

**PAGES  
MISSING**

THIS IS THE 1,312th ISSUE OF

# CANADIAN GROCER

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THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, JANUARY 31, 1913

No. 5

## ARE YOU THE MAN AT THE HELM? ?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

## STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store the following is a synopsis of one of the chapters.

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cultivates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Re-bating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. \$1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

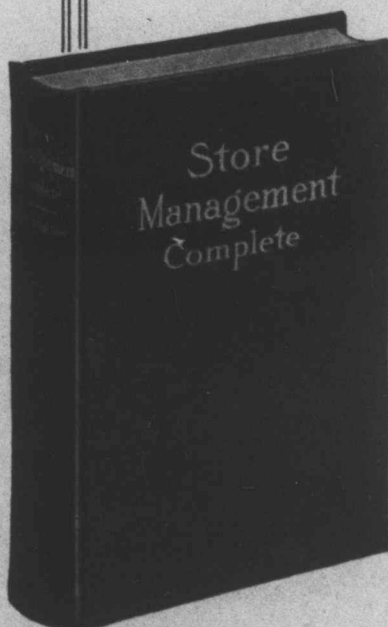
Absolutely New

Just Published

TECHNICAL BOOK DEPARTMENT  
MacLean Publishing Co.

143-149 University Ave.

TORONTO



THE CANADIAN GROCER

# UPTON'S

## New Season Orange Marmalade

Now Ready for Delivery

**Y**OU should get a stock at once of these new season goods. Your customers know the goods and very little effort on your part will be required to work up a big trade right now. The housewife's stock of "home preserved goods is now running low—the best season to sell MARMALADE."

Finest Seville Oranges, up-to-date machinery and expert workman all go toward making Upton's "Quality" in every essential.

Order NOW from your Jobber.



**The T. Upton Company, Ltd.**  
Hamilton - Ontario



# LENT!

Get Your Fish Supply at  
Once---Lent Starts Next  
Week

Buyers of quality have a particular desire for Thistle Brand fish—they serve the appetite with such delicious satisfaction.

## Canned Where Caught

The "Thistle" Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring and Tomato Sauce, are canned right where they are caught—at the water side. How better could you preserve the natural and delicate flavor of the fish? IMPOSSIBLE.

THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish curer in the country is at stake under the label of "Thistle" Brand.

Buy it and you buy  
the best.

Arthur P. Tippet & Co.

Agents

Montreal

Toronto

# Grocer's Advice After 40 Years' Experience

One of the most successful retail grocers in Canada, whose business capacity has enabled him through all the varying conditions of over forty years to keep steadily on the highway of success, building one of the largest retail trades in the Dominion and accumulating a large fortune, said to the writer one day, "Cheap trade is no good to any man. It doesn't stick. Quality of goods and quality of service are the two things to consider in the grocery business."

Practical advice, this, and it applies especially to tea.

In **RED ROSE TEA** you have quality that has made it a standand among tea experts, and this combined with such efficient service, has won and holds the confidence and co-operation of the trade.

Your customers cannot buy tea of better quality than Red Rose.

Try recommending it.

# Red Rose Tea

"is good tea."

T. H. Estabrooks Co., Limited  
10 Front St. East, Toronto

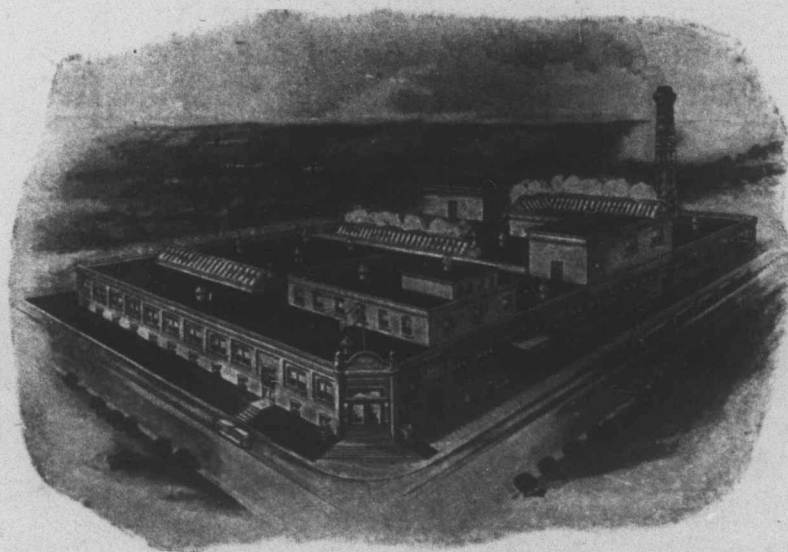
## WAGSTAFFE LIMITED

NEW SEASON'S 1913

## SEVILLE ORANGE MARMALADE

NOW READY FOR DELIVERY.

PREPARED IN  
COPPER  
KETTLES.  
BOILED IN  
SILVER PANS.



PACKED IN  
GOLD LINED  
PAILS  
AND GLASS.

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

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

# BORDEN'S— A Very Particular System

The rigid sanitary regulations insisted on from the very source of supply to the packing and sealing, the perfect equipment for sterilizing, condensing and packing; the employment of only the best and experienced dairymen, make the Borden Milk Products, unsurpassable for quality and wholesomeness.

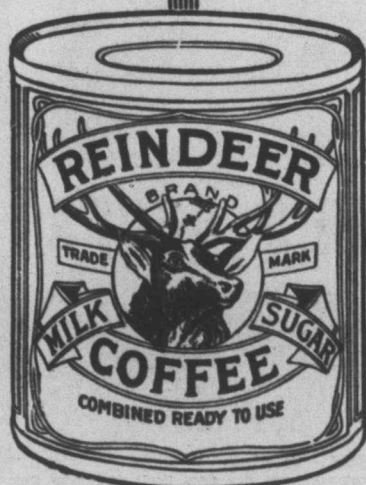
56 years in perfecting and producing together with the hearty and ever increasing support of the public are the "stand-backs" of the Borden lines.

## BORDEN MILK CO., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver



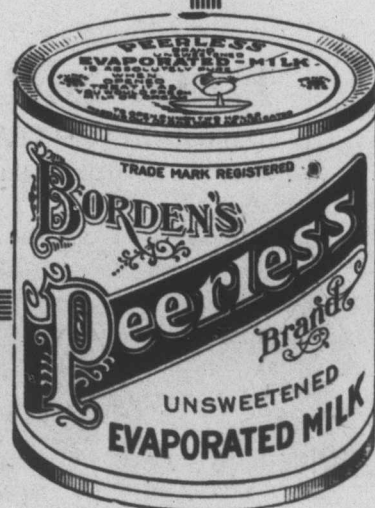
(WITH MILK AND SUGAR)



(THE ORIGINAL)



(UNSWEETENED)



(UNSWEETENED)



# ADVERTISING

We are doing lots of it—in Street Cars, Newspapers, Magazines, etc., etc.

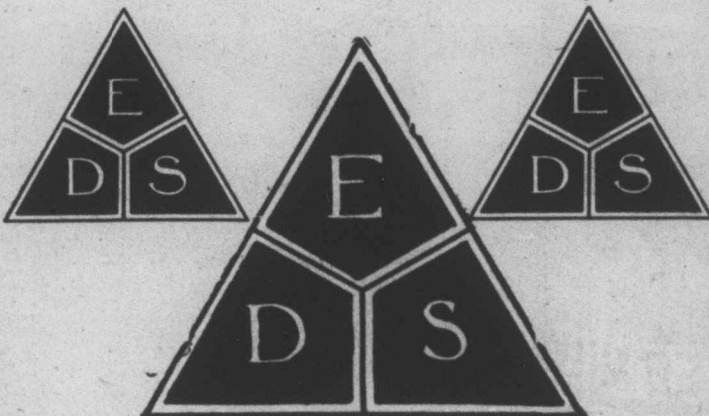
Hitch our campaign to yours by mentioning in your advertising the fact that you keep E. D. S. Jams, Jellies, Catsup, Pork and Beans, Grape Juice, etc.

E.D.S. Jams and Jellies are government inspected and test 100 per cent PURE.

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.



**“KIT”**

**COFFEE**



After snow-shoeing, skating, tobogganing, and all winter sports, no beverage is so good as coffee. To make coffee quickly and to perfection there is nothing so good as



**“KIT”**

**KIT COFFEE CO.**

**GOVAN, GLASGOW**

ALEX TYTLER, Temple Building, London, Ont.  
W. H. Lyne Usher, 270 South St., Halifax, N.S.  
KIRKLAND & ROSE 312 Water St., Vancouver, B.C.  
G. C. WARREN, Regina, Sask.

**FREDERICK E. ROBSON & CO.**

**TORONTO**



# —SYMINGTON'S SOUPS—

“Time is money”—take time to mail the coupon below—and you will make money by it—there is lots of money in Symington's Soups for YOU—let us send our Special Profit Plan.

(MAIL THIS COUPON TO-DAY)

**Frederick E. Robson & Co.** (Agents for  
25 Front St. E. Toronto. W. Symington & Co., Ltd.  
Market Harboro, Eng.)

Please send sample of Symington's Soup and your special profit plan (free.)

NAME .....  
ADDRESS .....



**By Selling Simcoe Baked Beans**  
(With Pork)

Ready to Serve  
Hot or Cold  
The Big Seller  
The Big Profit  
Maker

In All Sizes  
And Plain or  
With Sauce  
The Family Meal  
and No Waste

PACKED UNDER SANITARY CONDITIONS.

EVERY CAN GUARANTEED

BY THE

**DOMINION CANNERS LIMITED**

Hamilton

...

...

...

Canada





# RUSH in your Fish Orders for LENT

Lent starts next week and you will be a loser if your supply will not meet the demand for fish that is sure to follow. Get your orders in at once and you will reap a good harvest of fish profits during this Lenten season.

## CANADA BRAND PURE BONELESS COD

An extra fine seller. The consumer soon realizes its nutritive value—no disappointments.

### BONELESS FISH.

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

### SKINLESS FISH.

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

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

ASK YOUR WHOLESALER

NORTH ATLANTIC FISHERIES, LIMITED

MONTREAL

# ASK FOR DAPHNE

BRAND



## SEEDED RAISINS



Your Customers like them

PACKED BY  
**GUGGENHIME & CO.,**  
SAN FRANCISCO

AGENTS  
**ROSE & LAFLAMME, Limited**  
MONTREAL & TORONTO

# MAPLE SEASON

Now is the time to stock up on maple goods. The insistent demand for high class goods means a big sale for the

## RAMSAY MAPLE SPECIALTIES

### Maple Cream Butter In 1-lb. and ½-lb. Tins

We have used this for years in chocolate centres and in our biscuit dept. Are now putting it up in tins so that your customers may have it for icing purposes and preparing those sandwiches which the children love.



### Maple Cream Pudding

A new maple specialty. Just the thing for the reception or party. Either chocolate coated or maple coated, studded with nuts.

Ask our travellers or write direct.

**RAMSAYS, LIMITED**  
MONTREAL

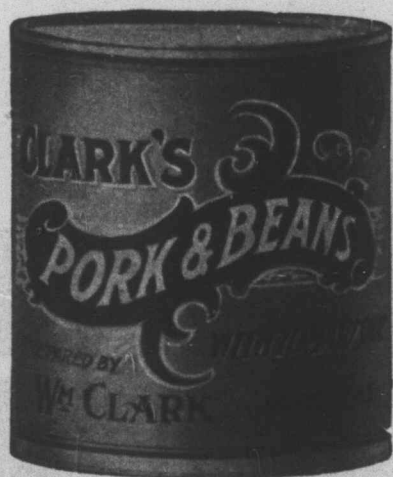
## A WORD WITH YOU MR. GROCER

You have undoubtedly noticed the enormous increase during the last few years in the consumption of canned Pork & Beans, and without being particularly observant you will have perceived that



# Clark's Pork and Beans

## ARE EASILY THE LEADERS



Have you ever asked the "why."

Let us tell you.

CLARK'S produce only THE BEST.  
CLARK'S assist your sales by AD-  
VERTISING.

CLARK'S give your customer  
VALUE at

**REASONABLE COST**

**CLARK'S MARGIN FOR YOU IS RIGHT**

**W. CLARK, - MONTREAL**

THE CANADIAN GROCER



# Prime Beef

in its most concentrated form

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**Bovril is famous  
the world over for  
the quality that is  
all its own ... ..**

In every corner of the Globe Bovril is known, and it is popular with every class.

Bovril has been widely and persistently advertised, and this has had much to do with its success, but this advertising, without warrantable goods, could not have placed it in the position it now occupies.

With Australian and Argentine estates to the extent of Over Nine and a half Million acres devoted entirely to the breeding and raising of thoroughbred cattle to be used for the manufacture of Bovril, we are in a position to guarantee quality and ensure full supplies.

Your customers will find the 8 and 16 oz. bottles much cheaper than the smaller size. Recommend this economy to them and make more profit yourself.



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**BOVRIL LIMITED**

**27 St. Peter Street**

**MONTREAL**



## The Sauce with the taste all its own

Customers who use a relish or sauce with their meats, fish, fowl, etc., you will find very particular in that respect. Nothing can hold them closer as customers than **BRAND'S A1 SAUCE**.

This sauce will appeal to your particular trade.

Brand's A1 Sauce is made from an Old English recipe, and is relished by Royalty as well as the best people in the land. Its particular flavor lends zest to the appetite by reason of the piquant flavor it gives.

Brand's A1 Sauce and Invalid Specialties were granted highest possible award, "The Grand Prix," at the Festival of Empire Exhibition, Crystal Palace, London, 1911.

Secure a stock now, the profit is good.

## BRAND & CO., LIMITED

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

MAYFAIR - - - LONDON, ENG.

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

# No waste— no breakage in

# OXO CUBES

OXO CUBES are **concentrated profits** to the grocer, as well as concentrated nourishment to the consumer.

There's no loss by breakage, because OXO CUBES are packed in tins, each cube being enclosed in its own cardboard carton.

These tins are compact, attractive in appearance, show up well on the shelves, easy to stock and display.

**And OXO CUBES are easy to sell.**

We are constantly advertising the many uses of OXO CUBES.

Just now, snowshoers, skaters and sleighing parties are demanding OXO CUBES for "hot drinks," and grocers are selling OXO CUBES at a pretty lively rate. How's your stock? Have you plenty of all sizes?

