

**PAGES
MISSING**

THIS IS THE 1,319th ISSUE OF

CANADIAN GROCER

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Vol. XXVII.

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No. 12



How Much of Your Net Profit Do You Get?

YOUR success is determined, not by the volume of your sales, but by the net profit you actually receive. Losses caused by carelessness, mistakes, forgotten charges and temptation must be paid for out of net profit—you have just that much less for your family, your future and yourself.

A modern **National Cash Register** stops losses and increases trade and profits. It shows how much money should be in your cash drawer and how many sales were made by each clerk. It records all charges, bills paid and money received on account.

It insures your getting that part of every dollar which rightfully belongs to you as a fair return on your labor and investment.

Write for further information

The National Cash Register Company
285 Yonge St., TORONTO Canadian Factory: TORONTO

THE CANADIAN GROCER

TEES & PERSSE LIMITED

ESTABLISHED 1884

**Manufacturers' Agents
and Warehousemen**

These six warehouses situated
at the principal distributing
points of Western Canada are

At Your Service

along with our resident staffs.

We watch carefully the
growth of Western towns and
establish branches whenever
and wherever we can serve our
Principals' interest.

Remember the Jobbers at
Fort William

Port Arthur

Winnipeg

Regina

Moose Jaw

Saskatoon

Calgary

Edmonton

are canvassed daily.

AGENCIES SOLICITED

Address

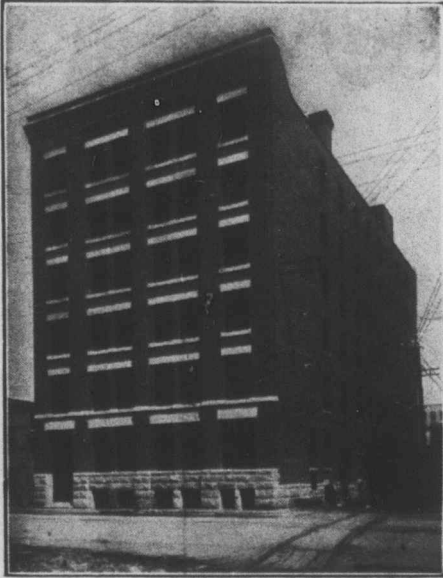
**TEES & PERSSE LIMITED
WINNIPEG**

**TEES & PERSSE OF ALBERTA
LIMITED, CALGARY**

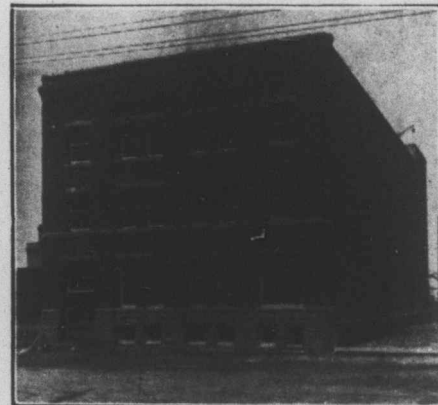
**"From the Great Lakes to
the Rockies."**



REGINA WAREHOUSE



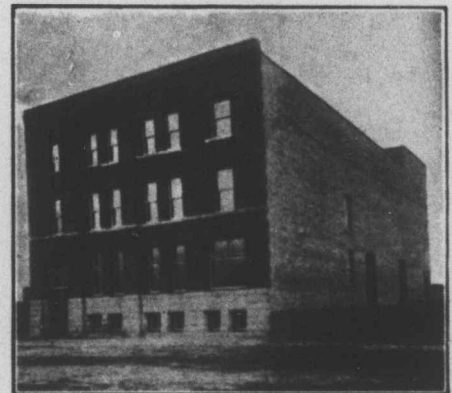
WINNIPEG WAREHOUSE



SASKATOON WAREHOUSE



CALGARY WAREHOUSE



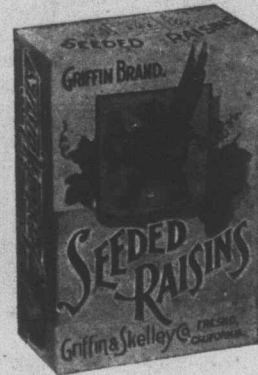
MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

THE CANADIAN GROCER

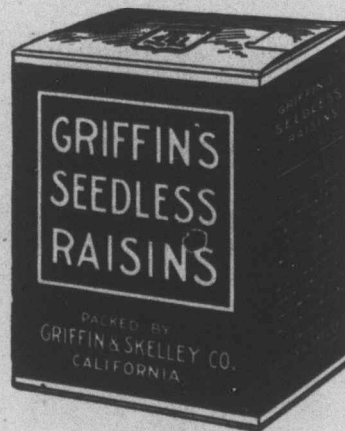
GRIFFIN & SKELLEY Company



Face the inevitable and win trade

The grocer who gets the idea that the public want cheap goods, will get a jolt when he finds that he has been really driving his best trade away from his store to the opposition's, where they can get quality goods.

Face the inevitable now and stock Griffin's Seeded Raisins, etc., and go after the best trade this Spring.



Canadian people want quality goods

Every year shows a tremendous increase in the quantity of first quality goods sold on the Canadian market. People who once use goods that are put up with a view to superior quality rather than low price, will never go back to using the inferior article. The best goods are always the most satisfactory in the long run, both to the dealer and the consumer.



ARTHUR P. TIPPET & CO.

Agents

MONTREAL

THE CANADIAN GROCER

Canuck

ROLLED OATS



"The Nation Builder"

—The backbone of the Canadian home

"Canuck" offers the merchant and consumer the best proposition ever resulting from an unparalleled oat yield. Canuck Rolled Oats, besides being of a quality which makes them self-advertising, stand prominently before the Canadian people in an extensive consumer advertising campaign.

The demand is growing every day. Are you supplying or dodging it? Order now from—

J. H. E. Davis, The Chisholm Milling Co., Limited,
109 Youville Square, Montreal, Que.
Fenwick, Hendry & Co., Kingston.
D. Stewart Robertson & Sons, Ottawa.
King & Booth, Hamilton.

Any Wholesale Grocer, or

The Chisholm Milling Company, Limited
Toronto, Ont.

Baking Powder

Coffee

Lye



Jelly Powders

Extracts

Spices

WHITE SWAN

SPECIALTIES

Customer Satisfaction is a Valuable Asset

What more valuable asset can you have than an army of satisfied customers? White Swan Specialties have the popular approval of the Canadian housewife, for entire satisfaction accompanies every sale.

WHITE SWAN BAKING POWDER

Every customer you have uses Baking Powder, and they would appreciate an introduction to White Swan as the cakes and pastry made with it are always a success.

WHITE SWAN COFFEE

is the result of scientific blending of the finest coffees procurable, giving a delightful flavor and aroma. A trial order will convince.

WHITE SWAN SPICES

Pickling season is not far distant, and with it the demand for spices of all kinds. You can bank on White Swan Spices for real value and satisfaction.

WHITE SWAN SPICES & CEREALS, LTD., Toronto

Also sole distributors for:—

WHITE SWAN—the yeast that always rises.

White Swan Lye is 100% Pure and 100% Satisfaction

THE CANADIAN GROCER



MERIT and integrity have sustained the high reputation of Borden's Milk Products for over half a century.



BORDEN'S

Milk Products to-day, with their added prestige, are the recognized leaders of quality.

Customers know and appreciate the Borden system of sanitation and will buy "Borden Brands," even if the price is a little more than for other brands.



The Leading Brand Since 1857

BORDEN MILK COMPANY, Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office : No. 2 Arcade Building, Vancouver

THE CANADIAN GROCER

PURE AS GOLD
HEALTHFUL AS SUNLIGHT CHEAPER THAN BUTTER
EAT AT BREAKFAST

PREPARED IN
COPPER
KETTLES.
BOILED IN
SILVER PANS.



PACKED IN
GOLD LINED
PAILS
AND GLASS.

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

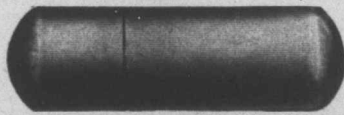
Wagstaffe's Seville Orange Marmalade

It will pay you
to handle



"STANDARD CONSOMME"

solidified in tubes



The Perfection of
CLEAR-SOUP

None better on the Market.

Manufactured by

The Standard Food Co.

89 Westminster Bridge Rd., LONDON, Eng.

AGENTS:

Winnipeg:
Buchanan & Gordon

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

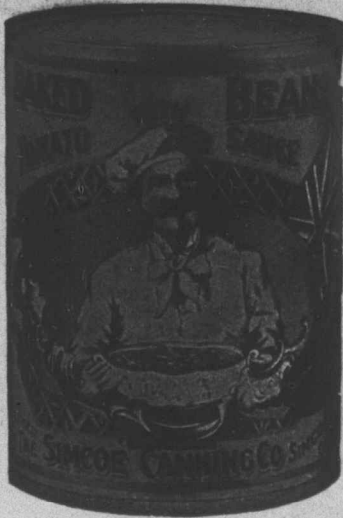
HIT UP TRADE

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

ANTI-DUST Sweeping Powder

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

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



A Dialogue on the High-Cost of Living Problem, Showing Salesmanship Qualities of the Dealer

Mrs. Consumer to Mr. Grocer—"Is there no antidote for the present high cost of living?"

Mr. Grocer to Mrs. Consumer—"Yes, Mrs. Consumer, I can strongly recommend "Simcoe Baked Beans." Here is a can of Simcoe Baked Beans that I can sell at ten cents. The price is no higher than for some years past. It costs you only a trifle more than an equal quantity dried white beans, and still these beans are all ready to serve. If you prefer, I can supply these Simcoe Baked Beans in Tomato Sauce or in Chili Sauce. One tin contains sufficient food for a meal for your entire family and contains as much nutriment as a pound of beefsteak? If you eat Simcoe Baked Beans, you need not worry about the high cost of living."

Mrs. Consumer buys 6 tins of Simcoe Baked Beans and goes home happy in the knowledge that she has a good point in reducing the high cost of living.

Sales are easily created for "**Simcoe**" Baked Beans and the dealer who does not stock this popular food is at a disadvantage to the dealer who does.

Dominion Cannery Limited
Hamilton, Canada

SATISFACTION! — DOLLARS!

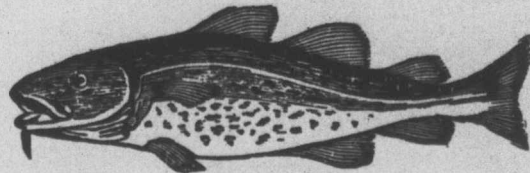
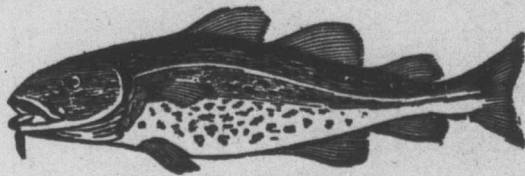
That's the way we want you to feel and that's the way we want to feel ourselves. We're not giving away fish for nothing, we want "ours" too. But we can allow you such a good profit and supply you with high-class, fast-selling lines that will help you to fill the cash bag and make you happy. It will pay to co-operate with us.

OCEAN BRAND EXCELS

Haddie, Kippers, Bloaters.

SKINLESS FISH.

Eastern Hundreds100 lb. Boxes
 Eastern Fifties 50 lb. Boxes



BONELESS FISH.

Canada Tablet20 lb. Tablets
 Canada Crate.....12 2 lb. Boxes
 Canada Strip 30 lb. Boxes, Whole Strips
 Atlantic Special..... 20 lbs., 1 lb. and 2 lb. Bl'ks
 Mariner Brand..... 25 lbs. Bulk
 Cod Bits..... 25 lb. Bulk

ASK YOUR WHOLESALER

NORTH ATLANTIC FISHERIES LIMITED - MONTREAL

50% Clear

TAKE ADVANTAGE OF OUR OFFER

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

QUINQUINOL

(Pronounced Kin-Kin-All)

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

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

50% PROFIT and Exclusive Territory

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

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

Don't make out your sales-slips "Fluid Beef," just write "Bovril," for your customers all know it to be the finest beef extract in the world.

Good Profit and no loss from spoilage.



BOVRIL LIMITED, - MONTREAL

CLARK'S PORK AND BEANS

Plain, Chili, Tomato Sauce



Do you ever pause to consider, Mr. Merchant, which is the more reliable **MONEY MAKER**, the unknown brands which you may sell **ONCE IN A WHILE**, or the brand which the people **KNOW** and **WHICH SELLS ALL THE TIME?**

DO YOU NOT FIND THAT
Clark's Pork and Beans
ARE IN EVER INCREASING DEMAND?



May we tell you some reasons why? **CLARK'S** aim is to give the public **QUALITY**. This is accomplished only by using the very finest material and employing the very best methods of preparation.

CLARK'S extensive and continuous advertising is calculated to **HELP YOU** by keeping the public well informed at all times.

**CLARK'S QUALITY RETAINS OLD FRIENDS
CLARK'S ADVERTISING MAKES NEW ONES
CLARK'S GOODS MAKE YOUR BUSINESS GROW**

WM. CLARK, - Montreal

OLD MILL CANNED ... GOODS ...

There is now a splendid demand for canned goods, and we are having many enquiries for Old Mill Brand. We still have a surplus of

- STRAWBERRIES - 2's H. S.
- RASPBERRIES - 2's H. S.
- RED PITTED CHERRIES 2's H. S.
- YELLOW PEACHES 2's H. S.
- GALLON and No. 3 PIE PEACHES
- GOLDEN WAX BEANS 2's
- REFUGEE BEANS 2's
- GALLON APPLES
- GALLON RHUBARB
- TOMATOES - 3's
- PUMPKIN - 3's

All goods packed in Sanitary Tins. Prices cheerfully quoted on application.

THE
W. H. Merriman & Co.
WHOLESALE GROCERS and CANNERS
St. Catharines, Ont.

Delicacies of the Royal Family

The reason for the special preference that exists for Cairns' Jams, Jellies and Marmalades is the high quality. Royalty, like your patrons, want only the purest to be had in the line of table delicacies.

Step clear of inferior Jams, Jellies and Marmalades, you will not only avoid dissatisfaction with your customers, but will build up a substantial money-making trade.

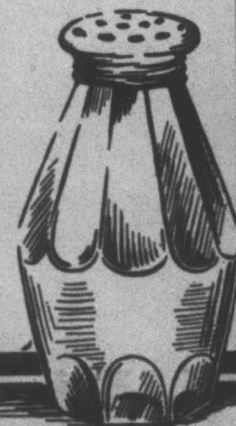


By Royal Warrants of Appointment to
HIS MAJESTY
KING GEORGE V.
HIS MAJESTY
THE KING OF SPAIN
HER ROYAL HIGHNESS
THE CROWN PRINCESS
OF SWEDEN
and for 22 years
TO HER LATE
MAJESTY
QUEEN VICTORIA

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

CENTURY SALT

Is well advertised and has won the favor of the public. Just stock "Century Salt"—the best for table and dairy—and your customers will keep it moving. We ship promptly.



THE DOMINION SALT CO LIMITED
SARNIA ONTARIO

Stronger Than The Government Standard



The Dominion Government's new Pure Food Law is now being enforced. Lemon and Vanilla Extracts that fall below the Government Standard for purity will henceforth have to be labeled "Compound." There will be no change on the label of

Shirriff's

True Vanilla

as this old reliable extract is stronger than the Government's Standard. It is absolutely pure, as are all other Shirriff's goods. Grocers are absolutely safe in ordering these famous extracts. And they can recommend them to their customers without hesitation, knowing that the purity and quality of Shirriff's Extracts is beyond question.

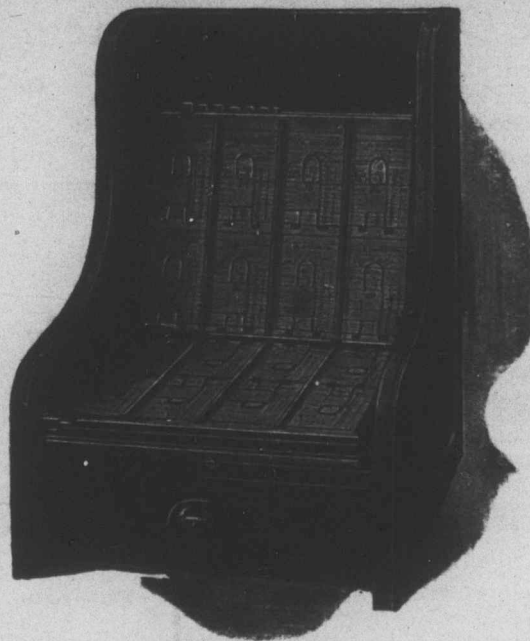
Look up your stock of Shirriff's Extracts. Very likely you are nearly out of some lines.

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

A Money Earner and Money Saver



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



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

The Hamilton Incubator Co., Ltd.

Hamilton, Ontario

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,

LIMITED

Berlin,

Ontario



REPRESENTATIVES,

Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. R. Smith, Box 695 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.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

By Royal



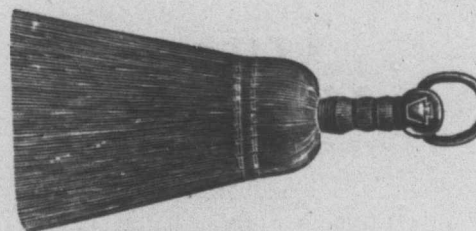
Letters Patent

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.



Do You Handle WHISKS?

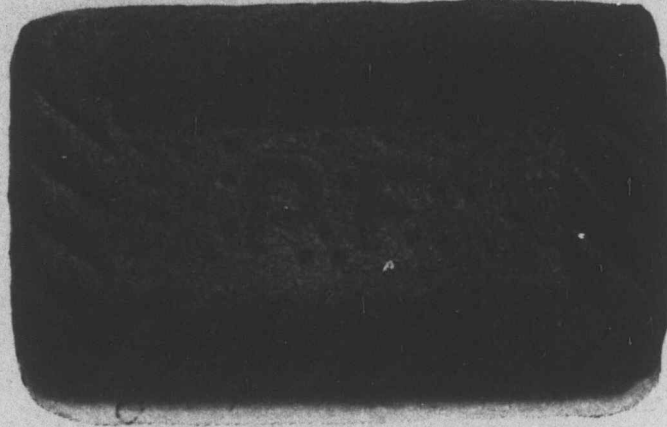
Most broom manufacturers make a few whisks just to work up their short broom corn, but we specialize on this line and each season visit the district where Whisk Corn is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at extra special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

Write for samples.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO

P. F. SHORTCAKE

Should be
Stocked by
Every
Canadian
Grocer



See that
the Letters
P. F.
are on each
Biscuit

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., Limited, Biscuit Manufacturers
LONDON - ENGLAND



**Welcomed by
the housewife.**

This substitute for expensive butter, lard and oil will be welcomed by the economical housewife. It will be welcomed by the woman of discriminating tastes, because of its delicate flavor and absolute purity.

NUT-LARD

(Reg'd)

**Nature's own substitute
for lard, butter and oil
for cooking purposes.**

After years of research to find something that would reduce the high cost of living, a nut was found to produce a fat that was scientifically and practically superior to pork lard, butter or any oil.

It is nature's own substitute and not only lessens cooking expense, but is infinitely better for the health, and gives better results in the cooking. Introduce "Nut-Lard" to your patrons. It is delicious and pure.

Send for prices to-day.

MANUFACTURED BY

ROCCA, TASSY & DeROUX
MARSEILLES, FRANCE

Dominion Agent:

J. RUSSELL MURRAY, MONTREAL

BEANS AND PEAS

White Haricot Beans
 White Pea Beans
 Rangoon Beans
 Large White Peas
 Split Peas
 New Zealand Butter

Rice
 Lentils
 Pearl Barley
 Pot Barley
 Pea Flour
 Potato Flour
 Honey

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

ROTHON & CO.,

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

Cables: "CHYLE, LONDON."

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

RED RIDING HOOD BRAND



5 lb.
SLIP
TOP
CAN

5 lb.
SLIP
TOP
CAN

Samples and Prices from

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

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

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

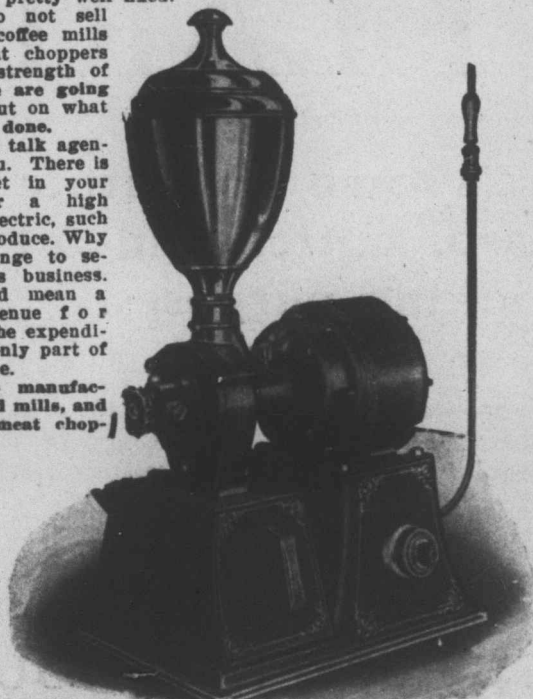
THE MARKET

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

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

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

We also manufacture hand mills, and electric meat choppers.



Coleman Manufacturing Co., 1615 North 23rd St., Phila., Pa.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

No Disappointments

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

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:

Mason & Hickey, Winnipeg

HOW MANY CUSTOMERS HAVE YOU

who have not asked for H. P. Sauce? Our new extensive advertising is exciting a large demand and your customers are buying it—SOMEWHERE.

Wide-awake Grocers are making a leading line of

H.P. SAUCE

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



MOLASSES

Extra Fancy Barbados

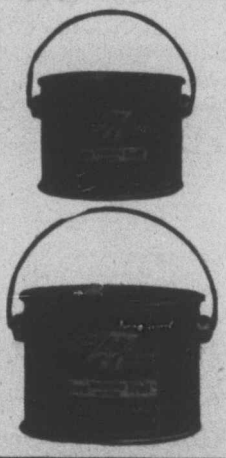
“DaCosta” Brand

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

L. & B. Banner Brand Jams and Jellies Most Delicious of All

In the question of quality and true fruit flavor of Jams and Jellies, L. & B. Banner Brand is on the top every time: The deliciousness will please your customers.

