goods to cover the possibility of loss by fire. When a person buys a piece of cotton, the price paid covers fire tribute to the extent of a certain percentage. When Baltimore and San Francisco were wiped out, the loss was not borne by the people of those two cities. Boston and Toronto are still paying for Baltimore and San Francisco; in the future Baltimore and San Francisco may pay for Boston and Toronto.

Statistics prove that the tribute paid per capita each year for fire losses is \$3. If a collector came around on a blue Monday and demanded from the head of a family of five the sum of \$15 to pay the family's share of the fire loss pater familias would be forcibly initiated into a belief of the seriousness of the matter. Nevertheless, every man is paying it just the same, year in and year out.

The Danger of High Buildings.

Big cities are increasing the danger by the building of skyscrapers. New York is no longer a city—it is a disease. Towering buildings, reaching forty and fifty storeys into the sky, are increasing the fire risk materially. What could be done if fire broke out on the fiftieth storey of one of these skyscrapers? As a fire captain once put it, nothing could be done because firemen were not trained "to fight fire in heaven." This tendency toward high buildings is one of the most dangerous elements in the situation.

And the remedy? There is but one remedy and it is gradually being recognized and applied—Prevention.

1893
1898
25

The most important phase of measures of prevention is to have buildings properly equipped against fire. A properly fire-proofed building will serve as a buckler, holding back the advance of even the most vigorous conflagrations and shielding other buildings from the flames.

New York—or any other city—could be made fireproof if the windows in all the buildings were protected. Flames cannot take hold on walls of metal, brick or concrete but they lap through the windows and catch on the wood-work within. A properly constructed building should have metal casings for the windows, standard shutters, metal screens and wire mesh for the windows. Roofs should be fire-proofed. Only by such means is it possible to secure a reasonable degree of immunity from fire. New York has become so thoroughly aroused to her danger that metal shutters are being installed at the rate of 1,000 a week.



Following items are from The Grocer of Jan. 6, 1893:—

“The people of the Maritime Provinces will save one million during the past year owing to the exceptional cheapness of flour and oatmeal, as compared with a year ago. Flour is now forty cents a barrel cheaper there than it has been at any time within the past forty years, and a dollar cheaper than in 1891.”

Editorial Note.—On the Montreal market that year and date flour was quoted at \$3.95 to \$4.15 for winter patents. To-day it is \$4.50 to \$4.75.

“The annual jollification of the Dominion Commercial Travelers Association took place at the Windsor Hotel in Montreal on Thursday last, and as usual the knights of the grip-sack had a regular old-fashioned good time. Two hundred sat down, there being seven tables besides the long guest table for the big guns which ran the full length of the south side of the big hall. The committee who had charge of the dinner and may well be congratulated on its success, was:—G. W. L. Cains, the chairman, and Fred Birks, W. H. Callahan, J. W. Clark, E. H. Copeland, F. S. Cote, M. E. Davis, J. T. Dwyer, Geo. Forbes, Wm. Galbraith,

F. Gormley, E. E. Guilbault, Fred Hughes, E. D. Marceau, J. H. Morin, E. G. Painchaud, Wm. Percival, John Rogers, John Taylor, L. A. Wilson, and W. H. Wadsworth, secretary.”

Editorial Note.—In this week's issue is a report of this year's banquet but time has evidently wrought many changes in the personnel of those travelers who attended twenty years ago.

“Cultivate a jolly disposition, and you'll not only make it pay handsomely, but you'll get lots of fun out of it. Think of an irate customer coming with a rush into your store with a grievance—real or fancied—and determined to give you a ‘roasting,’ and then to withdraw his trade. You've seen him no doubt. Now, how will you meet him? If you get mad he's got the best of you, because he's been mad so much longer that his anger has got his mouth into good working shape for abusiveness. But keep cool, listen to his complaint, show him you are ready to correct any error even if he's the one that made it, and get him off on to some amusing ‘string,’ and you'll have him good natured in spite of himself, and he'll leave the store laughing and determined that all the groceries his family uses, shall come from your store.”

Editorial Note.—This advice of two decades ago holds good to-day. It would be a good resolution for 1913.

ASSESSMENT REDUCED 10 PER CENT.

London Merchants Get Nice Christmas Box—Population Now Over 50,000.

London, Ont., Jan. 2—(Special).—The retail merchants of London, will get a reduction of ten per cent. on their business tax owing to the annexing of Pottersburg and Ealing. Previous to the annexation which took place on the 19th ult., the population was under fifty thousand, now it is about fifty-three thousand. The reason for this reduction is due to the Assessment Act, which says that every person, carrying on the business of a retail merchant in cities having a population of over 50,000 shall be assessed for a sum equal to 25 per cent. of the assessed value. Cities under 50,000 are assessed 35 per cent. London retail merchants came under the last named until a few days ago. It is unnecessary to say that the merchants were pleased with this Christmas box.



To FREDERICK E. ROBSON, of Frederick E. Robson & Co., manufacturers' agents, Toronto. Mr. Robson was born on January 7, 1884, in Lindsay, Ontario. He has been in the present business for eight years.

To WILLIAM LOGAN, of the Davidson & Hay, Limited, wholesale grocers, Toronto. Mr. Logan was born in Toronto on January 7, 1848. He began his business career with a wholesale millinery firm about the year 1866, remaining with them until 1870, and advancing in that time from a junior to cashier. The following two years were occupied as bookkeeper to Geo. Barker & Co., wholesale millinery, and in February, 1873, he became office manager with Fitch & Eby, wholesale grocers, on Church street. Although many changes have occurred in the ownership of this business, Mr. Logan is still with the firm. Next month he will complete 40 years of continuous service with the firm which is now Davidson & Hay.

SHOW CARDS IN OLD COUNTRY STORES.

The Grocer is in receipt of three illustrated postal cards from an old country admirer, Joshua Smith, proprietor of the Country Stores, Bull Ring, Middlewich, England. Two of these show window displays, one being an attractive trim of packages of salt, the other a stove polish display. The third card illustrates an inside display of flour. One particular noticeable feature about these displays is the profuse use of show cards, display banners and large signs.

Mr. Smith also sends a hand bill printed in two colors advertising tea. He states this has brought him good business. “Success to your paper,” adds Mr. Smith, “which contains so much that is helpful to the practical grocer.”

NEW BISCUIT FACTORY FOR WINNIPEG.

The Loose-Wiles Biscuit Co., of Boston, Mass., will enter the Canadian field. They will erect a building in Winnipeg, 10 stories high and with a floor area of 800,000 square feet at corner of Meadow street and Junction avenue. The outlay involved is placed at \$2,000,000 for construction.

D.C.T.A. Men Around the Banquet Board

About 500 in Attendance at the Thirty-Eighth Annual Dinner—Several Prominent Politicians Give Addresses—Sidelights on the Speeches and Happenings—President J. M. Fortier in the Chair.

Montreal, Jan. 2—(Special). — The Dominion Commercial Travelers Association banquet, the 38th in its history, was held on Dec. 23rd, at Windsor Hotel, Montreal. The new president, J. M. Fortier, presided. Others at the guest table being: Hon. C. J. Doherty, Minister of Justice; Hon. J. D. Hazen, Minister of Marine and Fisheries; Hon. Louis Coderre, Secretary of State; Sir Wilfrid Laurier, Hon. G. P. Graham, C. C. Ballantyne, R. C. Wilkins, J. B. Giles, J. A. Laporte, F. S. Cote, D. M. Lefebvre, W. C. Murray, Wm. J. Irving, J.F.L. Dubreuil, Chas. Gurd, J. S. N. Dougall, H. M. Lavine, first vice-president of the association; H. B. Ames, M.P.; Capt. Demers, Col. A. E. Labelle, F. Bouillon, C. B. Gordon, C. E. Clarke, John Patterson, Lt.-Col. Massey.

Among the speakers were Hon. C. J. Doherty, Sir Wilfrid Laurier, Hon. Geo. P. Graham, Hon. J. D. Hazen, H. B. Ames, M.P., Hon. Louis Coderre, C. C. Ballantyne, C. B. Gordon, and Col. A. E. Labelle.

BANQUETLETS.

By O. S. Johnston.

Sir Wilfrid Laurier said he traveled in years gone by for the legal profession. Wonder how many "cases" he carried.

Did the recent advance in market for Sicily filberts and Tarragona almonds curtail buying on the part of the hotel authorities? It would seem so, judging from the repeated demand from a Valleyfield gentleman who, to put everything in a nutshell, did some gentle kicking.

J. Bevans Giles, better known as "Bev." president during 1910, was presented with a handsome watch by the executive of 1910; not of course that he is ever behind time.

J. M. Fortier, of cigar fame, the new president, filled the chair admirably. A new "leaf" has been turned over in the book of presidents.

The Prime Minister (he has nothing to do with Borden's Condensed Milk) was an absentee. Had he attended he would no doubt have put the Dreadnoughts when completed at the disposal of the travelers for summer cruising.

About 500 entered the dining room. Pity the 600 was not complete, as the charge for the tables would have inspired some budding poet to put on the mar-

ket "The Charge of the Trunk Brigade."

The newspaper artists wasted time sketching Laurier. Last year's cuts would have done. He has not changed any, even though he has passed the allotted three score and ten by a deuce.

The tale about the traveler who was striving hard to salt away enough coin to take unto himself a Jare, evidently pleased some of the boys aspiring to the benedict rank.

Chas. A. MacMillen, Sugars & Can-

ners, Ltd., interpreted the menu card to those who did not know Greek.

"Awake, the dawn is upon us." This was the watchword of the evening. Some sat up till dawn.

Another speech extract (not beef extract) was "Fit yourselves, so that one day you can carry the earth on your shoulders." It's bad enough to carry heavy grips all year round, some are inclined to think.

Chase & Sanborn were strongly represented. Further indication of the strength of the coffee market at present.

Mathewson's Sons also had a good team entered. L. R. Buzzell, A. D. Fisher, E. A. McNowan and Charles Wilkinson. Jas. A. Mathewson was also around but where was S. J.?

Drummers Listen to Song, Speech and Story

Annual Banquet Unites the Snack Club Once More—An Impromptu Night and Everybody Responded — President Wm. Meen Occupied the Chair.

Toronto, Jan. 2—(Special).—The good fellowship existing among the members of the Drummers' Snack Club, was again ventilated at the annual banquet at the St. Charles on the evening of Dec. 27. Table was set for some 40 and every chair was occupied. Speech, song and story gave the evening a thoroughly knight-of-the-grip character, and from the time President Wm. Meen first sounded his baton till the gathering dispersed, "all went merry as a marriage bell."

Patriotic speeches and songs were features. Acquaintances of Col. John Stoneman know his fame as an elocutionist when it comes to battle and war songs or something of an imperial character, and in his reply to the toast to "Canada," the Colonel stirred to a high pitch the feeling of loyalty to our country.

The Drummers' Snack Outing will again be held at Georgetown this year. The qualifications of this pretty town and the appreciation of its people towards the drummers' outing were enthusiastically advanced by Frank Barber and J. A. Willoughby, who had come down for the banquet.

Canada's "Manufacturing Interests," were dealt with briefly but concisely by M. P. Malone. A responsive chord was touched when Russel Smith responding

to toast to "Ourselves," advocated a woman's branch to the club. Geo. Campbell suggested that entire families be brought to Georgetown. "Everybody boost," was his admonition.

Capt. W. G. Reid told of the early hardships of the Travelers' Association, and how it had been gradually nursed to sturdy manhood. His address was pleasantly punctuated by the singing of "My Wild Irish Rose," rendered in stirring style. Addresses by P. A. McIntosh, Robt. Algie, Sol. Walters and representatives of the press were also heard.

FROM THE PRESIDENT'S NOTE BOOK.

When the gathering had adjourned, one might have observed the following notes in the president's diary:—

Why should Earnie Bowles strike up "Oh you beautiful doll," when Michael Malone began his speech?

That was a good joke of Sol. Walters. Canada didn't need to send \$35,000,000 to England to buy Dreadnoughts. She had now the best navy in the world—both smoking and chewing.

Robt. Algie directed the musical events using a stogie as a baton.