## CORNEILLE DAVID & COMPANY

TORONTO  
MONTREAL

WINNIPEG  
ST. JOHN, N.B.



**MODERN GROCERY EQUIPMENT**

Adds an air of distinction to your store—and

**ATTRACTS TRADE.**

**The "Walker Bin" System**

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

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

**LIMITED**

Berlin,

Ontario



**REPRESENTATIVES,**

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

**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**

The  
**Condensed Ad.**


page

will interest you



**Sanitary Cans**

*"The Can of Quality"*

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

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

**NIAGARA FALLS, ONT.**

# "SHELL" BRAND Castile Soap

("LA COQUILLE")



*The Standard of Purity*  
*A Pure Oil Soap*

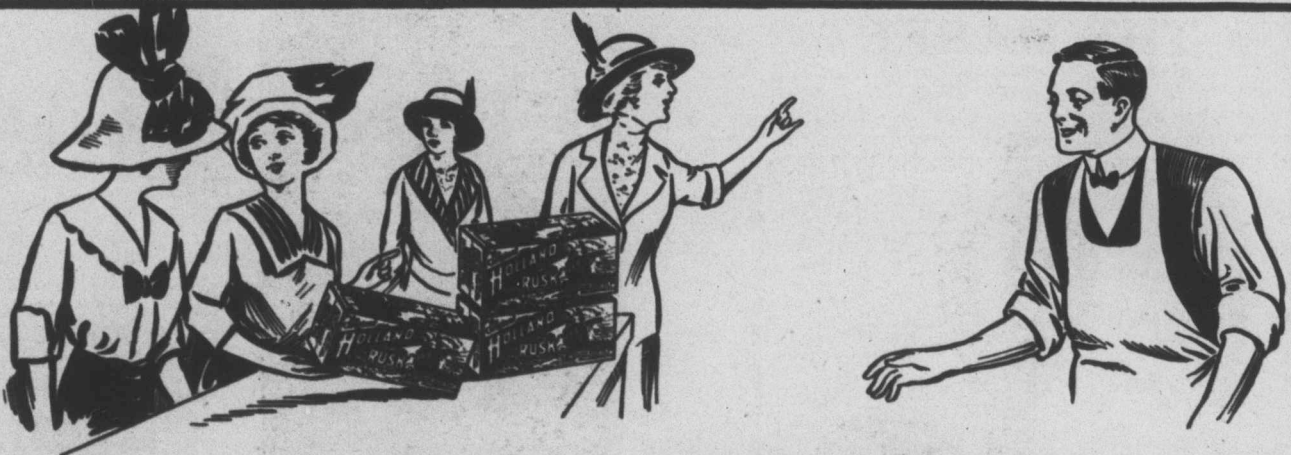
Has the largest sale of any  
Castile Soap in the Dominion.

For sale by all wholesale houses.

THIS SOAP IS ESPECIALLY MANUFACTURED BY  
Messrs. COURET, FRERES, MARSEILLES,  
FRANCE

For Messrs. ESTRINE & CO.

**P. L. MASON & CO., Toronto, General Agents**



## "Put It Where They'll See It"

and HOLLAND RUSK will sell itself. Women know that HOLLAND RUSK is delicious with jelly marmalade, poached egg, hot milk, cheese, berries, fresh or canned fruits, roast oysters—they know a hundred ways to eat it. They'll be glad to find it on your counter. Our advertising has made it so well known that it sells on sight. Once you start your customers using it you are sure of a steady, lively sale, because of the many ways it can be eaten. It's an all-year-round seller that's always turning into profit for the grocer.

### HOLLAND RUSK CO.

HOLLAND, MICHIGAN

Valuable premium coupons in every package increase sales.

Send for list of gifts.

# White Swan

## Quality is Guaranteed

The manufacturers will accept responsibility for your unqualified guaranty of quality and purity.

Coffee  
Spices

Baking Powder  
Yeast Cakes  
Lye

White Swan Spices & Cereals  
Limited  
TORONTO

# John Gray & Co., Ltd.

Glasgow Scotland

## 1 lb. Floral Glass



Samples and Prices  
from

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

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

## THE MARKET

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

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

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

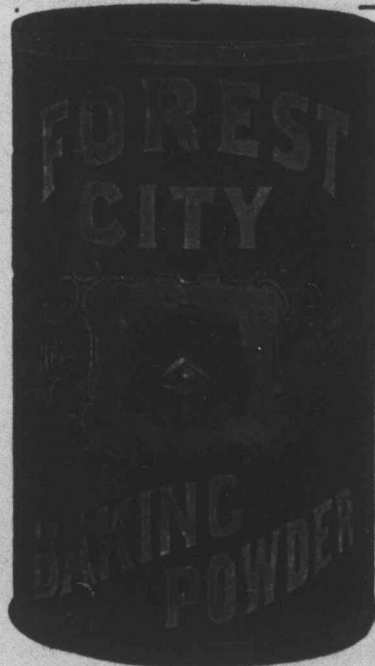
We also manufacture hand mills, and electric meat choppers.



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

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

32 Prize Medals

21 Royal Appointments

# PEEK, FREAN'S SHORTCAKE



PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

**About 32 PIECES to the POUND**

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

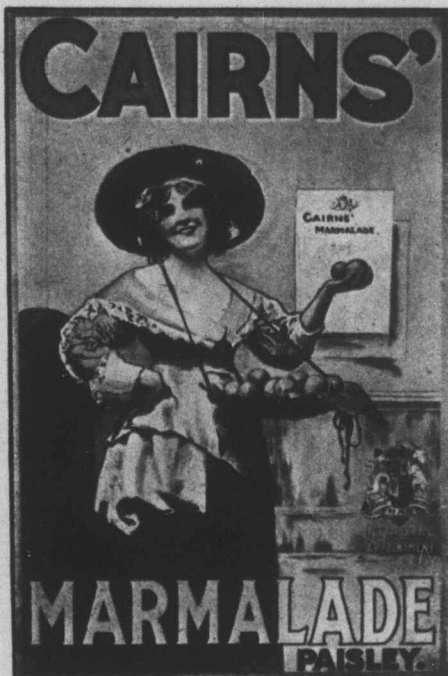
**89 TONS 18¼ CWTS.**

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

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

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





**Palate  
Pleasing  
Marmalade**

Cairns' delicious Scotch Orange marmalades will please the palates of your customers and please you by swelling your purse with profits therefrom.

Cairns' Fruit Products are sure sellers. Get a stock now.

APPRECIATED BY  
ROYALTY



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

**Alexander Cairns  
& Sons**

Paisley, Scotland

Canadian Agents:  
Snowdon & Ebbitt  
Montreal

**THE BEST IN PASTES**

That's a fact. There is nothing purer, nothing which will give such complete satisfaction as

**"Hirondelle Brand"**

(SWALLOW BRAND)

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

Made in the sunniest factory in Canada under expert management. Do not hesitate about giving preference to this brand. It's just as good as any imported.

**The C. H. Catelli Company**

LIMITED

Montreal,

Canada

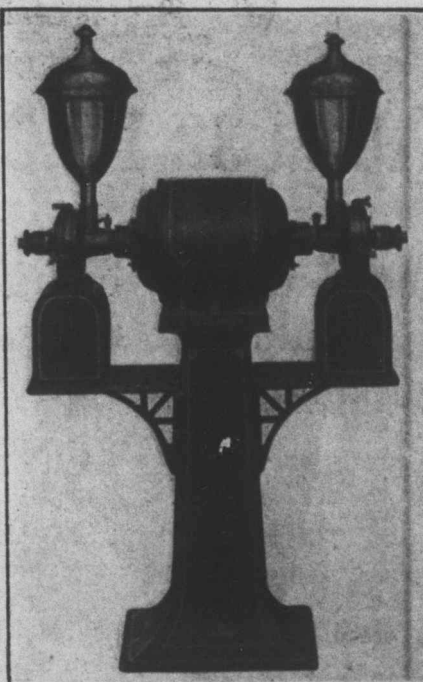
By Royal  Letters Patent

**NELSON'S**  
**Crystal**  
**Leaf**  
**GELATINE**

Unrivalled in the kitchen,  
can be obtained from

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

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



**Let Us  
Help  
You**

if you are thinking of installing any store equipment in the line of Coffee Mills Spice, Tea or Coffee Bins. We are the general agents for the United States and Canada for the incomparable Henry Troemmer Agate Bearing Scales, exclusive Tea, Coffee and Spice Bins and Cans, Coffee Mills, etc. Our fixtures possess uniqueness and individuality, and can be obtained at the lowest possible price.

Information, Estimates and Prices cheerfully furnished on request.

**J. A. FLESCH & SON**

1300 Medinah Building  
178 W. Jackson Blvd. **Chicago**

**What old Jones  
said to  
young Brown.**

**M**Y boy, always shake hands with opportunity. Get a tight grip when it offers a prospect of tying up profitable custom for you with the cord of satisfaction. Mark my words—and I know what I say—there's just a such prospect for you in the Stove Polish trade if you handle

**GIPSY  
STOVE GLOSS**

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



**Good Biz!**

It is always good business to sell a good article, and to sell 'Camp' is the best of business. It pays you, it pleases the public, and there is nothing like 'Camp' to turn a chance purchaser into a regular customer.

Makers: R. Paterson & Sons, Ltd., Coffee Specialists, Glasgow.

**"CAMP"**  
**COFFEE**

**THE NAME "FAIRBANK"  
MEANS SOAP SURETY**



**FAIRY SOAP**

**FAIRY SOAP QUALITY.** No better soap can be made; your customers can't buy better for five times the 5 cents they pay for it.

**FAIRY SOAP ADVERTISING.** The extensive advertising that helps the sale of every Fairbank product has made the pure, white, sweet floating oval cake known to women everywhere.

**FAIRY SOAP SALE.** Because of the combination of exceptional quality and extensive advertising, all you need do is display Fairy Soap prominently to enjoy a steady stream of profits from its persistent sale to pleased customers.

"Have you a little 'Fairy' in your home?"

**The N. K. Fairbank Company,  
LIMITED, MONTREAL**

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

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

Canned Vegetables, Fruits and Salmon, Syrup Etc.

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

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

All orders shipped same day as received.

**BALFOUR, SMYE & CO.,** Wholesale **HAMILTON**  
Manufacturing Grocers



THE MCGREGOR PAPER BAG HOLDER.

**Better Service Means More Trade**

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

**KILGOUR BROS.**

21-23 Wellington St. West, TORONTO

**TEA LEAD**

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

**ISLAND LEAD MILLS Ltd.**

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

Canadian Agents:

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

For  
"Green Mountains" "Delawares"

or other varieties of

**POTATOES**

FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

**CLEMENTS COMPANY, Limited**

ST. JOHN

N. B.

**BLACK JACK**

**QUICK  
CLEAN  
HANDY**



TRY IT

**SOLD BY  
ALL  
JOBBER**

4-lb. tins—  
3 doz. in case

**WESTERN** Incorporated  
1851  
**ASSURANCE  
COMPANY**

**FIRE  
AND  
MARINE**

HEAD OFFICE, TORONTO, ONT.

Assets over - - \$3,000,000.00

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

HON. A. COX, President

W. R. BROCK, Vice-President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

**STORE MANAGEMENT—COMPLETE**

16 Full-Page  
Illustrations

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete  
**\$1.00 POSTPAID**

"Store Management—Complete" tells all about the  
management of a store so that not only the greatest sales  
but the largest profit may be realized.

**THIRTEEN CHAPTERS**

Here is a sample:

**CHAPTER V.—The Store Policy—**What it should be  
to hold trade. The money-back plan. Taking back goods.  
Meeting out rates. Selling remnants. Delivering goods.  
Substitution. Handling telephone calls. Robating railroad  
fare. Courtesy to customers.

**ABSOLUTELY NEW**

**JUST PUBLISHED**

Send us \$1.00. Keep the book ten days and if it isn't  
worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.  
TORONTO



272 Pages  
Bound in Cloth

THE CANADIAN GROCER

The price of Granulated has reached a point where the smaller cotton bags can be handled with profit and advantage to the Retail Merchant.

*St. Lawrence*

Granulated

is put up in both 20 lb. cotton bags and in 25 lb. cotton bags. These save trouble and expense in labor of parcelling and are a very convenient size for consumers.



QUALITY

QUANTITY

LIBERAL PROFIT TO THE DEALER

THE FOUNDATION THAT MAKES BIG SALES

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

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

LINDNER & BENNER

291 ARTHUR ST., TORONTO

Phone Park 2985

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**PURE, RICH, SWEET  
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**Tea and Coffee**, not alone financially, but the ever-increasing confidence your customers will have in you, —because our lines have never failed to give the utmost satisfaction—They are the **Real Leaders**. You cannot afford to delay pushing "**MELAGAMA**"—**Start Now** and watch your tea and coffee department **GROW**.

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

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

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paper when writing  
to advertisers.

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Wherever "Salada" gets into the hands of the tea drinker, the pedler's occupation is gone. Throw aside old-fashioned prejudices. Put

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on your front counter in the place where it will attract the attention of the pedler's customer.

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GRADE**

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## SOME OF OUR SPECIALTIES:

### "ATLAS" SELECTION

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

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Delicately flavored. Beautifully shaped.

### TURKISH DELIGHT

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

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

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# Personal Chat With You About Ourselves

At the beginning of last year The Canadian Grocer decided on several reforms, which, during 1912, resulted in the turning out of a more attractive and more practical paper. One of these was the doing away of the old green cover and substituting something bright and new for every issue. For this year we have the same object in view—that of increasing the efficiency of the paper to our readers by making it an investment second to none to each retail dealer who reads it.

On the 1st of January the Montreal editorial staff was strengthened by acquiring the services of Harold C. Lowrey, a young, energetic man, who has had several years' experience in the retail business, and who has been a traveling salesman for the past couple of years.

Mr. Lowrey, whose portrait is reproduced on this page, was born and brought up in the "fruit belt" of the Niagara Peninsula, where his father was a general merchant and fruit grower. His native town was St. Davids. Mr. Lowrey, sr., had two general stores—one at St. Davids and one at Queenston, in addition to two fruit farms—one at each village. H. C. Lowrey worked at both these places, beginning as delivery boy and working himself up to manager of the sales department.

In addition to his experience with general merchandise and fruits, he is well acquainted with the pork packing industry. When the firm of Chas. Lowrey & Sons entered this field he was placed in charge, and later became manager of the branch at Niagara Falls. Later on Lowrey & Sons disposed of their general store and pork packing business to go into fruit farming exclusively. He then became manager of the fruit farms.