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



LINDNER & BENNER
370 DUFFERIN STREET TORONTO
Phone Park 2985

REPRESENTATIVES: Toronto
The Amos B. Gordon Co.,
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg, Regina, Calgary and Edmonton

The only Essence that really retains the flavor,
strength and fragrance of the best coffee is

SYMINGTON'S COFFEE ESSENCE

Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

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



Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

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

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

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

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

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

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

**CONVENIENT, MODERN,
WAREHOUSING**
at Ottawa, tracks at the door, connection
with steamers. Fireproof. Excise
Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

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

**H. P. PENNOCK & CO.,
LTD.**
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

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

G. C. WARREN
Box 1888, Regina
**IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.**
Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

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

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

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

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

WESTERN PROVINCES—Continued.

ESCOTT & HARMER
WHOLESALE GROCERY BROKERS,
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There is a package of that
highly popular

WHITE DOVE COCOANUT



Awaiting your enquiry.

Free for the asking.

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

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Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.

Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland
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Manufacturers' Agent and Commission
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Correspondence solicited with brokers and
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resentative. Can furnish best of refer-
ences.

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T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS

and COMMISSION MERCHANTS

Importers and exporters. Prompt and
careful attention to all business. High-
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Cable address: "Macnab," St. John's.
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There's no harm in
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and the one
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Charge him with the ten dollars—no trouble.
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Everywhere.

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Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.

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J. L. MATHIEU CO.
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knows that they sell themselves.
So effective are they in all cases
of headaches that when once
tried they are immediately re-
commended. Every merchant can
with perfect safety recommend
Mathieu's Nervine Powders as a
perfectly safe and harmless rem-
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Please send regular box of Mathieu's Nervine
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BRAND
THE SIGN OF PURITY

"Canned Goods"

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

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

BALFOUR, SMYE & CO.,

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THE MCGREGOR PAPER BAG HOLDER.

NO HOLE PUNCHING

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

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TEA LEAD

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Buy "PRIDE OF THE ISLAND" Brand

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

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

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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

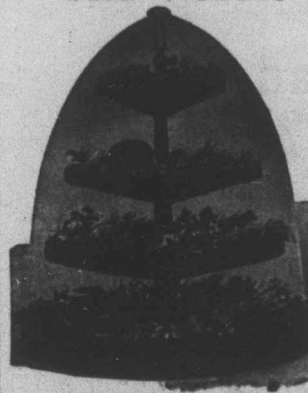
Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN

N. B.

THE WILLIS DISPLAY STAND



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

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

Write to-day for complete description.

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

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

D. & J. McCALLUM
PERFECTION
SCOTCH WHISKEY

For distinct flavor (not smoky) McCallum's Perfection Scotch Whisky has no rival. It is mellowed with age, and being widely known through our consumer advertising, is taking the highest place in the liquor world.

Wm. E. McIntyre, Limited

23 Water Street,

St. John, N.B.

GENERAL AGENT

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

THE CANADIAN GROCER

St. Lawrence

Granulated

GIVE YOUR

CUSTOMERS

THE BEST

MAKE SATISFIED CUSTOMERS BY SELLING

N. BRAND C.

**JAMS, JELLIES, MINCEMEATS
CATSUPS AND SAUCES**

NO BETTER GOODS MADE

**NATIONAL CANNERS, LIMITED
HAMILTON, ONT.**

A FEW POINTS OPEN FOR LIVE AGENTS. SPEAK SOON.

Flysac Flycatcher

More profit—more sales than with any other.

70 Cents per Box of 50 Pieces
\$12.75 per 1000 Pieces

Hermetically sealed. No leakage. Covered evenly with gum.

**HODGSON SUMNER CO.
LIMITED
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Agents for Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.



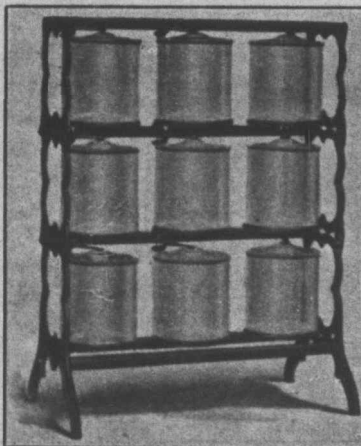
RICE'S SALT

"The Pure Table and Dairy Salt"

Rice's salt has won its spurs from its absolute purity and uniformity. Once you introduce Rice's your customers will come to you for it again. It brings them back.

We ship promptly. Get our prices.

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



Sanitary Sectional Jar Cases

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

Capacity of Jars, 2 Gallons Each

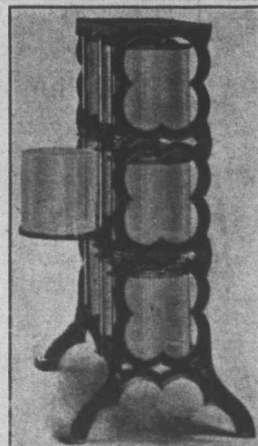
Catalog of complete line free.

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

Koren Manufacturing Company

5402-4 Windsor Ave., N. E.

CLEVELAND, OHIO



THE CANADIAN GROCER

Japan Teas

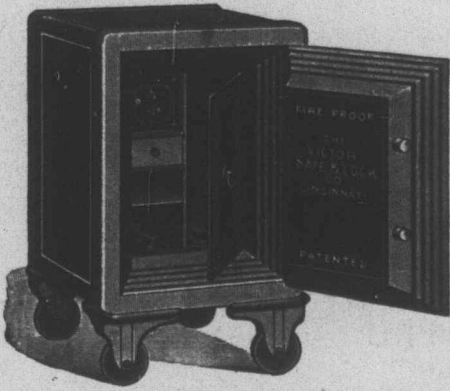
We are now taking **IMPORT ORDERS** for new season's, but secure a few lines of last season's on the spot while they are available.

FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO



COLD WEATHER

More fires at this season than any other

You protect your stock by taking out insurance. Are your books, contracts, sufficiently protected? If not, write us, and we will quote attractive prices on safes, vaults, etc. Easy Terms.

Canadian Scale & Fixture Company
SHERBROOKE, QUEBEC

A Proposition That Is Worth While

One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

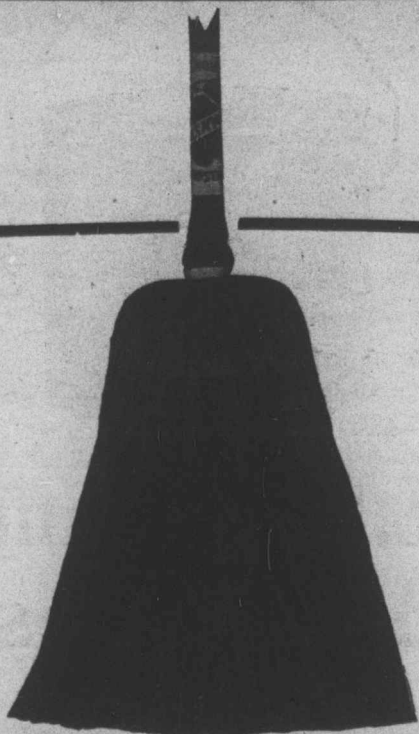
Write us for terms and full particulars

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143-149 University Avenue,

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TORONTO, CANADA



Corn Brooms
Of Excellence

THE PANSY BRAND

In this Broom there is nothing but the finest Brush. Soft and pliable, and everything is done in the workmanship to give you the best that can be had.

The "Pansy" Broom will outwear any three Brooms on the market. It is the cheapest Broom you can handle.

H. W. Nelson & Co.
LIMITED

Toronto

Ontario

OCEAN BLUE

has won golden opinions because it deserves them. The quality is not merely good, but noticeably good. It never varies. Every grocer can have all the Laundry Blue trade he wants by pushing

OCEAN BLUE.

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



BEST
EVER SINCE 1839
EPPS'
COCOA & CHOCOLATES

AGENTS:
F. E. Robson & Co., Toronto.
Forbes & Nadeau, Montreal.
Buchanan & Gordon, Winnipeg.
Davies & Moyle, Edmonton.
C. A. Munroe, St. John, N.B.
J. W. Gorham & Co. Halifax, N.S.

You Might Just
Suggest



Turkey and Tongue Potted Bloater

You know from past experience, the steady demand there is for cooked meats — just the thing for luncheons, light meals, etc. You cannot put in a stock in that line that will fill the popular demand and give better satisfaction than Brand's Potted Bloater and Turkey and Tongue.

You are absolutely certain of repeats because Brand's quality always satisfies; therefore, you are safe to recommend any of the Brand line to your most particular customers.

There is big profit for the grocer.
Order from your nearest jobber.



Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

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



E.D.S. Brand Best by Test

A food product that is known to have stood the test of a Government analyst and stamped "Genuine" will sell to all classes of trade. See Government Bulletin No. 244 on Fruit Jams, and get the standing of E. D. S. Lines.

**E. D. S. Jams, Jellies, Marmalades,
Catsups, Pork and Beans, Etc.**

have a reputation that places them above all other makes.

Being extensively advertised to the consumer, sales are easy to make without preliminaries. The profit is good—the sales are good—what more can a good dealer want!

Made only by

E. D. SMITH
WINONA, ONTARIO

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



The Maximum of Quality

"SALADA"

Tea for twenty-one years has served the public with unequalled quality. Its reputation for reliability in purity and fine flavor has won the public confidence and the enormous demand makes selling easy. There is no uncertainty in handling "SALADA"; both the sale and profit is sure, and every pound you sell advertises you as a dealer in "Quality." Make "SALADA" the leader in your Tea Department and see what it will do for you.

"SALADA"

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

ONCE AGAIN



Let us remind you to get in your orders for Maple Syrup and Maple Sugar, as the season is about to open.

"PRIDE OF CANADA"

Maple Syrup and Maple Sugar are distinguished by their absolute purity — government tests have proven the quality. Your fastidious trade will demand the PURE—sell them "Pride of Canada," and you will not disappoint.

Order at once to insure delivery.

Maple Tree Producers' Association, Limited
MONTREAL



Wholesalers!!

With the opening of navigation, retailers are prompted to take advantage of the lesser rates of transportation and trade generally is stimulated. The trade in starch will continue with

Chinese Starch

the leader. Large turnovers in this popular brand are a certainty and wholesalers should get their orders in early.

Get Prices

OCEAN MILLS, Montreal

O. Lefebvre, Prop.

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



KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE. The blue that insures snowy white laundry and because of its strength, its use is the truest form of economy.

Recommend it to the new housewife, the older folks use no other.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada



Crown Brand Corn Syrup

is the syrup that so many people are clamoring for because of its deliciousness when used with pan-cakes, waffles, muffins, etc.

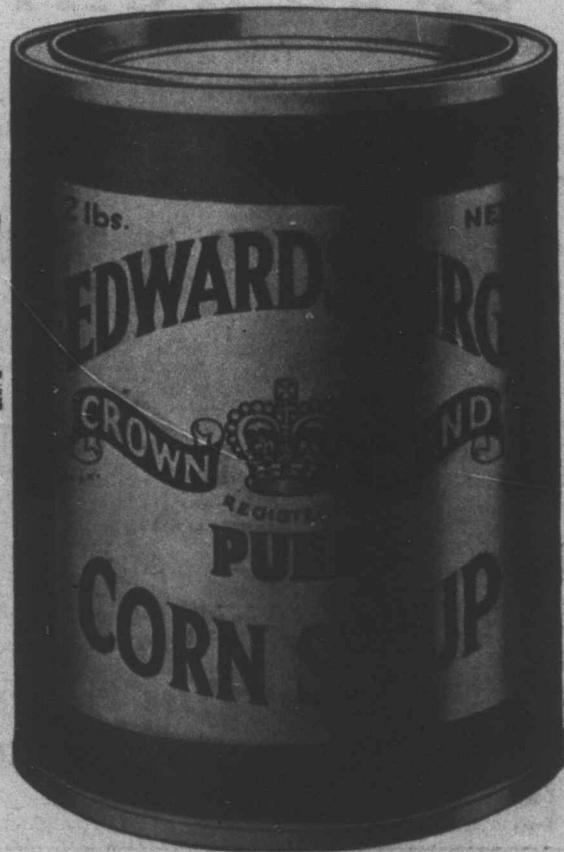
There is a steady demand in every locality for a good syrup—a demand which you can fill, and fill with profit to yourself if you feature "Crown Brand."

THE CANADA STARCH CO.
LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal & Brantford, Ont



Sale of Fly Destroyers Should Now Begin

The Earlier in the Season the Better Because Flies Multiply Exceedingly Fast—Every Dealer Should Make it a Point to Acquaint Customers With Necessity of Annihilating the Pest—Some Interesting Figures on the Spreading of Flies.

Every dealer knows the destructiveness of the ordinary house fly.

It is a carrier of deadly germs and is the direct cause of much of the country's disease.

The fly is a rapid multiplier but one must not entertain the idea that it cannot be annihilated.

Health authorities all over the country are advising the public to exterminate the pest.

The dealer who pushes sales of his fly destroyers has therefore a strong force working hand in hand with him.

Aggressive methods should be planned early to get after this easy spring business.

Some Facts About the Fly.

The more that is known about the fly the stronger will be the methods and talks used by the sales force in selling fly destroyers.

Every winter seasoned fly deposits in the neighborhood of 150 eggs in a favorable breeding spot.

In about ten days' time these eggs are incubated and then we have a colony of 150 extra to fight against. These are all full-grown in the 10 days.

Suppose half the 150 are female flies. Each of the 75 at once begins to deposit 150 more eggs. That makes 11,250.

Half of these, or 5,625 in 10 more days will have deposited 843,750 eggs. In 10 days these are hatched and half of them begin to reproduce.

Again, half of this quantity is 421,875. Each depositing 150 eggs, it will be seen that in another 10 days there will be 63,281,250.

Adding up the entire numbers produced it is found that the huge sum of 64,136,401 flies have been brought into the world in 40 days and all from the one ancestral stem.

The Work of Scientists.

The above figures are not guesswork. They are the outcome of scientific experiment on the part of eminent scientists who have carefully watched the actions and multiplicity characteristics of the common house fly.

It is quite evident, that if the above fly which came through the winter successfully, had been early annihilated there would be many millions less to contend with later on.

As these flies which have been brought

into the world this season are killed off, it will further be seen that the ancestral line will be severely broken.

The duty of the retailer who handles fly destroyers should now be to see that the duty of the public in killing off those flies which have hibernated well, is fulfilled.

A CATCH TURNED INTO PROFIT.

A Method Tried and Found Successful for Selling Fly Destroyers.

Often the dealer has a big selling opportunity thrust right in his path. An instance of this, occurred last summer in a country general store. A new addition had been added to the store and was just being varnished. A great swarm of flies were attracted by the paint and it was imperative that these be gotten rid of before they ruined the work. So the addition was darkened and fly destroyers were placed at one window where the blind was left raised a little way. Sugar and meat were placed in this window to attract the flies and the destroyers were left from Saturday afternoon till Monday morning.



Getting the upper hand of the house fly. Less barbarous methods are, of course, possible by the use of fly destroyers sold by the retail dealer.

Preparations for the Convention

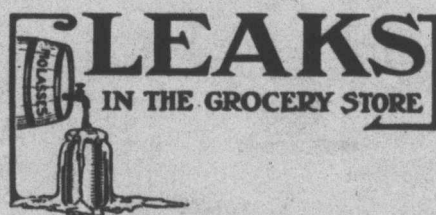
Will Be Held in King Edward Hotel, Toronto, April 16 and 17—Visits Being Arranged to Some of the Large Factories—Executive Will Have Souvenir Button—Questions Coming In For the Question Box.

On opening the store on Monday morning the proprietor was surprised to find about a half a bushel of flies in the window. Immediately he saw his opportunity. By sweeping up the flies in other parts of the addition about a bushel of them were obtained. A window was immediately arranged to take advantage of this "ready made salesman."

The floor of the window was covered with white paper. In the centre of the window was placed a bushel basket full of flies turned over on its side with the flies spilled out over the white paper. Across the window in the front of the basket were the words "SWAT THE FLY" written in FLIES. Little piles of flies were placed all around the floor space in the window and a border was made of them.

This conveyed something of the immense quantities of flies there were to be swatted. The background of the display was an arrangement of the fly destroyers used. Across the window outside was a big streamer "SWAT THE FLY" while on the window glass were pasted clippings from newspapers telling of the dangerous nature of the fly.

Inside the store were hung banners and display cards reading "SWAT THE FLY," "KILL THE FLY WHILE IT IS YOUNG;" "KILL IT NOW AND REST IN PEACE THE REST OF THE SUMMER," etc. Everywhere fly killers were to be seen. Every salesman was enthusiastic over the sale and the proprietor offered a prize of two dollars to the salesman who sold the most fly killers during the sale.



WATCH THE VINEGAR BARREL.

By R.C.B.

Vinegar is sold 10 lbs. to the gallon. The gross tare and net weights are on the end of each barrel. I have weighed and checked in and out each barrel for two years, and find shortage of an average of about 10 to 12 lbs. in each barrel.

Every grocer should buy his vinegar guaranteed weight. He can then weigh his barrel, and mark on it, for instance, short 4 lbs. coming in. When it is empty weigh the barrel and mark, say, 7 lbs. heavy, going out. That makes 11 lbs., which the Vinegar Co. gives credit for.

I find most barrels weigh light in coming in and empty barrels weigh heavy going out. Stop the leak.

The King Edward Hotel, Toronto has been definitely decided upon as the location of the first annual convention of the Ontario Retail Grocers' Association, on April 16 and 17. The executive have definitely arranged for one of the elaborate and commodious convention halls there which will accommodate 300 or more, so that a large attendance is anticipated.

Secretary Miller also reports that arrangements are under way to have delegates visit several large factories. Already the Pugsley Dingman Co. and Lever Bros. have agreed to take the visitors through their soap factories. The trip will be made by trolley from the King Edward. A visit will be made also to the factory of Christie Brown & Co. The Reception Committee of the City Council have consented to join in the reception.

Everybody Welcome.

The Executive desire to make it clear that all grocers, general merchants and clerks are invited whether they are now members or not. Everybody is welcome and those who contemplate coming are urged to write Secretary Miller, 632 Yonge St., stating their intention to be present, so that billeting can be arranged in advance. The secretary has also arranged with the King Edward Hotel, headquarters 7th convention, for special rates of \$2 a day for a room, and \$2.50 for room and bath. He is assured by the officials of the hotel that every hospitality will be extended the delegates.

It has now been found not necessary for delegates to write the secretary for railway certificates. Those coming to the convention have only to make application at their home station for a "Standard Convention Certificate," purchasing a first-class ticket one way.

After registering at the convention every delegate will file his certificate with Mr. Miller, secretary, who will return it promptly filled out which will entitle him to the reduced return rates.

If there are more than 50 and less than 300 present they will be entitled to return to their destination for one-third first-class single fare plus 25 cents, the visiting fee.

These Standard Convention Certificates are available at every railway ticket and station office. All that is necessary is to ask for one.

Arrangements have also been made for an attractive souvenir button emblematic of the grocery trade. This will be in the form of the 'Scales of Justice'

Get Into the Question Box.

Retailers are taking a great interest in the Question Box. This should be one of the best educative features of the convention. Already several have come in and many more are expected.

Following is a list of subjects which ought to form profitable discussion:

Should stock be taken on the cost or selling price?

What is the best system of cost marking?

Should profits be reckoned on the cost or selling price?

What per centage of turnover is it necessary to allow for cost of doing business?

Should a uniform per centage for cost of doing business be allowed on the stock or should costs be distributed according to departments?

How often should the stock be turned in the course of a year to insure a reasonable profit on the investment?

What is the best system of charging costs against the various departments?

What appropriation should be made for advertising?

What form of advertising is the most effective?

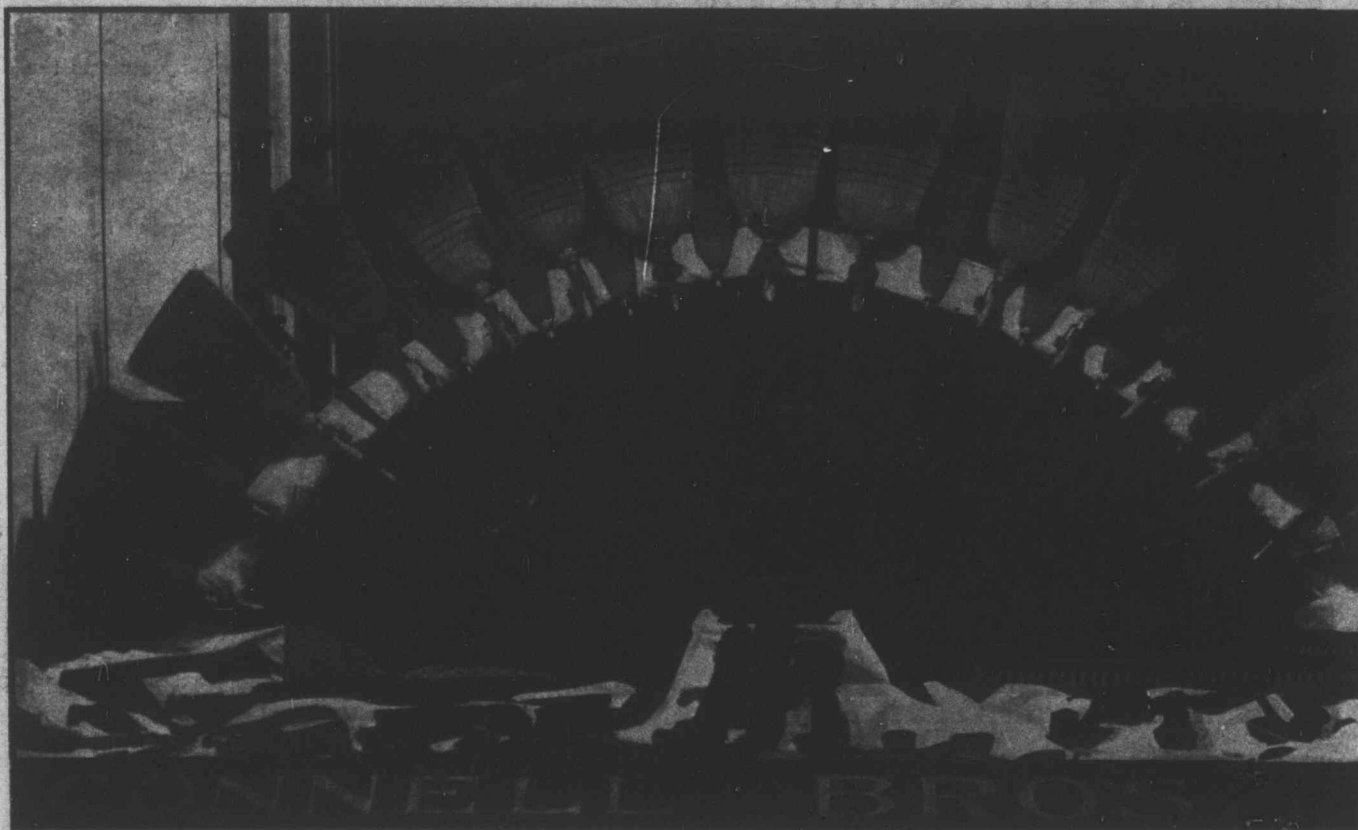
Does it pay to conduct sales at reduced prices?