"Bay" Hill, of Hamilton, couldn't come. But "Bay's" wire which ended "Love you all, boys!" demonstrates that he is no specialist when it comes to affection even if he is on shoe polish.

(Continued on page 35)

Current News of the Week

Maritime Provinces.

Geo. P. Nelson, for many years a merchant in Truro, N.S., died recently at the age of 71 years.

Harris Miller's department store, Sackville, N.S., was burned to the ground recently. The stock was valued at \$20,000, with insurance of \$11,000. The building, which was owned by Miss Jane Estabrooks, was valued at \$5,000, with insurance of \$3,000. Mr. Miller has rented another building in Sackville and has already laid in a stock of groceries and other goods.

Ontario.

The general store, residence and post office of J. H. Fulton, York Mills, near Toronto, was gutted by fire recently.

W. H. Judd, senior member of W. H. Judd & Co., wholesale soap manufacturer, died on Christmas Day. He was 73 years of age.

The Knechtel Grocery Co., Stratford, Ont., in order to stimulate Christmas trade offered a pair of pocket shears and cigar cutter to every purchaser of \$3 worth of Christmas goods.

Louis Joyce, general merchant, Bronte, Ont., has installed recently a new refrigerator and an automatic meat slicer. He will give more prominence in future to sale of smoked meats.

W. P. Sanderson has purchased the store of Dr. Bice, Dunganon, Ont., with its stock of wall paper and patent medicines and will add general groceries. Mr. Sanderson was formerly a Dunganon man but lately has lived in Lanes, Ont.

The directors of the Dominion Canners, Hamilton, Ont., declared at a meeting on Friday last a 6 per cent. dividend bonus payable February 1. They also decided to place the common stock on a permanent 6 per cent. basis from January 1, 1913.

The Port Perry (Ont.) council has submitted a by-law to the ratepayers of that municipality, which proposes giving a bonus of \$10,000 to Mr. Stinson, of Victoria, for starting a canning factory, and the loan of a like amount for a number of years, on compliance with its further provisions.

The Ontario Commercial Travelers' Association held its annual meeting in London, Ont. The year was a most prosperous one. In addition to the legislation that has been asked for in order

to obtain better hotel and traveling accommodation there have also been negotiations in connection with the Canadian Manufacturers' Association and transportation companies for the proper settlement of the question of the limitation of size of commercial and other trunks. The matter has been amicably settled in the best interests of the baggage travelers. Alf. Robinson was appointed secretary.

A Chatham, Ont., magistrate has given judgment in a case of interest to the trade. It was over the sale of a fruit store in Chatham, Scandrett Bros., of London, being the plaintiffs and Gasper Favata the defendant. The magistrate ordered that \$61 should be paid to Scandrett Bros. About the time of the sale two consignments of goods were ordered from and delivered by Scandrett Bros. Favata claimed that in buying the stock the goods were included. Scandrett Bros. had never been paid for them and they took action to recover the amount of the two bills. A search warrant was secured, and the goods were found by the police. Rather than have the goods taken from the store, Favata paid into the hands of Crown Attorney Smith \$61, the value of the merchandise, pending a final settlement of the case. Scandrett Bros. now get the \$61.

The Commissioners of Fisheries at Ottawa have just received interesting specimens of a remarkable little fish never before found in Canada, although rare specimens have been caught in the United States and Europe. It is a small silvery fish, not unlike a small herring, but has two rows of pearl organs along the sides of the body. The fish were caught by fishermen on Grand Manan, and they are scientifically valuable and interesting. The most wonderful feature is the fact that each of the pearl organs gives out a brilliant light, similar to a small electric lamp. The fish is called the "Pearlsides" and belongs to a group of very rare fish that are luminous. Very little is known about the life history of these small fish, but scientific authorities are of the opinion that they inhabit the deepest waters of the ocean and that the light they give out enables them to procure their food and may also protect them by frightening away their enemies.

A Toronto grocer on Broadview states that he lately paid inspection fees of \$2.30 on a scale in use less than three years. Included in this was a charge of 30 cents cartage for bringing the inspection instruments to his place of business. The next inspection was just five doors further on where a similar charge of 25 cents was exacted. Only a wall separated the next victim of inspection and here also cartage of 25 cents was added. He declares it is time that such unreasonable, if not unjust, charges, seemingly sanctioned by law, were removed from a long-suffering grocery trade, and paid direct by the government.

Western Canada.

C. Wallace, who has been conducting a general store at Brownlee, Sask., has disposed of his business there and removed to Moose Jaw and opened a grocery store. The new store is splendidly fitted up with some of the modern appliances.

The thirteenth annual meeting of the Northwest Commercial Travelers' Association of Canada, held at Winnipeg, was attended by a large number. The annual report given by the retiring executive committee showed that the membership is now 7,015, an increase for the year of 1,296, that the Canadian trade generally for the past year has been particularly good and that the executive committee has purchased land in Calgary and Vancouver for the purpose of the erection of clubs. It is expected that the contract for the Calgary building will be let shortly after the New Year. The financial statement shows an increase in receipts of \$15,857 over last year with the total assets placed at \$307,956. The officers elected for the ensuing year were: President, William Stitt; vice-president, A. McAllister; treasurer, L. C. Macintyre; secretary, Fred J. C. Cox; members of the executive committee, J. M. Scott, E. H. Lee, G. R. Bolton, J. H. J. Murphy, A. E. Wayte, W. J. Litster, Charles Holden, J. E. Holland, John Brockest, C. M. Scott, L. Nash, J. P. Minhinnick; vice-president for Alberta, J. D. McDonald; vice-president for Saskatchewan, W. C. Bell; vice-president for British Columbia, A. R. McFarlane; members of the executive, Alberta, O. S. Chapin; Saskatchewan, S. C. Burton; British Columbia, R. W. Clark.

General Review of Grocery Markets

Wholesale Trade in General Engaged in Stock-taking and Business is Naturally Dull—Sugar Market Easy—Beans Not Any Too Strong on Account of Competition—Good Sale for Syrups and Other Winter Specialties.

QUEBEC MARKETS.

POINTERS—

Sugar—Market somewhat easy.

Syrups—Selling well.

Dried Fruits—War having an effect on prices.

Montreal, Jan. 2.—With the wholesale trade, business during past 10 days has been dull, as retailers have been busy attending to sales. While January is not expected to be brisk on account of stock taking operations, all believe it will be better than last year and that 1913 will surpass 1912.

SUGAR.—Quite a good demand has been in force for past two weeks, but now that Christmas is over the market is a little duller. It looks as if the price should come down a little now as a stimulant to buying, and as a result of the increase in the number of centrals grinding cane in Cuba. Judging by the whole primary situation, the market is nearly due for a decline, but it would be foolhardy to make any definite statement, such a problem has it become.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons	5 05
Granulated, 2-lb. carton, per cwt.	5 05
Granulated, Imperial	4 60
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 50
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35
Bbls. granulated and yellow may be had at 5c above bag prices.	

MOLASSES AND SYRUP.—As stated previously there is nothing of great interest to report about molasses till approach of new crop. As can be readily understood fancy molasses must remain on high side. Syrup sales are good and demand is increasing all along.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 45	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 35	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 35	0 35
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03 1/4	0 03 1/4
Corn syrups, half-barrels	0 03 1/4	0 03 1/4
Corn syrups, quarter-barrels	0 03 1/4	0 03 1/4
Corn syrups, 3 1/4-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 45	2 45
Cases, 5-lb. tins, 1 doz. per case	2 75	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 85	2 85
Cases, 20-lb. tins, 1/4 doz. per case	2 60	2 60

DRIED FRUITS.—There is no change to be recorded in prices, but the European situation is beginning to have its

effects on the markets and it would not be surprising to see number of lines decidedly firm in near future, should the war cloud not clear over.

All Californian lines are dull, there being no great pressure on the market. Currants are firm in Greece, but no change has taken place here as demand is not heavy.

Evaporated apricots	0 14 1/2	0 14 1/2
Evaporated peaches	0 07 1/2	0 07 1/2
Evaporated pears	0 15	0 15
Currants, fine filiatras, per lb., cleaned	0 05 1/2	0 05 1/2
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 07 1/2	0 07 1/2
Dates, Hallowee, loose	0 05 1/2	0 05 1/2
Paris	0 11	0 11
Figs, 3 crown	0 08	0 08 1/2
Figs, 4 crown	0 09 1/2	0 09 1/2
Figs, 5 crown	0 11 1/4	0 11 1/4
Figs, 6 crown	0 12 1/2	0 12 1/2
Figs, 7 crown	0 13 1/4	0 13 1/4
Figs, 9 crown	0 14 1/2	0 14 1/2
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10 1/4	0 11 1/4
Glove boxes, 10-oz., per box	0 07 1/2	0 08

Prunes—		
20-30	0 12	0 12
30-40	0 10 1/4	0 10 1/4
40-50	0 10	0 10
50-60	0 09	0 09
60-70	0 08	0 08
70-80	0 07 1/2	0 07 1/2
80-90	0 07	0 07
90-100	0 06 1/2	0 06 1/2
Bosnia prunes	0 07	0 08

Raisins—		
Choice seeded raisins	0 08	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08 1/4	0 08 1/4
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08 1/4	0 08 1/4
Seedless, new, in packages	0 07 1/4	0 07 1/4
Select raisins, 7-lb. box, per lb.	0 07 1/2	0 07 1/2
Sultana raisins, loose, per lb.	0 11 1/4	0 11 1/4
Sultana raisins, 1-lb. cartons	0 12 1/2	0 12 1/2
Milaga table raisins, clusters, per box	0 75	1 00
Milaga table raisins, clusters, per 1/4 box	0 75	1 00
Valencia, fine, off stalk, per lb.	0 08	0 08
Valencia, select, per lb.	0 08 1/4	0 08 1/4
Valencia, 4-crown layers, per lb.	0 09	0 09 1/4

COFFEE.—Locally demand has been good and business encouraging. Interest is again being aroused in valorisation coffee, considerable excitement having been caused recently when an announcement not officially confirmed though, was made to the effect that valorisation coffees were to be liquidated.

Mocha	0 25	0 25
Rio	0 21 1/4	0 23 1/4
Mexican	0 25	0 25
Rarima	0 22	0 24
Marasibo	0 25	0 25 1/4

NUTS.—In direct contrast to the weak situation as far as imported walnuts are concerned, coast walnuts are considerably stronger and it looks as if stocks are being cleaned up quickly. The movement of the imported varieties is slow as is only natural at this time of the year, but supplies in France are reported as low, so that the market should firm up to some extent. Sicily filberts in spite of recent advances are dull but cable advices to effect that supplies in first hands are scarce, give strong undertone to the market. Pecans are not active in anyway in spite of fact that season's crop is below average. Brazil nuts may show an advance as quantities held are not heavy and great-

er part of large sizes may have to be cracked for future trade. Locally demand is on the light side though the New Year movement is noticeable.

In shell—		
Brazil	0 14	0 15
Filberts, Sicily, per lb.	0 13 1/4	0 14
Filberts, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 17	0 18
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/4	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
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 08 1/2	0 08 1/2
Coon, roasted	0 08 1/4	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 13	0 13
Virginia No. 1	0 13	0 15
Pecans, Jumbo	0 18	0 19
Pistachios, per lb.	0 14	0 15
Walnuts—		
Rowleaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—Market is now quiet, the bulk of the seasonable business having already been transacted. The primary market prices are well maintained and it does not look as if any concessions will be made, though should an easier feeling prevail at growing centres some small decline is not out of the question.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 75	3 75
Rice, grade B, bags 100 lbs.	3 75	3 75
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 75	3 75
Rice, grade B, pockets 25 lbs.	3 75	3 75
Rice, grade C.C., bags 250 lbs.	3 75	3 75
Rice, grade C.C., bags 100 lbs.	3 75	3 75
Rice, grade C.C., bags 50 lbs.	3 75	3 75
Rice, grade C.C., pockets 25 lbs.	3 75	3 75
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	4 45	4 50
Patna, polished	5 00	5 00
Pearl	5 00	5 00
Imperial Glace	5 40	5 40
Sparkle	5 75	5 75
Crystal	5 25	5 25
Snow	5 00	5 00
Ice Dips	5 75	5 75
Carolina Rice	7 00	7 00
Brown Sago, lb.	0 05	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

ONTARIO MARKETS.