Mr. Lowrey left the firm in December, 1910, to go on the road as traveling salesman for an international concern. In March last year he was made division manager, with offices in Hamilton, where he was until joining the MacLean staff.

This experience in the retail trade, both from a selling and managerial standpoint; his connection with the pork packing and fruit growing industries, together with his experience as a commercial traveler, will all be of great assistance to him in his work as associate editor of The Canadian Grocer. This addition to the Montreal staff is along the lines of the progressive policy we have mapped out for the coming year. The Grocer has long since been the acknowledged authority on markets, new ideas and practical methods for building up business in the grocery trade, and throughout the year our readers can confidently look forward to a live, bright, practical issue every week.

One of the forward steps The Grocer has decided on this year is the securing of market quotations from the extreme west and east of the country by telegraph. We have asked our correspondents in Vancouver, B.C.; St. John, N.B., and Halifax, N.S., to wire market features and changes in these three cities in future rather than send them by mail, as formerly. This is being done so that markets will be as up-to-date from all the large centres as it is possible to get them. That readers will appreciate this service we are quite confident. It will aid them in keeping more closely in touch with market conditions in their respective fields of operation, and will be more valuable to them in their buying.

This question of Parcel Post is looming up rather serious for the retail dealers in Canada. Now that Postmaster-General Pelletier has practically assured Parliament that there will be some legislation introduced covering a Parcel Post in this country, there should be something done. The Canadian Grocer is preparing a series of articles on this question—the first of which appears in this issue—and it will be gone into thoroughly. Ever since Parcel Post has been advocated The Grocer—and, in fact, all the MacLean trade newspapers—has strongly opposed it on the grounds that it would hurt the retail trade, and what is bad for the retail trade would be detrimental to the country as a whole. The series opens with a description of the system in the United States, and it will be followed up by articles on the benefits to the mail order houses, the effect on the retailer, comparison of conditions with those in the Old Country, etc., etc. Every dealer should study the series carefully, and be in a position to make his opposition more telling when the proper time comes.

## WHAT READERS THINK.

MacLean Pub. Co.—Enclosed please find \$2.00, being renewal of subscription to The Canadian Grocer. We might add that we find your valuable paper of much practical use.

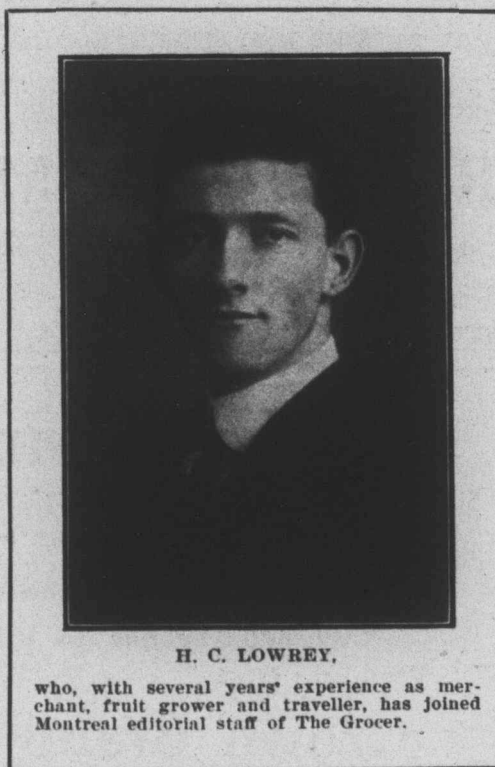
THE SASKATCHEWAN PURCHASING CO.  
Broadview, Sask.

## Best Investment of the Year.

Editor, Canadian Grocer.—Enclosed find money order for \$2 for our subscription to The Grocer. We would not want to be without it if it cost three times as much, as we consider it the best investment that we can make. Wishing your paper continued success.

Kamloops, B.C.

STEVENS & ALLAN.





THE CANADIAN GROCER



# KEEN'S OXFORD BLUE

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

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

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## GETTING THE BUSINESS

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

## Crown Brand Corn Syrup

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

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

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

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

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

## The Canada Starch Co., Limited

Manufacturers of EDWARDSBURG Brands

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

# Zone System in Parcel Post Explained

How it is Operated in the United States and What May be Expected in Canada Unless Exceedingly Strong Pressure is Brought to Bear on Federal Parliament—Zone System Liable to Lead to Flat Rate Which Would be Highly Profitable to Mail Order Houses and Disastrous to Retail Trade.

**N**OW that the United States have a Parcel Post system in vogue, and since Postmaster - General Pelletier has announced in the House of Commons that he is considering something similar for this country, the retail trade should become active in its opposition by first studying the system across the line and then by formulating and putting into action plans to defeat such a measure here.

So far as the United States retailers are concerned the one redeeming feature is that the system is operated on the "zone" plan, whereby rates are higher according to distance from any given post office. If we must have Parcel Post in Canada the trade should make it a point to see that the Postmaster - General does not insist on a flat rate system. The zone system would be much preferable.

## According to Distance and Weight.

The zone plan in the United States means that the cost of sending a parcel through the mails will be dependent not merely on the weight of the package, but also upon the distance a parcel is to be transmitted. The United States is probably the only country that has adopted this zone system.

## SCOPE OF PARCEL POST SERIES.

*This, the first article of the series announced in last issue, deals with Parcel Post as it is operated in the United States. As the Canadian system—if one is established—will probably be modeled along similar lines to that of the country to the south, it was deemed advisable to first explain fully what is likely to come to us if we sit passively by and wait. In future articles of the series the effects of the operation of such a scheme in Canada will be gone into thoroughly. A comparison of conditions in the Old Country with those here will be made, and the question will be considered from the standpoint of cost to the country. There will also be an article on who is behind the scheme—whether the cry for it originally came from the farmer, laboring man or mail order houses. While the series is running, this paper would appreciate the views of any member of the retail and wholesale trade, as well as from manufacturers. The more is known about Parcel Post, the more effectually can it be opposed at the time it makes its debut into parliament in the form of a bill. Let everybody join in the discussion.*

Most of the European countries, which are, of course, smaller than either the United States or Canada, have a flat rate whereby a package of given weight is carried for a stated postal fee regardless of its destination.

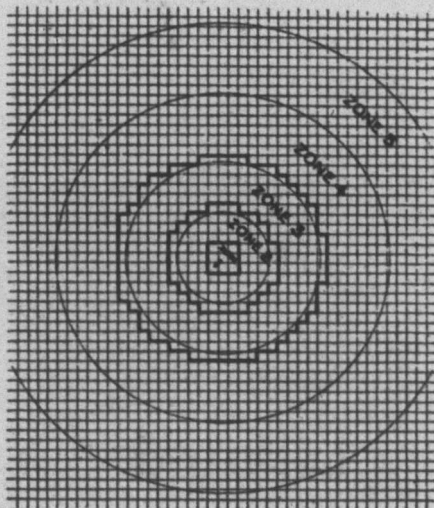
In the United States there are eight zones bounded by successive imaginary lines practically circles in all cases but that of zone number one, radiating from each postoffice in the land. The accompanying cut shows how they have been decided upon. The first zone is

quadrangular in shape and has a mean radial distance of approximately 50 miles. The second zone is marked by a circle 150 miles across and then come in succession, as one gets farther and farther from the mailing office, circles spaced at 300, 600, 1,000, 1,400 and 1,800 miles respectively and finally the eighth zone that takes in all the territory over 1,800 miles.

## Rates For Parcels.

Within the first or 50-mile zone a parcel is carried by the postoffice for a fee of 5 cents for the first pound and 3 cents for each additional pound. This would bring the cost up to 35 cents to send a package weighing eleven pounds which is the limit of weight allowed under the Parcel Post legislation.

If a package is to be mailed to a point beyond the 50-mile limit, there is an increase of about 1 cent a pound for each successive zone through which it is to pass until it reaches the maximum fee of \$1.32 for an eleven-pound package that is to be carried across the continent and thus traverses the entire eight zones. These figures as well as the cost for sending any weight up to eleven pounds any distance are shown in the "Rates of Postage" illustration herewith. This also shows that there is



How the Zone System Operates.

## RATES OF POSTAGE

Parcels weighing four ounces or less are mailable at the rate of one cent for each ounce or fraction of an ounce, regardless of distance. Parcels weighing more than four ounces are mailable at the pound rate, as shown by the following table, and when mailed at this rate any fraction of a pound is considered a full pound.

Weight.	*1st zone.		2d zone	3d zone	4th zone	5th zone	6th zone	7th zone	8th zone
	Local rate.	Zone rate 50 miles	50 to 100 miles	100 to 200 miles	200 to 300 miles	300 to 600 miles	600 to 1000 miles	1000 to 1400 miles	1400 to all over 1800 miles
1 pound...	\$0.05	\$0.05	\$0.06	\$0.07	\$0.08	\$0.09	\$0.10	\$0.11	\$0.12
2 pounds...	.06	.08	.10	.12	.14	.16	.19	.21	.24
3 pounds...	.07	.11	.14	.17	.20	.23	.28	.31	.36
4 pounds...	.08	.14	.18	.22	.26	.30	.37	.41	.48
5 pounds...	.09	.17	.22	.27	.32	.37	.46	.51	.60
6 pounds...	.10	.20	.26	.32	.38	.44	.55	.61	.72
7 pounds...	.11	.23	.30	.37	.44	.51	.64	.71	.84
8 pounds...	.12	.26	.34	.42	.50	.58	.73	.81	.96
9 pounds...	.13	.29	.38	.47	.56	.65	.82	.91	1.08
10 pounds...	.14	.32	.42	.52	.62	.72	.91	1.01	1.20
11 pounds...	.15	.35	.46	.57	.68	.79	1.00	1.11	1.32

\*The local rate is applicable only to parcels intended for delivery at the office of mailing, or on a rural route starting therefrom.

The Illustration Explains the Rates in Force.

## Olive and Olive Oil Sales Quadrupled

**An Instance of How Dealer Made One Particular Sale Which Has Resulted in Continued Business — Medicinal Qualities of the Olive Made a Feature of—A Suggestion to all Sellers of These Two Articles.**

a local rate for parcels which was intended to help counteract the aggressiveness of big city mail order houses. This local rate is applicable only to parcels intended for delivery at the office of mailing or on a rural route starting from that office. It therefore includes parcels designated for delivery within the limits of any city, town or village. This local system calls for a fee of 5 cents for the first pound and one cent for each additional pound up to eleven. Thus an eleven-pound package costs 15 cents.

The illustration also shows that parcels weighing four ounces or less are carried at the rate of one cent for each ounce regardless of distance. Parcels weighing more than four ounces and up to six ounces are mailable at the pound rate.

One regulation in the Parcel Post legislation in the United States prohibits all packages that measure more than 6 feet in length and width combined. Special postage stamps have been provided in denominations from 1 cent to \$1.

A parcel on which the postage is fully prepaid may be insured against loss in an amount equivalent to its actual value, but not to exceed \$50 on payment of a fee of 10 cents in parcel post stamps, such stamps to be affixed.

There are, of course, a great many details in connection with the operation of the system about which it is not necessary to go into here. The above represents concisely what it is. If the system remained as it is, the retailer would probably not find it very disastrous to his business, but already there is an agitation, presumably from the mail order houses, to eliminate the zone plan and to have substituted the flat rate method of parcel assessment. As it is at present the system may be found to be top heavy. That is what the United States trade have to fear. It is quite possible that later on the flat rate plan will be the system in vogue. The tendency would be the same in Canada and that is why the Canadian trade should oppose Parcel Post in any form.

### TAKE A LESSON FROM THE HEN.

Mr. Merchant, take a lesson

From the ordinary hen;

How she loudly advertises

Her great usefulness to men.

Lays an egg, then tells about it—

Lets the world know what she's done;

She's not like the lazy rooster,

Crowing at the rising sun.

When you've done a thing that's worthy,

When you've got something to sell—

Why, just emulate Old Dorking,

Advertise, and do it well.

—Advertising World.

Winnipeg, Jan. 23.—(Special)—Many years ago, tea and sugar were regarded as luxuries. Then there came a time when these were staple articles on every workingman's table, and when to tax tea was considered dangerous in the extreme. It has not taken the passage of years, however, to change every luxury into what is practically a necessity. One of the instances of this which will be most apparent to the grocer relates to Olives and Olive Oil.

The taste for Olives, some claim, has to be acquired. Many a hostess has remarked to her visitor—"if you eat seven of them you will like them." If, indeed, the taste is one which needs cultivation, then there are a great multitude of persistent people in this Canada of ours, for not a well appointed grocery store is without its shelf or show-case of this line.

#### Olives Have Medicinal Qualities.

But while this demand has grown so quickly, it appears that there are yet possibilities which many grocers have not grasped. Olives have been selling as a relish, but Olives as a medicine, many have not yet pushed as they might.

This is an age of prevention. An ounce of prevention it has been said, is worth a pound of cure, and never was this more acted upon, than to-day. There are doctors devoting themselves entirely to the prevention of disease, and not to its cure. There are preventive dentists—those who by regularly inspecting and treating their teeth, prevent decay. The fresh air fad—if fad this may properly be called—is the outcome of this desire for staving off sickness. Everything which tends to this end interests people, and there can be no denying that Olives and Olive Oil do achieve this object, as well as doing much to remedy troubles, which may have become more or less deeply rooted.

#### Value of The Table Olive.

The table Olive, according to W. Percy White, manager of one of W. H. Stone Co.'s Winnipeg stores, is being largely used by people who want to keep in what athletes term "goodshape." This is a fact which two or three years' experience has made very evident, and it is a fact which Mr. White has used to promote sales, and which he has brought to the attention of his clerks, so that they also may find an Olive buyer where

formerly there was none. Even more have Mr. White and his staff urged the sale of Olive Oil. This has been done without any too great aggressiveness, or without in any way seeming to pry into the private affairs of the customer. Perhaps an illustration might well be given—Mrs.—customer of the W. H. Stone Co. store for some years, came in to do some shopping a few weeks ago. Mr. White, though not waiting upon her, paused to have a short conversation, during which the woman remarked that she was not feeling in the best of health, being troubled with indigestion.

This was Mr. White's cue. He remarked that Mr. Stone had suffered in this respect for sometime, but had started using Olive Oil, and had as a result, entirely thrown off this trouble. But, said the lady, "I could not take Olive Oil, it would make me sick I know."