Does it pay to offer special inducements, premiums, etc.?

What can we do to keep trade at home if a Parcels Post measure is enacted?

How can retailers take advantage of Parcels Post?

Readers interested in having any of these questions discussed or others should at once send them in to the secretary. They will be taken up in the order received. Even if a dealer cannot attend he may send along his questions. But he should be represented in person if at all possible. There will be two profitable and enjoyable days in store.



Suggestion for housecleaning window display featuring brooms. This fan shape design is always effective.

PUSHING HOUSECLEANING LINES

Every Spring as soon as the furnace fire begins to be unnecessary the housewife is reminded that the housecleaning season is on. There are many who even begin prior to that time so that every dealer handling brooms, brushes, cleaning powders, polishes, etc., should immediately begin to prepare for the trade.

Herewith is suggested an attractive broom arrangement. The illustration shows how the brooms are placed in fan-shaped design around a semi-circular frame so that the faces of the brooms stand out prominently. The floor of the window includes brushes neatly placed on a cloth surface.

To-day is March 21, the actual beginning of Spring. Every aggressive dealer recognizes the importance this attaches to housecleaning and should not hesitate to take advantage of the time. Now is the psychological moment and the dealer who is most active in getting any seasonable goods to the front stands the best chance to get the bulk of the business, other things being equal. A display of brooms such as the above might well be emulated by others.

The CANADIAN GROCER

Established - - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Hayne 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.

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Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston

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TORONTO, MARCH 21, 1913

SWAT THE FLY CAMPAIGN.

Sixty-four million flies in forty days, and all direct descendants from the one stem, indicate what the world is up against from the fly nuisance. As pointed out in an article on another page of this issue, the housefly multiplies with the most astounding rapidity and unless taken early in hand it is bound to be a serious menace to the health and comfort of the people.

It remains for the retailer to stir up among his trade an early demand for fly destroyers. He can do this by demonstrating forcibly by advertising, conversation or other means, the rapid repeating characteristic of a well-wintered fly. If in 40 days, as scientists tell us, 64,000,000 flies can be produced from one, then it is easy for the dealer to obtain the interest of the housewife. Those flies that are now just coming out of winter quarters should be gone after. Every customer should know they should be gone after, and it is up to the dealer then to capitalize the general prejudice that has been created against the fly.

An early campaign now that spring is here should be instituted. The dealer too, should practice what he preaches, and see that steps are taken in his own warehouse and stable yard to prevent flies. Since eggs hatch into full grown flies in 10 days, every bit of refuse about the warehouse and stable should be removed at least every nine days. This eliminates the favorite breeding spots and tends to hold the fly in check.

ANALYSIS OF CANNED TOMATOES.

An interesting bulletin (No. 246) from the Inland Revenue Department on canned tomatoes has reached The Grocer. In it Chief Analyst A. McGill reports that 140 samples gathered in various parts of the country by inspectors have been analyzed and that with but one exception, in which slight decomposition was found, the contents of the cans were in good condition.

This speaks well for the quality of the canned tomatoes being sold on the Canadian markets and demonstrates that retailers can without fear back up with their guarantee

goods packed by reliable firms. During the past few years it is evident that the standard of quality of canned tomatoes has been raised considerably.

The report goes quite fully into the solid matter in the various samples. This, Prof. McGill maintains, is the true measure of the value of the article, equal quality being assumed. For instance, out of the 140 samples, 111 were packed in cans with capacity of 37 ounces on an average. The average contents were 34 ounces, and while the average amount of solids was 18 ounces, this varied between wide limits—from 11.2 oz. to 24.3 oz.—which means that some samples had fully twice the value of others. There is no doubt, adds the report, that some regulation is necessary here. The Chief Analyst thinks it would be reasonable to require a minimum of 20 oz. of solids in cans of the size referred to.

The amount of solids referred to are not the dry solid matter of the tomato, but the moist solids retained on cheese cloth. The total contents of the can are poured upon cheese cloth and allowed to drain as long as drops fall at intervals not longer than 5 seconds. The water which passes through is then weighed, and the weight subtracted from the weight of total contents.

Prof. McGill further states in his report to the department that if he is justified in holding that 20 ounces of solids is a reasonable content for a 37 oz. tin, then a medium sized tin of 32 oz. should contain 17 ounces of solids, and a small tin of 23 ozs. should contain 12.5 oz. He suggests that a legalized standard be arrived at.

A KNOWLEDGE THAT PAYS.

To a certain Canadian retail grocer, January meant an increase of some \$800 turnover when compared to a year ago. In February he was \$3.81 behind, so that on the first two months of the year he has had a substantial increase. February, it should be explained, was one day shorter than in 1912, and if that extra day could have been secured he would at least have been \$200 ahead.

This case is not cited particularly to show that business among aggressive dealers is good this year despite a tightness of money, but to indicate how closely this man follows what he is doing.

How many retailers in Canada keep track of the sales each day, week and year and know exactly where they are at? How many can compare to-day, this week and this month with corresponding period of a year ago?

The grocer above referred to is a close student of his business. He has made a substantial success principally because he has had absolutely knowledge of what he is doing. He does not rush into a month blindly, but with the keen foresight of a good general. He knows what he has done before, and how he accomplished it, and with such knowledge is hampered by no obstacles.

Every dealer should know how the business stands each month. If he finds it short of the previous year he should look for the reason. Having found it, he has a strong aid in overcoming the shortage at once.

THE BUSINESS OUTLOOK.

According to The Financial Post, money is still on the tight side, but it sees an easier feeling later on.

During the week, it states, there has been no change in the attitude of the banks. While some dribblings of call loans have been made by them, they are not seeking new business. From one end of the Dominion to the other this policy is being followed. Of many sources from which The Post has sought information as to the money

outlook but a very small percentage complain of lack of accommodation from the banks for purely commercial purposes.

The outlook from the actual manufacturer's standpoint continues very hopeful. From the far east and the far west reports indicate that orders are of such volume as to keep the wheels of industry busy for some months. Enquiries and buying are very strong. Collections are not as good as they might be, but during the week some improvement has been evident.

In the machine factories anticipation of larger business has been stimulated by the invitation for tenders issued by the Canadian Pacific Railway for equipment for their various shops located all over the Dominion. This year the volume required is larger than usual, which fact in itself is a good indication of the outlook for the balance of the year.

THE COLLECTION AGENCY.

There are no doubt many good collection agencies throughout the country, but there are others which are just about as much a deadbeat as some of the parties from whom they make collections.

A Western Ontario grocer told the writer that in his town there was a collection agency which savored much of the latter variety. This agency would not accept a dealer's business unless everything was turned over to them. Their part of the contract was that they always kept 25 per cent. of the entire amount and that they should always keep this out of the first monies collected.

Once they got the full amount that the contract allowed them, the dealer could usually whistle for his share of the money. The worst of it was that the agency usually got after the most likely accounts first, leaving the remainder still on the hands of the grocer. This sort of collecting is not fair and the retail trade would be well advised to have nothing to do with such an agency. There are plenty of good sound agents willing to collect under more favorable circumstances to the dealer and these are the ones that should be employed.

MAKING FOR CLEANLINESS.

The recent action of the Montreal Board of Health in adopting measures to ensure more cleanly handling of foodstuffs, and bread in particular, is to be highly commended, and it is to be hoped that these new measures will be rigidly enforced. Another measure that might be suggested, is one that would correct the practice among some grocers of delivering bread unwrapped.

The other day the writer noticed four loaves of unwrapped bread peeping out from under a pile of charcoal, coal oil cans, etc., on a grocery delivery sleigh on one of Montreal's prominent streets. Here is a condition of affairs that calls for the immediate attention of those in authority. Upon following up the dealer's address, it was found that it was just what one expected to find—a small, unclean, unprogressive, down-at-the-heel looking place. Upon making inquiries, the proprietor bitterly complained of poor business.

"Cleanliness is next to Profitableness," is an excellent motto and one that has brought success to great numbers of merchants. It is one of the things that The Grocer has been harping on for a long time, and it will be many moons before the task will be given up. Whatever else may be left undone, every measure to ensure a more cleanly and sanitary handling of foodstuffs should be adopted.

GETTING RID OF EMPTY BOXES.

This is the season of the year when accumulation of empty boxes impresses itself on the attention of every grocer. It is curious how much waste there is in connection with this item, in view of the increased value of wood.

Ordinary boxes which have contained canned goods, baking powder, dried fruit, breakfast food and bottled goods, are not always easily disposed of, and a box to hold miscellaneous packages is usually charged for by the wholesaler. In cities where there are wholesale grocers, the retailer can usually turn over boxes in good shape for from 2½ to 5 cents each. In Brantford the other day, a pile of nearly 80 empties of various sizes was noticed in front of the store of a Colborne street grocer. The driver was picking them up to deliver to a manufacturing company there, which had bought them for the small boards to use in shipping goods.

Barrels are quite another item, for there is always a demand from certain quarters, not to mention the many uses to which the merchant himself puts them. With apple barrels at 45 cents, farmers are always glad to pay 15 to 25 cents for a sound salt or sugar barrel, and are frequently most anxious to obtain a good molasses barrel. For the latter, of course, they have to pay invoice price. In these days of such narrow margin between profit and loss, there ought to be always some way of turning this by-product into cash.

EDITORIAL NOTES.

Swat the fly now.

The housecleaning campaign should now be in full swing.

When you feel down in the mouth, remember Jonah. He came out all right.

Questions from clerks for the Question Box of the O.R.G.A. will be heartily received.

Spring opens to-day. See that the farmer has his supplies before beginning the spring work.

Don't overlook the O.R.G.A. convention on April 16 and 17. There are cheap fares to Toronto.

Closer relationship among retailer, wholesaler and manufacturer was the slogan at the banquet.

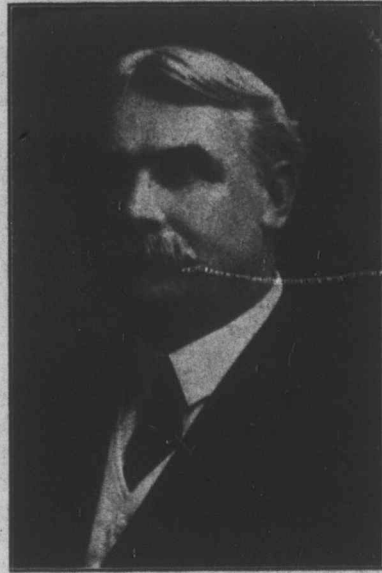
Food inspectors in Toronto, attached to the Medical Health Department, condemned and destroyed 2,792 pounds of fresh fish during February. Eighty-six gallons of shell fish were also seized. Of the meat condemned and destroyed, 610 pounds were pork, 62 pounds were beef, and 19 pounds were lamb. Could not this waste be prevented?

MacLean Publishing Co.—As we have disposed of our grocery business to F. H. Ferris, he has instructed us to have The Canadian Grocer changed over to him. We found The Grocer a great help in the grocery business. We were in business nine years, and have increased our trade each year, until our ninth year was three times the size of first year. Mr. Ferris is a man of large experience in the grocery business, having been with L. B. Adams & Co. for twenty years. Wishing you the compliments of the season, we are—

Harrow, Ont. CLARKE & CO.



W. J. MELLEN,
visiting Brantford grocer and a pleasing
after-dinner speaker.



D. W. CLARK,
President Toronto R.G.A., who presided over
the Banquet.



CHARLES PARSONS,
Parsons, Brown & Co., wholesale grocers, one
of the speakers for the wholesale trade.

Closer Union Among the Trade Advisable

So Maintain Retailers, Wholesalers and Manufacturers at Annual Banquet of The Toronto Retail Grocers' Association—Another Successful Gathering Goes Into History—Speakers Include Men in the Three Branches of the Trade—Visitors Present From London, Hamilton and Brantford—All Invited to the Ontario Convention on April 16 and 17.

Special Staff Correspondence.

Toronto, March 20.—After disposing of the cream of tomato soup, olives and celery, as a prelude, and the boiled salmon with Hollandaise sauce, duchesse potato as well as roast Spring turkey, etc., and a generous supply of deep apple pie with ice cream on it, as a follow up, it is no wonder that there should have been some splendid talks and flights of oratory on the occasion of the annual banquet of the Toronto Retail Grocers' Association on Wednesday evening of last week. One of the large dining rooms of the St. Charles was taxed to its capacity to accommodate the hundred and seventy-five or more in attendance.

President D. W. Clark, with vice-president, Neil Carmichael, received the guests and for an hour or more euchre was the order of the evening. Visiting retailers were present from London, Brantford and Hamilton.

The post-prandial speeches were characterized by the discussion on trade questions, particularly that dealing with the relationship among the manufacturer, wholesaler and retailer. There was a splendid representation of all the trades present and the banquet goes into history as the best yet. President Clark in opening the toast list greeted the wholesalers, manufacturers and visiting retailers, whom he was glad to see. "There

cannot be too much of this social element in the trade," he said. He read a message from ex-Controller A. Maguire and a telegram from Wes. Williams of T. H. Estabrooks Co., Ltd., who was at Kingston, regretting they could not be present. When due honor has been done His Majesty, the King, the toast to Our Country was patriotically responded to by J. G. Ramsden.

Should Work Together.

J. S. Bond, in proposing the health of the trade, touched a responsive chord when he suggested closer relationship among the three great sections of the trade. "We have here the three branches of the trade," he declared, "and I believe there would be more good accomplished if they all came together more frequently to discuss and adjust their differences. There are wholesalers in the city whom I have dealt with for years and we don't know one another. When there are price changes or drastic changes in policy to be made we should get together and secure one another's opinions."

Chas. Parsons, of Parsons, Brown & Co., wholesale grocers, in response to this toast was surprised that more had not already been done along the lines suggested by Mr. Bond.

"Why not form some sort of a committee," he said, "and let the wholesalers do the same so that we can come together. Much good could be done if such were the case. We can assure you that the profits of the wholesaler are nothing to brag about and there are many misunderstandings in this regard that could be cleared away.

The Wholesalers' Profits.

"We get no more than 10 per cent. and sometimes it is only 5—5 on sugar, 8 on tobacco and 10 on others—and it costs us somewhere around 7½ per cent. to do business.

"It would be to our advantage and yours," he added, "if these conferences were arranged."

Chas. E. Edmonds, of the Christie, Brown Co., recalled the first dinner of the Grocers' Association in 1887, at the Walker House. "There are but a few here to-night," he said, "who were present on that occasion, but I can say that I heard your present president, Mr. Clark, respond to the toast to the ladies on that occasion." Mr. Clark is one of the few living charter members of the Association.

Advantage of the Banquet.

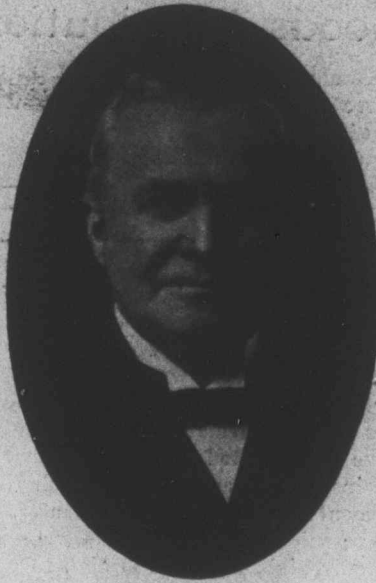
"I agree with Mr. Bond," declared Mr. Edmonds, "that differences in the

THE CANADIAN GROCER



W. C. MILLER,

Who proposed the toast to the Sister Associations.



J. S. BOND.

In Mr. Bond's address the keynote of the discussion was touched.



NEIL CARMICHAEL,

Vice-President, who espoused the cause of "Our Association."

trade could be often satisfactorily arranged if we could only come closer together. A banquet such as this is a splendid thing because it is the means of assembling the trade to get one another's viewpoint. The manufacturers have sometimes a difficult proposition in meeting the wishes of the wholesalers and retailers in the city and those outside as well."

Mr. Edmonds congratulated the association on having such a president and vice-president and tendered his wishes for success to the organization; and he hoped there would be more meetings of this character to further the unity of purpose among all the involved interests.

Interests Are Common.

"You are just as necessary to us as we are to you," said Percy Eby, of Eby, Blain, Limited, who considered it highly advisable that the trade should get together to arrange differences. "The suggestion of Mr. Bond is a good one. If the association had a standing committee which could confer with us at any time it would be a splendid idea. In questions of margins, etc., you could give us a good deal of help and we would always be pleased to meet such a committee."

Voice From the Old Land.

It has been seldom in the past that the Old Country trade has been represented at the grocers' banquet, but on this occasion, those present had the pleasure of hearing from Fred. J. Hook, representing Peek, Frean & Co., biscuit manufacturers of London, Eng. Mr. Hook was with Harry Horne, of the Harry Horne Co., agents of the firm here. He expressed the pleasure it gave him to meet the Canadian trade from the Atlan-

tie to the Pacific. He could cordially endorse the sentiments already stated as to the advantages which accrue when the retailer, wholesaler and manufacturer came face to face. Difficulties could be more easily surmounted and the condition of the retailer would be bettered.

"It has always been the custom," he said, "to put all the blame on the manufacturer," and in this connection related a humorous story in support of a suggestion that the retailer change places with the manufacturer.

Traveling in an old English stage coach on the occasion in question, were an old gentleman and a young woman, strangers to one another. Presently the former became uncomfortable and began looking about for a softer berth.

"Are you quite comfortable?" he asked of the woman.

"Oh, yes, quite comfortable," she replied.

"Don't you feel any draft?"

"No, there is no draft here."

"And you are sure you are quite comfortable?" he repeated.

"Yes, quite, this is a delightful corner," was the reply.

"Then change places with me."

At this juncture, President Clark announced that the first annual convention of the Ontario Retail Grocers' Association would be held in Toronto on April 16 and 17, when an opportunity would be given the wholesalers and manufacturers to confer with the retail trade.

Grocers Always Reasonable.

Controller Thos. Church responded to the toast to 'Our City.' He told the grocers there was no class in the community doing more to promote the health and prosperity of the city. The grocers,

too, were reasonable in their requests at the city hall. "Of all the associations asking for legislation," he said, "there is none more reasonable than yours. Your requests are in the interests of the people. Many others are unreasonable."

That the present business tax is an iniquity against the merchant, is Controller Church's opinion. "You are assessed to the hilt all along the line and it is our hope that this outlandish business tax is wiped off the books before another year goes by. You are paying heavy taxes and are justified in restricting the peddler on the street. The city was never served more efficiently by the retailer than now and there is no class in the community that has done more to keep down the price of staples than the retail grocer. There is no class which is easier with those who are hard up; the collection agencies know this. We are proud of your association and the work you have done." Mr. Church promised a hearty welcome to the members of the Ontario body on the occasion of their convention in April.

Work of Ontario Association.

The toast to "Our Guests and Sister Associations" was proposed by Wm. C. Miller, secretary of the Ontario Retail Grocers' Association. "It is a great gratification," he said, "to note the splendid representation present from all branches of the trade in the city and those from our sister associations. We bid them all a hearty welcome. These gatherings are always conducive to good results: every time we meet we feel the bonds of friendship drawn closer together.

(Continued on page 32.)

Criticism of Canned Goods Distribution

Retailer Does Not Think the Trade Should Have to Order Before Prices Are Named—Representative of Canning Company Maintains That Retailer is Not Obligated to Purchase Before Prices Are Named—Desire is Get the Goods into Consumption.

Editor, Canadian Grocer:—I have been reading The Canadian Grocer for years, with a great deal of interest and profit, and many suggestions found there have been an inspiration to me in the mode of conducting business.

When I tell you that my business has increased during the past four years from \$10,000 per annum to \$70,000, it looks like a substantial growth. We have no Grocers' Association here, but I appreciate the efforts of the Association to improve the conditions of the retailers by legislation, and inquiring into prices made by manufacturers.

Now I think the matter of canned goods should be taken up by some organization, and the Grocers' Association is the most effective, as the grocer has it largely in his own hands. It seems to me that the habit we have got into during the past few years of ordering our canned goods before the prices are fixed, has a great deal to do with the high prices. We have to pay, for instance, for nearly all our goods ordered before they are packed.

Then all the canner has to do is state his price, knowing all his goods are sold, you may be sure the price will be high enough to pay good big dividends to the shareholders, besides increased salaries to the managers, and we carry the heavy stock through the winter months, in many cases having to borrow money to do it. If we let the packers and wholesale houses carry the stock till spring, when the demand really begins for canned goods, then we would find the wholesale houses ready to sell at reasonable prices, and we would avoid carrying the heavy stock, paying insurance, interest on capital, risk of fire, etc. Then we would have our money to invest in other ways that would produce a handsome profit, instead of having it tied up in goods that remain in our cellars at least four months, when money is most needed in our business.

Trusting you will find space in your valuable paper to insert the above letter, and if you can add anything to make it more effective I will be pleased to have you do it.

Orillia, Ont. . . . T. B. CRAMP.

THE CANNER'S VIEWPOINT.

As this is a question particularly applicable to the canned goods trade The Grocer took the matter up with a representative of the Dominion Cannery so that both sides of the question could be presented.

"For the past few years, as you know," states this canner, "there has been more or less a scarcity of the staple lines of canned goods. Consequently, retailers have been somewhat prone to speculate. For example: Last year, many of them were able to resell their tomatoes and other lines to wholesalers at a good margin of profit. We believe this resulted in their ordering, in some instances, beyond their regular requirements for sale over the counter.

"The prices this past season were undoubtedly high, that is, too high to permit of much speculation on the part of the middle man, but this was due altogether to a shortage in the pack.

"Our own idea is that when there is a shortage in the supply and prices advance, as a result of the shortage, that the manufacturer is entitled to the benefit of the advance, as he is the one who assumes all of the risks.

Getting the Goods to the Consumer.