POINTERS:—

Sugar—Easier.

Currants—Easier.

High-grade Teas—Firmer.

Toronto, Dec. 31.—All trade has been inclined to be dull this week. Not only are the retailers refraining from buying owing to the influence of the holiday trade, but many of the wholesale houses are engaged in stock-taking and are making little effort at sales of any kind. Although no definite conclusions have been reached as yet still there is a very general feeling not only that trade has been better during 1912 than previous years but also that the increase has been a very substantial one. General satisfaction with the year's business seems to predominate.

THE CANADIAN GROCER

SUGAR.—All records for December in the past in the sugar trade have been dimmed by that made during 1912. Business kept up steadily right up to the close of the year until finally the biggest record in Canada was reached. Prospects for 1913 look very bright. The world's crop of raw sugars is heavy and prices are now low. Cheap figures will increase consumption and so a heavy trade is looked forward to. Quite a contrast exists between present conditions and those on entering 1912, when a sagging tendency prevailed. Just now, however, the market is dull and continues without special feature.

Extra granulated, bags	4 85
Extra granulated, 25-lb. boxes	4 85
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 80
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUP AND MOLASSES.—Market situation in syrup and molasses this week is practically without a change. The whole market has taken on a holiday aspect and little business is being carried on. Prices remain as quoted last week. While there is a tendency towards weakness in the poorer grades, higher grades still remain firm.

Syrups—	
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, 1/2 doz. in case	2 85
20 lb. tins, 1/4 doz. in case	2 60
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 03 1/2
Pails, 35 1/2 lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gals., 12 to case	5 40
1/4 gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 00
1/2 gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 00
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	0 28 0 30
West Indies, half barrels	0 30 0 32
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 45 0 50

DRIED FRUITS.—Prices on most lines remain firm. Dealers look to the winter months as a period of the heaviest consumption for many years. Stocks now held are light and thus heavy buying is expected after the turn of the new year.

Currants, despite the war and interference caused by freights, have not advanced as anticipated and if anything are slightly easier this week.

Evaporated apples are at present a drug on the market. Supplies of all grades are pouring in from all sides so that now the only hope remains in export.

Prunes—		
30 to 40, in 25-lb. boxes	0 12 1/2	0 13 1/4
40 to 50, in 25-lb. boxes	0 11 1/4	0 12 1/4
50 to 60, in 25-lb. boxes	0 10 1/4	0 11 1/4
60 to 70, in 25-lb. boxes	0 09	0 10
70 to 80, in 25-lb. boxes	0 08 1/2	0 09 1/2
80 to 90, in 25-lb. boxes	0 08	0 09
90 to 100, in 25-lb. boxes	0 07 1/2	0 08 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		
Appriots—		
Standard, 25-lb. boxes	0 13	
Choice, 25-lb. boxes	0 15	
Peaches—		
Standard, 25-lb. boxes	0 10	
Choice, 25-lb. boxes	0 10 1/4	0 11 1/4
Candied Peels—		
Lemon	0 11	0 12 1/4
Orange	0 12	0 13
Citron	0 15	0 16
Tapnets	0 04 1/2	0 05 1/2
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07 1/2
Currants—		
Fine Filistras, per lb.	0 07	
Choicest Anapas, per lb.	0 07 1/2	
Patras, per lb.	0 07 1/2	
Choice Vastizas	0 10	
Shade dried Vostizas	0 10	0 08 1/2
Cleaned, 1/4 cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencia, selected, new	0 09	0 09 1/2
Valencia, old stock	0 07 1/2	0 08
Seeded, 1 lb. packets, fancy	0 07 1/2	0 07 1/2
Seeded, 1 lb. packets, choice	0 06 1/2	0 07
Dates—		
Hallowee, full boxes	0 05 1/2	
Hallowee, half boxes	0 06 1/2	
Paris, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Paris, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2

TEA.—Owing to there being no sale in London either last week or this, little news has reached here with regard to the primary market. Just now the market seems much firmer unless for low grade teas. These are in little demand and are cheap chiefly because nobody seems to want them. As far as can now be judged, prospects are that prices will remain firm. The surplus of tea on the market which has been reported lately seems to apply to low grade teas more particularly and not to affect the better qualities.

COFFEE.—The primary coffee market this week shows some signs of weakness and there is even a possibility that prices will be weakened slightly. However, the situation is still very strong and prices on this market will not be affected.

Coffees coming in now are of very superior quality but only in the better grades. In the cheaper lines some are even below the standard of former years.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Martabao, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 33
Mexican	0 27	0 28
Guatemala	0 25	0 26
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Spices this week are dull on account of holiday. Still a firmness in cloves continues. Otherwise things are on a par with last week.

5 and 10 lb. Tins			
Allspice	14-17	1/4 lb. 75-80	time dec.
Cassia	22-27	95-1 00	95-1 00
Cayenne pepper	22-33	75-80	95-1 15
Cloves	25-30	90-95	95-1 10
Cream tartar	25-30	90-95	
Curry powder	25-30		
Ginger	22-27	65-70	75-80
Mace	25-30	75-80	85-90
Nutmegs	25-30	75-80	85-90
Peppers, black	20-23	67-75	80-90
Peppers, white	25-30	90-95	1 05-1 15
Pantry spice	30-37	65-75	75-1 10
Pickling spice	14-18	75-80	75-80
Turmeric	15-18		
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk		0 35
Shredded coconut, in pails	0 16 1/2	0 17 1/2

RICE AND TAPIOCA.—The rice situation at present is rather puzzling. While last week it was stated as rather firmer, this week brings rather an easier turn again. Tapioca remains unchanged.

Standard B., from mills, 500 lbs. or over.	
L.o.b. Montreal	3 75
Rice, standard B., L.o.b., Toronto	3 85
Per lb.	
Rangoon	0 03 1/2
Fancy rangoon	0 05 1/2
Patna	0 05 1/2
Japan	0 06
Java	0 05 1/2
Carolina	0 05
Sago, medium brown	0 05 1/2
Tapioca—	
Bullet, double goat	0 05 1/2
Medium, pearl	0 05 1/2
Flake	0 05
Seed	0 05 1/2

NUTS.—New nuts coming in now are demanding slightly higher prices than at same time last year, and a firmer tone is noted in the markets. It is stated that prices are now up as high as they are likely to go this season. At present prices are somewhat better than anticipated.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16 1/2
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 35	0 36
Chestnuts, Italian, large, lb.		0 12 1/2
Chestnuts, Canadian, peck		2 25
Filberts	0 12	0 12 1/2
Hickory nuts, per lb.		0 07
Pecans	0 18	0 20
Brails, roasted	0 14	0 15
Peanuts	0 10	0 13
Peanuts, green, extras		0 08 1/2
Peanuts, green, jumbo		0 10

BEANS.—Still the Canadian beans give place very largely to the Austrian of which large quantities are being imported. Prices remain unchanged, competition tending to keep them low for some time yet. Little business is passing at present and the whole market is dull.

Prime beans, per bush., new	2 80
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MANITOBA MARKETS.

POINTERS—

- Beans—Decline 35 cents.
- Raisins—Easier.
- Currants and Dates—Firmer.
- Evaporated Apples—3/8c. off.

Winnipeg, Jan. 2. — Christmas and New Year reached proportions that will sum up as satisfactory. Wholesale trade kept up well, but as most of the travelers were off the road no very great volume of business was expected. Rush orders by wire and mail, however, came in quite freely.

Collections have vastly improved during the last couple of weeks.

There are many changes of importance in prices. Beans have declined 35 cents per bushel. Pot barley is down 25 cents per sack of 98 lbs.; tapioca 1/2 cent. Loose muscatel and California raisins are easier, currants and dates are firmer; evaporated apples are down 3/8 cents per lb.

THE CANADIAN GROCER

Fresh arrivals of French peas are on the market quoted at 10c to 17c per tin, a slight advance on last year's figures.

Weather conditions continue moderate and low fuel bills should greatly favor trade in groceries and provisions.

SUGAR.—There is no change in the sugar market. Prices are steady, demand good, supply adequate.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Iceing sugar, in bbls.	5 65
Iceing sugar, in boxes, 25 lbs.	5 30

SYRUPS.—Syrups are steady and are selling well at retail. Opinion varies as to prospects of a reduction but many dealers are inclined to expect such.

Corn Syrup—	
2 lb. tins, per case	2 23
8 lb. tins, per case	2 63
10 lb. tins, per case	2 51
20 lb. tins, per case	2 82
Barrels, per 100 lbs.	3 82
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quart, per case	6 20
Maple syrup, 1/2 gal.	5 85

DRIED FRUITS.—Dried fruits are firmer but prices are still lower than in 1911. Large sized prunes are scarce and are selling at a premium in the primaries. Figs and dates are selling well. Currants and dates are both a little dearer while seeded raisins are cheaper. Evaporated apples have declined 3/8c. Green fruits with the exception of apples are not as plentiful and a better demand for dried fruits is materializing.

Prunes—		Per lb.
90-100s, 25s, s.p.	0 25 1/2	
90-100s, 10s, s.p.	0 08	
80-90s, 25s, s.p.	0 08 1/2	
80-90s, 10s, s.p.	0 07 1/2	
70-80s, 25s, s.p.	0 07 1/2	
70-80s, 10s, s.p.	0 08	
60-70s, 25s, s.p.	0 07 1/2	
50-60s, 25s, s.p.	0 08 1/2	
40-50s, 25s, s.p.	0 08 1/2	
Cooking Figs—		
Choice boxes	0 05 1/2	
Half boxes	0 05 1/2	
Half bags	0 05 1/2	
Valencia Raisins—		
Fine, f.o.a., 25s, s.p., per box	2 75	
Fine, selected, 25s, s.p., per box	2 70	
4-crown layers, 22s, s.p., per box	2 65	
4-crown layers, 14s, s.p., per box	1 35	
4-crown layers, 7s, s.p., per box	0 75	
Ne plus ultra, 82s, s.p., per box	2 20	
Sultanas	0 14 1/2	
Currants—		
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	

BEANS.—Decline in beans came as a matter of surprise some days ago as reports stated a short crop and probability of advancing prices. Peas are firm and unchanged.

Beans, hand-picked, per bushel	2 35
Beans, 3 lb. pickers, per bushel	2 35
Split peas, sack, 98 lbs.	4 25
Whole peas	2 30

COFFEES AND TEAS.—Coffee generally has been easier in New York. But locally the situation has no new features to report. The winter demand is good and consumption generally heavier than in the summer.

Coffee—		
Green Rio, No. 5	0 17	
Roasted Rio	0 21	
Green Santos	0 19	
Roasted Santos	0 24	
Chicoory	0 12 1/2	
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japan, May picking	0 25	0 50
Japan, choice	0 35	0 45

NUTS.—The holiday trade in nuts has been excellent. Reports of the Texas

peanut crop are that the quality of the yield is excellent but that the output will be but 200 cars as against 250 last year.

Brasil	0 13	0 14
Tarragona almonds	0 16 1/2	
Peanuts, roasted, Jumbos	0 12 1/2	
Peanuts, choice	0 11	
Pecans	0 17	
Marbot walnuts	0 15 1/2	
Grenoble walnuts	0 16	
Sicily filberts	0 11 1/2	
Shelled almonds	0 25	
Shelled walnuts	0 29	

WINNIPEG.

WINNIPEG.—Wholesale fish merchants report a good demand for all lines handled. Holland herrings have advanced 3 cents per keg. Oysters are in good demand at prices unchanged.

Fish—		
Oysters, per gallon	2 75	
Frozen salmon	0 11	
Frozen halibut	0 09	
Fresh whitefish	0 09 1/2	
Fresh pickerel	0 08	
Black cod	0 10	
Haddock	0 06	
Finnan haddies	0 06	
Holland herring, keg	0 68	0 75
Kippers, box	2 00	
Smoked cod	0 12	
Goldeyes, dozen	0 50	
Labrador herring	4 50	

NEW BRUNSWICK MARKETS.