#### How the Argument Was Met.

Mr. White did not contradict her, but he did say that this is an opinion which very many people have at first, and which they find to be greatly exaggeration, if not entirely incorrect, when they once try the Oil. He said he personally had been using it, and had experienced no nausea at all. Then he suggested that the lady try a bottle, keeping at it for three or four days just to see if she would not get over any squeamishness which she might feel at first.

There is no great use in pursuing the story further. The sequel was that the woman bought a bottle of good Oil immediately, which she used, experiencing none of the unpleasant features she had rather dreaded. She also improved in health, and has been buying oil ever since, taking it regularly after every meal.

#### Sales Increased Four Times.

It seems that similar selling methods might be adopted in many another place—possibly also with many other lines of goods. This was simply a case where the manager realized the virtue which was in the article. He brought this virtue to the attention of his clerks, and they have been bringing it before customers, so that the sales have quadrupled in the last year.

Forbes & Nadeau, Montreal, have been appointed selling agents for Quebec province for "Criseo" and Ivory soap, two of the Proctor, Gamble & Co. products.



This display shows model of Ontario Parliament Buildings, the model being made out of a breakfast food. It appeared in Bruce & Sanderson's window, Parliament St., Toronto, and proved of splendid advertising value.

## Parliament Building Model on Display

Ontario Legislature Buildings Composed of Breakfast Food Shown in Window  
—Dealers Found It to be Splendid Publicity—Widespread Attention Attracted—Sold Other Goods—Advertising Value Considered Great.

The chief feature of the above window is the centre arrangement of a breakfast food in the form of the Parliament Buildings in Toronto. It appeared prior to Christmas in the window of Bruce & Sanderson on Parliament Street, Toronto.

F. C. Bruce, one of the members of the firm in speaking of the effect of the display stated it had a splendid influence. "The chief value," said Mr. Bruce, "lay in the fact that everybody stopped to see it. It was a splendid advertisement for the store and we are undoubtedly known better from having had this display."

### Setting and Publicity Displays.

Good displays, Mr. Bruce maintains, are divided into two classes—selling and publicity. In this case the breakfast food display in the shape of the Parliament Buildings belonged to the latter, although he is of the opinion that the effect it had on those who saw it has since sold, and will later sell more of that particular breakfast food from them than if it had not appeared in the window. In his estimation a display such as this lends a tone to the window which has the faculty of attracting everyone's attention. A direct selling display usually only attracts those who are interested in buying goods of the character shown.

The unique feature of this trim is, of course, the model of the Parliament Buildings. Everything was made from the breakfast food, and this fact was naturally the centre of attraction. While the window was being shown, it was usual in that district to hear the query, "Have you seen the Parliament Buildings in Bruce and Sanderson's window?" Those who hadn't made it a point to see them. Thus the location of this store was exactly fixed in everyone's mind, so the advertising value was great.

### Business For Other Lines.

On either side of this central display were shown Christmas goods, such as dried fruits, nuts, oranges, confectionery, etc., arranged attractively in circular form, by L. H. Sanderson, who looks after the windows. Mr. Bruce states that many of these were sold, and he attributes many sales to the drawing power of the central feature.

Judging from the success that many retailers have had in publicity windows in advertising the store, it would seem a good idea to use one of them every three or four months at least. Something novel, original and unique, while it may not at the time be as good a seller as a plain, attractive window, yet it gets everybody's attention, creates a favorable impression, and makes the store known out of its own district.



To ALEXANDER FERGUSON MACLAREN, president of Laurentia Milk Co., Toronto. He was born on Feb. 3, at Perth, Lanark County, Ontario, in 1854. Mr. MacLaren is also president of the Laurentia Milk Co. of Manitoba, of Saskatchewan, and of Alberta. He was the originator of MacLaren's cream cheese, and although not now connected actively with the MacLaren Imperial Cheese Co., still retains an interest in it.

### GROCERS LETTER BOX.

Editor Canadian Grocer.—Would you kindly advise men through your valuable paper, where we can purchase Pea Meal or Brose Meal, as it is sometimes called, or who the manufacturer is.

Thanking you in advance, I am,  
Very truly yours,

Russell, Ont.

SUBSCRIBER.

Editor's Note.—Canadian Cereal and Milling Co. manufacture this. Their address is Lumsden Building, Toronto.

## The CANADIAN GROCER

Established - - 1888

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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 Subscription: Canada, \$2.00; United States, \$2.50;  
 Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JAN. 31, 1913

## LOSSES IN STORAGE EGGS.

It looks like a foregone conclusion that many speculators in storage eggs are going to lose money. The market is indeed in a sickly condition from the standpoint of those wholesalers and retailers who have any quantity of eggs in stock. The fact that one year ago this week storage eggs in Montreal were 37 cents per dozen, while to-day they are 25, indicates to even the layman the extreme gravity of the situation. This difference of 12 cents per dozen is even more serious when it is taken into consideration that packers of eggs paid from 3 to 5 cents more than in 1911.

There were probably few more eggs packed in 1912 than in 1911, so that almost the whole trouble to the packers is attributed to the phenomenally mild weather of January. Instead of 15 to 30 degrees below zero as was customary a year ago in Ontario and Quebec, we have been enjoying Spring weather in mid-winter. The fact has been well demonstrated that the hen is a warm weather worker, as she has taken kindly to the brand of atmospheric conditions up to the present supplied us.

New laids have been coming in particularly rapid, as may be observed from the several declines since first of the year. In this week's market new laids in Montreal are quoted at around 33 cents. Year ago they were 10 and 11 cents a dozen higher, the difference being, of course, explained by the greater receipts.

The United States situation has also played an important part in "knocking the bottom out of the egg market." The storage stocks over there were particularly heavy last year, and with a big production of new laids prices fell. Although the West contracted heavily in Eastern Canadian eggs, it has found it more profitable to buy from United States markets, thus thrusting back the Eastern stock on the holders. Many of the latter were urged to sell them at any price, and as some did so the Eastern market suffered accordingly.

Still another feature has tended to affect the Canadian situation. Remembering the money made in eggs a year ago, several Canadians invaded the United States field last year and put down eggs in cold storage in United States cities with a view to bringing them on the market here at the proper time. Many have been brought on, but a great many are still in storage in the United States.

These various conditions have combined to place egg holders in an uncomfortable position, and no doubt there will be many resolutions made as to the course to be pursued to prevent similar occurrences another year. One of these will probably be the placing of a limit on prices paid for eggs for storage purposes. Last year the farmer was the man who made the money. It was easy for him, as there was keen competition among buyers. Extremely cold weather would help the situation, but could scarcely relieve the difficulties in getting out at a profit.

## OUR TRADE WITH THE UNITED STATES.

Canada is not yet a large exporter of manufactures, but so far as we have developed that trade the United States is our best single customer. In fact she takes nearly forty per cent. of our total export of manufactured goods.

In 1911-12 we sold to the world manufactures valued a \$35,000,000, of which the United States took nearly \$14,000,000. On the other hand, this is a small portion of her imports of manufactures, which reach about \$600,000,000. Moreover, we are purchasers of manufactures from the United States to many times our sales of that class of goods to her. We bought in 1911-12, \$342,000,000 worth of goods from the States.

The chief item of manufactures which we export to our southern neighbors is closely related to raw materials. It consists of pulp and paper and amounts in the total to six millions and a half.

## EXTENT OF FROST DAMAGE.

When the news was first sent out that frost had wrought heavy damage to the citrus crops in California, daily newspapers had the report that \$40,000,000 loss had been incurred. That week The Grocer pointed out that this was probably greatly exaggerated—as most daily paper reports on such occurrences are—and so it has turned out to be. The loss is now down to between \$15,000,000 and \$20,000,000, but even that is extensive and means that good quality California oranges will come high this year, and so will lemons. As a matter of fact, an entirely normal citrus crop of the state is only about \$50,000,000 and a \$40,000,000 loss would have meant practically everything.

Two things helped greatly in keeping down the loss. One was due to nature and the other to man. For almost a week after the frost, rain fell and the weather remained cool, thus drawing out the frost gradually and saving much fruit that would have been total loss had a hot sun succeeded the cold weather.

The other aid was the use of smudges that were kept burning among the groves on the night in question. These smudges are pots of burning crude oil. They are placed in rows between the citrus trees to artificially keep the temperature above freezing. A number of the big interests were apprised of the coming of the cold wave by observatories and were prepared. One large growing concern had brought in 150 carloads of this crude oil and distributed it where it was thought it would do the greatest good.

Reports are now coming in to the effect that the fruit is turning out much better than has been anticipated. Some who at first thought their entire crops were lost, believe that at least 33-1-3 per cent. will be marketable and others that even 50 per cent. may have been saved. Much fruit inside the foliage has been found to be unharmed.

## THE CANADIAN GROCER

But while these later reports are encouraging, the damage, as above intimated, has been great and will mean that really good stock of California oranges and lemons will be dear this year.

### BETTER SMOKED FISH.

There is a decided improvement in the quality of the fish offered for sale on the local market, and attention was directed to it again this week by the Montreal trade. This is the direct result of the improved methods adopted by the Nova Scotia and New Brunswick fisheries, a description of which was given in a special article last week.

By using steam trawlers instead of sailing trawlers, and the Government assistance in the matter of transportation, fish are received in the various markets in a better condition than formerly. The quality of the smoked fish is also marked and is causing considerable favorable comment.

### CANADA'S COMMERCIAL EXPANSION.

That Canada is in the midst of a period of very rapid commercial expansion, is the opinion of The Financial Post of Canada.

In an article on the banking situation in the last issue, it states that it is a well-known fact that almost every factory in the country is working at capacity rate and not filling its orders. Under such conditions, it is pointed out, one of the dangers to be avoided is too rapid development. The tying up of too much capital in the form of fixed assets must be followed by a period of shortage of liquid funds, which puts a severe strain upon banking resources and so cramps every form of business.

In addition to this, The Post says, there is the possibility of supply outrunning demand and a resulting slump in prices. In older countries demand and supply do not vary much from year to year, but in Canada from year to year, we are finding great increase in both sides. The problem is to keep them balanced. Development of a legitimate character is proceeding in Canada, and so long as this is accompanied by a steady influx of immigrants there is but a very remote prospect of supply outrunning demand.

### SYSTEM NEEDED IN FILING ORDERS.

How simple it is to make mistakes without system! Witness this case where a customer's goods weren't sent out with the delivery man because of want of method in filing orders.

The order was given in the morning, the customer calling personally on her way downtown. It was to have been filled and sent to her home any time that day. Night came and no goods had arrived. The order included grape fruit, which was on the bill of fare for breakfast next morning and which was particularly required. This necessitated another trip to the store after the closing hour, but as the proprietor resided above he was easily interviewed.

The paper on which the order was written had, according to the dealer, been placed on the keys of the cash register, from which it found its way to the floor. It was discovered partly under a wire floor mat and considerably "the worse for wear." This was the explanation of the failure to deliver the goods. It demonstrates to what degree carelessness can be carried. If a gust of wind can frustrate the delivery of goods, there is something radically wrong.

This story is no mere hearsay. It actually happened in a large Canadian city, not in any out-of-the-way-place. No one could blame a customer for transferring her account in such a case, and if carelessness frequently resulted similarly, she would be entirely justified. A plain pin file at a cost of five or ten cents would have prevented this particular error, and the majority of other errors could also be checked by some little systematic device.

### EDITORIAL NOTES.

The thorough business man knows where he is at.

• • •

Marmalade time is here again; the bitter oranges have come.

• • •

Sugar has again gone down. This market should be carefully watched.

• • •

Not too late yet to take an inventory. February first is as good a time as any.

• • •

With a month at least of cold weather in sight, cold weather lines should be aggressively sold.

• • •

Eggs are no longer the highly prized nuggets of a year ago. They are now despised and rejected.

• • •

"Weigh, count or measure everything you buy," seems to be a mighty good motto for the grocery store.

• • •

The clerk with ambition and enthusiasm is of real value to his employer. The other kind is only a drawback.

• • •

Lenten season begins on Wednesday next and continues for 40 days. This means six weeks of splendid demand for fish.

• • •

Now we enter the shortest month of the year. February, however, should not therefore be despised from a business standpoint.

• • •

Absence of snow is liable to seriously affect fall wheat crops this winter. We shall probably have to pay up for the mild weather this month later on.

• • •

Board of Trade of Saskatoon, Sask., are moving to have coppers introduced into the currency of that city. Cent gum slot machines would be a natural sequence.

• • •

The zone system of parcel post is explained elsewhere in this issue. Every dealer should read the article, as our own postal authorities may thrust something similar upon us.

• • •

One "advantage" secured from receiving eggs by parcel post in the United States, is that they are frequently arriving already "scrambled." But a disadvantage is that if the recipient should want a boiled egg for breakfast he must take it scrambled.

# The Operation of Co-operative Delivery

Merchants in Galt and St. Mary's, Ont., Deliver by This Method and Have Given The Grocer Their Experiences—In St. Mary's all the Merchants are in it and Find it Works Out Pretty Well—Claim Cost of Delivery is Out Considerably—Galt Man Changing to Motor System.

## EIGHT YEARS IN ST. MARY'S.

By F. W. Hutton, St. Mary's, Ont.

In St. Mary's we have a co-operative delivery system which has been in operation about 8 years. There are eight grocers, three drygoods men, three shoe stores, and one liquor store in it. The system is not owned by the merchants, but by a young man who used to be in the grocery business here.

The method of payment is as follows: The grocers and the drygoods men pay so much per week. One of the shoe stores pays so much per week and two five cents per parcel. The liquor store also pays by the week.

Personally, I like the scheme well and would be sorry to have to go back to the old system. It would be reactionary to do so. Our customers like it, too, but of course we have some complaints. The owner gives four deliveries each day, and it stands as a fact that no private system could give four deliveries each day in each of four wards and five deliveries on Saturdays and days before holidays, at a reasonable cost.

We could not deliver privately for the money we pay for our general delivery, but the amount of worry and annoyance saved is worth considerable even if we had to pay out a little more. Of course, every grocer in this town is in it, so a customer cannot improve her delivery by going elsewhere.

## SUBSTITUTES MOTOR DELIVERY.

By A. C. McCauley, Galt, Ont.

Just at present, I am in the general delivery system in vogue in Galt and have been for the past year and a half. There are about seven merchants altogether in the system.

From my experience I find it to work fairly good at times, but decidedly poor at others. In the latter case goods sometimes get mixed up and orders have been delayed. I do not think it lessens cost of delivery as I believe I have lost business that I should not have lost with my own system. I have no doubt, however, that it could be made to give satisfaction with careful attention and good management.