"Your correspondent, however, is not under compulsion to buy his goods before the prices are fixed; it is for him to say whether or not he wishes to buy in advance of the pack or wait until pack is ascertained and the prices are named. He has generally bought in advance of pack, because he figures that it is to his advantage to do so, namely, that he is assured of a lower price and a better delivery. Your correspondent is wrong, however, in his deduction that the canner is through when he has sold his goods. In our case, we thoroughly appreciate that goods are not finally sold until they reach the consumer and it must be our aim to put a price on the goods that ensure their getting into consumption. If the pack is a heavy one, prices must be proportionately low.

"If a study is made during the past few years, it will be noticed that this has invariably been the case, in fact it is only a few years ago that peas were sold as low as 60c per dozen tins. Even at the present time, notwithstanding the shortage, price on some staples are lower than they were last season, and in 1902, before there was any large company similar to the Dominion Cannery, tomatoes sold at \$1.65 net to the wholesale trade.

Aim of the Cannery.

"Our aim is to ultimately pack enough goods in one year to ensure a steady supply until the following year. This, as we mentioned to you before, means increased output of factories and more warehouse facilities. Just when

this will come about, it is hard to say. It will largely depend upon the supply and demand, but we thoroughly believe that the retailer's position at the present day as regards canned goods, is much better than it ever was before, for the reason that he buys at prices which ensure the goods getting into consumption. He also has an absolute guarantee of quality.

Subject to Weather Conditions.

"The canning business is a precarious one and the canner has only one opportunity once a year of getting a pack and therefore it is always more or less problematical what the pack is going to be, and as a result of this in all countries, it is the custom to sell, what are known as futures. It is largely a question of good judgment on the part of the retailer whether or not he will buy in advance of the pack or whether he will wait until pack is completed and prices are named. Grocers who place their orders before May 1 save 2½ cents per dozen. Probably four times out of five the retailer will be better advised to buy in advance of the pack. However, as already stated, this is a matter for his own judgment.

"We are looking forward to the day when we will have ample stocks to keep the trade supplied throughout the year and when that time comes, we will then be in a position to keep prices steady and with a fair margin of profit to the manufacturer as well as the dealer."

QUAKER OATS EARNINGS.

The report of the Quaker Oats Company for the year ended December 31, 1912, shows net earnings of \$2,429,050, against \$1,977,972 in 1911. The balance available for dividends was \$2,215,395, equal to 6 per cent. on the preferred stock, and an additional 3.43 per cent. on the common, as compared with 2.48 per cent. earned the previous year. The income account compares as follows:

	1912.	1911.
Net profits	\$2,429,050	\$1,977,972
Depreciation	213,655	197,877
Balance	\$2,215,395	\$1,780,095
Dividends	1,040,000	1,040,000
Surplus	\$1,175,395	\$740,095
Previous surplus	3,526,153	2,786,058
P. & L. surplus	\$4,701,549	\$3,526,153

President Crowell says: "We spent \$361,874 last year for improvements and additions. All plants have been running to full capacity. The Canadian North-West affords a fine opening for our products. All foreign offices reported a successful year."

\$4,000 Stock Should Do \$40,000 a Year

So Claims Writer Who Maintains Retailer's Net Profits Ought to be 4 or 5 Per Cent.—Duty of the Dealer to His Customers in Selling Pure Foods and in Demonstrating Proper Uses of Various Foods.

*By Henry Johnson Jr.

— Feb 20, 1913.

Canadian Grocer:—Dear Sirs,—Please do not publish name or city when answering this article.

What percent can a grocer figure clear of expenses, etc.?

What amount of business should you do on a \$4,000 to \$5,000 stock?

Yours very truly.

It is reasonable for a grocer to hope to make a net profit of 4% to 5% on sales; but it also calls for the closest kind of figuring, most skillful management and most rigid economy in these days of exacting service, liberal wages and the growing tendency on the part of the consumer to leave it all to the dealer, when it comes to the question of system and responsibility. Years ago it was not unreasonable for the retailer to hope to make 6% net or better; but now he must hustle to make better than 3%. Whether this condition will continue to prevail or not depends on whether we can learn to run things some better way than we now do.

Stock Should Turn 10 Times.

Stock should be turned not less than ten times annually and it were better to turn it twelve times. I am frank to say that the turning of it ten times will keep a man pretty much alert; that is, he must buy "early and often", in small quantities, to keep his capital so active. But that is the right way to do. My stock is being turned very nearly twelve times at this writing.

We see, therefore, that \$4,000 of stock should be close to \$40,000; and \$5,000 stock should suffice for \$50,000, of overturn. And these totals can be reached, too.

Many of our consumers listen to us only tolerantly. If we offer a suggestion, it is met with a kind of superior-knowledge air, or with an attitude of intolerance of any opinion we may have. Yet is it not reasonable to suppose that we should know many things about foods, their uses and proper combinations which the average consumer, or even the consumer above the average, is not at all likely to know?

For instance: Some years ago I tried to get one of my highbrow customers to forego the use of colored peas. She brushed my suggestion aside not exactly

as an impertinence, but rather as a stupidity, saying that she was perfectly willing to risk the use of the little copperas contained in all the peas she would ever eat.

Latterly it has been clearly demonstrated that the copperas in the peas, the color in the ketchup, the benzoate in the preserves, made up a total of mixed drugs which, taken together in daily rations, would eventually spell disaster for the most robust digestion. People will listen now—that is, some of them will; and that is a great step in advance.

The Times are Progressing.

Yet even now the habit of "being one's own boss" and having in one's own hand the shaping of one's eating clings. Some people, called most enlightened, cling to the old notions with such reckless indifference to many important things as would lead to the conclusion that all that saves their lives—and the lives of their children—is laws against drug adulteration; and this leaves out all discussion of the covering up of evil conditions which was made possible by the dope-cures. To realize what those old conditions were, you might possibly recall some canneries as they were before 1907.

Changing Demand on Canned Soup.

One lady, a mother of many children and typically that kind of woman, is a case in point. She is enlightened, educated, said to be an "authority" on infant and children feeding. A few days ago she asked for a canned soup of a kind which we are dropping out of stock for three reasons: (1) It is made up with benzoate, of which I do not approve; (2) its sale has dropped way down, manifestly for the same reason; and (3) I have been through the factory wherein it is concocted and know of my own observation why benzoate is "necessary" in its manufacture. Hence, the soup we have on hand has been on hand for over 6 years; is not pushed for sale; is held merely to meet such demands as are imperative for it—so far as present assortment goes—for we shall never buy any more of it.

When this lady asked, therefore, for a variety we had no longer, I asked her why she did not use a certain other brand, telling her how infinitely better it was and also relating, in a word, that the other had benzoate preservative. She said she did not like the flavor of the one I mentioned so well and that "we

should not feel so badly about a few drugs because we take much more of those poisons in the way of medicine than we shall ever get in our foods." I did not rejoin—because such rejoinder might readily cost me a customer—that proper selection, combination and use of foods such as a good grocer can always supply her with, would actually do away with drugs—absolutely, altogether—from the daily habit. Yet, as a food specialist and expert, I should have been in position to say just that, and my so saying should have been met with an open mind and willingness to learn.

For instance take grape fruit. Do you, Mr. Grocer, know about grapefruit and how to eat it? Do you know its physiological effect, its place in proper feeding, its economy in the diet? Maybe you do not. Maybe—very likely—you do not eat much of it yourself, feeling that it is too expensive for you. Meantime, you dose yourself occasionally, often feel unfit for the day's work, sometimes pay a doctor for your own or your family's ills. Well, grapefruit is working up hill under terrible handicaps to-day. What good it accomplishes it does in spite of bad usage. It is properly your business and mine to give it a fair show.

To begin with, it is a mistake to think of that luscious fruit as sour. It is not. It is much sweeter than an orange, to the taste properly let alone as well as chemically. Sugar should never be added to grapefruit. It should be cut in two and the pulp be dug out with a spoon and eaten. It is better not to have it "prepared" at all, because, without preparation, it is eaten slowly, the juice is masticated, or, to use Fletcher's term, it is tasted-tasted-tasted, until it goes down the gullet. In this way not only is great gustatory pleasure had from the eating of grapefruit, but the system derives from it the greatest benefit.

Olive Oil and Grapefruit.

But one thing can be added to grapefruit with great profit and much pleasure. That is olive oil. The middle inedible pulp and seeds should be dug out of the fruit and that space filled with any good, pure olive oil. Maybe it should not be filled to start with. Use a teaspoonful for a starter and increase the amount as you become accustomed to the taste. You will drink it in as nectar ambrosia after a while, and you can do it with a clear conscience, too, because here is an indulgence that is good for you

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

—good all the way down—so good that it is hardly conceivable that you should possibly get too much of it.

Get this grapefruit-olive-oil habit and you will never need drugs; your digestive process will be so benefited by this daily morning feed that you will be made younger and fitter daily.

Why is it not a good thing—an important part of our life-mission—to pass this along to such of our customers as will deign to listen to their grocer?

CLOSER UNION AMONG TRADE ADVISABLE.

(Continued from page 28.)

“The Ontario Retail Grocers’ Association was organized a year ago by affiliating the London, Hamilton, Brantford and Toronto bodies and others, and taking in all individual members of the trade who desired to join. The executive body has made it a special point to extend the organization during the year and at the same time to guard closely any legislation detrimental to the interests of the trade. Two petitions dealing with amendments to the Garnishee Law and Weights and Measures Act have been widely circulated and there are now some 3,000 signatures attached. These will be presented to the respective governments as soon as our solicitor can arrange the matter.

“The Division Court as it stands today,” emphatically declared Mr. Miller, “is rotten, so far as we are concerned, and like a bed of roses to the delinquent and the dead beat.

“We want a large representation of retailers at our convention next month from outside cities and towns,” he added, and concluded by thanking Controller Church for his kindness in consenting to entertain the retailers who come.

A Busy Secretary.

Jas. McKenzie, of London, secretary of the association there brought greetings from the London trade and the regrets of President Jno. Diprose who was unable to come. Mr. McKenzie told how the members of the association he represented go regularly to the wholesalers and manufacturers to get the things they believe are due them. Where they cannot see them, they write. They are continually at this work and after the last meeting he had had no less than 42 letters to write as per the associations’ motions.

Ed. Hazell, President of the Hamilton Retail Grocers’ Association, tendered his thanks for the hearty welcome and reception given the outside deputations and felt sure that much good would result from the gathering.

Brantford, the Telephone City, was represented by five grocers, with W. J. Mellen, past president, as spokesman. Mr. Mellen’s address was in his characteristically humorous and expressive strain. “President Clark,” he said, has a large field for operations, and he is tumbling to the work.”

Involuntary Charity.

Controller Church had alluded to the grocers as being charitably inclined. Mr. Mellen endorsed this. He admitted they were a bit easy, “but,” he added, “don’t think for one moment it is voluntary on our part. There is a soft side to every man. People must eat to live and when a man tells you he has no money and no work what can you do? You can’t let him starve. We open accounts which will remain open to our judgment day. We do good deeds whether we mean to or not,” he said, amid laughter.

“There is nothing,” maintained Mr. Mellen, “that will pay us bigger dividends than organization. We should be organized to treat with the wholesaler and manufacturer,” and he hoped that every retailer would be present at the annual convention of the Ontario Retail Grocers’ Association in April and that there would be wholesalers there, too. “We have a score or two to settle up,” he added. “Some wholesale speakers have referred to percentages. Percentages for us are not as rosy as they look. If we got all our money we would have a good thing. But we don’t and we have also lost practically all our discounts; and while some manufacturers have been able to pay 6 per cent. on common stock and a bonus of 6 per cent., we could not pay 5 per cent. on anything. The manufacturers crowd the wholesaler and the wholesaler us.” He again urged every retailer to be present at the Ontario convention; to make a little sacrifice for the good of the cause. He believed that before two years had elapsed, the trade would see amendments to the Garnishee and Weights and Measures Acts passed.

H. W. Thorpe, McWilliam & Everist, wholesale fruiterers, was glad to know there was always good feeling between the retail grocery trade and wholesale fruit men and trusted it would continue.

The toast to the travelers was proposed by Ed. Hawes and responded to by Fred. Leyden and Alex. Hutchison.

Build Up the Association.

Neil Carmichael in replying to the toast to “Our Association” contended that there should be 1,000 members in Toronto. The association is for the benefit of ourselves and we should have more members. “We have the social as well as the commercial side to look after,” he said, “and it is coming together in just this way that feelings of

distrust are dispelled. The business is alright, but it’s the estrangement of members that shouldn’t be. We want the young element in the trade and I would suggest that the travelers who come in contact with all of us, help us get them.

The toast to The Trade Press was responded to by W. J. Bryans and B. T. Huston, and the ladies were looked after by the two chivalrous knights, David Bell and R. W. Davies.

The entertainment portion of the programme was particularly good, J. McDonald, Jack Wright and Archie Green participating, while F. A. Larkin presided at the piano.

Those present from Brantford were F. C. Harp, J. E. Church, Jas. Burns, F. Hartley, and W. J. Mellen. Ed. Hazell and W. Smye represented the Hamilton, and Jas McKenzie the London association.

Sidelights on the Banquet.

A hundred and seventy-five is a goodly company.

President Clark makes a capital host. Many complimentary remarks came his way during the evening.

Such a small matter as coming a day too early does not affect the Brantford coterie. Better than a day late anyhow.

MacDonald’s songs showed that there was a good sprinkling of Scotch blood in the audience. Should have seen Donald McLean’s smile.

Dave Bell and R. W. Davies are splendid champions of the ladies. Easy to see they are single.

The suggestion of J. S. Bond that bonds of union be drawn closer together was the cue taken up by many of the speakers. The suggestion could not have come from any man with a name more appropriate.

“Not guilty,” was the answer by W. J. Mellen to Mr. Davies’ charge against the Brantford contingent regarding their actions of the night before.

“Meet you on the 16th and 17th of April” were the parting words in the hallway.

WITHDRAWING FIXED PRICES.

The Procter & Gamble Co., manufacturers of Ivory Soap, have decided to withdraw their protected price plan pending the result of the United States government suit against the Kellogg Toasted Corn Flake Co. They have notified the United States jobbing trade that the responsibility “for the securing of reasonable profits to compensate you for the handling of our brands will rest with you.”

To refuse credit to a spendthrift is to do two men a good turn.

Current News of the Week

Quebec and Maritime Provinces.

Retail grocers of St. John, N.B., are contemplating forming a Retail Grocers' Association.

Robert Reford, president of the Robert Reford Shipping Co., Montreal, died last week. He was formerly in the wholesale grocery business.

Armand Chaput, general manager of Chaput, Fils & Cie, Limited, has arrived home from his three months' trip in Europe, on which he combined business with pleasure. Mr. Chaput states that he had a very enjoyable trip as well as a profitable one. Business is considerably upset by the war scare, but there is a confident feeling that this will blow over.

Ontario.

Bell Bros., grocers, Toronto, have sold to H. Hyde.

Geo. J. Young, grocer, Ottawa, Ont., is succeeded by Craig & Cherry.

Patterson and Giles have taken over the grocery business of T. S. McDonald, Smith's Falls, Ont.

Millbrook, Ont., expects to land a soap factory, and has made an offer through the Council to the promoter.

The H. J. Heinz Co., of Pittsburg, Pa., and Leamington, Ont., are contemplating erecting a factory at Tilsonburg.

Gorman Eckert & Co., London, Ont., are establishing a factory at Leamington, Ont., for the manufacture of tomato catsup.

Jas. Whitehead, grocer and general dealer of Walkerton, Ont., has sold his business to T. R. Murdoff, of Toronto. He was in business in Walkerton for 31 years.

Lindner & Benner, jam manufacturers, Toronto, have moved to new premises at 370 Dufferin Street. They are installing new machinery, and will have a much larger plant for operations.

The large cement dam of the Rob Roy cereal mills, Durham, Ont., was carried away early this week by the spring floods. First estimate of losses was \$4,000, but later W. A. McGowan, owner of the mills, put the estimate at from \$2,000 to \$3,000.

It is stated that as soon as the Trent Valley Canal has been completed the Quaker Oats Co. will increase, probably double, the capacity of their Peterborough, Ont., mill. They are planning to build on the opposite side of the Otonabee River.

A committee was appointed at the last meeting of the London R. G. A. to

go into the matter of prices with tobacco manufacturers. The retailers say they will have to raise their prices to the consumer on plug tobacco if they continue to pay present cost.

James Henry Kadwell, conducting a grocery business on Grand Avenue, Chatham, Ont., was attacked by a couple of unknown men on the night of March 15, just as he was leaving his store, and was struck on the head, sustaining serious injuries. The men, alarmed at the cries of the victim's son, who was with him, took to flight without securing the cash box which Mr. Kadwell was carrying.

Western Canada.

N. M. Waldo, grocer, Brandon, Man., has sold to A. H. Pye.

J. B. Kellough, grocer, Winnipeg, is succeeded by J. W. Ross.

The Pioneer Vinegar Works, Ltd., have been incorporated, with head office at Edmonton, Alta. The capital is \$50,000.

The assets of the Farmers' Co-operative Store, Ltd., Wetaskiwin, Alta, have been transferred to the Canadian Credit Men's Association, Calgary.

Daniel McIntyre, superintendent of schools, Winnipeg, lectured at the last Canadian Credit Men's Association banquet there. He spoke on the question of technical education.

The A. F. Higgins Co., Roland, Man., have installed an attractive combined counter display case and storage compartment in their grocery department.

MacLeans & Hutchins, general merchants, Battleford, Sask., are succeeded by Burlingham & Speers.

F. D. Cockburn, for the past three years manager of the Winnipeg branch of Comfort Soap Co., has left for Montreal to take charge of the company's interests in that city. Mr. Cockburn has been identified with that company for twenty-five years. Previous to coming to Winnipeg he had been for six years manager of their branch at Montreal, and was moved to the West three years ago as manager of their Western business, with headquarters at Winnipeg. On the eve of his departure for Montreal his friends among the brokers and wholesale grocery buyers of Winnipeg took the opportunity to express their feelings of friendship and respect by presenting him with a beautiful solid gold watch.



Following items are from The Canadian Grocer of March 24, 1893:—

The fact that canned salmon can be sent from British Columbia around the Horn to Liverpool, and afterwards shipped across and sold laid down in Montreal at less than they can be brought direct across by mail, has been demonstrated this week."

Editorial Note.—This item from our Montreal representative 20 years ago demonstrates forcibly the big difference at that time between water and rail rates. To-day it would probably not be quite so great.

• • •

"The firm of Stewart, Harvey & Co., late John Stewart, Son & Co., of Hamilton, are retiring from business, and have sold their entire stock and good will to Balfour & Co., of the same place. Fred Smye and Chas. McIlroy, two of the former firm's most popular travelers, will accompany the stock and good will to Balfour & Co."

Editorial Note.—Balfour, Smye & Co., are to-day in the wholesale grocery business in Hamilton, with Fred. T. Smye, one of the firm's principals.

• • •

"It was with a good deal of surprise that the retail trade Friday last, learned that the Property Committee of the Toronto City Council had reduced the licence fee of pedlars to \$10—a drop of two-thirds, and had also removed the restrictions as to streets upon which they were not allowed to follow their avocations. Thus, almost without warning, was undone the work that resulted from the several years' agitation of the retailers of the city in general, and the Retail Grocers' Association in particular. And aside from the question as to whether the licence fee was excessive or not, it does seem that the retail merchants should have been given an opportunity of being heard before the step was taken."

Sugar Situation Firm---Spices Advancing

Canadian Dealers Expect Sugar to Advance—One American Refinery Cuts Prices on Refined Ten Cents—Prunes Easier on All Large Markets—Celery and Cardamon Seed Scarce and Advancing Rapidly—Beans Continue Weak—Paris Green Lists Out and Advance Shown.

QUEBEC MARKETS.

POINTERS,—

Sugar—firm.
Prunes—declined 1/2c per pound.
Wrapping paper—declined 1/2c per lb.
Cocoanut—declined 1/2c per pound.
Coal oil—up 1c per gallon.
Canned salmon—declined 5c.
Beans—sharp decline.

Montreal, March 20.—Easter trading this year is not expected to be as large as last year owing to fact that Easter comes so early. There is persistent feeling among wholesalers that staple lines will continue to decline and it is expected that prices of all staple commodities will command lower prices this year than in former years. Reason for this wholesalers state is that producers have advanced prices until there is hardly a living margin left for them, and as the money markets are tight and collections rather slow wholesalers are holding off refusing to buy till prices are lowered. Retailers are also retrenching to some extent and are not buying as freely as some months ago. Should Europe become embroiled in warfare the situation will become more complicated, but otherwise it looks as if the wholesalers will obtain much lower prices than are prevailing at this writing. Several lines declined quite sharply this week while several other lines are quite weak.

Grey brown wrapping paper is offered at 3c which is a decline of 1/2c from last week's prices. Manila paper is up 1/2c and is now quoted at 3 1/2c. Cocoanut is down 1/2c and bulk goods are quoted at 20 to 22c, according to quality. Prunes have declined 1/2c per pound all round. Lobsters are a luxury such as only the wealthy may indulge in to any extent. Coal oil has advanced 1c per gallon. Water white is selling at 17 1/2c.

SUGAR.—Local sugar situation remains dormant but liable to advance. There seems to be feeling that sugar has touched bottom and any movement that it takes will be upward. Buying is more liberal than last week which seems to indicate that dealers realize it is time to lay in stocks. New York market is stronger this week with raw quoted at \$3.58. Local prices are unchanged, but with advance in price of molasses it is expected that sugar will develop a stronger tone that will carry prices higher than at present.

Granulated, bags	4 80
Granulated, 20-lb. bags	4 80
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 25
Granulated, Beaver	4 25
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 25
Paris lumps, boxes 25 lbs.	5 25
Red Seal, in cartons, each	5 25
Crystal diamonds, bbls.	5 25
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 25
Crystal diamonds, 5-lb. cartons	5 25
Crystal diamonds, Dominica, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 80
Powdered, 25-lb. boxes	5 10
Phoenix	4 60
Bright coffee	4 45
No. 3 yellow	4 25
No. 2 yellow	4 25
No. 1 yellow	4 25
Bbls. granulated and yellow may be had at 5c above bag prices.	4 10

SYRUP AND MOLASSES.—Barbadoes molasses for future delivery are up again and are now quoted at 34c to 35c, but this looks like manipulation on part of producers owing to fact that buying at opening prices was limited. The strategy of raising prices to stimulate buying has been resorted to it is said in order to get business. Prices quoted are shaded for any fair sized order and importers here seem to think that advance is merely manipulation which producers will be unable to maintain for any length of time. It is predicted that prices will come down rather than go up as trading is dull and stocks are heavy. Local spot stocks have declined two cents a gallon.