St. John, N.B., Jan. 2.—Amount of business transacted by local dealers during the Christmas rush was a surprise to them. They did not look for nearly so much and consequently were in some cases unable to cope with it satisfactorily. Many had extra clerks employed temporarily, and had all they could do working day and evening to attend to orders received. It was beautiful shopping weather, and great crowds thronged the city. Progressive dealers who stocked heavily in holiday lines feel content to-day for they sold out entirely. There was a constant demand for all articles of necessity in making the Christmas dinner a success, and a promising sale for candies, fruits, ornaments, etc.

The market remained unaffected by business transacted. There were few changes of interest, a slight difference taking place in provisions which market became a little easier in tone. Flour, sugar, and other staples remained without change. The call for poultry was well responded to and the sale was far better than in other years. Turkeys were plentiful and brought about 27 and 28 cents. Eggs are none too plentiful, and higher prices may be looked for, and the same may be said regarding butter.

Bacon	90 15
Beans, hand-picked, bushel	2 30
Beans, Austrian, bushel	2 65
Beans, yellow eye, bushel	3 10
Butter, dairy, per lb.	0 30
Butter, creamery, per lb.	0 27
Buckwheat, W., grey, bag	2 85
Cheese, new, lb.	0 15 1/2
Currents, 1's, lb.	0 07 1/2
Canned Goods—	
Beans, baked	1 30
Beans, string	1 02 1/2
Corn, doz.	1 10
Peas, No. 4	1 40
Peas, No. 3	1 42 1/2
Peas, No. 2	1 45
Peas, No. 1	1 50
Peaches, 2's, doz.	1 55
Peaches, 3's, doz.	2 25
Raspberries, doz.	2 20

Strawberries	2 20
Tomatoes	1 65
Cornmeal, gran.	5 00
Cornmeal, bags	1 55
Cornmeal, bbls.	3 25
Eggs, hennery	0 45
Eggs, case	0 35
Flour, Manitoba	6 25
Flour, Ontario	5 65
Lard, pure, lb.	0 10 1/2
Lard, compound, lb.	0 15 1/2
Lemons, Messina	3 50
Molasses, Barbados, fancy	0 38
Oatmeal, rolled	5 50
Oatmeal, std.	6 05
Pork, domestic mess	25 75
Pork, American clear	25 00
Potatoes, barrel	1 75
Raisins, California, seeded	0 07 1/2
Rice, per lb.	4 25
Salmon, Case—	
Red Spring	9 25
Cohoos	8 75
Sugar—	
Standard granulated	4 90
Austrian granulated	4 90
Bright yellow	4 70
No. 1 yellow	4 60
Paris lumps	5 00

CANNED GOODS.

VEGETABLES.	Group A.
Per doz.	
2's, Asparagus Tips	2 27 1/2
2's, Asparagus Butts	1 45 1/2
Beans—	
2's, golden wax	1 00
3's, golden wax	1 40
Gal., golden wax	4 05
2's, Refugee, green	1 00
3's, Refugee, green	1 40
2's, Midgets	1 30
2's, Beets, sliced	0 97 1/2
2's, Beets, whole	0 97 1/2
3's, Beets, sliced	1 32 1/2
3's, Beets, whole	1 37 1/2
3's, Cabbage	1 00
1's, Carrots	1 00
3's, Carrots	1 30
2's, Cauliflower	1 67 1/2
3's, Cauliflower	2 10
2's, Parsnips	1 15
3's, Parsnips	1 30
3's, Turnips	1 15
Peas—	
2's, extra fine sifted, size 1	1 75
2's, sweet wrinkles, size 1	1 35
2's, sweet wrinkles, size 2	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gal., Spinach	5 32 1/2
2's, Tomatoes	1 37 1/2
Gal., Tomatoes	4 00
2's, Corn	0 97 1/2
3's, Squash	1 35
Gal., Squash	4 30
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 55

FRUITS.	Group A.
2's, Apples, standard	1 00
3's, Apples, preserved	1 80
Gal., Apples, standard	2 55
Gal., Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal., Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal., Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02 1/2
2's, Lawtonberries, preserved	2 22 1/2
2's, Peaches, white, heavy syrup	1 55
2's, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1 1/2's, Peaches, yellow, fats, heavy syrup	1 27 1/2
2's, Peaches, yellow, heavy syrup	1 50
2 1/2's, Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77 1/2
3's, Peaches, pie, not peeled	1 37 1/2
3's, Peaches, peeled	1 67 1/2
Gal., Peaches, pie, not peeled	3 82 1/2
Gal., Peaches, pie, peeled	4 37 1/2
2's, Pears, Bart., heavy syrup	1 77 1/2
2's, Pears, Bart., heavy syrup	2 37 1/2
2's, Pears, Flemish Beauty, heavy syrup	1 77 1/2
2 1/2's, Pears, Flemish Beauty, heavy syrup	2 12 1/2
3's, Pears, Flemish Beauty, heavy syrup	2 37 1/2
2's, Pears, Kefflers, heavy syrup	1 67 1/2
2 1/2's, Pears, Kefflers, heavy syrup	2 02 1/2
3's, Pears, Kefflers, heavy syrup	2 37 1/2
3's, Pears, light syrup	1 25 1/2
3's, Pears, light syrup	1 62 1/2
3's, Pears, pie, not peeled	1 37 1/2
3's, Pears, pie, peeled	1 47 1/2
Gal., Pears, pie, not peeled	3 52 1/2
Gal., Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
3's, Plums, Lombard, heavy syrup	1 45
Gal., Plums, Lombard, standard	3 85
2's, Plums, Egg, heavy syrup	1 45
2 1/2's, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27 1/2

2½. Plums, Damsen, light syrup	0 90
3½. Plums, Damsen, light syrup	1 30
2½. Plums, Damsen, heavy syrup	1 05
Gal. Plums, Damsen, standard	3 55

Group B are 2½c per doz. less than above.

CONDITION OF BEAN MARKET.

Canadian Prices About Export—Competition From California and the Continent.

Chatham, Ont., Jan. 2.—(Special).—According to a local bean man, the bean market in Canada is higher than that in the United States. In New York State and Michigan, farmers are receiving less for beans than farmers in Kent and Essex counties, where the great bulk of our beans are produced. Usually the United States market is higher than ours.

This change is represented to be due to natural causes, the production in the States having increased to catch up pretty well with the demand while production in Western Ontario has kept about stationary. As a result demand here is rather ahead of supply leading to Canadian market going above export value.

Another point mentioned by this firm was that our market opened so high last fall that Ontario beans were unable to compete any too successfully in the Western Canadian province with California beans. There is too, competition in beans from Austria, whose beans are now being sold in most provinces. In view of this not many Canadian beans are being sold in British Columbia and Alberta. The greater part of their sale is confined to Ontario and Eastern Canada.

The crop in Ontario was not the best from a quality standpoint so that cost of preparing good beans for the market is here again increased.

DOMINION CANNERS' STOCK.

Dividend of 6 Per Cent. Declared on Common Stock—Promises in Prospectus of 1910 Fulfilled.

Hamilton, Jan. 2.—In April, 1910, the Dominion Bond Co. placed on the market a prospectus dealing with the stock of Dominion Cannery, Ltd., which firm had been organized the preceding winter, the Canadian Cannery taking in several independent factories. Judging from results Dominion Cannery has complied with the terms of the prospectus.

At a directors' meeting in Hamilton on Friday last a dividend of 6 per cent. was declared on the common stock. It was also decided to place the common stock on a permanent 6 per cent. basis from January 1, 1913.

Under the conditions of the stock issue of 1910, preferred stock put on the market carried with it a bonus of 25 per cent. of common stock. In placing on the market an issue of the 7 per cent. preferred the Dominion Bond Co. in their prospectus, while promising no dividend, submitted an estimate which showed net earnings of \$163,000 after providing for bond interest and preferred dividends as well as bank and depreciation charges. At the end of April last the actual earnings exceeded the \$163,000. After providing for bond interest, preferred dividends and \$50,000 for addition to the insurance reserve, the net profits were \$161,118. In respect of actual earnings, the promises held out to the purchasers of the preferred stock with the bonus of common have materialized.

A business which has its basis in field crops, subject to the hazards of unfavorable weather, cannot of course foresee what is to come.

Comment has at times been made on the fact that a dividend has not been previously paid on common stock, but probably the management have pursued the wisest course in waiting until a substantial reserve fund has been provided for. This has resulted in the company's decision to place the common stock on a permanent 6 per cent. basis.

MR. APPLETON JOINS POST.

This week Mr. John Appleton, who for the last ten years has been financial editor of the Manitoba Free Press, and was admittedly the best-informed newspaper man on financial and commercial affairs in Western Canada, joins the editorial staff of The Financial Post.

The Post has always given much attention to the West, and Mr. Appleton's appointment is assurance that, to say the least, no change in that policy is in contemplation.

The Financial Post is published by the MacLean Publishing Co.

TRADE NOTES.

T. B. Greening of Thos. B. Greening & Co., coffee importers, Toronto, is in New York this week on business.

W. S. Greening, of Pure Gold Mfg. Co., Toronto, is taking a business trip through Kansas City and Winnipeg this week.

John Fraser & Son, for twelve years in business in Barrie, Ont., has sold his store stock and dwelling to S. G. S. Anderson.

Grocers' Letter Box

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

TRAVELERS' TREASURER.

Editor Canadian Grocer.—Will you kindly let me have the name and address of the treasurer of the Commercial Travelers' Association of Canada?

Niagara Falls, Ont. M. G.

Editorial Note.—The treasurer of the C.T.A. is E. Fielding, 34 Yonge St., Toronto.

Editor Canadian Grocer.—Will you kindly give us the names and addresses of some weekly or monthly grocery papers published in London, England?

ORILLIA MERCHANT.

Editorial Note.—"The Grocer" is a weekly and "Grocery" a monthly paper published in London.

DRUMMERS LISTEN TO SONG, SPEECH AND STORY.

(Concluded from page 30)

Frank Barber must have had a musical engagement at the Mossop as well. His music roll was there.

Talking shop is foreign to such a function but the main story of Mr. Wallace, the fireless cooker man, involved a question of heat.

It was an impromptu night, so the best in everybody came out. "The Apology to O'Reilly," by Sol. Walters, was no exception.

Vice-President Charley Smye was absent. Although small in stature, his absence was greatly missed.

The gathering dispersed at nearly midnight to meet again in the good old summer time at Georgetown.

TRAVELERS' OFFICERS.

Toronto, Jan. 2.—The Commercial Travelers' Association of Canada, held its annual meeting here last week. The treasurer's statement showed that the business of 1912 had enabled them to carry \$56,258.34 to the permanent reserve and \$29,383.60 to surplus allotment.

It was announced that a mail vote had resulted in the election of the following members to the Board of Management for Toronto, 1913: President, S. M. Sterling; First Vice-President, James G. Cane; Second Vice-President, George W. More; Treasurer, E. Fielding; and nine directors, viz., Alex. Cook, Charles Duncan, John Everett, R. G. Hector, Walter Moore, A. C. Rogers, C. J. Silver, W. H. Scott, C. J. Tuthill.



Holiday Trade in Fruit Quite Active

Wholesalers Report Splendid Business Generally—New Goods from the South Arriving, Among Them Asparagus—Mandarine, a New Orange, on the Market—All Staples Selling Well.

Christmas trade from the standpoint of the wholesale dealer has been very satisfactory and stocks have been well cleaned out. Especially is this true of oranges, which took better than ever this year. Packing houses have now been closed down for a week. Upon their reopening at the first of the week, a brisk business is expected as a lot of orders demanding prompt shipment have already been placed.

This week mandarines have been introduced into the Canadian market for the first time. These come chiefly from Italy and Sicily. Several boxes were sent over along with a shipment of lemons, more as an experiment to see in what condition they could be laid down here than anything else. Having been carefully wrapped and packed, all arrived here sound and in good order. Both in looks and taste the mandarine strongly resembles the tangerine, for which there has been a rapidly increasing demand of late. The mandarine is very juicy and makes a very palatable orange.