I am changing at the end of the month and am putting in a motor delivery after having carefully considered the cost of maintenance from various sources.

## INFORMATION WANTED ON DELIVERY QUESTION

*In last week's issue of The Grocer, Henry Johnson, Jr., dealt with the remarks of a retailer who stated that the grocers in his town had a co-operative delivery system, intimating that it was a good idea. Mr. Johnson, however, was somewhat skeptical, and related an instance where dealers had once got together in the matter of delivery and practically ruined their trade. The few who had remained out of the delivery agreement had won the trade of the town.*

*In view of this controversy, The Grocer took the question up with dealers in two Ontario towns, St. Mary's and Galt, where co-operative delivery is in force and received the replies published on this page. In the former town the system has been in operation for some 7 or 8 years, and from the remarks of the grocers there has evidently been highly successful. Probably this is because practically every merchant in the town is in it. In Galt, there are some differences of opinion as to the success attending its operation, but apparently it is not on such a systematic basis as that in St. Mary's.*

*If a general delivery system is in vogue in any other Canadian town or city, this paper would appreciate hearing from readers describing it, telling how long it has been in effect, and how successful or otherwise it is working out. It will be noticed that Mr Laird of Galt would appreciate knowing a private system that is working out well. Any information in this regard would be appreciated.*

## SYSTEM LESSENS COST.

By Dickson's, Limited, St. Mary's.

The general delivery system has been in operation here for a number of years. We are using it as are all the grocers, drygoods men and druggists. We find

it lessens the cost of delivery very much. Some complaints are heard from customers and if the business was better handled they would like it better.

## COST LOWERED A THIRD.

By Mayor W. R. Butcher, St. Mary's.

Every merchant in this town is in the co-operative delivery system. It has been established now for 8 or 9 years. Our customers like it fine, but of course one will have complaints if he has his own delivery, and our system here is no exception.

So far as lessening the cost of delivery is concerned, I would say it easily cuts it down a third. I would not change on any account and I do not think the other merchants would either.

## SOME INFORMATION REQUESTED.

By John H. Laird, Galt.

As I am not in the general delivery system here, I cannot say just how it works out. There are four grocers and a number of drygoods men having their goods delivered by the one party, but from what I have heard casually, it is not an unqualified success.

My delivery end of my business gives me considerable trouble and if you can furnish me with the address of any one who has a system which would be of practical use to me, I would appreciate it.

## CUSTOMERS LIKE SYSTEM.

By J. P. Rogers & Co., St. Mary's.

Our general delivery system has been established here for some eight years with every merchant in it.

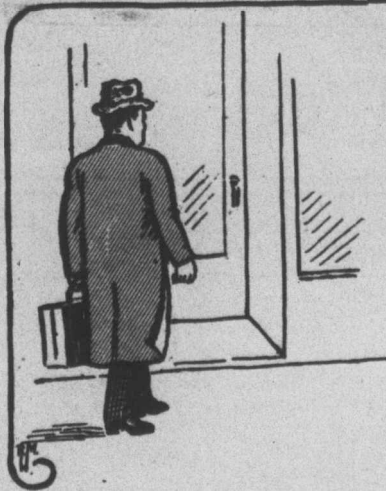
So far as our experience goes our customers like it splendidly and it lessens the cost of delivering goods.

## MUCH BETTER SERVICE.

By J. M. Adam, St. Mary's.

Every merchant in town is in the co-operative delivery system, which has been established for a good many years. We like the system fine, and so do our customers. We would not want to return to the old method at all.

The general delivery, we find, lessens cost of delivery very much, and we get a much better service.



# The Observations of a Traveler

The Store That Contains Numerous Small Leaks Contrasted With the One Where Scientific Knowledge and Labor Saving Devices Are Employed.

By C. L. Hastings.

On his daily rounds a traveler sees many instances and circumstances that combine to defeat the merchant who allows such things to pass unchallenged. He sees, too, many stores where cleanliness, neatness, service and salesmanship combine to promote the best interests of merchants. These, no doubt, will prove profitable to Grocer readers.

In one corner grocery, where darkness and gloom seemed to pervade the entire establishment, even to the clerks, I saw one clerk listlessly removing from a shelf six packages of icing powder that had been totally destroyed by rodents. They must have lain there for many months, and doubtless would not have been removed then if the clerk had not been engaged in stocktaking. The merchant here complained bitterly about the keenness of competition and berated trade conditions generally. True, his store did not show a very prosperous condition. I inquired if he took *The Grocer*, and he replied that he didn't now and hadn't for a couple of years. I asked how he got his market reports. "From the travelers," he replied (and note this part of his answer) "who sell me my goods." From the looks of this store these travelers were evidently getting this merchant's profit. The place generally was unkempt and the goods were displayed in a haphazard way. Even in wrapping up the goods care was not exercised. For instance, a woman came in for two loaves of bread. These were wrapped in newspaper and the ends left open.

## The Old Bookkeeping System.

Another store on another street where better conditions prevailed, but which also showed many leaks, attracted my attention. The store was very tidy and neat, and the merchant here did not complain about competition, and rather seemed to think he was getting his share of the trade. But he was using the old-fashioned pass book, and he had to write out every charge twice. It took him four minutes to make the entries

for a 14c charge. Practically one man's time was necessary to do this work in this store. Then think what an item it meant at the end of every month. The old sliding beam scales were in use, with the consequent loss in weight, which would amount to a very imposing sum in a year's time. The old cash drawer was still in evidence, with six clerks making change from it. What a temptation to the poorly-paid clerk, and what a source of daily loss!

But this is only one side of the story of this store. When you entered the proprietor welcomed you, and you couldn't help but notice the neat and tidy arrangement. The clerk that waited on you was very polite and served you in a nice way and with all possible speed, although at times he wasted considerable energy and time in covering the same ground twice. After the purchases were made the door was politely opened and you were invited to come again. To an experienced eye the inconsistency would be quite ludicrous, and would eventually prove disastrous to this dealer.

## Sweeping at 11 a.m.

In another store the goods for delivery were piled up in a heap on the main floor and a clerk was sweeping at 11 a.m. The dust and dirt were being pushed directly at this pile of goods, and were swept up against one of the boxes and left there. There were four customers in the store, and more than one of these stood waiting for over ten minutes while the proprietors discussed the merits of several calendars with a salesman. One customer left the store during this time.

## Store With Labor-saving Devices.

What a pleasing contrast was the visit to the next store, where the proprietor emphatically stated that the best ad. he had was the cleanliness of his premises. Surely anyone who had followed up my travels would mentally resolve that this would be the store where he would buy his groceries. Here the grocer and two clerks were just as busy as bees, and were selling more goods than the man with six clerks. Here one saw duplicating sales slips, continuous account system, silent salesmen, show cases, price cards, cash register, and modern bin and display arrangements and devices. Labor-saving devices were

seen everywhere, and the number of customers who were served by this merchant in the hour and a half were greater than that in all the other stores called on that day. The dealer said that his biggest difficulty was in keeping up with the demand, and that he did not feel the competition of the dozen stores which were within a block of his establishment.

## The Asset of Cleanliness.

Cleanliness is the best advertisement a store could possibly have, but to gain the greatest success and to realize the biggest profit the grocer must be consistent and make every move count. By making time studies of every operation and charting them many surprising things will come to light, and the merchant will find many leaks that he never dreamed existed.



The question of short weight in buying goods is one to which attention has already been called, but one of *The Grocer's* readers, a Niagara Falls Centre, Ont., retailer, gives another splendid instance of why all goods should be weighed on receipt at the store. He writes as follows:—

"Allow me to introduce one of the many 'leaks' in the grocery business. This is, buying macaroni in bulk. I called up a jobber on the phone recently to order a few things, and I asked him for a box of macaroni in bulk. He told me he had 25 lb. boxes at \$1.35, so I took one. On receiving this macaroni, weighed the box, something I never did before. It weighed 22 lbs., leaving about 20 lbs. of macaroni at \$1.35. I always sold this at 10c, or 3 lbs. for 25c, but now I found it cost about 7c per lb., which means that it should sell for 10c lb. straight.

"I have sold this macaroni for two years, thinking I was making a margin on 3 lbs. for 25c, but I have found out different."

Similar instances from others in the trade will be appreciated.



# Current News of the Week

## Quebec and Maritime Provinces.

Verville & Frere, grocers, Montreal, have registered.

Knodell & DeBow, wholesale fruits, St. John, N.B., have dissolved partnership.

C. O. Genest & Fils, Limited, wholesale grocers, Sherbrooke, Que., have obtained a charter.

The D. Hatton and Co., Montreal, are planning to renovate their present premises on Bonsecours street as soon as the Lenten season is over. A modern refrigerator plant will be installed with two refrigerating engines. The improvements will cost in the neighborhood of \$40,000.

The directors of the Oceanic Oyster Co., Limited, recently incorporated in Canada, to deal as wholesalers in oysters both in bulk and in glass jars, are Dr. George S. Convers, New Haven, Conn.; Franklin L. Homan, New Haven, Conn.; John O. Johnson, Joseph A. Mercier, and Albert B. Dibble, now of Montreal. The president and manager is John O. Johnson, Joseph Mercier being vice-president, and Albert B. Dibble, secretary-treasurer.

## Ontario.

Wm. R. Butcher, a St. Mary's, Ont., grocer, has been elected mayor of that town.

J. J. McCabe, fruit broker, Toronto, is in the Southern States on a couple of weeks' trip.

The grocery business of the late Geo. Bullock, Lakesfield, Ont., will be carried on by Mrs. Bullock, at the old stand.

Arthur G. Stanway, son of the late Geo. Stanway, grocery broker, Toronto, is carrying on the business under the old store name of Geo Stanway & Co.

J. N. Joseph, representing John Moir & Sons, Ltd., London, E.C., England, has been in Toronto some time calling on the trade. He left on Thursday for Montreal.

Percy F. Millman, formerly with W. H. Millman & Sons, has joined Donkin & Co., grocery brokers, Vancouver, B.C. Mr. Millman recently joined the ranks of the benedicts.

Charles Walter, Hamilton, Ont., has been awarded a prize of \$100 in gold by the Horton Cato Mfg. Co., Detroit, at the annual meeting of their salesmen, for having sold the greatest amount of Salad Dressing of any of their travelers. Mr. Walter covers both Eastern and Western Canada.

A branch of the Retail Merchants Association of Canada was formed in Belleville, Ont., with the following officers: President, D. V. Sinclair; First Vice-President, H. E. Fairfield; Second Vice-President, Fred. B. Smith; Secretary, C. B. Seantlebury; Treasurer, E. G. Frederick. The Dominion Secretary, E. M. Trowern, of Toronto, delivered an address on the work of the association.

F. C. Higgins, F. L. Giles, F. Spooner and E. C. Matthews, four Toronto grocers from the Retail Merchants' Association, with Secretary E. M. Trowern, went before the Property Committee of the Toronto Council on Tuesday to express their opinions re the opening of more farmers' markets. They opposed the scheme, Mr. Higgins declaring that the retailer is blamed by the press unfairly for the high cost of living. "There is no class in the community," he said, "performing a better service to the public than the retailer, and none poorer paid. The retailer is not robbing. He is performing a public service at a small cost."

C. H. Crysdale & Son, grocers, Oshawa, Ont., have disposed of their grocery and crockery business to E. Lick, who will sell off the stock and remodel the building to be used as an up-town office for the C.P.R.. Mr. Crysdale, Sr., came from Northport, Prince Edward County in June, 1877, and started in the fruit and confectionery business in Oshawa. He carried that on for 2 years until the business grew so large that he had to acquire larger premises. He then bought a building on Simcoe St., adding groceries and crockery to his stock. Eight years ago he took his son into the business. Apart from the crockery and grocery business they handled a large quantity of fruit, fish and flowers. Mr. C. H. Crysdale is a Justice of the Peace, and is now acting as police magistrate.

## Western Canada.

J. Paterson, grocer, Winnipeg, sustained loss by fire recently.

Estate of Jean P. Ledger, grocer, Saskatoon, Sask., has been sold to H. Ross.

John McMillan, general merchant, Minnedosa, Man., is succeeded by Le Page Bros.

The Yorkton Supply Co., general merchants, Yorkton, Sask., have sold to W. D. Dunlop.

Wood & Green, grocers, Calgary, Alta., have dissolved partnership, G. I. Wood continuing alone.

The Dilke Trading Co., general merchants, Dilke, Sask., are succeeded by Hagedon & Beemer.

The National Railway Association is considering the opening of a co-operative store in Winnipeg. The usual statements are made by the promoters that it will reduce the cost of living some 15 per cent.

The Vancouver, B.C., Retail Grocers' Association will hold its annual convention on Monday and Tuesday, February 24 and 25, during the pure food and industrial exhibition arranged to be held by the association from February 17 to March 1. In a general letter Thomas Connor, secretary to the association, requests that all grocers living within a radius of 100 miles of Vancouver, whether belonging to the association or not, avail themselves of the opportunity to attend the exhibition which, it is claimed, will be unique in this part of the country. Providing the merchants attend one hundred strong from outlying points, the railway companies will make the concession of allowing a single fare ticket good for the return journey. Referring to the desirability of all grocers taking a practical interest both in the convention and the exhibition and the need "in their own benefit and the trade in attending, Mr. Connor says: "It should not be difficult for one hundred to attend when we consider that upwards of thirty grocers can be expected from our neighboring city, New Westminster, and possibly thirty additional from the city of Victoria and other Vancouver Island towns."

## CALENDARS FOR 1913.

The Canadian Tungsten Lamp Co., Hamilton, Ont., have issued a striking 1913 calendar. The illustration is that of a woman shading one eye with her left hand and holding up an electric light bulb with the other. The calendar is lithographed in shades of blue and red, and is of large size.

A large informative calendar has been issued from the office of the Commissioner of the Winnipeg Industrial Bureau. Several half-tone cuts in oval shapes are used to show the character of the buildings, the streets, crowds at celebrations, etc., all of which are quite interesting. Winnipeg's growth is also depicted by several forceful illustrations.

# Another Decline in the Price of Sugar

Ten Cents a Hundred Taken off Prices to the Trade—Now at \$4.50 on Montreal Basis—Weak Situation in Raw Market Principal Cause — Rangoon Rice and Tapioca Down—Patna Rice Firmer—Syrups Selling Freely.