Inquiries for pure maple syrup are coming in with every mail and are much heavier than last year. No new syrup has come on local market as yet and unless weather takes a decided turn it will be some weeks before tapping will begin. However, there is heavy demand for maple flavor syrup which is selling in large volume.

Fancy Barbados molasses, puncheons ...	0 35	0 30
Fancy Barbados molasses, barrels	0 40	0 41
Fancy Barbados molasses, half-barrels ..	0 41	0 42
Choice Barbados molasses, puncheons ...	0 35	0 37
Choice Barbados molasses, barrels	0 37	0 39
Choice Barbados molasses, half-barrels ..	0 38	0 40
New Orleans	0 25	0 25
Antigua	0 25	0 25
Porto Rico	0 25	0 25
Corn syrup, bbls.	0 65 1/2	0 65 1/2
Corn syrup, half-barrels	0 65 1/2	0 65 1/2
Corn syrup, quarter-barrels	0 65 1/2	0 65 1/2
Corn syrup, 3 1/2-lb. pails	1 75	1 75
Corn syrup, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 85	2 85
Cases, 20-lb. tins, 1/4 doz. per case	3 00	3 00

DRIED FRUITS.—Prunes took sharp decline of 1/2c per pound this week on all grades. This is probably result of a too confident attitude of the California growers who demanded a price at beginning of season that was a trifle exorbitant. This curtailed consumption somewhat with result that the growers are facing the prospect of holding over

some of last year's pack. In an endeavor to unload, prices have been reduced. To illustrate the dulness of local market it might be stated that two dealers brought in carload of prunes last week and could not dispose of them through the regular channels. Finally they sold them to one of the local merchants at a great loss. Other fruits remain unchanged.

Raisins—		
Choice seeded raisins	0 07 1/2	0 07 1/2
Choice fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice loose muscatels, 3-crown, per lb.	0 07 1/2	0 08
Choice loose muscatels, 4-crown, per lb.	0 07 1/2	0 08 1/2
Seedless, new, in packages, 12 oz.	0 07	0 07 1/2
Select raisins, 1-lb. box, per lb.	0 07 1/2	0 08 1/2
Sultana raisins, loose, per lb.	0 11 1/2	0 12
Sultana raisins, 1 lb. cartons	0 12 1/2	0 14
Malaga table raisins, clusters, per box ..	0 75	1 00
Malaga table raisins, clusters, per 1/4 box ..	0 75	1 00
Valencia, fine, off stalk, per lb.	0 07 1/2	0 08
Valencia, select, per lb.	0 08	0 08 1/2
Valencia, 4-crown layers, per lb.	0 08 1/2	0 09
Evaporated apricots	0 14 1/2	0 15
Evaporated apples	0 08 1/2	0 07
Evaporated peaches	0 12 1/2	0 10
Evaporated pears	0 08 1/2	0 14
Currants, fine filletas, per lb., cleaned ..	0 08 1/2	0 07 1/2
Currants, 1-lb. pkgs. fine filletas, cleaned ..	0 07 1/2	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizias, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 08 1/2	0 07 1/2
Dates, Hollowes, loose	0 04 1/2	0 05
Figs	0 11	0 11
Figs, 3 crown	0 10 1/2	0 10 1/2
Figs, 4 crown	0 10 1/2	0 11
Figs, 5 crown	0 11 1/2	0 12
Figs, 6 crown	0 12 1/2	0 13 1/2
Figs, 7 crown	0 13 1/2	0 14
Figs, 8 crown	0 14 1/2	0 15
Figs, 9 crown	0 15 1/2	0 16
Comadre figs, about 33-lb. mats	1 20	1 40
Glove boxes, 18-oz., per box	0 10 1/2	0 11 1/2
Glove boxes, 19-oz., per box	0 07 1/2	0 08

Prunes—		
20-30	0 12	0 12
30-40	0 11	0 11
40-50	0 09 1/2	0 09 1/2
50-60	0 09 1/2	0 09 1/2
60-70	0 07 1/2	0 07 1/2
70-80	0 07 1/2	0 07 1/2
80-90	0 05 1/2	0 05 1/2
90-100	0 05	0 05
Bosnia prunes	0 07	0 08

TEA.—There is nothing new to report in the tea market other than that there is still a firm tone to Indian blacks and an increased inquiry for Ceylons. Other than this there is no change worth mentioning here. Prices locally are same as last week.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 15	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 20	0 20
Pekoes	0 20	0 20
Pekoe Souchongs	0 20	0 20
India—		
Pekoe Souchongs	0 10	0 20
Ceylon Greens—		
Young Hysons	0 25	0 25
Hyson	0 25	0 25
Gunpowders	0 10	0 25
China Greens—		
Pingsuy gunpowder, low grade	0 14	0 18
Pingsuy gunpowder, pea leaf	0 20	0 20
Pingsuy gunpowder, pinhead	0 20	0 20

COFFEE.—There is no change on local market although New York quotes an easier tone, but this is confined chiefly to Rio No. 7 which is not sold on local market to any extent, if at all. The trade here calls for a better grade than this. Other coffees remain steady at last week's quotations. Demand is not as

THE CANADIAN GROCER

brisk as last week and shows quite a marked falling off.

Mocha	0 28	0 30
Elo	0 21 1/2	0 22 1/2
Mexican	0 28	0 28
Santos	0 24	0 25
Maracibo	0 27	0 27
Javas	0 30	0 30

SPICES.—There is nothing new in the spice market to report this week. Prices are firm and demand fair for season.

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

RICE AND TAPIOCA.—The demand is steady with prices at last week's level.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 65	
Rice, grade B, bags 100 lbs.	3 65	
Rice, grade B, bags 50 lbs.	3 65	
Rice, grade B, 1/2 packets, 1 1/2 lbs.	3 65	
Rice, grade B, packets 25 lbs.	3 75	
Rice, grade C.O., bags 250 lbs.	3 55	
Rice, grade C.O., bags 100 lbs.	3 55	
Rice, grade C.O., bags 50 lbs.	3 55	
Rice, grade C.O., packets 25 lbs.	3 65	
Rice, grade C.O. 1/2 packets, 1 1/2 lbs.	3 75	
Patna, polished	4 60	
Pearl	4 85	
Sparkle	5 40	
Crystal	5 35	
Snow	5 60	
Imperial Glace	5 20	
Ice Dips	5 85	
Carolina Rice		
Brown Saga, lb.	0 08	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Market unchanged, trading dull and uninteresting.

in shell—		
Brazil	0 14	0 16
Pilberts, Sicily, per lb.	0 12 1/2	0 15
Pilberts, Barcelona, per lb.	0 11	0 11
Farragona Almonds, per lb.	0 15 1/2	0 17
Walnuts, Myette Grenoble, per lb.	0 15 1/2	0 17
Walnuts, Marbots, per lb.	0 15	0 15 1/2
Walnuts, Carnes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37 1/2
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/2	0 09
Coon, roasted	0 08	0 09
Diamond G, roasted	0 11	0 12
Bon Tom, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12	0 13
Virginia No. 1	0 12	0 13
Pecans, jumbo	0 18	0 19
Flatfish, per lb.	0 15	0 16
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

BEANS.—Ontario 3lb. pickers declined quite sharply this past week and are now being offered at \$2.25 to \$2.40 per bushel. Yellow beans are also somewhat easier as are imported green peas. Trading in beans is fair.

Imported white beans, bush.	2 60	2 75
Yellow beans, bushel	3 00	3 00
Ontario, 3 lb. pickers	2 25	2 40
Imported green peas, Belgium	2 75	2 75
Yellow peas	2 60	2 70

ONTARIO MARKETS.

POINTERS:—
Sugar—Market firm.
Coffee—Rios and Santos easier.
Spices—Cardamon and celery seeds scarce and advancing rapidly.
Prunes—Easier.

Toronto, March 20.—The past week has shown greater signs of activity than

for some time in the past. All specialties for holiday trade have been moving freely, and good business has been accomplished. Collections are in rather a better state than week ago. One local wholesale fruit dealer states: "For the past two or three weeks we have hardly known just where we were in collections, but this week things have taken on quite a brighter appearance, and with trade increasing collections ought soon to be in good shape."

SUGAR.—Raws in New York are now up to \$3.58 per cent., and sellers are asking \$3.61. In face of fact that New York expected an advance and were paying high prices still at middle of the week one of the refiners there lowered their prices 10 cents. This looks as if it were purely a local scheme to get business, and Toronto dealers still expect that the next move here will be an advance. New York refineries are buying on a \$3.58 basis and selling on a \$3.48 basis, which would indicate that prices are likely to advance soon.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 60-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 60-lb. boxes	5 00
Real Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—Here there is practically no change from week ago. Fresh maple syrup has been on the market in very small quantities during past week, but as yet has not been much of a feature.

Syrups—		Per case.
3 lb. tins, 2 doz. in case	2 40	
5 lb. tins, 1 doz. in case	2 75	
10 lb. tins, 1/2 doz. in case	2 65	
20 lb. tins, 1/4 doz. in case	2 65	
Barrels, per lb.	0 05 1/2	
Half barrels, lb.	0 05 1/2	
Quarter barrels, lb.	0 05 1/2	
Pails, 30 1/2 lbs. each	1 75	
Pails, 25 lbs. each	1 25	
Maple Syrup—Compound—		
Gallons, 1 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, 1 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
West Indies, barrels	0 29	0 31
West Indies, half barrels	0 28	0 28
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 48	0 50

DRIED FRUITS.—Orders for dried fruits are small, and as result few are moving. Prunes during past couple of weeks have been easing off, and this week are again easier, though no further change has been made in price. On the primary market prunes are quite active, demand both for domestic and foreign account being heavy. Large sizes are scarce, 30s and 40s being almost unobtainable.

Prunes—		
30 to 40, in 25-lb. boxes	0 13 1/2	0 14 1/2
40 to 50, in 25-lb. boxes	0 11 1/2	0 12 1/2
50 to 60, in 25-lb. boxes	0 10 1/2	0 11 1/2
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 08
90 to 100, in 25-lb. boxes	0 07 1/2	0 07 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		

Apricots—		
Standard, 25-lb. boxes	0 10	0 10
Choice, 25-lb. boxes	0 11	0 12 1/2
Peaches—		
Standard, 25-lb. boxes	0 10	0 10
Choice, 25-lb. boxes	0 11	0 12 1/2
Candied Peels—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 15
Tapnets	0 04 1/2	0 04 1/2
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07 1/2
Currants—		
Fine Filiatras, per lb.	0 07	0 07
Choicest Amalas, per lb.	0 07 1/2	0 07 1/2
Patras, per lb.	0 07	0 07
Choice Vastimas	0 10	0 10
Shade dried Vostimas	0 10 1/2	0 11
Cleaned, 1/4 cent more.		

Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09 1/2
Valencias, 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	0 05
Hallowee, half boxes	0 05 1/2	0 05 1/2
Fards, choicest, 12-lb. boxes	0 06 1/2	0 06 1/2
Fards, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2

TEA.—The tea situation continues practically unchanged from week ago, firmness still prevailing in better grades, and on poorer grades rather an easier feeling ruling.

COFFEE.—Rios and Santos have again been fluctuating during week, and on local market are quoted slightly lower. No change is to be noted in good washed milds, which continue quite firm on both primary and local markets.

Rio, roasted	0 21	0 23
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maracibo, roasted	0 27	0 28
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Guatemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 12

SPICES.—Peppers and cream of tartar are advancing slightly; cloves are high, and cardamon and celery seeds are going up by leaps. Cardamon seeds can scarcely be obtained at all, and are selling to-day in New York at \$1.50. Stocks are small and held in the hands of a few. Before two months are over much higher prices are expected in both celery and cardamon seeds, as crops in South are poor.

	5 and 10 lb.	1/4 lb.	1/4 lb.
	Tins.	pkgs.	tins doz.
Allspice	14-17	90-0 70	70-0 80
Cassia	22-27	75-0 90	80-0 90
Cayenne pepper	23-28	75-0 90	90-1 15
Cloves	30-35	1 00-0 95	—1 08
Cream tartar	26-28	90-0 00
Curry powder	25-28
Ginger	22-27	65-0 85	75-0 95
Mace	75-1 00	0-2 75
Nutmegs	25-30	90-0 00	1 00-2 80
Peppers, black	20-23	67-0 75	80-0 90
Peppers, white	28-30	90-1 05	1 05-1 10
Pastry spice	30-37	65-0 85	75-1 10
Pickling spice	14-18	75-0 00	75-0 00
Turmeric	16-18

Range for pure spices according to grade. Pails or boxes 1 cent per lb. below tins. Barrels 3 cents below tins.
Cardamon seed, per lb. in bulk..... 1 60 1 80
Mustard seed, per lb. in bulk..... 0 10 0 12
Celery seed, per lb. in bulk..... 0 60 0 60
Shredded cocoanut, in pails..... 0 17 0 20
Standard B., from mills, 500 lbs. or over.....
 f.o.b. Montreal..... 3 75
Rice, standard B., f.o.b. Toronto..... 3 83

RICE AND TAPIOCA.—Market is altogether without feature. Trading is dull.

THE CANADIAN GROCER

	Per lb.	
Bangoo, per cwt.	3 63	4 00
Patna	0 06	0 07 1/2
Java	0 06	0 07
Carolina	0 06	0 07
Sago, medium brown	0 06 1/2	0 07
Tapioca		
Bullet, double coat	0 06 1/2	0 07 1/2
Medium, pearl	0 06	0 07
Flake	0 06	0 07 1/2
Seed	0 06	0 07 1/2

NUTS.—Shelled nuts continue much same as week ago. Almonds if anything are a little stiffer, but only to the extent of a small fraction of a cent. Nuts in shell remain unchanged and quiet.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16 1/2
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Marbois	0 14	0 15
Walnuts, shelled, new, lb.	0 32	0 33
Chestnuts, Italian, large, lb.	2 25	0 12 1/2
Chestnuts, Canadian, peck	2 25	0 12 1/2
Filberts	0 12	0 12 1/2
Hickory nuts, per lb.	0 07	0 07
Pecans	0 18	0 20
Brasils	0 15	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08 1/2	0 09 1/2
Peanuts, green, jumbo	0 10	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Bean situation altogether lifeless. On Canadian beans quality varies so greatly that dealers are taking about what stocks will bring. One dealer this week makes the complaint that he bought a lot of beans which proved altogether different from what he had expected judging from sample.

Beans, Canadian—		
Prime beans, per bush	2 30	2 65
Austrian, H.P., bush	2 60	3 00
Austrian, mixed, per bush	2 40	2 40

PARIS GREEN.—The attention of all general merchants is called to the fact that new lists are now out on Paris green, and show an advance over opening prices last year. Prices are quoted as follows:—250lb. kegs, \$19.50; 50 to 100lb. drums, \$20.50; cases of 1lb. packages, \$22.50; and cases of 1/2lb. packages, \$24.50.

CANNED GOODS.

MONTREAL.—Canned salmon is easier than for some time past and is quoted as follows:—Reds, \$2.00 to \$2.25 with some well known brands at \$2.35; Pinks are \$1.25 to \$1.35; White salmon, \$1.00 to \$1.10.

TORONTO.—Stocks in sockeye salmon are running pretty low. These are now all cleaned up at the coast. The last lot, which went to England, were shipped overland. This would indicate that there is a shortage in that country. Poorer grades are still to be had in large quantities. Canneries out at the coast, and on the Fraser river are now making preparations for the opening of the season. This is the big salmon year and harvest is expected to be heavy.

During the past couple of weeks quotations have been made here by outside packers on tomatoes which were lower than the opening prices last year. Local dealers look for cheaper tomatoes this year.

J. A. Sutherland of the T. B. Greening & Co., coffee importers, Toronto, left on

Tuesday for a three weeks trip to the Coast.

MANITOBA MARKETS.

Winnipeg, March 20.—(Corrected by Wire).—Signs of spring activity are in evidence on all hands and business is generally conceded to have picked up wonderfully during the last week and the depression of which symptoms were beginning to develop seems to be vanishing with the winter's snow. It is worthy of note that volume of business each week is generally conceded to be in excess of that in corresponding week last year.

There has been good demand for Easter specialties and they are now much in evidence in retailers display.

There are but few changes to note in staple lines. Prunes are easier and beans weak. Sugar, syrups and teas and coffees are steady. The business outlook is considered as favorable.

SUGAR.—There is nothing new to note in the local market for sugars. Prices are steady, supplies ample and the demand is improving.

Montreal and B.C., in sacks	5 15
Montreal and B.C. yellow, in bbls	4 40
Montreal yellow and B.C. yellow, in sacks	4 35
Iceing sugar, in bbls	5 60
Iceing sugar, in boxes, 25 lbs.	5 75

SYRUPS.—Syrup is in fair demand at steady prices and conditions are without features of special interest.

2 lb. tins, per case	2 15
5 lb. tins, per case	2 45
10 lb. tins, per case	2 45
20 lb. tins, per case	2 61
Barrels, per 100 lbs.	3 70
Molasses, New Orleans, gal.	0 35
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, 1/2 gal.	5 85

DRIED FRUITS.—A marked improvement is noted in the dried fruit trade which is said to be more active than any time since Christmas. Prunes have declined 1/2 to 1/4 cent per pound. All other lines are steady.

Prunes—	Per lb.
80-100s, 25s, s.p.	0 05
80-100s, 10s, s.p.	0 04 1/2
80-90s, s.p.	0 05 1/2
80-90s, 10s, s.p.	0 06
70-80s, 25s, s.p.	0 06
70-80s, 10s, s.p.	0 05 1/2
60-70s, 25s, s.p.	0 05 1/2
50-60s, 25s, s.p.	0 07 1/2
40-50s, 25s, s.p.	0 09
Cooking Figs—	
Choice boxes	0 06 1/2
Half boxes	0 05 1/2
Half bags	0 05 1/2
Valencia Raisins—	
Pine, f.o.s., 25s, s.p., per box	2 75
Pine, selected, 25s, s.p., per box	2 70
4-crown layers, 25s, 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—	
California	0 09 1/2
Bmyrnas	0 15
Currents—	
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

TEAS & COFFEES.—Advices from Brazil from fairly reliable sources seem to indicate a light crop and a further advance in prices does not seem improbable. Tea prices are steady. The demand for these lines is always good, and quality counts.

Coffee—		
Green Rio, No. 5	0 17	0 17
Roasted Rio	0 21	0 21
Green Santos	0 19	0 19

Roasted Santos	0 24
Chicoory	0 11 1/2
Teas—	
China black, choice	0 25
India and Ceylon, choice	0 28
Japans, May picking	0 25
Japans, choice	0 25

NUTS.—Trade in nuts which has been quiet for some time is beginning to show a little more activity in sympathy with all lines of fruits and confectionery.

	Per lb.
Brasil	0 19
Tarragon almonds	0 16 1/2
Peanuts, roasted, Jumbos	0 12 1/2
Peanuts, choice	0 11
Pecans	0 22
Marbot walnuts	0 13 1/2
Grenoble walnuts	0 18
Sicily filberts	0 11 1/2
Shelled almonds	0 33
Shelled walnuts	0 24

BEANS.—Three pound picker beans have declined five cents per bushel. Hand picked beans are not on the market. Peas and barley are steady.

Beans—	
3 lb. picker	2 25
Peas—	
Split peas, sack 90 lbs.	4 00
Whole peas, bushel	2 75
Barley—	
Pot barley, per sack 90 lbs.	3 65
Pearl barley, per sack 90 lbs.	5 15

WINNIPEG.

FLOUR AND CEREALS.—A reduction of 5 cents on the 80 lb. sack of rolled oats has been announced following the extreme weakness of the oat market which on authority of the modern miller is not at the bottom yet. Flour is quiet and unchanged.

Flour—	
Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Bakers', per bbl.	4 80
Rolls Oats—	
Rolls oats, 80 lbs.	1 80
Standard granulated, 90 lbs.	2 40
Commercial, sack, 90 lbs.	1 75
Wheat granules, 90 lbs.	3 05
Bales, 100	3 05

WINNIPEG.

PRODUCE AND PROVISIONS.—The best dairy butter is a little higher than last week's quotations, but on the whole the butter market is easier. Manitoba eggs are down 1/2 cent, but with continued warm weather, should go lower once the big Easter demand is satisfied. Lard is firm and cured meats are in demand. Stocks light.

Lard—	
Tierces, per lb.	0 14
1 lb. bricks	0 16
50 lb. tubs	7 15
20 lb. pails	2 90
10 lb. cases	2 85
5 lb. cases	2 85
3 lb. cases	3 00
Cured Meats—	
Hams	0 17
Bacon	0 19
Shoulders	0 15
Long clear D. S.	0 15
Meat pork, bbls.	28 00
Butter—	
Creamery	0 33
Dairy best	0 28
Dairy, No. 1	0 21
Dairy, No. 2	0 18
Eggs—	
Manitoba, per doz.	0 21 1/2
Storage	0 17
Cheese—	
Ontario large	0 15 1/2
Ontario twins	0 15 1/2
Manitoba large	0 14 1/2
Manitoba twins	0 15

WINNIPEG.

FRUITS.—The market for green fruits has shown a decided improvement with the advent of warmer weather. Ontario apples are a little stiffer in price

THE CANADIAN GROCER

and cranberries and Seville oranges are no longer on the market.

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

NOVA SCOTIA MARKETS.

By Wire.

Halifax, March 20.—With improved weather conditions and better roads, Easter grocery trade promises to be excellent. Retailers report business in good volume and enormous turnover in eggs. Several important changes in prices are noted. Apples have advanced fifty cents to four dollars. Sweet potatoes are up 25 cents to \$2.25, and Valencia onions firmer at 2½ c. per pound. Cape Cod cranberries have jumped \$2.50 to \$14.00 per barrel and molasses has advanced five cents per gallon. Barreled pork and beef are a little easier.