Consumption of lemons is remarkably good for season—so good that it seems difficult to find a reason strong enough to account for it. Bookings for primary are already heavy.

Some more California celery is on the market this week. Cold weather in California, however, has stopped the cutting so that no more is now expected for a week or ten days.

MONTREAL.

FRUITS.—Holiday trade was active and steady repeat business has taken place. Some wholesalers have had a record season and are surprised that pretty stiff prices prevailing for certain lines have not interfered with sales. Oranges are firm at present while cranberries are getting a little on the easy side.

Apples, fall, No. 1	3 00	5 00
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	5 50	6 50
Oranges, late Valencias	4 50	5 50
Pineapples, Cubans, cases of 24	6 50	8 50
Grapes	2 25	2 75

VEGETABLES.—Potatoes are beginning to firm up, as a result of shorter supplies coming forward, but no advance is expected as there is every reason to believe that there are enough to fill current requirements. Carrots are not so plentiful but no change has taken place in this case either.

Spanish onions, large case	2 50	
Canadian red onions, per lb.	0 01 1/4	
Wax beans, in hampers	4 50	
Carrots, bags	0 75	1 00
Cabbage, dozen	1 20	
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	3 75	
Radishes, dozen	0 22	
Sweet potatoes, per basket	2 50	
New potatoes, bag	1 00	
Spinach, box	1 00	
Parsnips, bag	3 00	3 75
Tomatoes, hothouse, lb.	0 25	
Turnips, per bag	1 25	

TORONTO.

GREEN FRUITS.—Movement in all green fruits for the holiday trade has been excellent and shows a very marked advance over former years. Demand for grapefruit keeps heavy owing to the quality this year being so fine and prices quite within reason. Sicily bitters for making marmalade are now on the road and should arrive in a couple of weeks' time.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	1 25	
Greenings, No. 1, per bbl.	2 25	
Greenings, No. 2, per bbl.	3 00	
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	2 25	
Bananas, per bunch	1 75	2 25
Cranberries, per bbl.	11 00	12 00
Cranberries, crate	3 25	3 75
Grapes, Almeria, per lb.	6 50	7 50
Hothouse grapes, per lb.	0 75	
Grapefruit, per case	3 50	
Kumquats, per quart	0 25	
Lemons, Messina	2 75	3 50
Oranges, Florida, case	3 00	3 25
Mexican oranges, per box	1 75	3 50
Pineapples, per case	4 50	5 25
Pineapples, per case	4 50	4 50
Pineapples, per case	2 50	
Pomegranates, per doz.	0 50	
Tangerines, per strap	5 50	5 75

VEGETABLES.—Still a dullness prevails on the vegetable market with little sign of change till after the first week of the new year.

French endives are now on the market—the first of the season—and are selling at \$5 a basket.

Asparagus has also been brought in but just as a treat for the new year. Prices quoted are \$4.50 for a dozen bunches. Quality is good and even better than expected at this season.

Potatoes this week are very quiet and few are being offered. Locally dealers are finding some difficulty in handling potatoes this winter on account of the extra demurrage charges. At present there is little inducement to get in more than one carload at a time or to import greater supplies than immediate demand warrants.

Beets, per bag	0 65	0 75
Carrots, per bag	0 75	
Cabbage, per dozen	0 60	
Celery, per dozen	0 35	0 40
Celery, California, per crate	5 50	
Cucumbers, Boston, hot house, doz.	2 00	
Lettuce, doz. bunches	0 25	0 30
Lettuce, Boston heads, hamper	3 25	
Mushrooms, per lb.	0 75	
Onions—		
Spanish, per crate	2 50	
Canadian onions, 75 lb. bag	0 65	1 25
Potatoes, Ontario, per bag	1 00	1 10
Potatoes, New Brunswick	1 10	1 15
Parsnips, per bag	0 75	
Turnips, per bag	0 50	0 60
Tomatoes, hothouse, per lb.	0 25	
Sweet potatoes, hamper	1 50	
Cauliflower, per case	4 25	

WINNIPEG.

GREEN FRUITS AND VEGETABLES.—Trade in fruits and vegetables was active during holidays. Grapes and cranberries are a little dearer, Ontario apples easier. There are a good many lines of imported fresh vegetables on the market.

Frozen cranberries	10 00	
Malaga grapes, kegs	6 00	9 00
Navel oranges, case	3 75	4 00
Bananas, per bunch	2 50	3 00
California lemons, crate	7 50	
Washington apples	1 50	2 25
Ontario tomatoes	0 75	
Ontario apples	4 50	5 50
Cranberries	13 00	
Spanish onions	3 75	
Florida grape fruit	5 00	
Pears	4 00	
Japanese oranges, box	0 65	0 85
Valencia onions	2 00	
Sauerkraut, lb.	0 04	
Potatoes—		
Potatoes, per bushel	0 40	
Carload lots	0 25	
Jersey sweet potatoes, barrel	6 00	



Fall Wheat Crop in Danger From Frost

No Snow Yet and Should Heavy Frost Come Before It Much Would Be Winter Killed—Mill Feed Firming Again After Recent Decline—Cereals Have Up to Present Sold Well.

Mill feeds still occupy the most prominent place in the markets this week so far as changes in price are concerned. Demand for all lines is stiffening considerably. Farmers who up to present time have been feeding their coarse grains have now finished these and are being compelled to buy. As yet demand from this cause is not great but a few weeks' time will see it greatly increased.

Then again supplies of mill feeds in the Eastern States have run low and there is every reason to expect that within the next week or ten days dealers on this side of the line will commence shipping there to meet the demand. If conditions continue as now anticipated an advance in the price of all mill feeds but especially bran may be expected. At present prices are much lower than at the same time a year ago.

Still some nervousness is being felt about the winter wheat crops which as yet have no snow covering to protect them from frosts. No severe frost has come yet but should there be much of a drop in temperature before more snow comes serious damage would result.

This condition together with the fresh war scare has done much to stiffen the wheat market in Chicago and yesterday the close was nervous at figures varying from a shade decline to 1/2c. net gain. Increased estimates of the Argentine export surplus previous to the renewed war scare had done much to drop the prices and wipe out the gain expected on account of light world shipments.

MONTREAL.

FLOUR.—Wheat at American and Canadian centres has been firming up lately, and in sympathy the flour market has become considerably stronger. It is only natural that market, all the same, should be quiet, as the trade made ample allowances for holiday trade. But stocks in jobbers' hands, judging

from various reports, cannot be heavy, so that millers look for renewed activity shortly.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	5 40	5 60
Manitoba straight patents, in bags	4 90	4 90
Manitoba strong bakers, in bags	4 70	4 70
Manitoba second, in bags	4 30	4 30

ROLLED OATS.—Buyers are evidently well enough supplied for present needs as demand is slow at prices previously quoted. The amount of business doing is not heavy but an improvement is anticipated. Cornmeal on the other hand is steady in spite of expected easiness.

Fine oatmeal, single bag lots	2 53
Standard oatmeal, single bag lots	2 53
Granulated oatmeal, single bag lots	2 53
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots	2 20
Rolled oats, jute bags, 90-lb. single bag lots	2 30
Rolled oats, cotton bags, 90-lb. single bag lots	2 25
Rolled oats, barrels	4 65
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30
Bolting cornmeal, 100 bags	2 25

TORONTO.

FLOUR.—The market here remains practically dead on account of holiday influences. Wheat has stiffened in Chicago on account of statements received from Europe to the effect that Russia had resumed the massing of troops on her southeastern frontier. It is not now expected that this will have much effect on the flour market, however.

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 60
Feed flour, in car lots, per ton	30 00
Flour in cotton sacks, 10c per barrel more.	32 00

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 55
Blended domestic consumption	4 85	5 05

CEREALS.—The cereal market is altogether of a holiday character. Business, however, has been satisfactory and much better for season than was anticipated. All mills are still oversold in cornmeal and quite a brisk business is passing in all other cereals as well. One firm states that it is altogether out of some lines of package goods and has to

turn down orders for immediate delivery.

Rolled oats, small lots, 90 lb. sacks	2 30
Rolled oats, 25 bags to car lots	2 20
Standard and granulated oatmeal, 98-lb. sk., small lots	2 43
Rolled wheat, small lots, 100-lb. bbls.	2 85
Rolled wheat, 5 barrel to car lots	2 75
Cornmeal, 98 lb. bags, 25 bag lots	2 00
Rolled oats in cotton sacks, 5 cents more.	

MILL FEEDS.—Although a decided drop was announced in prices of mill feed last week the market is again stiffening. Not only is local demand becoming much greater on account of farmers having used up most of their coarse grains but supplies in Eastern States are becoming scarce and there is every chance of shipments being made from here to meet demand. If this takes place, as it likely will in a week or ten days, bran will be selling so quickly no person will be able to get under cover and consequently prices will likely advance about \$2 per ton. Even now one local dealer is asking \$1 more than prices quoted below on shorts and middlings. Prices most popularly quoted, however, remain unchanged.

Bran, in car lots, per ton	20 00
Shorts, in car lots, per ton	23 00
Middlings	25 00

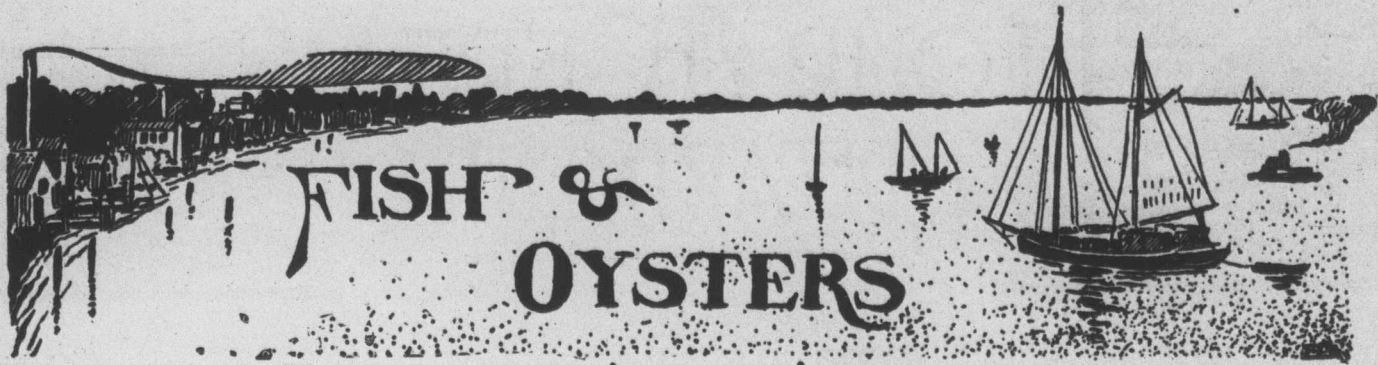
WINNIPEG.

FLOUR AND CEREALS.—Rolled oats have had decline. Flour prices steady. Domestic trade good, export dull.

Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 90 lb. sack	1 90
Granulated oatmeal	2 70
Cornmeal, 98 lbs.	2 20

I. Moore, Toronto representative of the Quaker Oats Co., spent the holidays at Peterborough.

The Maple Leaf Milling Co. have closed the contract for installing machinery in the new part of their mill at Port Colborne, Ont. When this is in running order the capacity of the mill will then be 9,000 barrels per day or double present capacity. All installations are to be completed by June 1, 1913.



Strength Exists in Many Fish Markets

Halibut Takes Advance and Western White Fish are Scarce—Smelts a Little Easier But Salmon Likely to go up—Good Seasonable Demand and Prospects for Winter's Trade are Bright.

Fish trade during the past week has been a little dull after the rush just before Christmas, but is still remarkably good for season, many orders still being placed. The weather has been such as to hinder fishermen greatly and consequently supplies are not quite as large as usual this week.

As anticipated halibut have already advanced a cent a pound. No change in salmon has as yet taken place but outlook for holding present prices is very dismal, and an early advance is expected.