## QUEBEC MARKETS.

### POINTERS,—

Sugar—Declined 10c.  
Teas—Low grades firmer.  
Syrups and molasses—Weak.  
Rice—Decline of 20c in Rangoons.

Montreal, Jan. 30.—There is a nice volume of business passing and the houses here are busy. There are rumors of still lower prices on sugars, and syrups and the situation seems to be the main topic of interest in the trading here.

**SUGAR.**—As predicted last week sugar declined 10c on Monday, and there is still an uncertain tone to the market with further declines freely predicted. When the price of raw sugar went down some time ago, refined sugar did not follow, and in face of the enormous sugar crop of this year which is about 3,000,000 or 4,000,000 pounds greater than the world's crop of last year, the prices could not be maintained and it is predicted that sugar will even drop further. It should decline, say some, to be on a par with the present raw sugar prices.

The world's crop this year is said to be a record breaker and while the consumption has materially increased it will not be sufficient to take care of the surplus and hence it seems probable just now that sugar will be cheaper when the farmers begin to liquidate their crops. There is a downward tendency to the market and prices seem to seek a lower level. Stocks in jobbers' and dealer's hands are light as buying is limited with such uncertain conditions prevailing.

Granulated, bags	4 80
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 25
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 45
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 25
Crystal diamonds, bbis.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbis.	4 85
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbis.	4 85
Powdered, 50-lb. boxes	4 90
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 20
Bbis. granulated and yellow may be had at 5c above bag prices.	

**SYRUP AND MOLASSES.**—In sympathy with the sugar market, syrups and molasses are easier, but no price changes are announced. The corn crop is also a bumper one and the tendency is downward. New molasses are being offered 30c lower with the opening of navigation and syrups will most likely follow suit. Trading is quiet.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 40	0 42
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 26
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbis.	0 65	0 65
Corn syrups, half-barrels	0 65	0 65
Corn syrups, quarter-barrels	0 65	0 65
Corn syrups, 35-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 43	2 43
Cases, 5-lb. tins, 1 doz. per case	2 75	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 65	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60	2 60

**DRIED FRUITS.**—Dried fruits are not very active, but considering the season the volume of trade in this line is satisfactory. Prices are unchanged and conditions are about the same as last week.

Evaporated apricots	0 14	0 14
Evaporated apples	0 07	0 07
Evaporated peaches	0 09	0 09
Evaporated pears	0 12	0 12
Currants, fine filigras, per lb., cleaned	0 08	0 08
Currants, 1-lb. pails, fine filigras, cleaned	0 08	0 08
Currants, Petras, per lb.	0 09	0 09
Currants, Vestizas, per lb.	0 08	0 08
Dates, 1-lb. packages	0 07	0 07
Dates, Hallowee, loose	0 05	0 05
Figs, 3 crown	0 11	0 11
Figs, 4 crown	0 08	0 08
Figs, 5 crown	0 11	0 11
Figs, 6 crown	0 12	0 12
Figs, 7 crown	0 13	0 13
Figs, 9 crown	0 14	0 14
Condensed figs, about 35-lb. mats	1 30	1 30
Glove boxes, 16-oz., per box	0 10	0 11
Glove boxes, 18-oz., per box	0 07	0 08

<b>Prunes—</b>		
25-30	0 12	0 12
30-40	0 11	0 11
40-50	0 09	0 09
50-60	0 08	0 08
60-70	0 08	0 08
70-80	0 07	0 07
80-90	0 07	0 07
90-100	0 06	0 06
Bosnia prunes	0 07	0 08
<b>Raisins—</b>		
Choice seeded raisins	0 07	0 07
Choice fancy seeded, 1-lb. pkgs.	0 08	0 08
Choice loose muscatela, 3-crown, per lb.	0 08	0 08
Choice loose muscatela, 4-crown, per lb.	0 08	0 08
Seedless, new, in packages	0 07	0 07
Select raisins, 7-lb. box, per lb.	0 07	0 07
Sultana raisins, loose, per lb.	0 11	0 11
Sultana raisins, 1-lb. cartons	0 12	0 12
Malaga table raisins, clusters, per box	0 75	0 75
Malaga table raisins, clusters, per 1/4 box	0 75	1 00
Valencia, fine, off stalk, per lb.	0 08	0 08
Valencia, select, per lb.	0 08	0 08
Valencia, 4-crown layers, per lb.	0 08	0 08

**TEA.**—Ceylons are not as plentiful as last year and prices are stiff. In fact all grades are stiffer than last week and the low grades are advancing. Prices have not been changed as yet, but there is a firm tone to the market.

<b>Japanes—</b>		
Choice	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 18	0 20
Yamashino	0 75	1 00
<b>Ceylon—</b>		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
<b>India—</b>		
Pekoe Souchongs	0 19	0 30
<b>Carlin Greens—</b>		
Young Hysons	0 20	0 25
Hyson	0 19	0 22
Gunpowders	0 19	0 22
<b>China Greens—</b>		
Pingsuey gunpowder, low grade	0 14	0 16
Pingsuey gunpowder, pea leaf	0 20	0 20
Pingsuey gunpowder, pluhed	0 20	0 20

**COFFEE.**—There is nothing of importance to report in the coffee situation this week. Prices remain the same as

last week, and trading is fair, with a firm tone to the market.

Mocha	0 28	0 29
Rio	0 21	0 22
Mexican	0 25	0 25
Santos	0 24	0 25
Maracalbo	0 24	0 27

**SPICE.**—Cloves remain very firm. In fact there is a decidedly strong tone to the spice market with a good amount of business passing.

Allspice	0 13	0 13
Cinnamon, whole	0 16	0 16
Cinnamon, ground	0 15	0 15
Batavia cinnamon	0 25	0 25
Cloves, whole	0 25	0 25
Cloves, ground	0 23	0 23
Cream of tartar	0 25	0 25
Cloves, whole	0 30	0 35
Ginger, Cochon	0 17	0 20
Mace	0 15	0 15
Nutmeg	0 25	0 25
Peppers, black	0 16	0 18
Peppers, white	0 27	0 30
Pimento	0 10	0 11

**RICE.**—The ample supplies of rice have caused the prices to decline considerably. Rangoons have dropped 20c per bag, while Patnas have advanced in some grades and declined in others. New crops are heavy and are quoted 15c lower than prices quoted here for delivery on April 15th.

<b>Rangoons—</b>		
Rice, grade B, bags 250 lbs.	3 65	3 65
Rice, grade B, bags 100 lbs.	3 65	3 65
Rice, grade B, bags 50 lbs.	3 65	3 65
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 85	3 85
Rice, grade B, pockets 25 lbs.	3 75	3 75
Rice, grade C.C., bags 250 lbs.	3 55	3 55
Rice, grade C.C., bags 100 lbs.	3 55	3 55
Rice, grade C.C., bags 50 lbs.	3 65	3 65
Rice, grade C.C., pockets 25 lbs.	3 65	3 65
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 75	3 75
Patna, polished	4 60	4 60
Pearl	4 85	4 85
Sparle	5 40	5 40
Crystal	5 35	5 35
Snow	5 60	5 60
Imperial Glace	5 20	5 20
Ice Dips	5 65	5 65
<b>Carolina Rice</b>		
Brown Sago, lb.	0 66	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

**NUTS.**—There is no change whatever. Trading is dull and prices the same as last week.

<b>In shell—</b>		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	0 13	0 13
Filberts, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenoble, per lb.	0 16	0 17
Walnuts, Marbois, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13	0 15
<b>Shelled—</b>		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37
Almonds, 2 crown selected, per lb.	0 31	0 33
Almonds (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
<b>Peanuts—</b>		
<b>American—</b>		
Japanese roasted	0 08	0 08
Coon, roasted	0 06	0 06
Diamond G, roasted	0 09	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 13	0 12
Virginia No. 1	0 13	0 15
<b>Pecans, jumbo</b>		
Pistachios, per lb.	0 18	0 19
<b>Walnuts—</b>		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

**BEANS.**—There is little doing in beans with prices a trifle lower.

<b>Beans—</b>		
Imported Vienna brown beans, bush	2 75	2 75
Yellow beans, bushel	3 00	3 00
Ontario, 3 lb. pickers	2 60	2 60
Green peas	2 75	2 75
White peas	2 80	2 80

THE CANADIAN GROCER

ONTARIO MARKETS.

POINTERS,—

Sugar—Decline of 10 cents.  
Maple syrup—Moving well.  
Rice—Decline in Rangoon.  
Tapioca—Medium Pearl lower.  
Toronto, Jan. 30.—The feature of the past week was decline in sugar of 10 cents, which occurred on Monday afternoon. This makes total decline of 25 cents per cwt. during January.

Business from the wholesalers standpoint is not extra brisk and will not be till March, but the usual good mid-winter trade is passing particularly in such lines as syrups, soups, beans, cocoa, neat extracts, etc. Collections are fair.

SUGAR.—It was intimated in last weeks' issue that sugar was somewhat weak. Since then a decline of 10 cents has occurred, bringing local quotation for standard down to \$4.60. A year ago the price was \$5.45 or a difference of 85 cents per hundred. The future of this market is of course uncertain. Considering the growing crop apart from everything else it is rather weak. Cuba expects a big yield and crop making there is progressing rapidly under favorable conditions. There is a belief, however, among some quarters that raws have pretty nearly reached rock bottom price. Be that as it may none entertain the belief that there will be any advance, so that buying from hand to month is order of the day. Just what will be done with the United States sugar tariff is in the minds of many and there is speculation too re exact character of the Reciprocity agreement with the West Indies with regard to sugar.

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

SYRUPS AND MOLASSES.—Shrove Tuesday comes this year on February 11. That means 'pancake' Tuesday and therefore that maple syrup will be a big factor in sales first couple of weeks of the month. One wholesale firm reports receiving ear of maple syrup this week and it is now being distributed. Sales are splendid too for corn and cane syrups as well as molasses.

Syrups—	Per case.
1 lb. tin, 2 doz. in case	2 40
5 lb. tin, 1 doz. in case	2 75
10 lb. tin, 1/2 doz. in case	2 45
20 lb. tin, 1/4 doz. in case	2 40
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 03 1/2
Pails, 35 1/2 lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 galn., 12 to case	5 40

1/4 galn., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
1/2 gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	0 28
West Indies, half barrels	0 30
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 40 0 40

DRIED FRUITS.—This market is quiet, more particularly this winter on account of abundant supply of apples. Everybody seems to be well stocked up with prunes and they are not moving as rapidly as desired. There are few, if any, Bosnia prunes on this market on account of cheapness of California stock, while last year considerable were handled. Bosnia prunes are too required in the war zone.

Hallowee dates are shade easier. Wholesalers are receiving a few sorting up orders but no large ones for dried fruits.

Prunes—		
30 to 40, in 25-lb. boxes	0 12 1/2	0 13 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 09	0 10 1/2
60 to 70, in 25-lb. boxes	0 08	0 09 1/2
70 to 80, in 25-lb. boxes	0 07 1/2	0 08 1/2
80 to 90, in 25-lb. boxes	0 07	0 08
90 to 100, in 25-lb. boxes	0 07 1/2	0 08 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		
Apricots—		
Standard, 25-lb. boxes	0 13	
Choice, 25-lb. boxes	0 16	
Peaches—		
Standard, 25-lb. boxes	0 10	
Choice, 25-lb. boxes	0 11	0 12 1/2
Candied Peels—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 16
Tapioca	0 04 1/2	0 04 1/2
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07 1/2
Currants—		
Fine Filigras, per lb.	0 07	
Choicest Amalas, per lb.	0 07 1/2	
Patras, per lb.	0 07 1/2	
Choice Vostizas	0 10	
Shade dried Vostizas	0 10 1/2	0 11
Cleaned, 1/4 cent more.		
Raisins—		
Sultans, choice	0 10	0 12
Sultans, 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's, full boxes	0 05	
Hallowee's, half boxes	0 05 1/2	
Fards, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Fards, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per plg.	0 06 1/2	0 07 1/2

TEA.—A cable received on Tuesday from London, Eng., reports market for good Ceylons up a little. Tea is firm and will remain so for good length of time at least.

COFFEE.—While coffee occasionally becomes a shade easier on primary markets, there can scarcely be anticipated anything permanent in this direction. The valorization people have the market well in hand and if anything advances should be the rule.

Rio, roasted	0 21	0 23
Green Rio	0 20	0 20
Santos, roasted	0 21	0 23
Maricathe, roasted	0 25	0 26
Regatas	0 27	0 28
Mocha, roasted	0 29	0 30
Java, roasted	0 28	0 29
Mexican	0 27	0 28
Gautemala	0 26	0 27
Jamaica	0 24	0 25
Chicoory	0 11	0 13

SPICES.—Spices are not moving very rapidly—just the usual between season

call being experienced. Clove situation as reported previously is on firm side.

	5 and 10 lb.	1/4 lb.	1/2 lb.
	Tins.	pkgs.	tins doz.
Allspice	14-17	60-0 70	70-0 80
Cassia	22-27	72-0 90	80-0 90
Cayenne pepper	23-33	72-0 90	90-1 15
Cloves	30-32	1 08-0 95	1 08
Cream tartar	25-26	90-0 00	
Curry powder	25-00		
Ginger	22-27	65-0 05	75-0 05
Mace	65-80		0-2 75
Nutmegs	25-30	90-0 00	1 00-2 60
Peppers, black	20-23	67-0 75	80-0 90
Peppers, white	25-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-0 05	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 2 cents per lb. below tins. Barrels 3 cents below tins.  
Mustard seed, per lb., in bulk 0 10 0 12  
Celery seed, per lb., in bulk 0 15 0 35  
Shredded cocanut, in pails 0 15 1/4 0 17 1/4  
Standard B., from mills, 600 lbs. or over, l.o.b. Montreal 3 75  
Rice, standard B., l.o.b., Toronto 3 85

RICE AND TAPIOCA.—Rangoon rice is lower this week a little, but Patnas have stiffened up 1/2 cent a pound. As hinted at last week the expected decline in medium pearl tapioca has occurred, some wholesalers shading their prices this week half a cent. Seed tapioca is down the same proportion.