Apples, No. 1, per bbl.	4 00
Bacon, side, per lb.	0 19
Butter, creamery, per lb.	0 21
Cheese, per lb.	0 15
Cranberries, Cape Cod, per barrel	14 00
Currants, Vestizana, per lb.	0 07½
Canned Goods—	
Corn, 7's, per doz.	1 20
Peas, 7's, per doz.	1 07½
Raspberries, 7's, per doz.	2 25
Strawberries, 7's, per doz.	2 40
Tomatoes, 7's	1 50
Corameal, per bag	1 00
Eggs, fresh, per dozen	0 25
Eggs, cold storage, per dozen	0 20
Flour, Ontario, 50 per cent.	4 00
Flour, Manitoba best, per bbl.	6 00
Grapefruit, per case	4 00
Hams, per lb.	0 19
Lemons, per case	5 00
Oatmeal, std., per sack	2 00
Onions, Valencia, per lb.	0 07½
Oranges, Florida, per case	4 00
Oranges, navel, per case	4 00
Potatoes, per bag	1 00
Raisins, Cal. fancy, per lb.	0 07
Rollad oats, per bbl.	5 25
Salmon, Sockeye, per case	10 25
Sweet potatoes, per hamper	2 25

NEW BRUNSWICK MARKETS.

By Wire.

St. John, March 20.—Markets have been quiet during past week. There is some interest in sugar on account of New York market strengthening, but no change has taken place here nor is any expected for a short time at least. Market will probably remain same for some time, but eventually is likely to go lower because of splendid crop looked for. Buying is still in small quantities. Easter market is bright in some lines, but weak in dairy products. New laid eggs are scarce, and will probably be higher. Ham and bacon are high, owing to scanty supply. Pork continues high and unchanged in price. Bottom has fallen out of potato market. Prices are much lower. There is practically no demand as stocks on hand locally are heavy and outside markets are not taking any. Many dealers have large stocks.

Bacon, roll	0 25	0 16
Bacon, breakfast	0 25	0 20
Beans, Austrian, bushel	2 05	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 23	0 20
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, 1's, lb.	0 07½	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 07½	1 10
Corn, doz.	1 10	1 00
Peas, No. 4	1 00	1 00
Peas, No. 3	1 00	1 00
Peas, No. 2	1 00	1 00
Peas, No. 1	1 00	1 00
Peaches, 7's, doz.	1 55	1 60
Peaches, 7's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 20
Strawberries	2 20	2 20
Tomatoes	1 05	1 05
Corameal, gran.	4 75	4 75
Corameal, bags	1 00	1 00
Corameal, bbls.	2 00	2 00
Eggs, hennery	0 25	0 27
Eggs, case	0 24	0 25
Flour, Manitoba	5 25	5 30
Flour, Ontario	5 00	5 10
Lard, compound, lb.	0 10½	0 11
Lard, pure, lb.	0 15	0 15½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 37½	0 38
Oatmeal, rolled	5 25	5 25
Oatmeal, std.	5 00	5 00
Pork, domestic mess	24 50	25 00
Pork, American clear	25 00	27 00
Potatoes, barrel	1 50	1 50
Raisins, California, seeded	0 07½	0 08
Rice, per cwt.	3 55	3 55
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 00	8 75
Sugar—		
Standard granulated	4 70	4 80
Austrian granulated	4 60	4 70
Bright yellow	4 50	4 60
No. 1 yellow	4 20	4 30
Paris lump	5 00	5 75

EXECUTIVE MEMBER RETIRES.

Toronto R.G.A. Meets — Application From Organizer—Delivery Wagon Insurance.

Toronto, March 20.—(Special).—At the meeting of the Toronto Retail Grocers' Association on Monday night, the resignation of C. Fry as member of the executive was read. Mr. Fry stating that private duties prevented him giving the time he would like to the work. This was accepted and the election of a successor left over until next meeting. There is also the possibility that a fifth member will be added.

S. W. Hall, who is chairman of the committee, dealing with the revision of the by-laws, asked that his notice of motion that they be gone into on Monday night stand over for another month. This was granted.

An application has been made from B. L. Cope, to act as organizer for the Toronto Association as well as the Ontario body. This was left over for the Ontario convention when the matter will be taken up. Mr. Cope has acted in similar capacities in Western Canada where he organized several associations.

On motion of Donald McLean and R. Matthews, it was decided to send out a circular prior to next meeting and before the Ontario convention advising the members of some of the important items to come up and requesting them all to attend.

The executive committee have the work of making preparations for the convention in hand and as this work will be quite heavy from now on, President

Clark decided to add the following names:—S. W. Hall, C. F. Thorne, R. Matthews, J. S. Bond, and D. McLean.

The question of insurance of delivery wagons against injury to pedestrians was under discussion and it was the general opinion that this was a good thing. One member stated that it cost him only \$8.45 per year for \$10,000 insurance—that is, the company would pay law court damages up to that amount in case of death.

Preparations for the O.R.G.A. convention were discussed and from the plans underway the visitors are going to be given a hearty reception. Large crowds are anticipated from London, Hamilton and Brantford as well as several from other cities, towns, and smaller places.

MERCHANTS TO MEET IN REGINA.

Regina, Sask., Mar. 20.—A convention of retail merchants from all over Saskatchewan will be held in Regina on May 5, 6 and 7. The plans for the big gathering are well under way, and representatives of the committee having the matter in hand have visited Moose-Jaw and Saskatoon to outline to the retailers there the work of the convention and the subjects which will come up for consideration.

The convention will be largely educational in its scope, the object being to better trade conditions in this Province from the retailer's point of view. Among the subjects to be discussed are fire insurance; banking; credits, wholesale and retail; salesmanship, including the putting on of sales, costing and buying; freight traffic in all its aspects, including the claims end; a simplified form of retail bookkeeping; profitable handling of produce.

Addresses will be delivered on these and other subjects by men who understand the subjects with which they will deal.

The usual convention rates will be secured on the railways, and the local committee is taking the necessary steps to provide for the proper entertainment of all visitors.

GROCER LETTER BOX.

Editor Canadian Grocer.—Would you please give me the name of some solution that would do for spraying stable yards and stables to prevent flies, and directions for preparation of same.

Cache Bay, Ont. FLY HATER.

Editorial Note.—Zenoleum is recommended as a good article for this purpose. A spoonful dissolved in a couple of gallons of water makes a strong enough solution. Drug stores and hardware stores usually handle this line.



Fruit and Vegetable Dept.

Holiday Causes Increase of Fruit Trade

All Oranges Show Signs of Further Advances — Grapefruit in Heavy Demand and Liable to Rise in Price — Dealers Buying Lemons Ahead—Apples Firmer—Potatoes Show Temporary Firmness in Toronto.

Florida grapefruit is much stronger and shows signs of advancing. Small quantities of Cuban and Isle of Pine grapefruit are arriving and are now on the market. These are of excellent quality, though of rather inferior appearance. Demand for grapefruit has increased to such an extent that they are now becoming almost a necessity instead of a luxury.

MONTREAL.

GREEN FRUITS.—There is brighter tone to fruit market this week, although colder weather will tend to check business a little, but now that winter is breaking up business will continue to increase until it takes on the hum and bustle of the summer's rush.

Apples are firmer under heavier demand from local points. Bananas are quoted a little lower, owing to greater quantity of cheaper grades. Lemons are a little easier owing to slump in New York and great quantity of lemons now in sight. It is stated that there are 191,000 cases of lemons now in sight and 50,000 of these were on sale in New York at beginning of the week. California navel oranges are quoted a little higher, while Mexican oranges are much lower, selling at \$1.50 to \$2.50. Florida oranges are quoted at \$4.00 to \$4.50.

New fruits are coming, California Winter Nellis pears arriving this week and selling at \$5.00 per box of about 15 dozen. They are of excellent quality.

Apples, winter varieties, No. 1	2 50	4 50
Russets, per barrel	4 75	3 50
Apples, winter varieties, No. 2	2 50	3 00
Bananas, crated	1 75	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 00	4 00
Oranges, California navels	3 00	4 50
Oranges, Valencia	3 75	5 00
Oranges, Mexican	1 00	2 50
Pineapples, Cuban, cases of 24	4 00	4 50

VEGETABLES.—There is nothing now in vegetable market this week worthy of mention here. Trading is dull and uninteresting with a few price changes. Celery is a little lower, being

quoted at \$4.25 to \$4.50, while strawberries are selling a little higher than last week bringing as high as 40c in some instances. Three cars of Florida tomatoes arrived this morning and are selling at \$3.25 for fancy and \$2.50 for choice. Potatoes are a little easier this week, owing to milder weather of last week allowing farmers to market their stocks.

Canadian oyster plant	0 50	1 20
American oyster plant	1 20	2 75
Spanish onions, large case	2 25	0 01 1/2
Canadian red onions, per lb.	0 01 1/2	0 01 1/2
Wax beans, in hamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	1 50	1 75
Cauliflower (for singl. cases \$2.00) double	3 00	3 50
Celery, per crate (3 to 5 doz.)	4 25	4 50
Cucumbers, per dozen	2 25	2 50
Leeks, per bunch	0 30	0 30
Peppers, green, crate	3 00	0 00
Radishes, dozen	0 50	2 50
Sweet potatoes, basket	2 50	0 70
Potatoes		
Green Mountains, car lots, per bag.	0 67 1/2	0 70
Quebec grades, car lots, per bag.	0 60	0 62 1/2
Quebec grades, small lots, per bag.	0 55	0 60
Spinach, bbl.	3 00	3 25
Tomatoes, Florida, fancy, per case	3 25	2 50
Tomatoes, Florida, choice, per case	2 50	0 30
Tomatoes, hothouse, lb.	0 30	1 00
Turnips, per bag	0 50	2 75
Egg plant, doz.	2 50	1 25
Boston lettuce, crates, 2 doz.	1 75	2 00
Curly lettuce, crates, 4 doz.	0 35	0 40
Strawberries, qt.	7 50	8 00
New potatoes, 5c lb. or, bbl.	0 15	0 15
Horse radish, lb.	0 15	0 15
Garlic, bunch	0 15	

TORONTO.

GREEN FRUITS.—Trade in all fruits has been much brisker during past week owing to fine weather, and more especially to the holiday demand. One dealer states "we've done more business in fruits this week than during any other week this year." Apples are in increasing demand, and moving freely. Lemons are firmer this week and quoted at \$4 straight, without any range. Navel oranges have taken jump upwards this week, now being quoted at \$4.25 to \$4.50. Yesterday one dealer paid \$4.00 per case on a car lot. Florida oranges too are higher. Prospects for a good season in tomatoes look bright. Pineapples are arriving in small lots by express and show excellent quality. These are expected to arrive in car lots in another two weeks.

Spies, first grade, per barrel	3 80	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	2 00	2 00
Artichokes, Canadian, bag	1 00	1 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	12 00	12 00
Cranberries, crate	3 75	4 00
Cocoanuts, per sack of 50	6 50	6 50
Hothouse grapes, per lb.	1 10	1 10
Grapefruit, Florida, sizes 54, 64 and 80, case	3 50	4 25
Grapefruit, Jamaica, all sizes, per case.	2 50	3 25
Lemons, Messina	4 00	4 00
Oranges, Florida, ordinary, case	4 00	4 25
Oranges, Florida, Pineapples variety, case	4 00	4 25
Oranges, California navels, per case	4 25	4 50
Oranges, bitter, case (250 and 300)	3 25	2 50
Oranges, Valencia, ordinary, 450c.	3 75	5 00
Oranges, Valencia, large, 450c, case	4 75	5 00
Oranges, Valencia, 714s, case	5 25	5 00
Pineapples, per case	4 50	5 00
Pears, Cal., 1/2 boxes (35 to 50)	2 50	3 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, per quart box	0 45	0 55
Tangerines, per strap, 2 boxes	5 50	5 50

VEGETABLES.—Delaware potatoes have taken on firmer tone this week, chiefly due to scarcity of cars. There are still plenty of potatoes in the East, but the difficulty is in getting cars on the track and this has caused temporary firmness. Ontarios are still weak with little demand and plenty offering. Spanish onions are still coming in in small quantities, show good quality and arrive in splendid condition. Ontario yellow danvers which have been a drug on the market for so long, are now starting to grow rapidly, which is hindering sales even more. Imported vegetables are in increasing demand and with the Easter trade now on, a large business in these is being accomplished.

Beans, wax and green, hamper	5 00	6 50
Beets, per bag	0 50	0 75
Beets, imported, per doz.	1 00	1 00
Brunet sprouts, per quart box	0 25	0 25
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	0 75	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75	1 00
Cauliflower, hamper of 15	2 00	2 25
Cauliflower, hamper of 35	3 25	4 00
Celery, Florida, per case	3 50	3 75
Celery, California, per case	5 00	5 00
Celery, California, bunch of dozen heads	1 25	1 25
Chicory, doz.	0 75	0 75
Cucumbers, Boston, hot house, doz.	2 50	3 00
Egg plant, per crate of 30 to 45	3 50	4 00
French Indive, case of 16 to 17 lbs.	5 00	5 00
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 00
Mushrooms, per lb.	0 35	1 00
Onions		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 75
Onions, green, imported, per doz.	0 15	0 15
Peppers, green, basket	0 50	0 60
Peppers, green, hamper of 8 boxes	2 50	3 00
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 50
Potatoes, Ontario, per bag per bag	0 75	0 85
Potatoes, New Brunswick, per bag	1 00	1 05
Potatoes, new, Bermuda, hamper	2 00	2 00
Potatoes, new, Bermuda, barrel	2 00	2 00
Radishes, hamper	2 50	2 50
Rhubarb, according to size, doz. bunches	0 50	1 00
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Squash, per bag	0 30	0 30
Tomatoes, hothouse, per lb.	3 50	3 50
Tomatoes, Florida, case	3 25	3 25
Sweet potatoes, 50 lb. hamper	1 75	2 00
Water cress, per doz. bunches	0 25	0 25



Preparations For the Spring Fish Trade

Pushing Sales in Frozen Lines in Order to Clean Up Stock—
Scarcity of Fresh Cod, Haddock and Halibut—Easter Trade
Especially Brisk.

Trade throughout Lenten season has proved quite satisfactory to all dealers, and now an effort is being made to clean up all odds and ends, especially in the frozen lines, before the spring supplies of fresh fish come in. Some dealers expecting heavier trade towards close of season stocked heavily and now are compelled to sacrifice prices rather than be left with stock on their hand.

Trade during the past week has been especially brisk, and some lines of fresh fish have shown great scarcity. Owing to fishing operations being prevented by cold weather. Halibut are again scarce, and supplies of cod and haddock have also been greatly reduced.

Oysters continue to move out quite freely. Stocks arriving still show good firm quality and so long as cold weather prevails are in heavy demand.

MONTREAL.

FISH.—Lobsters, oysters, salmon, Lake Fish, and practically all lines of fresh fish are in excellent demand this week owing to the fact that this is "Holy Week." Trading for Easter is satisfactory but volume of business transacted is not as large as we expected owing perhaps to the mild weather prevailing last week. However, as the weather has been more favorable this week it was confidently expected that trading would be more brisk.

Halibut is scarce again owing to colder weather preventing fishing and to strike of fishing crews on the Pacific Coast who are demanding more money from the fishery companies before they will man vessels. As supplies of frozen halibut are exhausted dealers have to rely on receipts of fresh halibut to supply demand.

Haddock are in good supply both in fresh and frozen steaks while new cured haddies and fillets are coming forward this week. Prices on latter lines is higher than on older stocks. Demand for fresh cured haddies is very heavy even though price is slightly higher.

No great quantity of fresh haddock can be expected from our shores for some little time to come, but as Boston market has been steadily declining supplies can be obtained from this source at reasonable prices.

As the season is drawing to a close dealers are cleaning up odds and ends at whatever price they will bring and in many instances these are being sold at a loss rather than carry them over.

It seems that the country has been too confident and has bought in too large quantities with result that some dealers will be caught with too heavy stocks and will be forced to sell either at a loss or carry stock for a longer time than expected. However as the weather is more favorable this week, dealer's are hoping that they will be able to clean up everything.

Oysters and shell fish are in good demand this week with prices unchanged. Practically no demand for salt or pickled fish.

FRESH AND FROZEN.

Black Sea bass, per lb.	0 12
Bluefish, fancy, per lb.	0 13
Barbotte (dressed), bullheads, per lb.	0 10
Market cod, cases, 250 lbs., per lb.	0 05
Less than case	0 05%
Steak cod, per lb.	0 06
Tom cod, new, per bbl.	1 25
Flounders, per lb.	0 05
Haddock, per lb., frozen	0 04
Haddock, fresh, per lb., by express	0 05
Halibut, fresh, per lb.	0 14
Herring, frozen, per 100 fish, medium	1 80
Herring, large, per 100 lbs.	2 25
Mullet, per lb.	0 10
Mackerel, per lb.	0 10
Pike, dressed and headless, per lb.	0 07
Pike, round	0 06
Perch, dressed	0 09
Smelts, fancy	0 12
Smelts, No. 1, per lb.	0 09
Salmon, fancy spring, per lb.	0 14
Salmon, red, B.C., per lb.	0 10
Salmon, Gaspe, per lb.	0 15
Salmon, Qualla, per lb.	0 07%
Trout, lake, per lb.	0 12
Whitefish, large, per lb.	0 10
Whitefish, small, per lb.	0 07
Weakfish, fancy	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 07
Dry Pollock, 100 lb. bundle, per bundle	6 00
Acadia pure cod tablets, 20 lb. boxes, per lb.	0 10%
Halifax pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 19
Pure skinless cod, 100 lb. boxes, per lb.	0 07%

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1.	10 00
New Labrador herring, per bbl.	5 00
New Labrador herring, per half bbl.	2 50
No. 1 mackerel, 20 lb. kits	1 75
No. 1 mackerel, half bbls.	7 00
Lake trout, kegs	7 00
No. 1 green haddock, per 200 lbs.	8 00
Salt eels, per lb.	0 06
Salt sardines, bbls., 200 lbs.	6 00
Salt sardines, half bbls.	3 00
Scotch herring	7 25

Holland herring, bbl.	5 00	10 00
Holland herring, half bbl.	6 00	6 00
Holland herring, keg	9 70	9 70
Boneless new herring, 10-lb. boxes	1 00	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	6 00	6 00

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 25	1 25
Haddies, extra fancy, per lb.	0 11	0 11
Haddies, fancy, fresh cured	0 05	0 05
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	0 12	0 12
Fillets, regular, lb.	0 11	0 11
Herring, new, smoked, per box	0 13	0 13
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	0 05	0 05
Boneless smoked herring, 4 lb. boxes, lb	0 10	0 11
Ciscoes, per basket	1 25	1 25

SHELL FISH.

Solid meats—Standards, gal., \$1.70; selects, gal.	1 90
Bulk standards, gal., \$1.40; selects	1 00
Cape Cod Shell Oysters— Medium size, per bbl.	8 50
Boiled lobsters, per lb.	0 25

TORONTO.

FISH.—During the week all dealers are counting on cleaning up odds and ends in frozen lines and getting ready for the fresh lake fish which may be expected almost any time after Good Friday—altogether according to the weather. The longer the fresh fish are delayed the busier dealers will be with frozen lines. At present there is a big demand for whitefish, cod, haddock, fresh halibut, and coho salmon. Scarcity is felt in cod, haddock, and halibut especially, and to some extent in fillets.

FROZEN FISH.

Coho salmon, per lb.	0 12
Halibut, per lb.	0 12
Lake Erie herring, per lb. straight	0 06
Lake Superior herring, per 100	3 00
Pickled, per lb.	0 09
Restigoue salmon, per lb.	0 20
Sea herring, per 100	1 50
Trout, per lb.	0 11
Qualla salmon, per lb.	0 08
Whitefish, per lb. straight	0 10

FRESH CAUGHT FISH.

Haddock	0 07	0 06
Halibut, per lb.	0 13	0 15
Live lobsters, per lb.	0 45	0 45
Red snappers, per lb.	0 20	0 20
Roce shad, each	1 75	2 00
Steak, cod	0 09	0 09
Spanish mackerel, per lb.	0 20	0 20
Tungston clams, per 100	1 75	1 75

SMOKED.

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

PREPARED.

Acadia cod, 2-lb. boxes, 13 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 05%
Shredded cod, 2 doz. pkgs. to box	2 25
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Labrador trout, per keg	6 75	6 75
Scottish herring, Loch Fyne, per kit.	1 00	1 00
Oysters— Selects, per gallon	1 75	2 00
Straights, 1 gal. lots	1 75	1 75
Straights, 3 gal. lots	1 75	1 75
Straights, 5 gal. lots	1 95	1 95
Shrimps— 1 gallon cans	1 25	1 25
2 gallon cans	2 50	2 50
3 gallon cans	4 00	4 00
Smelts— Extra, per lb.	0 10	0 10

FLOUR & CEREALS DEPARTMENT



Domestic Trade Steady; Export Demand Poor

Lower Prices on American Markets Prevent Canadian Export of Flour—Comparison Between Canadian and United States Exports in Wheatmeal and Flour During Past Five Years—Heavy Demand for Bran in Montreal and Toronto—Rolled Oats Decline 5 Cents in Winnipeg.

Domestic trade in flour during past week has been good, and prices remain firm as quoted week ago. Export trade has been dull, and with Minneapolis selling at a lower figure than Canadian mills, there is little expectation of a brisk export trade for some time. Wheat market is much the same as a week ago. Winnipeg is down 1/8c and Chicago 1c, but decline has not yet been great enough to cause change in flour prices.

The last weekly trade report from the department of Trade and Commerce contains statistics showing the shipments of flour and wheat meal from Canada to Great Britain and from the United States to Great Britain during the last five years. The following table from the report shows the development of this trade since 1908.

British Imports—Wheatmeal and Flour.

Year.	From Canada, cwts.	From U.S. cwts.	From all sources, cwts.
1908	1,529,122	9,929,529	11,458,651
1909	2,059,490	6,929,011	11,052,540
1910	2,783,701	5,123,790	9,907,491
1911	3,268,768	6,116,411	10,065,132
1912	4,003,877	4,212,604	10,120,476

Receipts of flour in Montreal for the week were 3,795 sacks, as compared with 15,535 for corresponding week of last year. The exports from St. John and Portland for the week were 45,677, as against 44,782 for the same week of a year ago. The stock of flour in store on spot to-day showed an increase of 41,146 sacks, as compared with a week ago, and an increase of 116,344 sacks over the stocks for the same day a year ago.

MONTREAL.

FLOUR.—Trading in flour on local market shows good steady demand, with prices fairly firm. There is good call for car lots of first and second patents. Steadier feeling prevails in market for winter wheat grades under an improved demand from bisuit manufacturers.

Orders coming forward for flour are principally for small lots for immediate wants. There is considerable inquiry for export, but little business has been accomplished.