Practically no western white fish are now on the market. During the season for catching these there was no ice on which the fishermen could get out to reach the fishing beds. So that while white fish have been more especially affected all western lake fish will be very scarce.

So far as quantity is concerned, the oyster crop is still holding up well, and shows no weakness so far. Quality, too, continues good. Business, although a little easier during past week, is even better than expected.

Considerable uneasiness still continues with regard to the future for oysters and dealers are following the weather maps closely. "It's just a little too quiet to be comfortable," said one man this week.

QUEBEC.

MONTREAL.—Market has been lively all along, but dealers seem to be now slacking off in orders. Still there are a number of religious festivals ahead and these all make for good fish trade. Wholesalers report that a growing number of grocers are getting interested in sea foods and there is every reason why they should too.

FRESH AND FROZEN.	
Flounders	0 20
Dressed perch	0 00
Fancy spring salmon, per lb.	0 18
Large shad herring, each	0 03
Market cod, cases, 250 lbs., per lb.	0 04

Less than case	0 04%
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 11
Herring, frozen, per 100 fish	2 00
Mulleta	0 04%
Pike, dressed and headless, lb.	0 08
Pike, round	0 06
Steak, cod	0 06
Mackerel	0 12
B.C. red salmon	0 19
New Gaspe salmon, per lb.	0 18
Qualla salmon	0 06
No. 1 smelts, per lb.	0 07%
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 11
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Barbotte (dressed) bullheads, per lb.	0 09
Black Sea bass	0 12
Fancy bluefish	0 15
Fancy weakfish	0 12

PREPARED FISH.	
Boneless cod, in blocks or pkgs., lb.	7, 8, 10, 11, 12
Dark pollock, 100 lb. bundles, per bundle	5 80
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.	
New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 80
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring	6 50
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	0 12%
Salt eels, per lb.	0 06
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	12 50

SMOKED.	
Bloaters, box	1 25
Yarmouth hickory fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07%
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 15
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

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

ONTARIO.

TORONTO.—Halibut have advanced here during past week and are now quoted at 11-12 cents. Visible supply in these is far short of demand and in New York prices run as high as 12 cents. Smelts are rather easier this week and have dropped to 10 cents. Ciscoes per basket are moving out at \$1; a special brand put up in pound packages, however, are bringing 10 cents a pound.

The advance in salmon anticipated last week has not taken place yet but is expected any time now. Supplies are

very scarce and with a heavy demand there is every prospect for an early increase in price.

FROZEN FISH.	
Halibut, per lb.	0 11 0 12
Trout, per lb.	0 11 0 12
Coho salmon, headless and dressed	0 12
Qualla salmon, per lb.	0 10%
Sea herring, per 100	2 00 2 50

FRESH CAUGHT FISH.	
Steak, cod	0 08
Haddock	0 07
Herrings, per lb.	0 06
Perch	0 07

SMOKED.	
Ciscoes, per basket	1 00
Finnan haddie	0 08
Smoked fillets	0 11
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 80
Cod in loose strips, 25-lb. to box, lb.	0 06%
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.	
Labrador herring, per keg	3 25
Labrador herring, per barrel	8 75
Labrador trout, per keg	7 25
Scottish herring, Loch Fyne, per kit.	1 10
Holland herring, per keg	0 80

OYSTERS.	
Selects, per gallon	1 75 2 00
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	1 70
Straights, 5 gal. lots	1 05

SHRIMPS.	
1 gallon cans	1 25
2 gallon cans	2 40
3 gallon cans	4 80

SMELTS.	
No. 1, per lb.	0 11
No. 1, per lb.	0 10

NEW BRUNSWICK.

ST. JOHN.—Bad weather and the coming of Christmas interfered with work of the fishermen during the past week and consequently supply of fish was somewhat broken in market towards week-end. Western halibut is now arriving from British Columbia and meeting with ready sale, at 15 cents. The local stocks of halibut will be missing for some time, as none are now being caught in these waters. Some Newfoundland herring are now being looked for by the trade this week and should help out in the fish supply considerably. The run of smelt has fallen off to quite an extent about the harbor front, and North Shore is being looked to make up deficiency. Few cod or haddock were received during the past week, while the supply of pickled and smoked fish was up to the average.



Produce & Provisions



Holidays Affect Provision Business

Wholesalers Find Trade Hanging a Little Heavily but This Condition Will Soon Pass—Butter Stocks Reported a Little Larger Than Last Year—Good Business Done in Poultry.

The whole market has taken on a holiday aspect, and little business is being done. Perhaps, of all, the butter market is most interesting just now. Stocks are reported as slightly larger than last year but dealers are all quite hopeful as to the future. In the Eastern provinces offerings have been rather light of late, while in Ontario supplies have been coming forward a little better than during the past few weeks. Throughout the West rather a remarkable feature is noticeable. Imports are being made from both coasts. Calgary, it is said, received New Zealand butter recently both from Vancouver and Montreal. Supplies in the West are said to be well up and much better than at this time last year.

Slight hesitation is expressed by holders at present time when asked for quotations on butter and quantities for sale. Evidently they have now reached the conclusion that this is a time to get busy and sell when opportunity arises.

Fresh eggs are now beginning to come in in larger quantities from all over Ontario and prices are considerably easier than a week ago. In the East receipts from the country are still reported as unusually light and as high as 55 cents a dozen is being asked. Latest advices from large American centres state that the markets there are unsettled and irregular. Chicago is still full of storage and these are pulling down the market. Mild weather too is said to have a weakening effect. On the whole prospects in the egg market are not of the brightest.

Demand for provisions has been pretty good for season and with the revival of business after the holiday a brisk demand is expected. Smoked meats are beginning even now to command good sales and salt meats are moving fairly well.

During the past two weeks a very brisk business has been done in poultry but now stocks are practically all cleaned up and business drawing to a close for another season.

MONTREAL.

PROVISIONS.—A large volume of business was transacted during past fortnight but this week things have come to a standstill, so to speak, but this state of affairs does not indicate any easiness, for on the contrary a steady feeling prevails for all lines. The demand for dressed hogs is fair with prices firm.

Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14%
Large sizes, 20 to 28 lbs., per lb.	0 16%
Medium sizes, 15 to 19 lbs., per lb.	0 17
Extra small sizes, 10 to 14 lbs., per lb.	0 17%
Bone cut, rolled, large, 16 to 25 lbs., per lb.	0 17
Bone cut, rolled, small, 9 to 12 lbs., per lb.	0 19
Breakfast bacon, English, boneless, per lb.	0 19%
Windsor bacon, skinned, backs, per lb.	0 22%
Spiced roll bacon, boneless, short, per lb.	0 16%
Boiled ham, small, skinned, boneless	0 25%
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15%
Cases, tins, each 10 lbs., per lb.	0 16%
Cases, tins, each 5 lbs., per lb.	0 16%
Cases, tins, each 3 lbs., per lb.	0 16%
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 15%
Tubs, 50 lbs. net, per lb.	0 15%
Tierces, 375 lbs., per lb.	0 15%
One pound bricks	0 16%
Compound Lard—	
Boxes, 50 lbs., per lb.	0 10%
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10%
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10%
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10%
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 10%
Tubs, 50 lbs. net, per lb.	0 10%
Tierces, 375 lbs., per lb.	0 09%
One pound bricks	0 10%
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces.	27 00
Heavy short cut clear pork, bbl.	25 00
Clear fat backs	28 00 29 00
Heavy flank pork, bbl.	26 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00 18 00

BUTTER.—Pretty much the same local conditions prevail. Buyers seem to be well enough supplied for present consumption, so that things should remain inactive for some little time, unless some heavy orders come along from the West.

Creamery blocks	0 32%
Dairy tubs, lb.	0 26 0 28

EGGS.—Supplies coming forward are short, the total last week falling 2,549 cases behind corresponding period of last year, and 929 cases behind week previous of this year. Thus, it can easily be seen why prices are so strongly maintained. An active business is passing locally.

New laid eggs, per doz.	0 45	0 50
Selects	0 32	0 30
No. 1's	0 28	0 28

HONEY.—A slight improvement is noticeable in this market, owing to some large orders having been placed by manufacturers. On the whole, though, business is unsatisfactory.

White clover honey, in combs, No. 1 des. 2 75	3 00
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12
Clover honey, 10-lb. pails, per lb.	0 12%
Clover honey, 5-lb. pails, per lb.	0 12%
Buckwheat, 60-lb. tins, lb.	0 10 0 11

TORONTO.

PROVISIONS.—There is very little movement in the provision market at present. After the opening of the new year, when the effect of the holiday is entirely worked off, a brisker movement is expected.

Lard this week is rather easier and a decline of ¼c. per pound has taken place.

Hams, too, are rather easier, though no price change has as yet been effected.

Few live hogs are being offered just now and as a result this market is quiet. Prices have taken two advances since last week and are now quoted at \$8.35 and \$8.00 for live and from \$12.00 to \$12.50 for dressed.

Smoked Meats—		
Light hams, per lb.	0 16%	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16%
Backs, plain, per lb.	0 21%	0 21%
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14%	0 14%
Shoulders	0 12%	0 13%
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14%
Long clear bacon, extra heavy	0 13	0 13%
Lard, tierces, per lb.	0 14	0 14%
Lard, tubs, per lb.	0 14	0 14%
Lard, pails, per lb.	0 14%	0 15
Lard, compounds, per lb. tierces.	0 09%	0 09%
Live hogs, local	8 35	8 40
Live hogs, at country points	8 00	
Dressed hogs	12 00	12 50

BUTTER.—There is still quite an easy feeling in the butter market here. No change in price has taken place and it is hard to state at present whether an advance or decline is most likely to follow. Just now holders are disposed to sell at market prices and have now come to the conclusion that this is the time of the year to get busy and sell.

Plenty of fresh rolls and prints are coming in. Quality in these is only average, many possessing a feedy or stably flavor but no worse than is expected at this season.

	Per lb.
Fresh creamery print	0 30 0 32
Creamery solids	0 30
Farmers' separator butter	0 27 0 29

Dairy prints, choice	0 26	0 28
Dairy solids	0 23	0 25

EGGS.—“Eggs are very sick. I wish they looked as good as butter,” said one man this week sizing up the situation. Cold storage and fresh gathered are practically demoralized. All kinds of prices are being asked on these but generally prices are decidedly easier. Strictly new laids are coming in at such a rate that 50c. won't hold and prices have dropped to 40—45c.

Eggs—		
Strictly new laid, per doz.	0 40	0 45
Storage, per doz.	0 25	0 29
Pickled, per doz.	0 25	0 26

CHEESE.—A good firm feeling is being felt in cheese this week. No advance in price has taken place but the feeling is much stronger. Quality is now getting to be pretty good, most of the late makes having been worked off the market.

Cheese—	New.	Old.
Large	0 14½	0 15½
Twin	0 14	0 15½
½ Twin	0 15	0 16
Stilton	0 16	0 18

POULTRY.—With poultry now it is simply a matter of cleaning up the market. Prices remain unchanged. Dealers have very low stocks on hand and are not anxious to buy more. One dealer had some chickens in on Monday which brought 18c. a pound. These were of exceptionally fine quality, however, and weighed 6 pounds each or 12 to 13 pounds per pair.

A great deal of the poultry coming in now is frozen. Little fresh is being offered.

POULTRY (prices paid to country merchants):

	Live.	Dressed.
Spring chickens	0 12	0 13—0 15
Spring ducks	0 12	0 13—0 14
Old fowl	0 09	0 10—0 11
Broilers	0 08	0 08—0 10
Turkeys	0 17	0 18—0 20
Geese	0 19	0 12—0 13

WHOLESALE PRICES (to city dealers):

Spring chickens, dressed, lb.	0 12	0 13
Spring ducks, dressed, lb.	0 14	0 15
Fowl, dressed	0 11	0 13
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

HONEY.—Little change is noted in the honey market. Just now prices are too high to cause it to move freely. Offerings are light but what is coming in is of finest quality.

White clover honey, in combs, fancy, doz.	3 00
White clover honey, in combs, No. 1, doz.	2 65
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12½
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 13
Buckwheat, 60-lb. tins, lb.	0 10½

WINNIPEG.