	Per lb.	
Rangoon, per cwt.	3 70	4 00
Fancy rangoon	0 05	0 05 1/2
Patna	0 05	0 05 1/2
Japan	0 05	0 05
Java	0 05 1/2	0 07
Carolina	0 05	0 05
Sago, medium brown	0 05 1/2	0 06
Tapioca—		
Bullet, double goat	0 06	0 06 1/2
Medium, pearl	0 06	0 06 1/2
Flake	0 06	0 06
Seed	0 06	0 06 1/2

NUTS.—Apart from the usual trade in shelled nuts there is little of interest in this market.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16 1/2
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new	0 35	0 36
Chestnuts, Italian, large, lb.	0 15 1/2	0 15 1/2
Chestnuts, Canadian, peck	2 25	
Filberts	0 12	0 12 1/2
Hickory nuts, per lb.	0 07	
Pecans	0 10	0 10
Brails	0 15	0 16
Peanuts, roasted	0 10	0 12
Peanuts, green, extras	0 08 1/2	0 09 1/2
Peanuts, green, jumbo	0 10	

BEANS.—Canadian beans are still taking a back seat, giving way to Austrian which practically every wholesaler is handling. Some mean men hint that Canadian farmers have fairly good supplies of beans on hand and that many of these are of good quality. There is no doubt a large quantity of inferior stock.

Beans, Canadian—		
Prime beans, per bush	2 60	2 65
Austrian, medium, bush	3 75	
Austrian, hand picked, bush	3 00	

MANITOBA MARKET.

POINTERS,—

Sugar—Down 10 cents.  
Japan rice—1/2 cent per lb. advance.  
Evaporated apples—1/4 cent decline.

Winnipeg, Jan. 29.—(Corrected by Wire).—All travelers are now out on the road and wholesalers report orders coming along in good volume. The much colder weather of the last two weeks has on the whole stimulated trade especially in the city retailers business.

# THE CANADIAN GROCER

Prices in staple lines are steady, but important reductions are considered probable in the near future. Sugar in fact went down on Monday.

The proposal to establish a public produce market here seems likely to be realized and in this connection it is the intention of those behind the scheme to ask for legislation to prohibit hawking and peddling in the city.

**SUGARS.**—A further reduction in prices took place on Monday afternoon. The reduction was 10 cents which makes decline of 15 cents during January.

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

**SYRUPS.**—Maple syrup is generally a good seller during Lent and at the opening of the season is a good line to feature. Corn syrup is steady.

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

**DRIED FRUITS.**—Evaporated apples are announced as 1/4 cent per lb. cheaper. All lines of dried fruits are steady, but there is an opinion prevalent in certain quarters that prices as at present will not stand.

<b>Prunes—</b>		Per lb.
50-100s, 25s, s.p.....	0 05 1/2	
50-100s, 10s, s.p.....	0 05	
50-25s, s.p.....	0 06	
50-50s, 10s, s.p.....	0 05 1/2	
70-50s, 25s, s.p.....	0 05 1/2	
70-50s, 10s, s.p.....	0 07	
60-70s, 25s, s.p.....	0 05 1/2	
50-50s, 25s, s.p.....	0 07 1/2	
40-50s, 25s, s.p.....	0 05 1/2	
<b>Cooking Figs—</b>		
Choice boxes.....	0 07 1/2	
Half boxes.....	0 05 1/2	
Half bags.....	0 05 1/2	
<b>Valencia Raisins—</b>		
Fine, f.o.s., 25s, s.p., per box.....	2 75	
Fine, selected, 25s, s.p., per box.....	2 70	
4-crown layers, 25s, s.p., per box.....	2 45	
4-crown layers, 14s, s.p., per box.....	1 35	
4-crown layers, 7s, s.p., per box.....	0 75	
Ne plus ultra, 8s, s.p., per box.....	2 20	
<b>Sultanas—</b>		
California.....	0 09 1/2	0 09 1/2
Smyrnas.....	0 13	0 15
<b>Currants—</b>		
Dry clean, per lb.....	0 07 1/2	
Washed, per lb.....	0 07 1/2	
1-lb. package.....	0 05 1/2	
2-lb. package.....	0 17 1/2	

**COFFEES AND TEAS.**—Nothing new to report in teas and coffees here. Demand is quite up to average.

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

**BEANS.**—Beans are steady, but split peas are down 25 cents per sack. Pot barley is 20 cents cheaper. Market in all similar lines has an easier tone.

Beans, hand-picked, per bushel.....	2 95
Beans, 3 lb. pickers, per bushel.....	2 85
Split peas, sack, 56 lbs.....	4 00
Whole peas.....	2 90

## NEW BRUNSWICK MARKETS.

By Wire.

St. John, Jan. 29.—Markets have remained about same during past week. There is, however, a weaker tendency in

many commodities. Sugar of all grades have weaker to lower tendency. There is little buying going on. Large arrival of foreign beans has weakened market prices being cheaper and will steadily decline. Flour is weaker with slow demand and light stocks. Oatmeal is in better supply and is 25 cents lower. Cornmeal is easier with better supplies. Barrelled pork and beef are in demand on account of small sales to lumbermen this winter.

Bacon.....	\$ 15	\$ 15
Beans, hand picked, bushel.....	2 80	2 85
Beans, Austrian, bushel.....	2 65	2 75
Beans, yellow eye, bushel.....	3 10	3 15
Butter, dairy, per lb.....	0 32	0 36
Butter, creamery, per lb.....	0 28	0 30
Buckwheat, W., grey, bag.....	2 75	2 85
Cheese, new, lb.....	0 14 1/2	0 14 1/2
Currants, 1's, lb.....	0 07 1/2	0 08
<b>Canned Goods—</b>		
Beans, baked.....	1 30	1 35
Beans, string.....	1 02 1/2	1 02 1/2
Corn, doz.....	1 10	1 10
Peas, No. 4.....	1 40	1 40
Peas, No. 3.....	1 42 1/2	1 42 1/2
Peas, No. 2.....	1 45	1 45
Peas, No. 1.....	1 80	1 80
Peaches, 2's, doz.....	1 55	1 60
Peaches, 3's, doz.....	2 35	2 40
Raspberries, doz.....	2 20	2 20
Strawberries.....	2 20	2 20
Tomatoes.....	1 05	1 05
<b>Cornmeal, gran.....</b>	4 75	4 75
Cornmeal, bbls.....	2 35	2 35
Eggs, henery.....	0 50	0 50
Eggs, case.....	0 30	0 31
Flour, Manitoba.....	6 25	6 35
Flour, Ontario.....	5 65	5 70
Lard, compound, lb.....	0 10 1/2	0 11
Lard, pure, lb.....	0 14 1/2	0 15 1/2
Lemons, Messina, per box.....	3 50	4 00
Molasses, Barbados, fancy.....	0 38	0 39
Oatmeal, rolled.....	5 25	5 25
Oatmeal, std.....	5 80	5 80
Pork, domestic mess.....	24 00	24 00
Pork, American clear.....	25 00	27 00
Potatoes, barrel, new.....	1 80	2 25
Raisins, California, seeded.....	0 07 1/2	0 08 1/2
Rice, per lb.....	4 25	4 50
<b>Salmon, Case—</b>		
Red Spring.....	9 25	9 50
Cohoos.....	8 50	8 75
<b>Sugar—</b>		
Standard granulated.....	4 40	4 70
Austrian granulated.....	4 50	4 60
Bright yellow.....	4 40	4 50
No. 1 yellow.....	4 10	4 20
Paris lumps.....	5 50	5 70

## NOVA SCOTIA MARKETS.

By Wire.

Halifax, Jan. 29.—Business with the wholesale grocer is only fair, poor roads due to lack of snow interfering with trade. Sugar is down 10 cents, standard granulated being now \$4.70 and bright yellow \$4.50. There is an upward tendency to pork products.

## BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, B.C., Jan. 29.—Eggs are on the downward track here having dropped 20 cents per dozen during past fortnight. Butter supplies are limited. Dried fruits are on the firm side owing to the freeze in California. Lard took an easy turn recently dropping 3/4 of a cent.

Butter, creamery, per lb.....	0 33
Currants, Filiatras, per bushel.....	0 05 1/2
Currants, Vostizias, per lb.....	0 10
<b>Canned Goods—</b>	
Corn, 2's, per doz.....	1 20
Peas, 2's, per doz.....	1 47 1/2
Raspberries, 2's, per doz.....	2 37 1/2
Strawberries, 2's, per doz.....	2 37 1/2
Tomatoes, 2's.....	1 45
Cornmeal, per barrel.....	4 20
Eggs, per dozen.....	0 53
Flour, Manitoba best, per bbl.....	6 60
Oatmeal, std., per sack.....	1 30
Potatoes, local, ton.....	15 00
Potatoes, Ashcroft, ton.....	21 50
Raisins, Cal., fancy, per lb.....	0 06
Rice, Japan, per ton, No. 1.....	112 00
Rice, Japan, per ton, No. 2.....	90 00
Salmon, Sockeye, per case.....	10 25
Sugar, std., granulated, per cwt.....	5 55



Following items are from The Canadian Grocer of February 3, 1893:—

“The first canned tomatoes are said to have been introduced in 1848. The man who had the honor of doing it was the late Harrison W Crashy, and his first stock sold at 50 cents a can.”

**Editorial Note.**—Canned tomatoes are now, of course, a staple article of diet, with the price naturally down a great deal since they were first placed on the market.

“The total loss by fire, in London, Ont., during 1892 was \$32,000, and the total insurance thereon was \$600,000. There were 133 fires in all, and in only three instances was there no insurance held on burned property. Good for the Forest City.”

**Editorial Note.**—Since twenty years ago London has been blessed with considerable progress, her population being now some 54,000.

“Typesetters have their types so arranged in the case that the letters which are most used will be nearest at hand. For instance, “a” is nearest of all, not because it is the first letter of the alphabet, but because it is often in request. Thus muscular action and time are economized. Goods most frequently in demand should be where they can be got at with the least labor.”

**Editorial Note.**—This advice in The Grocer of two decades ago more than holds good to-day. Conservation of motion is now practised by all the large firms.

## FEW RATS IN THE WEST.

In view of the recent article in The Grocer from Henry Johnston, Jr., on the rat nuisance, it is interesting to note that out through the prairie provinces of Western Canada there are practically no rats. A Brandon, Man., grocer told a representative of this paper that rats are as scarce there as hen's teeth, and that so far as all reports were concerned there had only been one rat killed in Brandon. Around Weyburn, Sask., they are unknown.

**THE RAT NUISANCE.**

**Dealer Tries Many Methods to Get Rid of Rats But Cannot—Methods of Others Wanted.**

Editor, Canadian Grocer:—In a recent issue of The Canadian Grocer, I noticed an article called "Stopping the Rat Nuisance." Now, I only rent my building and a pretty old one at that, and there is little chance of getting new concrete floors, doors, etc. I'm overrun with rats. I have tried all kinds of poison, traps, cages, etc. I heard that the smell of guinea pigs would drive them away, so I got a couple of pigs, had them for six weeks, but they disappeared the other day, and guess Mr. Rat took a fancy to them. Could anybody give me a good practical re-

no damage can be done to them. In the latter, bins with the corners protected with metal or completely lined with tin are an effective check. Wooden bins, however, are of little use. In the warehouse goods such as cereals, biscuits and everything tasty to the rat, but not in tins, must be placed in receptacles through which the rat cannot gnaw. Some merchants use large boxes with the corners lined with tin in which to store such goods. These are placed off the floor in such a position that a rat cannot get an opportunity to do any damage, and the tops are covered. If every article of food could be protected in some such manner as this, the vermin would have to seek their daily bread elsewhere.

The letter from "Reader" opens up an interesting discussion and views of other merchants will be gladly published.

case of married men, and four dollars of single men.

"This may look like class legislation, but it met with general approval. Previously, there was absolutely no protection for the retailer. If Michigan finds this satisfactory, Ontario should not object to legislation along somewhat similar lines, and at the same time we should try to have wages paid weekly in all cases."

**SAULT RETAILER.**

**TO TEACH FRUIT PACKING.**

Vancouver, B.C., Jan 30.—Wholesale fruit men saw 1912 close without regret in one way. They are the much abused middlemen against whom so much adverse criticism has been levelled in the daily press during the past twelve months. They all wish that they could bank the abuse they have received

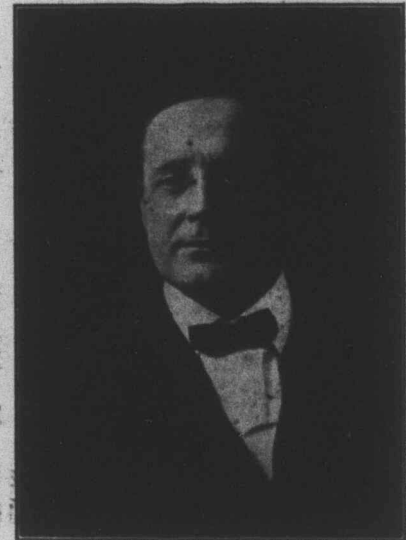
**WANTS WAGES PAID WEEKLY.**

**Sault Ste. Marie Dealer Believes This Would Insure Better Payment of Debts**

Editor Canadian Grocer:— "I am in entire sympathy with the proposal of the retail grocers," writes a Sault Ste. Marie, Ont., grocer, "so ably advocated by your paper, to seek legislation with the object of having monies accruing dishonest debtors in excess of ten dollars, subject to garnishee. Personally, however, I do not believe, if it is secured, that it will be of much service to the retailers. My experience has been that collections made through the Division Court as a rule do not compensate a man for the worry, trouble, and time lost, to say nothing of the expense often incurred without any result.

"If the Government would make it obligatory on all corporations and employers of labor to pay their employes weekly, it would produce results far more satisfactory, in my opinion, than any amendment to the garnishee law, and for this reason, the grocer, if he succumbed to a 'hard luck story,' would only be held up for one week. If, at the end of the week, a settlement was not forthcoming, he would know where he was at, and he would lose only one week's supplies instead of four, as the writer frequently has, under the prevailing monthly pay day arrangements.

"For the benefit of your readers, I may state the following:—A grocer in the neighboring city of Sault Ste. Marie, Mich., says that a few years ago the Legislature of his State passed a law in the interest of food purveyors, allowing them all monies due debtors in excess of seven dollars per week in the



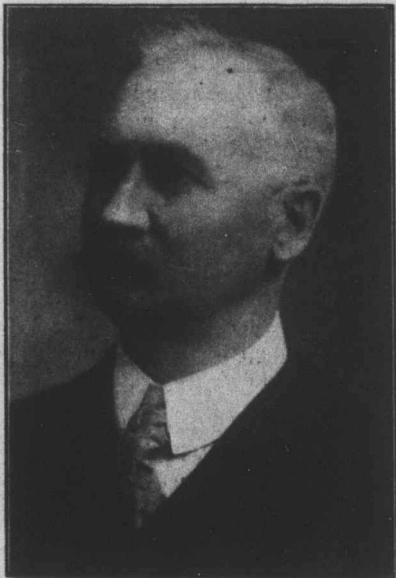
**W. R. BUTCHER,**

a St. Mary's, Ont., grocer, Mayor-elect of that town.

against the losses sustained from badly packed British Columbia fruit and vegetables. However, such a condition of affairs is likely to be remedied in the near future for the provincial government is arranging for schools throughout the province at which competent men will be employed to teach the growers how to properly pack their products.