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	5 10
Manitoba strong bakers, in bags ..	4 70	4 90
Manitoba second, in bags ..	4 10	4 30

CEREALS.—Market for rolled oats remains unchanged at last week's quotations. Demand locally is fair, while there is considerable inquiry for export. Colder weather this week will have tendency to boost sales a little. Demand at present is mostly for small lots, which total up into fair volume of accomplished business.

Exports of rolled oats from St. John and Portland during the week were 1,050 sacks and 2,775 cases, as compared with 6,750 sacks and 5,643 cases during same week year ago.

Cereals—		
Rolled oats, in 25 sack lots ..	2 05	
Rolled oats, in single bag lots ..	2 20	2 25
Rolled oats, in bbls.	4 35	4 50
Standard oatmeal, in single bag lots ..	2 25	
Granulated oatmeal, in single bag lots ..	2 25	
Fine oatmeal, in single bag lots ..	2 25	
(In 25 bag lots the price of the above is 1/8c lower.)		
Rolled wheat, in barrels ..	2 70	
Hominy, in 50 lb. sacks ..	2 00	2 15
Cornmeal, in 50 lb. sacks ..	1 85	2 05
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—Prices for these commodities remain unchanged, although the feeling is steady. Demand has been steadily increasing from both local and country points especially for bran, with result that stocks in miller's hands are considerably reduced, and some millers will only sell in mixed cars at present. The demand for moulee is fair.

Bran, in car lots, per ton ..	20 00
Sharia, in car lots, per ton ..	22 00
Middlings ..	21 00
Wheat moulee, per ton ..	20 00

TORONTO.

FLOUR.—Trade in flour during past week has been steady and firm, but altogether without feature. Domestic trade runs along same as during past two or

three weeks, being chiefly trade by contract. As for export trade, Toronto seems a little out of line in prices, as the American mills through paying less for their wheat are in a position to quote a lower figure both on flour and cereals. At present dealers do not see any cause for change in flour and expect present conditions to prevail.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 20
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 ..	20 00
Flour, in cotton sacks, 1/8c per barrel more.	
Winter Wheat.	
Fancy patents, domestic consumption ..	4 55 5 15
Patents, 90 p.c., domestic consumption ..	4 35 4 95
Straight roller, domestic consumption ..	4 25 4 85
Blended domestic consumption ..	4 05 4 65

CEREALS.—Trade in cereals has been quiet, but fairly steady, so that a good amount of business has been accomplished. One dealer states: "Nobody is buying rolled oats much ahead, but as the consuming public are using as much as during the winter, the demand continues steady. Almost no business is being accomplished in export. Cornmeal and rolled wheat are running along without feature or change.

Rolled oats, small lots, 50 lb. sacks ..	2 15
Rolled oats, 25 bags to car lots ..	2 05 2 07 1/2
Standard and granulated oatmeal, 25-lb. sk. small lots ..	2 25
Rolled wheat, 50 lb. boxes ..	1 80
Rolled wheat, small lots, 100-lb. bbls.	2 75
Rolled wheat, 5 barrel to car lots ..	2 05
Cornmeal, 50 lb. bags, 25 bag lots, best quality ..	1 70 1 80
Cornmeal, 50 lb. bags, 25 bag lots, coarser grades ..	1 50 1 60
Rolled oats in cotton sacks, 5 cents more.	

WINNIPEG.

FISH.—There is a good steady demand for fresh and salt fish which may fall off to some extent with the close of Lent. There is little doing in poultry. Oysters are in good demand.

Fish—	
Oysters, per gallon ..	2 75
Fresh salmon ..	9 11
Frozen halibut ..	8 00
Fresh whitefish ..	0 05 1/2
Fresh pickerel ..	0 05
Block cod ..	2 10
Haddock ..	0 15
Finnan haddies ..	0 05
Holland herring, bag ..	0 75
Kippers, box ..	2 00
Smoked cod ..	0 12
Goldeyes, dozen ..	0 80
Labrador herring ..	4 25
Fresh trout ..	0 12

LIVE REPRESENTATIVES WANTED

LIVE REPRESENTATIVES WANTED—MANAGING Director, A. G. Den Hope, of Biscuit Factories, Ltd., Victoria, of Dordrecht, Holland, and Brussels, Belgium, as well as of A. G. Den Hope, Rotterdam, Holland, combined factories of grocery specialties, who is at present in the States, and coming to Canada, have a general agency for the Dominion in Toronto, wishes to appoint representatives in Ottawa, Montreal and Quebec, calling on the wholesale and retail grocers and druggists. Bank and trade references. Apply to Box 671, Grocer, Toronto.



Produce & Provisions



Egg Situation Easier--Butter is Firmer

Increased Demand for Provisions for Easter Trade—Hogs Decline in Toronto—Storage Becoming Pretty Well Cleaned Up—Heavy Export Trade in Cheese—Poultry Firm and in Good Demand.

In all the large centres there has been a stronger feeling in the provision market, due directly to the high prices of raw material. Most lines of smoked meats show a tendency towards an advance. Inquiry for this class of goods has taken on a brisker tone owing to Easter trade.

Prices on live hogs are quoted this week in Toronto several cents lower than last week, but in Montreal still continue high, and firm. Just what the future market conditions will be is a puzzle. A Toronto packer stated that last week his firm turned away 1,000 hogs having had sufficient to carry them.

Choice makes in butter are in heavy demand and have advanced somewhat in price during week. Large stocks of poorer grades are still on the market which prevent prices from advancing. Trade in poor quality is dull.

With regard to Canada's source of supply for butter, the Trade Bulletin says:—"It seems that we are dependent chiefly upon New Zealand for choice grades of butter at this period of the year, the three North-west provinces being supplied from Vancouver; and Eastern Canada from Portland and St. John. The product of the Antipodes comes fresh from summer pastures in cold storage over a distance of some 14,000 to 16,000 miles with the new flavor of the grass-made article, whereas our best Eastern Townships September creamery, has undergone a five months' storage and has naturally a decrepit flavor and smell about it. We can also boast of a lot of well kept eight or nine months June creamery solid boring, and although not in possession of that full rosy flavor and aroma, it had when it went into cold keeping, still it is sweet and patronized by certain tastes even in its senility."

Export demand for cheese during week has been brisk and stocks in Mont-

real have been cleaned up to such an extent that little interest is taken in the small quantities remaining unsold.

The table below shows receipts of butter, eggs and cheese on the Montreal market during the past week with comparisons:

	Butter, pkgs.	Cheese, boxes.	Eggs, cases.
Week ending March 15, 1913.....	1,630	235	6,010
Week ending March 8, 1913.....	2,423	186	3,508
Week ending March 15, 1912.....	2,051	205	4,379

MONTREAL.

PROVISIONS.—Pure lard advanced ½c per pound during past week, but there is little change in smoked meats. Hogs are coming fairly well, but are steady at last week's prices. The trade could probably handle heavier shipments than are at present being received but the packers are glad to get as many as are offered at present.

Demand for smoked meats for Easter is quite heavy and it is anticipated that higher prices will be seen for smoked meats after the holiday season. Lard is in excellent demand with prices firm.

Long clear bacon, heavy, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 18
Large sizes, 20 to 28 lbs., per lb.	0 16½
Medium sizes, 15 to 19 lbs., per lb.	0 15½
Extra small sizes, 10 to 14 lbs., per lb.	0 19
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17½
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 19½
Breakfast bacon, English, boneless, lb.	0 19
Windsor bacon, skinned, backs, lb.	0 22½
Spiced roll bacon, boneless, short, lb.	0 15½
Picnic hams, 6 to 12 lbs.	0 14½
Ham, cooked, per pound	0 27
Wiltshire bacon (50 lb. sides)	0 18
Cottage rolls, small, about 4 lbs.	0 18
Hogs, live, per cwt.	0 85
Hogs, dressed, per cwt.	14 00
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15
Cases, tins, each, 10 lbs., per lb.	0 15½
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 15½
Tubs, 80 lbs. net, per lb.	00 15½
Tierces, 375 lbs., per lb.	0 14½
One pound bricks	0 15½
Compound Lard—	
Scores, 50 lbs., per lb.	0 10
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10½
Pails, tin, 20 lbs. gross, per lb.	0 09½
Tubs, 80 lbs. net, per lb.	0 10
Tierces, 375 lbs., per lb.	0 09½
One pound bricks, 60 lbs. to case.	0 11½
Pork—	
Heavy Canada short cut mess, bbl., 25-45 pieces	27 50
Canada short cut back pork, bbl., 45-55 pieces	27 50
Heavy short cut clear pork, bbl.	27 50
Clear fat backs	28 00

Heavy flank pork, bbl.	28 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 15½
Plate beef, barrelNone offered	
Cooked Meats—	
Jellied tongue, 10 lb. open tins, per lb.	0 23
Headcheese, per lb.	0 10
English brawn, per lb.	0 12½
Jellied hock, 6 lb. tins, per tin	0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.	0 07
Tripe, in kits of 25 lbs., per lb.	0 06

BUTTER.—There is no change in butter situation this week other than an advance of ½c per pound in September and October made creamery, stocks of which are getting low and consequently are commanding higher prices. New Zealand butter continues to arrive and is offered at 30½c to 31c. Demand seems to be confined chiefly to better grades as trading in cheaper grades is dull.

Creamery blocks, Sept. and Oct. make....	0 32½
Dairy tubs, lb.	0 28
Creamery, winter made	0 30
New Zealand	0 30½

EGGS.—New laid eggs declined quite sharply last week owing to fact that mild weather stimulated hens to laying more eggs. They laid so many that receipts on local market jumped from 4,760 cases for week ending March 8, to 6,010 cases for week ending March 15. The big bulk of these receipts were new laid eggs and their volume forced prices on the toboggan and they slid 6c. New lays are offered at 26c and are weak even at that level. Colder weather this week will have tendency to steady market somewhat but with increased receipts prices will tumble again. Storage stocks are practically off market while the few left are offered at much lower prices. Selects are practically sold out and some stocks are exhausted.

New laid eggs, per doz.	0 26
Selects	0 21
No. 1s	0 18

CHEESE.—There is nothing new in cheese market this week. Prices are firm at last week's quotations. Supplies on spot have been pretty well cleaned up which adds strong tone to local trading.

	New.	Old.
Chesse—		
Large	0 15	0 14½
Twin	0 14½	0 12½
½ Twin	0 15	0 15
Stilton	0 18	0 18

THE CANADIAN GROCER

POULTRY.—Supplies of poultry on local market are hardly sufficient to meet demand which has been augmented by increased demand from Western and Eastern points for nearly all lines of poultry. Under this increased business prices have become quite firm with sharp advances on turkeys and fowl. Milk-fed chickens are also in big demand and are bringing 24c per pound.

Poultry, Dressed—	
Turkeys, per lb.	0 25
Ducks, per lb.	0 22
Chickens, per lb.	0 19
Fowls, per lb.	0 17
Geese, per lb.	0 14
Milk fed chickens, per lb.	0 24

HONEY.—Trading in honey is rather dull as consumers' attention is all for maple products. Very little honey is being sold. Prices are unchanged.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 15 1/2
White, extracted	0 12	0 12 1/2
Buckwheat honey	0 10 1/2	0 11

TORONTO.

PROVISIONS.—Provision market rules exceedingly firm with prices quoted same as week ago. Demand now is snapping up supplies pretty rapidly, although sales are not being pushed to any extent. One dealer remarks: "Everybody is anxious to worry the thing along until they can see what is going to happen." Demand is expected to increase greatly after Easter and that there will be a change of some kind, there is little doubt.

Prices on hogs have taken decline during past week and are now quoted, fed and watered, at \$9.25 and f.o.b. at \$8.90. Offerings have increased greatly and as result prices which were rather high have declined somewhat.

Smoked Meats—	
Light hams, per lb.	0 17 1/2 0 18
Medium hams, per lb.	0 16 1/2 0 17 1/2
Large hams, per lb.	0 16 1/2 0 17
Backs, plain, per lb.	0 22
Backs, pea meal	0 24
Breakfast bacon, per lb.	0 19 0 21
Roll bacon, per lb.	0 15 0 15 1/2
Shoulders	0 13 1/2 0 14 1/2
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 28 0 27
Long clear bacon, light	0 15 0 15
Long clear bacon, heavy	0 14 0 14 1/2
Long clear bacon, extra heavy	0 13 0 13 1/2
Lard, tierces, per lb.	0 14 0 14 1/2
Lard, tubs, per lb.	0 14 1/2 0 14 1/2
Lard, pails, per lb.	0 14 1/2 0 15
Lard, compounds, per lb., tierces	0 09 0 09 1/2
Live hogs, fed and watered	9 25
Live hogs at country points	8 90 9 00
Dressed hogs	13 50 14 00

BUTTER.—Butter on local market is firm and has advanced about 1 cent per pound on all lines. At present there is certainly no surplus of fine fresh makes, and stocks in these are being rapidly snapped up. Poor stuff is still hanging on market in large quantities causing bakers' butter to remain unchanged.

Butter	
Fresh creamery print	Per lb. 0 33 0 34
Creamery solids	0 31 0 31
Creamery prints, per lb.	0 31 0 32
Farmers separator butter	0 27 0 28
Dairy prints, choice	0 23 0 24
Dairy solids	0 20 0 22

EGGS.—Speaking of the egg market, one local dealer this week says, "New laid eggs are costing us, laid down here, from 20 to 21 cents. In the country we are paying 19 to 20 cents up till Wed-

nesday. It is expected that prices will then go lower as the Easter demand will be over by that time. We won't gamble on the market after that date for fear it will go down." He continued: "Retailers should buy eggs right after Easter at 18 cents or less, as wholesalers will buy eggs on Chicago basis instead of buying and losing the way they did last season."

This week, new lays are down to 23 and 24 cents, with supplies coming in freely. Another dealer states: "There is no reason why eggs should be so low. One firm in the States have got it into their heads that they can sell for nothing for a while."

A few storage are still to be found on the market, but these, it is expected will be all off by Easter.

Eggs—	
Strictly new laid, per doz.	0 23 0 24
Storage, per doz.	0 16 0 20
Pickled, per doz.	0 14 0 15

CHEESE.—Cheese situation continues firm. Owing to increased demand, both for export and domestic, during past couple of weeks, stocks are being fairly well cleaned up.

Cheese—	
Old, large	0 14 1/2 0 15
Old, twins	0 15 1/2 0 15 1/2
New, large	0 14 0 14 1/2
New, twins	0 14 1/2 0 14 1/2

POULTRY.—All poultry is scarce and tending upwards. Fresh stocks are especially hard to get and as result, dressed chickens have advanced to 20 and 22 cents. Storage stocks are none too plen-

tiful owing to small quantities having been put away last fall.

Chicks, milk fed, lb.	0 23	0 23
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 14	0 16
Turkeys, dressed	0 23	0 25

HONEY.—Demand for honey has been slack all season but during past couple of weeks has taken on brighter tone. Especially is this true of buckwheat honey which now is scarce and bringing fancy prices. Comb honey, too, is moving fairly freely, but demand has never reached the mark of previous seasons.

Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12 1/2
Clover honey, 15-lb. pails, per lb.	0 12 1/2
Clover honey, 5-lb. pails, per lb.	0 13
Buckwheat, 60-lb. tins, lb.	0 10 1/2

FREIGHT RATES NOT UNIFORM.

Hamilton, Ont., March 19.—(Special.)—At the last meeting of the local Retail Grocers' Association the question of lack of uniform freight rates on merchandise as far as the wholesaler was discussed. It was decided to bring this matter up at the convention of the Ontario R. G. A. on April 16 and 17 in Toronto.

It was also announced that the petitions regarding weights and measures and garnishee law had been pretty well signed up, and that they would be sent to the secretary of the O. R. G. A. Association.

System in Stock Arrangement Helpful

Chatham Dealer Places Goods on Shelves in Particular Places
—Clerks Study the Arrangement and no Time is Lost in Serving Customers—Personal Talks With Clerks Help Sales.

Chatham, Ont., Mar. 20.—(Special.)—"I have found," remarked a grocer recently, "that it pays to give a little time now and then to studying the best methods of stock arrangement, and to training the clerks so that they will take full advantage of the system employed."

"I was trained in an old-style store where there wasn't any system at all, but my own experience soon taught me the advantage of an intelligent grouping and arrangement of the stock. I follow a plan pretty generally in vogue—I group preserved and canned goods, subdividing them according to whether they are fruits, vegetables or meats, grade off into sauces—and so on. By this arrangement, I can tell in a minute whether an article is in stock or not. If it isn't in the section set aside for that class of articles, it isn't anywhere in the store. The plan saves a lot of time, and nowadays, when good help is hard to secure, anything that saves time is mighty welcome."

"Having got my system into pretty good shape, I make a practice of educating the selling staff to it. I find that the average new clerk learns things a lot quicker if the employer lends him a helping hand now and then. Of course, I'm pretty busy, but there are dull moments, and I put in a few of them introducing the new recruit to the stock. Even the most scientific stock arrangement isn't worth a red herring unless every member of the staff understands it. The time I put in teaching the boys is well spent. They find things quicker, and, what's even more important, they get into the way of putting them back at once in the right place."

"Of course, the older clerks do a lot of this training, but I like to take a hand in it myself. The boys appreciate it. Then too, I find it's good policy to talk over the comparative sales of various articles, and give them some information regarding the selling points. Not a long sermon, but just a few words."

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

W. H. GILLARD & CO.

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

ROYAL BAKING POWDER.

Sizes. Per doz.
Royal-Dime 0 95
" ¼-lb. 1 40
" 6-oz. 1 95
" ½-lb. 2 55
" 12-oz. 3 35
" 1-lb. 4 90
" 3-lb. 13 00
" 5-lb. 22 35

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

Sizes. Per doz. tins.
Borwick's 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-lbs. 7 25
No. 17, 5-lbs. 14 00

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

Under 100 bookseach 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book ¼ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.00.
White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per dozen, \$1.

White Swan Self-rising Pancake Flour per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.

White Swan Flaked Rice, \$1.

White Swan Flaked Peas, per doz., \$1.

F. COWARD,

402 Spadina Avenue, Toronto.

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams. Per doz.

Strawberry, 1912 pack\$ 2 15
Raspberry, red, h'vy syrup 2 15
Black currant 2 00
Red currant 1 85
Peach, white, heavy syrup 1 80
Pear, Bart., heavy syrup 1 77½

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry 0 13
Black currant 0 13
Raspberry 0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

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

Unsweetened Chocolate—

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

Sweet Chocolate— Per lb.

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

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

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 25
Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil Wafers, No. 2, 5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 85
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPS'S.

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

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

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

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

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme 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., 4-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case

Eagle Brand, ea. 4 doz. \$6 00
Reindeer Brand, ea. 4 doz. 6 00
Silver Cow Brand, ea. 4 ds 5 40
Gold Seal Brand, ea. 4 doz 5 25
Mayflower Brand, ea. 4 doz 5 25
Purity Brand, ea. 4 doz... 5 25
Challenge Brand, ea. 4 doz 4 75
Clover Brand, ea. 4 doz.... 4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 doz. 2 00
Peerless Brand, small, ea. 4 doz. 2 00
St. Charles Brand, Family, ea. 4 doz. 3 00
Peerless Brand, Family, ea. 4 doz. 3 00
Jersey Brand, Family, ea. 4 doz. 3 00
St. Charles Brand, tall, ea. 4 doz. 4 50
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 00
Canada First Medium (20 oz.) Evaporated Milk... 4 50
Canada First Hotel Evaporated Milk 4 25
Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
Canada First Condensed (sweetened) 5 25
Rose Bud Condensed Milk. 5 25
Beaver Condensed Milk ... 4 80

THE CANADIAN GROCER

COFFEES.

EBY-BLAIN, LIMITED.
Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambresia	0 28
Plantation	0 26 1/2
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb....	0 36
Mo-Ja, 1/2-lb. tins, lb....	0 32
Mo-Ja, 1-lb. tins, lb....	0 30
Mo-Ja, 2-lb. tins, lb....	0 30
Presentation (with tumblers) 20c per lb.	

MINTO BROS.

MBLAGAMA BLEND.

Ground or bean— W.S.P. R.P.	
1 and 1/2	0 25 0 30
1 and 1/4	0 23 0 40
1 and 3/4	0 37 0 50
Packed in 30's and 50-lb. case.	
Terms—Net 30 days prepaid.	

BRANSON'S SHERKEY COFFEE.

AGENT: F. COWARD.

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

CEREALS.

Grape Nuts—No. 22, \$3; No. 23, \$4.50.	
Post Toasties—No. T3, \$2.85.	
Postum Cereal—No. 6, \$2.25; No. 1, \$2.70.	

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial— Per doz.	
Small, 2 doz.	0 95
Medium, 2 doz.	1 00
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

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

MacLaren's Canada Cream—

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

FLAVORING EXTRACTS.

SHIRRIFF'S.

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

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

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s....	7 50
Claret, pts., Crown, 50s....	5 10
Claret, qts., Cork, 50s....	7 50
Claret, pts., Cork, 50s....	5 00

Champenoise, qts., Cork, 50s	8 00
Champenoise, pts., Cork, 50s	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts 8 00	
Lemonade, St. Nicolas, 50 qts.	7 50

Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicolas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Cs. 200 7-oz. pieces, cs....	7 50
Cs. 200 10-oz. pieces, cs....	12 00
Cs. 100 40-oz. pieces, cs....	6 50
Cs. 50 1/2 lb. pieces, cs....	3 75
Cs. 50 1-lb. pieces, cs....	4 50
Cs. 12 3-lb. bars, lb....	0 09
Cs. 25 11-lb. Bars, lb....	0 08

Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 1/2-lb. pieces, cs....	3 35
Cs. 12 3-lb. Bars, lb....	0 08 1/2
Cs. 25 11-lb. Bars, lb....	0 08

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

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

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

Sparkling Cider, 12 qts....	4 50
Sparkling Cider, 24 pts....	4 75
Sparkling Cider, 36 sp....	4 90
Extra Fins, 100 1/2	16 00
Apple Vinegar, 12 qts.....	2 40
These prices are F.O.B. Montreal. Imported Peas "Soleil"	

Per case	
Tres Fins, 1/2 kilo, 100 tins	13 50
Fins, tins, 1/2 kilo, 100 tins	12 50
Mi-Fins, tins, 1/2 kilo, 100 tins	11 50

Moyens No. 1, tins, 1/2 kilo, 100 tins	10 50
Moyens No. 2, tins, 1/2 kilo, 100 tins	10 00
Moyens No. 2	9 00
Frs. "Petit" Peas.	

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

MINERVA PURE OLIVE OIL.

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

CANNED HADDIES. "THIS-TLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, 1/4-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/4-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
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BOAR'S HEAD LARD COMPOUND.