PRODUCE AND PROVISIONS.—Ontario cheese is quoted at an advance of ½ cent, creamery butter is about 2 cents up and storage eggs have declined 2 cents. There are no changes in lard and cured meats.

Lard, tierces	0 14½
5 lb. tins, cases	9 35
5 lb. tins, cases	9 30
10 lb. tins, cases	9 20
20 lb. pails, cases	3 05
50 lb. tubs	7 50
1 lb. bricks	0 15
Cured Meats—	
Hams	0 15½
Long clear	0 15½
Short clear	0 15½
Shoulders	0 14½
Bacon	0 20

Cheese—	
Ontario, large	0 15½
Ontario, twins	0 15½
Manitoba large	0 14
Manitoba twins	0 14½

Butter—	
Creamery	0 35
Dairy	0 29
Eggs, fresh laid, Manitoba	0 35
Southern eggs, shortage	0 24

The Philadelphia Egg Deal Ventilated

Facts Brought to Light Show That Householders' League Has Been Duped—There Were Others Further Behind the Project—Wanted to Unload Surplus Stock at Profit—League Going to Pieces.

In the last two issues The Grocer has referred editorially to the Housekeepers' League of Philadelphia, Pa., doing a philanthropic stunt by selling eggs at 24 cents to help the poor people and break an alleged corner in eggs.

Philadelphia newspapers made much of the idea at first, but with one or two exceptions, they have come to see behind the scenes and now they know just who it is that is backing the project. It has proven to be, according to despatches, a foxy game on the part of certain holders and speculators of eggs to unload on the public at a profit, under the guise of philanthropy, storage eggs so poor as to be unsaleable to the regular grocery trade.

The Backers of the Scheme.

The prime movers in the scheme—eliminating the women of the Housekeepers' League, who were simply dupes—were two well-known egg men, one a discharged food inspector, and a prominent provision company, whose heads are under several indictments in the Federal and State courts for selling rotten eggs as food.

One of them was recently well shown up when the Dairy and Food Department dismissed him, and so was the provision company. These are the angels who have been handling the boon of cheap eggs to the Philadelphia poor.

Women are Backing Out.

The eggs which this little handful of credulous women have been duped into selling are summer eggs, very badly candled and sometimes not candled at all, containing rots and spots and the best of them shrunk and poor. The baking trade is all they are fit for, and nobody except some of the crooks implicated in the scheme have appraised them as worth more than 17 cents. The chance is that the leader and his confederates got them for even less than that, and the difference has been profit. The women didn't get it—they gave their time and labor for nothing, in the belief that everybody else did the same.

The revelation of the truth has caused great disaffection among the members of the League, some of whom have re-

signed and publicly repudiated the whole thing.

Eggs Spoiled the Baking.

No better revelation of the quality of the eggs is at hand than the following letter written to the League by a consumer (William Rossman), who trustingly spent 48 cents for two dozen eggs “exactly like those the grocery stores were getting 40 cents for”:

Having read so much about the noble work of the Housekeepers' League against the Egg Trust, I went to a store on Filbert street, where I noticed signs in the window, “Housekeepers' League Eggs, 24 Cents Per Dozen,” because I could not find their stand on the City Hall plaza, and asked for two dozen of the League's eggs.

My wife used eight of them for cakes and spoiled them, because of the taste of bad eggs; she told me that they smelled when she opened them.

I told her to try one for my breakfast this morning, but the smell of it gave me enough, and she opened another one, which smelled also, indicating that it was not fit to be used.

If the eggs are all like that, I feel sorry for those that bought them, and if I have been given eggs from the store where I saw the sign instead of Housekeepers' League eggs, something should be done, that they would not have a chance to sell their products, which ought to be destroyed, instead of forcing it onto the public.

I am simply out 48 cents, besides the other material which my wife had spoiled, and the store is rid of eggs that are not fit to be used.

If you wish me to, I will bring the balance of the two dozen (fourteen eggs) to you and let you examine them and tell me whether they are eggs fit to be sold.

This is about what The Grocer expected. Now that the facts are known and the alleged egg trust is still unbroken, Philadelphia people will again have to go back to the retail grocer whose trade has been greatly injured.

Ridgways
TEA

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Ridgways
TEA

We desire to announce to our Canadian friends in the Wholesale and Retail Grocery Trade that we have just concluded arrangements whereby the

MacLaren Imperial Cheese Co., Ltd., Toronto have been appointed the exclusive representatives for **RIDGWAYS PACKAGE TEAS** for the entire Provinces of Ontario and Nova Scotia.



We bespeak for this most excellent firm your hearty co-operation in supplying the steadily increasing demand for Ridgways Teas.

RIDGWAYS INCORPORATED

Proprietors of
"H.M.B" (Her Majesty's Blend)
"5 O'CLOCK TEA"

"OLD COUNTRY" TEA
"CAPITAL HOUSEHOLD" TEA

All Packed and Blended by **RIDGWAYS LIMITED, LONDON, ENGLAND**

Largest Sale of HIGH GRADE Teas in THE WORLD

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SPACE IN THIS DEPARTMENT IS \$40 PER INCH PER YEAR

BAKING POWDER. W. H. GILLARD & CO.

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

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—
5-lb. size, \$3.25; 1-lb. tins, \$2;
12-oz. tins, \$1.60; 8-oz. tins, \$1.20;
6-oz. tins, 90c; 4-oz. tins, 65c;
5c tins, 40c.

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

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

FOREST CITY BAKING POWDER.

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

BLUE.

Koen'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.

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.80.
White Swan Barley Crisps, per doz., \$1.
White Swan Self-rising Buckwheat Flour, per dozen, \$1.
White Swan Self-rising Pancake Flour, per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.
White Swan Flaked Rice, \$1.
White Swan Flaked Peas, per doz., \$1.

DOMINION CANNERS.

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

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

5 lbs. 7 lbs.
Strawberry 0 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, ½'s 12-lb. boxes, per lb. 0 33
Perfection chocolate, 20c size, 2 doz. in box, doz.. 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90
Sweet Chocolate— Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes 0 40
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes 0 35
Diamond, 8's, 6 and 12-lb. boxes 0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24
Diamond, ¼'s, 6 and 12-lb. boxes 0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz.. 0 90
Chocolate Confections—Per lb.
Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1,
5-lb. boxes 0 30
Chocolate wafers, No. 2,
5-lb. boxes 0 25
Nonpareil wafers, No. 1,
5-lb. boxes 0 30
Nonpareil Wafers, No. 2,
5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36

Milk chocolate, 5c bundles,
3 doz. in box, per box.. 1 35
Milk chocolate, 5c cakes,
3 doz. in box, per box.. 1 35
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, ¼-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.

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
1-lb. pkgs. White Moss .. 0 26

½-lb. pkgs. White Moss .. 0 27
¼-lb. pkgs. White Moss .. 0 28
1 and ½-lb. pkgs., assorted 0 26½
¼ and ½-lb. pkgs., asstd. 0 27½
¼-lb. pkgs., asstd., in 5-lb. boxes 0 28
½-lb. pkgs., asstd., in 5-lb. boxes 0 29
¼-lb. pkgs., asstd., 5, 10, 15-lb. cases 0 30

Bulk—
In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.
Pails Tins Bbls.
White Moss, fine strip 0 19 0 21 0 17
Best shredded . 0 18 0 16
Ribbon 0 19 0 17
Macaroon 0 17 0 15
Desiccated 0 16 0 14

CONDENSED AND EVAPORATED MILK.

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East of Fort William, Ont.
Preserved— Per Case
Eagle Brand, ea. 4 doz.... \$6 00
Reindeer Brand, ea. 4 doz. 6 00
Silver Cow Brand, ea. 4 dz 5 40
Gold Seal Brand, ea. 4 doz 5 25
Mayflower Brand, ea. 4 doz 5 25
Purity Brand, ea. 4 doz... 5 25
Challenge Brand, ea. 4 doz 4 75
Clover Brand, ea. 4 doz.... 4 75
Evaporated (Unsweetened)—
St. Charles Brand, small, ea. 4 doz. 2 00
Peerless Brand, small, ea. 4 doz. 2 00
St. Charles Brand, Family, ea. 4 doz. 3 90
Peerless Brand, Family, ea. 4 doz. 3 90
Jersey Brand, Family, ea. 4 doz. 3 90
St. Charles Brand, tall, ea. 4 doz. 4 60
Peerless Brand, tall, ea. 4 doz. 4 50
Jersey Brand, tall, ea. 4 doz. 4 50
St. Charles Brand, Hotel, ea. 2 doz. 4 25
Peerless Brand, Hotel, ea. 2 doz. 4 25
Jersey Brand, Hotel, ea. 2 doz. 4 25
St. Charles Brand, gallons, each ½ doz. 4 75
"Reindeer" Coffee & Milk, ea. 2 doz. 5 00
"Regal" Coffee and Milk, ea. 2 doz. 4 50
"Reindeer" Cocoa & Milk, ea. 2 doz. 4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

Per Case.
Canada First Baby Evaporated Milk 2 00
Canada First Family Evaporated Milk 3 90
Canada First Medium (20 oz.) Evaporated Milk.... 4 50
Canada First Hotel Evaporated Milk 4 25
Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
Canada First Condensed (sweetened) 5 25
Rose Bud Condensed Milk 5 15
Beaver Condensed Milk ... 4 80

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Absolutely Pure
The only baking powder
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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.

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Greatness of the West

The vastness of its agricultural resources is just beginning to be realized. Are you desirous of taking advantage of them, of sharing in the boundless wealth and prosperity of the people?

Manufacturers, shippers and jobbers of Great Britain, Eastern Canada and elsewhere may do so by writing us. We point the way and introduce your goods. If satisfactory, we will be pleased to act as your representatives.

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**WHITE DOVE
Cocoanut**

The White Dove, symbolic of purity, is the proper brand for this popular cocoanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

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MONTREAL, QUE.

**Fresh Fish
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Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

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

LEMON BROS.

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FULL FRESH STOCKS OF

Frozen and Salted Fish

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NEW LAKE SUPERIOR FROZEN HERRINGS
In 100 lb. Bags.

HALIBUT, QUALLA SALMON,
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The best of Everything in FISH

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Extra Fancy California Celery

The quality is exceptionally good—fine, well-bleached stock, absolutely free from rust. Put up in crates containing 4, 5, 6, 6½, 7, 7½, 8 doz. per crate.

Order some to-day.

Oranges, Bananas,
Grape Fruit, Grapes,
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We are the exclusive distributors for "West Magdala Creamery Butter," and one trial will convince you it's the best on the market. We also handle Eggs which are specially selected and carefully handled for the trade. There is no question about our line of Canadian Cheese.

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The St. Thomas Packing Co., LIMITED

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10c MEADOW-SWEET 10c

The cheese that is selling to-day.

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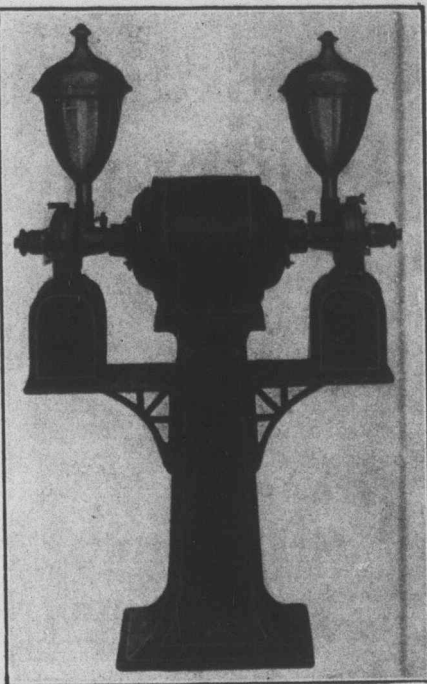
Something to specialize with Potatoes with added nourishment. Chipped and cooked in pure olive oil, thus combining the nourishing properties of the gluten and olive.

Neat package. Good profit.

The Meadow-Sweet Cheese Co.
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the other kind. **BUT** it pays
YOU to merit the approval of
your customer—on a line used
every day by the one who knows.