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

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."	
1 lb. glass (2 ds case). \$1.90 \$1.80	
2 lb. glass (1 ds case). 3.20 3.00	
4 lb. tin (1 ds case)... 5.50 5.35	
7 lb. tin (1/2 ds case).. 8.00 8.35	

"IMPERIAL SCOTCH."

1 lb. glass (2 ds case). \$1.00 \$1.55	
2 lb. glass (1 ds case), 2.20 2.70	
4 lb. tin (1 ds case)... 4.80 4.65	
7 lb. tin (1/2 ds case).. 7.75 7.50	

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., 1/4-lb.	1 40
D. S. F., 1/2-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., 1/4-lb.	0 85
F. D., 1/2-lb.	1 45
Per jar	
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

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

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

Fine.

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

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

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb. 0 05	
25-lb. cases, 1-lb. pkgs., lb. 0 06 1/2	

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	

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

IMPERIAL DESSERT JELLY.

Ontario Prices.

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 00
6 dozen to box	7 30
30 days.	

RICHARDS PURE SOAP.

5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.	
Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.	

FELS NAPTHA.

Prices—Ontario and Quebec: Less than 5 cases\$ 5 00	
Five cases or more	4 95

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

1-16 gall. doz.	\$ 2 00
1/2-gall. doz.	6 00
1/4-gall. doz.	10 50
1 gall. doz.	19 20
1-16 gall. gross lot	20 00

Sit In Your Office and get your Western business through us



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

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

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

Easter Hams and Bacon

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

“Star Brand”

Cured under Government inspection by

F. W. FEARMAN CO.

LIMITED

HAMILTON

Established 1854.

Try Us on BULK MINCE MEAT

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

J. H. WETHEY, Limited

ST. CATHARINES

“THE MINCE MEAT PEOPLE.”

FOR GOOD FRIDAY

Fresh Halibut, Cod, Haddock, Frozen Halibut, Whitefish, Qualla Salmon, Sea Herrings, Fillets, Haddies. A full supply of all the choice lines of fish

FOR EASTER

An unrivalled assortment of **Fancy Fruits and Vegetables, Tomatoes, Pineapples, Celery, Spinach, Cucumbers, Bananas, Grape Fruit, Oranges, Lemons.** A complete assortment gathered from the leading markets of the world.

WHITE & CO., LIMITED

Wholesale Fruit and Fish Dealers
TORONTO and HAMILTON

WE CALL YOUR ATTENTION TO THE QUALITY OF OUR BANANAS

It is unquestionably a fact that there is a growing demand for Bananas each year. In order that you get your share of this increased demand it is

absolutely necessary that you handle only the very best fruit procurable, that this fruit reaches you in the best possible condition, and that your supply is steady.

By anticipating your wants and placing a standing order with us to be shipped how and when you wish, these three essential points in successful banana business are assured you.

THE HOUSE OF QUALITY.



FRUIT DISPATCH
COMPANY
BANANAS

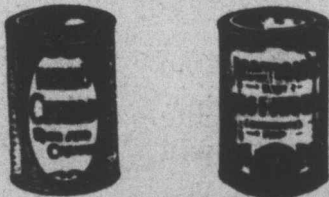
HUGH WALKER & SON

Established 1861
GUELPH and NORTH BAY

NATION'S CUSTARD POWDER

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

Nation's Egg Powder



AGENTS:

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

Samples free by post.

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

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

LEMON BROS.

Owen Sound, Ontario

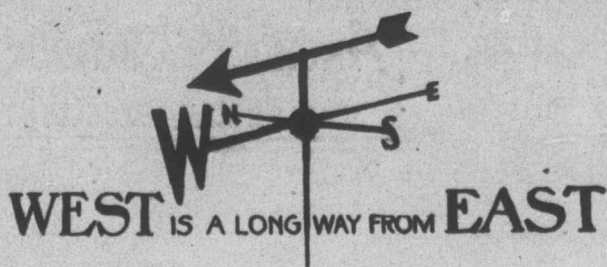
TRACUZZI'S MOTTO

is a perfect pack and no rush of orders or exceptional market conditions make any difference—He still packs the Best under

St. Nicholas

J. J. McCABE

Agent
Toronto, - Canada



If You're Shipping

West, freight charges may be troubling you. There is a remedy—Re-ship at Regina. Bulk your consignments together for the long haul to Regina. You save a great deal of money doing this. At Regina we will receive the cars and re-ship the various orders promptly over short, direct routes. As our charges are reasonable, and Regina has roads radiating in every direction, this is eminently practical. If you want to consign a stock of goods to us we have ample storage capacity, and will act as your Western Branch, delivering as goods are ordered. Write us about your particular needs in this direction.

IT PAYS TO USE THE
**REGINA STORAGE AND
 FORWARDING COMPANY
 LIMITED** REGINA

EVERY GROCER KNOWS
 THAT THE FASTER HIS STOCK
 MOVES THE MORE MONEY HE
 MAKES —

That well advertised goods not only move faster than others, but that they are also easier to sell.

HEINZ 57 VARIETIES PURE FOOD PRODUCTS

are always well advertised.

Millions of people already know their goodness; others are learning about them every day.

Need we offer you any better reason for keeping an eye on your stock to see that you never run out of these good sellers.

H. J. Heinz Company



Help Her With The Baking

The majority of women take great pride in making fine cake, bread or pastry—they like to have them of even flavor, baked thoroughly but evenly, and above all, tasty. Give them

Windsor Table Salt

and you make baking success more certain. Poor salt means poor baking—everything goes "flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

CANADIAN SALT CO., LIMITED
 WINDSOR ONTARIO

The Arctic Refrigerator

Built to your requirements

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

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

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

JOHN HILLOCK & CO., LIMITED
 TORONTO, ONTARIO

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



PURE RELIABLE



Have no hesitation

in stocking and recommending

"COW BRAND"
BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.

See to your stocks.

Order from your jobber.

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL



EVERY POUND OF
ANCHOR BRAND FLOUR
IS UNIFORMLY EXCELLENT

and has been so during a quarter of a century, always receiving the same endorsement by householders and bakers as representing the highest degree of perfection attained by Standard Mills the world over.

Exclusively a Manitoba Hard Wheat Flour, milled right in the heart of the Manitoba Hard Wheat Belt that has for many years upheld the reputation as the finest in Canada and that is still the foremost in every respect.

Free, 3 lb. sample bags Sovereign grade will be distributed through Dealers and Distributing Agents.

Leitch Brothers' Flour Mills, Ltd.
"MILLERS OF QUALITY"

OAK LAKE : - : MANITOBA, CANADA
Established 25 years

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

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

If You Want Steady Customers

You know transient business does not amount to very much. Your few score or few hundred dependable customers—mainly your particular buyers—make up your paying trade.

Inferior goods will not satisfy these people and they come to you because of the confidence they have in you and the goods you sell.

If they want Macaroni or Vermicelli sell them the brand of quality the brand that always satisfies—"GLOBE."



GLOBE

Macaroni and Vermicelli

made from the best hard wheat with no maize or rice flour mixed in, making them absolutely pure.

They possess a quality which gives distinctive flavor.

You may expect a big demand for the "Globe" brand goods as soon as they are introduced.

The profit makes it worth your while.

Order from your jobber, or

D. SPINELLI & COMPANY
REGISTERED
MONTREAL - - QUEBEC

SOCLEAN

the original dustless
sweeping compound

WILL CLIP THE WINGS OF DUST

Dust that has been the bugbear of housekeepers for years—that has been stirred up every day just to settle somewhere else, is doomed to fly no more if "Soclean" is used on floors and carpets throughout the home. Get ready for the big Spring clean-up by ordering your stock of "SOCLEAN" now.

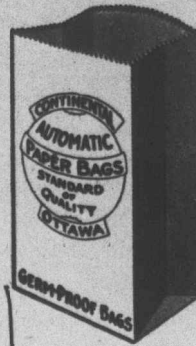


SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

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



The Continental Bag & Paper Company, Ltd.

OTTAWA

Exclusive Bag Manufacturers

Selling Paper Bags is only a part of our Service.

We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture.

Require your Dealer to supply only

CONTINENTAL "GERM PROOF" BAGS

DISTRIBUTORS:

Ontario: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S. Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.



Why Don't You do Like Him?

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

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

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

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

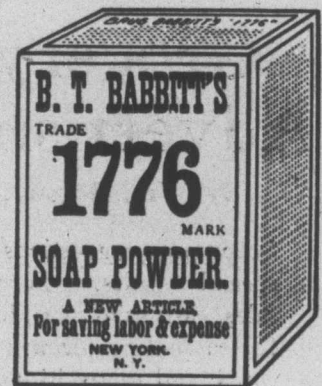
KINGERY MFG. CO.

Cincinnati, Ohio

Our Premium Store

No. 336 St. Paul St.,

Montreal, Canada



Helps to Sell "Babbitt's," the Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

B. T. BABBITT, INC.

NEW YORK



STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
 In Tins and Glasses.
 "Please ask for our offer"
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

**Grocery
 Advertising**

By Wm. Borsodi

It contains suggestions for
 special sales, bargain
 sales, cash sales, etc.; ideas
 for catch lines or window
 cards, and many hints for
 the preparation of live ad-
 vertising copy. A collec-
 tion of short talks, adver-
 tising ideas and selling
 phrases used by the most
 successful grocery adver-
 tisers.

PRICE \$2.00

ALL ORDERS PAYABLE
 IN ADVANCE.

MacLean Publishing Co.
 143-149 University Ave., Toronto

"Hums, the ancient Emesa,
 which has a varied and inter-
 esting history, to-day gains its
 living as a market for the large
 Bedouin tribes of the adjacent
 country. The bazaars remind
 one quite a good deal of Da-
 mascus, as one wanders through
 them, seeing here a man work-
 ing a primitive hand loom, on
 which he turns out bright fab-
 rics for which Hums is noted,
 and there a small spice shop,
 and again a dyer, with hands
 stained dark with indigo, hang-
 ing up his wet cloths in the
 street.

"When we had lost
 ourselves in these
 strange surroundings,
 which seemed to place
 civilization at a remote
 distance, our eyes were
 struck by a placard, on
 which appeared in
 bold English, "Use
 Fels-Naptha Soap." "

—Article "From Jerusalem
 to Aleppo." By John D.
 Whiting, (page 102) *The*
National Geographic Maga-
zine, January, 1913.

The
Condensed Ad.

page

will interest you

**Merchants
 and
 Salesmen!**

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

- 125 Presidents, Vice-Presi-
 dents, General Managers, Sales
 Managers and Star Result Get-
 ters, have contributed of their
 knowledge and experience on
 such phases of the subject as:—
- The Selling Profession.
- Education and Training.
- Before the Interview.
- Getting Interviews.
- The Approach.
- Selling Talk.
- Answering Objections.
- Selling Tactics.
- Closing Sales.
- Cash with Order.
- Samples.
- Getting the Price.
- Credits and Terms.
- Cancelled Orders.
- Territory.
- Long vs. Short Trips.
- Finding New Customers.
- Salesmen's Relation to House.
- Salesmen and Advertising.
- Expense Accounts.
- Promotions.
- Bribes.
- Conduct Toward Customer.
- Special Tactics.
- Character and Conduct.
- 183 pages, 5¾ x 8¾ inches.

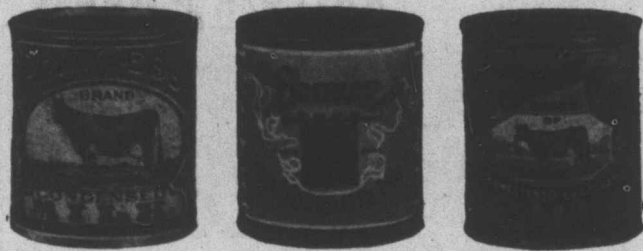
PRICE \$2.00

TECHNICAL BOOKS.
 143-149 University Ave.
TORONTO

American Cans

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

American Can Company
MONTREAL, QUE. HAMILTON, ONT.



Three Lines You Should Know and Introduce to Your Customers

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

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

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

J. MALCOLM & SON
St. George Ontario

MATCHLESS LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

Cleans and disinfects as well as polishes.

Unequaled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

Splendid, too, for renovating automobiles and carriage bodies.



Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
 St. John Halifax



Keep a Good Stock

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

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

EDWARDS' SOUPS

DESICCATED

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

MOTT'S "Elite" Chocolate

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

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA



"King Oscar"

on Sardines
is like

"STERLING" ON SILVER

By Special Royal Permission.

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

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

CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, Ontario



BUILT ON MERIT

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

ELGIN National Coffee Mill

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

Prompt shipments our specialty.

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

MADE BY

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



You Will Catch

the trade of the men match-users also that of the household if you supply your patrons with the

DOMINION SILENT MATCH

—this match does not sputter or spark and is a sure lighter. The stems are made of best selected wood and do not break by the mere touch.

Dominion Match Co., Limited
Deseronto, Ontario

REPRESENTATIVES

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. Gerham &
Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Bithet
& 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.



IN THE GOODS and IN THE PACKING

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

No brand is so widely called for as the

Brunswick Brand

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

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

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

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

CONNORS BROS., LIMITED

Black's Harbor, N.B.

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



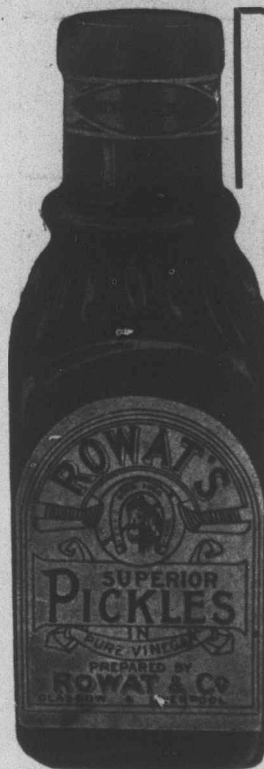
Wholesome and Appetizing Sterling Brand Catsup

is one of the leaders of the famous "Sterling" line, and is composed of the finest tomatoes and purest spices only.

Made and bottled in a modern factory of light and cleanliness.

A seasonable and profitable line for you to sell. Send for prices.

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



Time and Time Again

It has been proven that Rowat's Pickles will produce a decidedly friendly business connection between the dealer and his customer

ROWAT'S PICKLES

—AND—

PATERSON'S SAUCE

are two lines that have high quality and exquisite flavor—they get the family trade.

Rowat & Co.

GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:

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

EUREKA

Twenty-seven years of Eureka Refrigeration



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

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

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

Think It Over!

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

Black Knight Stove Polish

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

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



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



**FOR
MANY
PURPOSES**

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

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

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



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

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

**CAN YOU TAKE A DAY
OFF WHEN YOU FEEL
LIKE IT ?**

Or are your credit accounts, ledger statements, etc., in such bad shape that you do not feel at ease to go anywhere? Would you like to get rid of this continual depression, worry, and the labor of spending all your spare moments straightening out and fixing up accounts?

**The McCASKEY
ACCOUNT REGISTER**

is the solution. It keeps close tab on all your credit customers, improves collections, avoids misunderstandings, saves accounting worries and late hours over unbalanced accounts.

The McCaskey does the trick in one writing. You render each customer a complete statement in full at the time of each purchase.

Descriptive literature sent free on request.

Manufacturers of "Surety" Carbon Back Counter Check Books

**THE DOMINION REGISTER Co
LIMITED**

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

**The Largest Manufacturers of Carbon Coated
Salesbooks in the World**



Showing Electric Recorder and
Cash Till

Start Right Now

We have the polishes and cleansers of merit. Some of our formulas are hundreds of years old. Preparations which have lived so long and have enjoyed such extensive patronage must certainly be of value to you.

Brodie's British Plate Powder

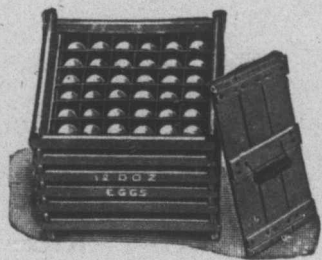
Brodie's Furniture Polish

Brodie's Cloudy Ammonia

Our ammonia is the leader. Not a mere mixture of water and ammonia but a combination of five substances.

Write

A. W. Hugman, Limited
MONTREAL



Humpty
Dumpty
EGG
CRATES

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

Walter Woods & Co.
HAMILTON and WINNIPEG

You can't get a better seller

because it's quality throughout
because the taste is there
because the price is right.

PARIS PATÉ SANDWICH



The Acme of French Cuisine.

Only the
PUREST MEATS
AND SPICES

used in the preparation, and the factory
the essence of cleanliness. That's the
combination that counts—purity and
cleanliness.

N.B.—Retailers can secure six tins for
50 cents, freight prepaid, as a trial
lot.

Société Française
de Spécialités Alimentaires
MONTREAL

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from \$5 to \$10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave. -- Toronto, Ont.

Country Merchants!

OMAZON

A Canadian Stock Food

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

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

Manufacturer's AGENTS

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

Write now.

The Dr. Ed. Morin Medicine Co.
QUEBEC

Not an Enterprise for the "Quitter"

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

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

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

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

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.

BUSINESS CHANCES

FIRST-CLASS GENERAL BUSINESS FOR Sale in Oxford County Ontario. Good, clean stock and good business centre. Building can be bought or leased. Apply Box 469, Canadian Grocer, Toronto.

FOR SALE — GROCERY BUSINESS IN growing district, east side Toronto; good corner; \$17,000 turnover last year; about \$15,500 stock. Apply Box 470, Canadian Grocer, Toronto.

REPRESENTATIVES WANTED

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

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

MISCELLANEOUS

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

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

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

BUSINESS-GETTING TYPEWRITTEN Letters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for 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.

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

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

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

BECAUSE THE REMINGTON TYPEWRITER Company's Employment Department has earned the reputation among stenographers of filling the most desirable office positions, the result is that we place the most desirable class of office help. May we fill your stenographic vacancy? No fees. 144 Bay Street, Toronto.

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

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

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

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

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

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

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

The
CONDENSED AD.
PAGE
WILL INTEREST YOU



TANGLE-FOOT

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

The Sanitary Fly Destroyer, Non-Poisonous.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

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.

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

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

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

Your Customers will Like—



MAPLEINE

Recommend it to them with a money back guarantee for a "Flavor" that is dainty and different,—

Or to make table syrup by adding to white sugar and water.

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

287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

VOL-PEEK
Mends Holes in **POTS, PANS, KETTLES &c**
Mends Granite, Tin, Iron, Copper, Brass, Aluminium, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils. 25c per package postpaid, enough to mend 60 holes.
H. NAGLE & Co. Montreal
AGENTS WANTED.

DEALERS: You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

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.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

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.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - Ontario
Established 1886.

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

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.

BAKE OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

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

A highly recommended sweeping powder, sold only in bulk; a strong pleasant disinfectant.
"NO-DUST"
NO-DUST MFG. CO.
8 Market Sq. St. John, N.B.

We handle only
PURE MAPLE SUGAR and SYRUP
Write us.
WOODMAN & McKEE
COATICOOK, QUE.

TWO CENTS PER WORD

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

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

If You Want Anything

**To Buy a Business
To Sell a Business
To Rent a Store**

**To Hire a Clerk
To Get a Position
To Get a Partner**

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

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.

THE CANADIAN GROCER

TORONTO

MONTREAL

WINNIPEG

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

The Big Annual Spring Sales Number OF THE CANADIAN GROCER

is beginning to take shape. For months our editors have been on the still hunt for the right sort of material.

Actual instances of Creative Salesmanship,
Interesting Old Customers in New Goods,
Attracting the Public through the Window,
How some of the best Salesmen among the Retail Grocers secure
their results.

Each year we have raised the standard of these articles. Each year we have received more congratulations from our readers. Each year our annual Spring Sales Number has become

**MORE PRACTICAL
MORE LOOKED-FORWARD-TO
MORE APPRECIATED**

by the retail grocers and their clerks throughout Canada.

April 18th—Date of Publication this Year—April 18th

Every Manufacturer should have his announcement in this issue.

Every retailer will be expecting it.

Here is your opportunity to speed up your Spring trade, by enthusing the retail grocers and their clerks, priming them with your selling points, and getting most results from your whole sales organization by securing the hearty co-operation of the man behind the counter.

Use a Double Page Spread

Show you have confidence in your goods and you will put confidence in the retailer who is recommending your goods to the customer.

Our advt. writing department will gladly assist in preparing copy for this issue. Drop us a line and we shall have a representative call with further particulars.

Canadian Grocer

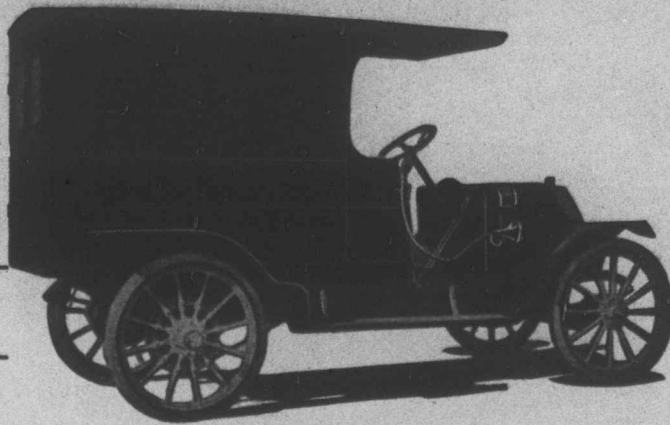
Montreal

Toronto

Winnipeg

Publication Office: 143-149 University Avenue TORONTO

THE CANADIAN GROCER



The Menard Commercial Car

WE COULD MAKE A LENGTHY STORY

on the mechanical and technical qualities of the **Menard Commercial Car**, but owing to limited space we cannot give all the facts here and therefore invite correspondence of all dealers interested and we will gladly supply full information and details of the **Menard Delivery Cars**—the cars that have made good.

The **MENARD COMMERCIAL CAR** is a quiet, reliable car with good speed and great power. It reduces delivery expenses and enables the dealer to give a much better service.

Write for information to-day.


It costs nothing.

MENARD COMMERCIAL MOTOR CAR COMPANY
WINDSOR, ONTARIO



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

A Table Delight for Old and Young

Jelly, as a sweet at luncheon
or dinner, is unsurpassed—if
it is Chivers.'



Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON

CAMBRIDGE

ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., LTD.

57 Water St.

VANCOUVER, B.C.

(British Columbia and Alberta)

FRANK L. BENEDICT & CO.

144 Craig St. West

MONTREAL

(Canada and Newfoundland)