Ask us for prices—or better
still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and
therefore **GOES FURTHEST** of any
Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS
MONTREAL

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.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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

WESTERN Incorporated
1851
ASSURANCE
COMPANY

**FIRE
AND
MARINE**

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - - \$3,000,000.00
Losses Paid Since Organization
of the Company, over - - - - - \$55,000,000.00

HON. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

British America Assurance Company

INCORPORATED A.D. 1833.
HEAD OFFICE, TORONTO

(FIRE INSURANCE)

BOARD OF DIRECTORS:

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickerdike, M.P., W. R. MeMikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.,
Sir Henry M. Pellatt, E. R. Wood.

W. B. MEIKLE, GENERAL MANAGER.

Assets over - - - - - \$ 2,000,000.00
Losses paid since organization over - - - - - 35,000,000.00



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.



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

Frequency of Sailings

Every eleventh day a
 Pickford & Black
 steamer leaves Halifax
 for Bermuda, St. Kitts,
 Antigua, Barbados,
 Trinidad and Demer-
 ara; the round trip oc-
 cupying thirty days.

For further particulars
 apply to

PICKFORD & BLACK, LIMITED
 HALIFAX, N.S. Agents

Read any
 Advertisement of

MAPLEINE

And you'll see why
 you can safely re-
 commend it.

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

Mason & Niekey,
 263 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
 SEATTLE, WASH.



Aunt Em'ly Looks Back

"Times have changed. Nobody can have better times than we
 used to have, but I must say folks nowadays have better things to eat
 and less work preparing them. Think of making up a

JELL-O

dessert in a minute! I tell Helen and the girls it seems like play."

The Jell-O idea has enchanted woman generally, for not only are
 Jell-O desserts produced as if by magic, but they are as delicious as
 dishes that require an hour for making.

Needless to say the grocer whose stock is made up chiefly of
 goods that are popular with women, is the successful grocer.

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.



Holidays

Users of ANCHOR BRAND FLOUR
 always enjoy an outing, because they
 do not fear return to HOME DUTIES;
 its quality invites work and makes
 BAKING DAY a pleasure.

12

Anchor Brand Flour

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Manitoba.



KNOX SPARKLING GELATINE
KNOX ACIDULATED GELATINE

You Need Both the Knox Packages
 Every household will find it of the greatest convenience to keep a supply of Knox Pure Plain Sparkling Gelatine and also a package of Knox Pure Acidulated Gelatine always on hand.

KNOX PURE PLAIN SPARKLING GELATINE
 Knox Recipe Book FREE
 Contains over 100 recipes for Jellies, Creams, Cakes, Soups, and other dishes. Your grocer will give you a copy of this book.

Telephone Your Grocer
 To send you around a package of Knox Gelatine, just try the delicious recipe given below.

All good grocers Knox Gelatine, but it gives their customer such complete satisfaction.

My Cooks
 they demands in no other Gelatine in the market.

Sending Sales to You

Look at our advertising in the magazines and see how we're making **KNOX GELATINE** sell faster every day. All our advertising for this season includes mention of our **ACIDULATED GELATINE** and tells the housewife what a convenient package it is—two envelopes of gelatine, and an **extra** envelope of concentrated lemon juice in each package—two full quarts of jelly, including flavor in a convenient form, for 15 cents. This form of advertising is increasing sales of **KNOX PLAIN SPARKLING GELATINE**, as well as **KNOX ACIDULATED GELATINE**, and the profit you can make on the resulting large number of sales is a good reason to

“make **KNOX** your gelatine leader”

CHARLES B. KNOX COMPANY, JOHNSTOWN, N.Y.

BRANCH FACTORY

MONTREAL, CANADA

KING (BRAND) JAM

*Led in 1912
 Will Lead in 1913*

because it is well known amongst the best of dealers everywhere, as the very best of its kind.

Every possible care is taken in its manufacture, only the best of fruits being used, and it has the body that good jams ought to have.

Start off the New Year with an order of “King.”

Labrecque & Pellerin, Montreal

AGENTS:

J. J. Gilmor & Co., Winnipeg

The Harry Horne Co., Toronto.

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



**Superlative
 Quality
 Consistently
 Maintained**

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

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

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

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

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

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits:—

**Quality
Freshness
Service**

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

McVITIE & PRICE, Ltd.

Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:—

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



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

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

A Profitable Line For You

1. Attractively packed and labelled.

2. "King Oscar" sells readily.

3. Have the natural sea flavor.

4. Packed in Pure Olive Oil.



By Special Royal Permission.

5. Uniformity of size.

6. Tasty. Nutritious. Zesty.

7. Satisfaction for your customers.

8. Profit for you.

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

CANADIAN AGENTS:

J. W. Bickle & Greening

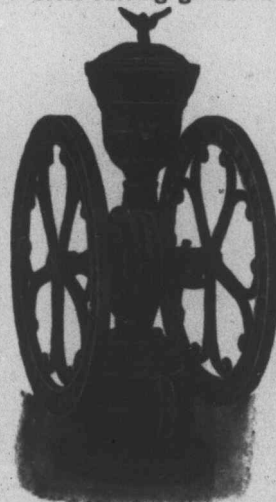
(J. A. Henderson) Hamilton, Ontario

YOU ARE THE MAN WE WANT

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

ELGIN National Coffee Mill

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



Ask any of the following jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); The Cedville Co. (and branches)

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

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

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

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

REGINA, Sask.—Campbell, Wilson & Smith.

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

EDMONTON, Alta.—The A. MacDonald Co.

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

MASON'S 'O.K.' SAUCE

THE ORIGINAL



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

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

THE MARK
OF QUALITY

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

10cts.

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

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

D. & J. McCALLUM PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited

23 Water Street, General Agent St. John, N.B.

IN THE GOODS and IN THE PACKING

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

No brand is so widely called for as the

Brunswick Brand

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

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

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

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

CONNORS BROS., LIMITED

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Abern, 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.; Shallercross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallercross, Macaulay Co., Vancouver and Victoria, B.C.



**PATERSON'S
WORCESTERSHIRE
SAUCE**

The most piquant of appetizers, needs no recommendation to the grocer who handles the best. If you have not stocked it you will find Paterson's Worcestershire Sauce a winning item on your list for deliciousness, profitability and quick selling.

**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.



MADE IN CANADA

STERLING Pickles, Catsup, Flavors, Chows, Etc.

Are **S**TERLING In quality, purity and deliciousness being

Made by a **S**TERLING process in a modern factory

Known for its **S**TERLING cleanliness and sanitation

Purest ingredients, **S**TERLING selected and the

Choicest of fruits make **S**TERLING products

Most popular with customers and **S**TERLING lines

Indispensable as an increaser of the dealer's **S**TERLING

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

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.

ANTI-DUST Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.

Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.

Albert Dunn, 67 St. Peter St., for Quebec City.

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

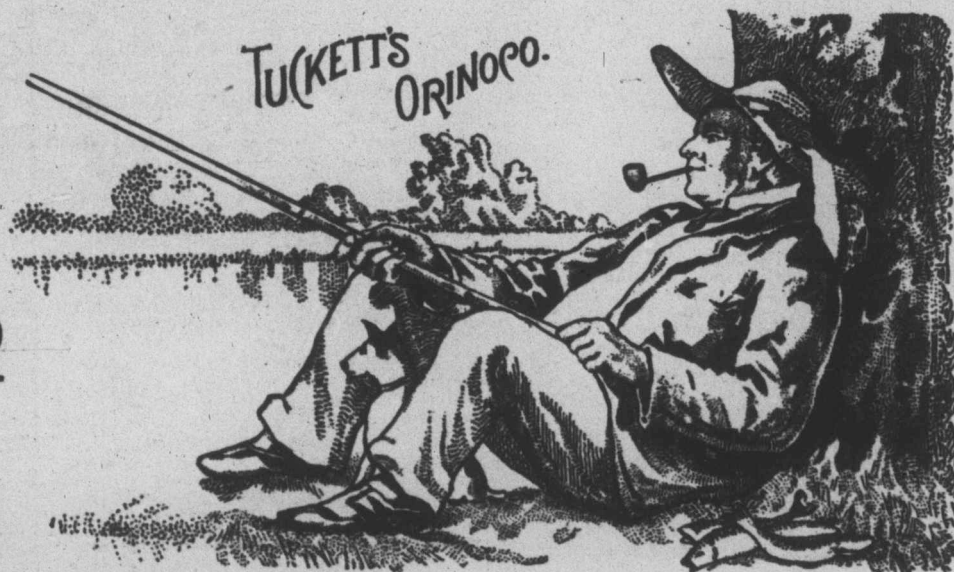
surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

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

Rock City Tobacco Co., Limited
Quebec

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

HAMILTON,

- - - - -

ONTARIO

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.

FOR SALE

FOR SALE—AN OLD ESTABLISHED GROCERY business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

MISCELLANEOUS

TO MANUFACTURERS — HIGHLY QUALIFIED agents representing first class houses, with city office staff of reliable representatives covering country, is open to negotiate with good house for sole agency, Great Britain. Thorough knowledge of advertising and up-to-date methods; results guaranteed if good article. Only really first-class houses who desire to open up trade with best wholesale and retail grocers throughout the country entertained. Reply Box 3126, care of Black's Advertising Agency, 9-15 Oxford St., London, England.

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.

HOW TO ORGANIZE A CO-OPERATIVE delivery company—The superintendent of the Fremont Central Delivery Co., of Fremont, Ohio, has had so many inquiries about their Central Delivery System that he has put the complete details of how to organize and operate successfully such a system in book form, with copy of by-laws and cuts of printed forms. This book is full of just what you should know about a system that will save you money and worry and make you satisfied customers. It will be sent to you post-paid upon receipt of \$2.00. Address H. E. Burgoon, Fremont, O.

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.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, 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 letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

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

MISCELLANEOUS

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)

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

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

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.

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

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

THE QUICK TICKET PRESS ENABLES you to produce your price tickets in any style or color you need them, perfectly printed, saving you from 50 to 500%. Prices \$3, \$6, \$10. Lists free. Adams' Patents, Bolton Road, Eastbourne, England.

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.

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

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.



TANGLE-FOOT FLY PAPER

The only Sanitary and Non-Poisonous Fly Destroyer.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

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

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

The Condensed Ad.

page

will interest you

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.

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

TURKISH DELIGHT!

"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
MacLaren Imp. Cheese Co., Ltd., Toronto.

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

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT

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

OLYMPIA AND BEN BEY CIGARS

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

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

Favorite Stove Polish, polishes, shines, and leaves a lasting polish. What the housewife wants.
"Coon" Shoe Polish is another of our specialties
Uncle Sam Dressing is always found O.K. by your customers.
We guarantee the goods.
UNCLE SAM DRESSING CO.,
Lancaster, P.Q.

PICKLES & CATSUP

Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

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 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.

SUCHARD'S COCOA

You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

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

COMTE'S COFFEES

Satisfy every user. Let's tell you why.
Address
146 St. Urban St. Montreal

FRUIT PULPS

Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

SWEEPING POWDER In Bulk only "NO-DUST"

The strong disinfectant with pleasant refreshing odor.
NO-DUST MFG. CO.
8 Market St., St. John, N.B.

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

GRATTAN & CO., LTD.

ESTD. 1825
THE ORIGINAL MAKERS OF BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

THE "WANT AD."

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.

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.

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Manufacturers' Agents and Brokers' Directory

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We can quote **BETTER PRICES**
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Victoria and Princess Louise
JAPAN TEAS
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NONE BETTER.

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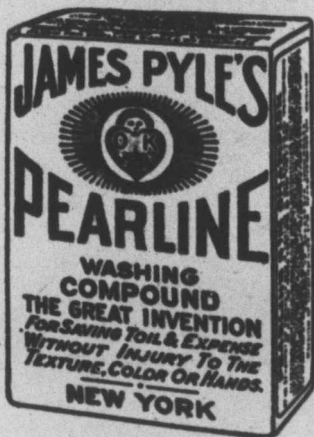
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ONTARIO

THE CANADIAN GROCER

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Not Bleached



Not Blended

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barrels per diem

to

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