**W. N. Reid, grocer, Alexander, Man., has sold his stock to T. E. Morris.**

The explosion of coal gas in a heater stove was the cause of the burning of the general store of F. J. Searles, Floral, Sask. The building was valued at \$2,000 and merchandise at \$5,000, both being covered by insurance.



**NEIL CARMICHAEL,**

Elected Vice-President of the Toronto Retail Grocers' Association at January annual meeting.

ceipt for getting rid of the rat nuisance under conditions I mention.

**READER.**

Editorial Note.—It is undoubtedly a pretty difficult problem to successfully eliminate rats without the use of concrete. If a cement basement floor could be secured for the above store—through the generosity of the owner of the building—there would be an effective barrier as rats cannot get through concrete. But with adjoining buildings, it is a hard proposition to check the rodents permanently unless the basement is made absolutely rat-proof. If any reader of The Grocer has succeeded in doing this, his methods would be much appreciated.

If there is no concrete to stop the rats, the next best thing is to place the goods in the warehouse and store so that



## Frost Damage Placed at Over \$15,000,000

California Citrus Fruits Estimated to Have Suffered That Much—First Estimates Were \$40,000,000—Oranges and Lemons Firming on Canadian Market — Many Imported Vegetables Coming in and Selling Well.

The frost in California is being held responsible for advances in oranges, lemons and grapefruit. The latter is firming up because of the attention turned to it in view of the frost damage.

As definite knowledge of the damage, however, begins to come in, it is seen that it is much less than originally reported. First newspaper reports placed it at \$40,000,000, but it is down now to from \$15,000,000 to \$20,000,000. After the frosty night which caused the havoc among the orange groves, rain set in, lasting nearly a week with comparatively cold weather. This drew out the frost without causing the damage that a hot sun would have wrought. Many growers who at first thought everything was ruined now find a lot of good fruit inside the foliage. Of course there is a shortage and real good California navels will come high. Lemons were hurt more in proportion than oranges, because of their more delicate character. The frost cannot be drawn out of them so readily as from oranges.

Considerable new fancy imported lines are to be seen in wholesalers establishments. There are new potatoes from Bermuda, wax and green beans, Cuban tomatoes, California pears and bitter marmalade oranges. Apples are plentiful and easy.

### MONTREAL.

**GREEN FRUITS.**—The apple market is improving and prices are firmer with no changes recorded. Few apples are being exported, but the local demand has increased. Bitter oranges are coming in now and for them there is a good demand. They are quoted at 50c per quart and the quality is exceptional. The berries are large and well formed and of

delicious flavor. A few mushrooms are coming in. Lemons are firm and are quoted at various prices ranging from \$3 to \$4 per case, but the tendency is upwards. There is a shortage in New York with prices ranging as high as \$5.75 per case. This will have the effect of strengthening the market here.

Apples, fall, No. 1	2 75	4 50
Apples, fall, No. 2	2 25	3 50
Bananas, crated	2 00	2 50
Cranberries	11 50	14 00
Grape fruit, Florida, case	5 50	4 00
Lemons, California navels	4 00	4 50
Oranges, Valencia	3 50	4 00
Oranges, Valencia	3 75	5 00
Oranges, Mexican	3 25	3 50
Pineapples, Cuban, cases of 24	4 50	6 50
Almeira grapes	6 00	7 50

**VEGETABLES.**—Celery is coming in this week and the samples shown are very fine indeed. The price is ranging from \$5.75 to \$6.25 with from three to six dozen bunches in a crate according to quality. Other vegetables are in light demand with prices unchanged from last week. Tomatoes are still at the same price.

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

### TORONTO.

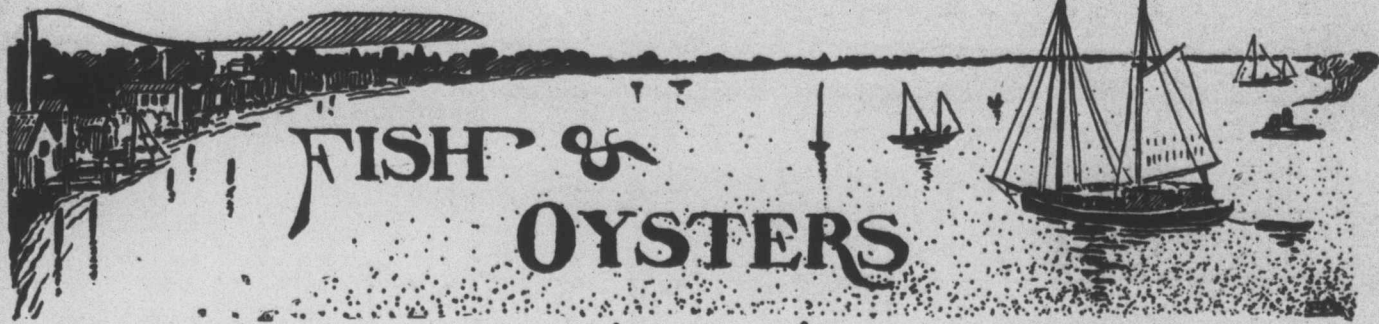
**GREEN FRUITS.**—There is still considerable talk about the recent California frost. It has firmed up orange and lemon prices and to some extent grape fruit. Lemons are quoted this week from 25 to 50 cents case higher and Mexican oranges are also up. Bitter marmalade oranges are on market from the east selling at \$2.75 per case. Grapefruit is moving well on account

of its comparative cheapness and now that quantity good navel oranges will be cut down, the fruit should continue to sell well. Apples are quite plentiful and strawberries are still coming in from Florida in fairly large quantities considering season and price.

Apples—		
Spies, per barrel	3 00	4 00
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	1 25	1 25
Greenings, No. 1, per bb.	2 50	3 00
Greenings, No. 2, per bbl.	2 00	2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	2 50	2 50
Artichokes, Canadian, bag	1 00	1 00
Bananas, per bunch	1 75	2 25
Cranberries, per bbl.	12 00	12 00
Cranberries, crate	3 75	4 00
Grapes, Almeria, per keg	6 50	8 00
Hothouse grapes, per lb.	0 90	0 90
Grapefruit, sizes 54, 64 and 80, per case	3 25	3 75
Kumquats, per quart	0 25	0 25
Lemons, Messina	3 50	4 00
Oranges, Florida, case	3 25	3 25
Navels, per case	3 25	3 75
Mexican oranges, per box	2 75	2 75
Oranges, bitter, case (200 and 150)	2 75	2 75
Pineapples, per case	4 00	5 00
Pears, Cal., ¼ boxes (35 to 50)	2 50	2 50
Pears, Cal., full boxes (150 to 200)	3 50	4 00
Persimmons, per case	2 50	2 50
Pomegranates, per keg	4 00	4 00
Strawberries, per quart box	0 50	0 50
Tangerines, per strap, 2 boxes	4 00	5 50

**VEGETABLES.**—There is wide range of imported vegetables on market with good movement in spite of price. No doubt the mild weather has had much to do with demand. Onions are good sellers and are fairly cheap on account of good crops last year.

Beans, wax and green, hamper	5 50	5 50
Beets, per bag	0 65	0 75
Beets, imported, per doz.	1 10	1 10
Carrots, per bag	0 45	0 65
Carrots, imported, per doz.	0 75	0 75
Cabbage, per bbl. (about 3 doz. heads)	1 25	1 25
Celery, California, per crate	7 50	7 50
Chicory, doz.	0 75	0 75
Cucumbers, Boston, hot house, doz.	2 50	2 50
Lettuce, doz. bunches	0 40	0 40
Lettuce, Boston heads, hamper	3 25	3 25
Mushrooms, per lb.	0 75	0 75
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 85	1 00
Peppers, green, basket	0 50	0 50
Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 90	1 00
Potatoes, New Brunswick	1 00	1 10
Parsnips, per bag	0 75	0 75
Potatoes, new, Bermuda, hamper	3 00	3 00
Potatoes, new, Bermuda, barrel	3 50	3 50
Turnips, per bag	0 25	0 50
Tomatoes, hothouse, per lb.	0 35	0 35
Tomatoes, Cuban, case	5 00	5 00
Sweet potatoes, 40 lb. hamper	1 50	1 50
Cauliflower, hamper of 15 to 25	4 00	4 00



## Approach of Lent Stimulates Fish Sales

Mild Weather Has Tended to Affect Fish, But Trade is Now Picking up—Frozen Lines Best Sellers—Halibut Scarce and Prices are Firming—Some Good Catches of Haddock off Nova Scotia.

News of the abundance of haddock come from Halifax and in view of opening of Lenten season next Wednesday, this news will be acceptable to trade in view of shortage of halibut, white fish, etc. Lobsters are, however, scarce, as are also Cod.

Wholesale dealers are finding good call these days for frozen and smoked fish, particularly after the cold weather set in on Monday and Tuesday. They are easily handled by retail trade and the weather was not so stormy that the people couldn't get out to see what the retailer had. Approach of Lent has certainly improved things all round.

### MONTREAL.

**FISH.**—The supply of Halibut is still scarce and will remain so now until the fishing commences again in the early part of March. With good weather conditions it is probable that Newfoundland fisheries will begin operations in early February and that fresh Halibut will be landed on the local market here early in March. A few Haddock and steak Cod are arriving from local fisheries and a few Western lake fish are being sold, but the bulk of the trade is in frozen fish.

The demand is good, but the size of orders is not as large as expected and is due to weather conditions as dealers are afraid to stock heavy during mild weather. Stocks on hand are comparatively light and in the event of colder weather and increased demand, prices will surely advance, but with continued mild weather the conditions are liable to be reversed.

The scarcity of Halibut is still one of the main topics on the market. Boston quotes 14c, which is also the price quoted from New York.

Pickled fish are moving freely with prices rather firm. Smoked haddies, bloaters, and kippers are in good demand and the stocks of these lines are ample

to take care of the trade. Bulk and shell fish are in weak demand.

FRESH AND FROZEN.	
Flounders	0 05
Dressed perch	0 09
Fancy spring salmon, per lb.	0 14
Large herring, per 100	1 80
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04 1/2
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 11
Herring, frozen, per 100 fish, medium	1 75
Mullets	0 04 1/2
Pike, dressed and headless, lb.	0 08
Pike, round	0 06
Steak, cod	0 06
Mackerel	0 12
B. C. red salmon	0 19
Gaspe salmon, per lb.	0 15
Qualla salmon	0 07 1/2
No. 1 smelts, per lb.	0 08
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 10
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Barbotte (dressed) bullheads, per lb.	0 09
Black Sea bass	0 12
Fancy bluefish	0 13
Fancy weakfish	0 10

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

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

SMOKED.	
Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 13
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

SHELL FISH.	
Solid meats—Standards, gal., \$1.70; selects, gal.	1 50
Bulk standards, gal., \$1.50; selects	1 00

### TORONTO.

**FISH.**—Qualla Salmon is about the only line at all plentiful on this market, and prices on it are being shaded. Halibut is still scarce and within week or so will probably take an advance. Oysters are moving out well and with Lent opening out next week frozen and smoked fish will have especially good run.

FROZEN FISH.	
Halibut, per lb.	0 11
Trout, per lb.	0 11
Coho salmon, headless and dressed	0 12
Qualla salmon, per lb.	0 08

Sea herring, per 100	2 00
Lake Superior herring, per 100	3 00
Cod, per lb. straight	0 05
Haddock, per lb. straight	0 05
Whitefish, per lb. straight	0 10
Headless pike, per lb. straight	0 07
Pickrel, per lb. straight	0 09
Lake Erie herring, per lb. straight	0 06

FRESH CAUGHT FISH.	
Steak, cod	0 06
Haddock	0 07

SMOKED.	
Ciscoes, per basket	1 00
Finnan haddie	0 08
Smoked fillets	0 12
Smoked bloaters, 50s	1 25
Kippers	1 25

PREPARED.	
Shredded cod, 2 doz. pags. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 00
Cod in loose strips, 25-lb. to box, lb.	0 05 1/2
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.	
Labrador herring, per keg	3 25
Labrador herring, per barrel	5 75
Labrador trout, per keg	7 25
Scottish herring, Loch Fyne, per kit.	1 10
Holland herring, per keg	0 50

OYSTERS.	
Selects, per gallon	1 75
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	1 70
Straights, 5 gal. lots	1 65

SHRIMP.	
1 gallon cans	1 25
2 gallon cans	1 25
3 gallon cans	1 25

SMELTS.	
No. 1, per lb.	0 11
Extra, per lb.	0 15

### HALIFAX.

**FISH.**—Catches of haddock at this season of the year are unprecedented. During the past week big hauls were made. The fish are plentiful, and the fishing industry has received great stimulus as a result.

All the smoke houses are running full time, and large shipments of the fish are being made to the American and upper Canadian markets.

Dealers report a scarcity of lobsters. Halibut and cod are also scarce. There is a better demand for pickled herring, and some good stock cured in Newfoundland is now in the hands of the local dealers.

Oysters are in fairly good demand, bulk stock being the heaviest sellers. Some small receipts of smelts are noted.

### WINNIPEG.

**FISH.**—Labrador herrings are quoted at an advance. All other lines are steady. Dealers expect good Lenten trade. Oysters are in good demand at prices unchanged.

FISH.	
Oysters, per gallon	2 75
Frozen salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 09 1/2
Fresh pickrel	0 05
Rock cod	0 10
Haddock	0 05
Finnan haddies	0 05
Holland herring, keg	3 50
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 00
Labrador herring	2 20
Fresh trout	0 12

# Practical Advice on the Care of Fish

Reasons Why Frozen Fish Should Not be Allowed to Thaw in the Sun and Then Freeze Again—Carelessness in This Respect Often Causes Loss—Suggestions on Handling and Displaying Haddie, Fillets of Haddie, Oysters and Ciscoes.

By R. R. Bothwell.

How often one sees displayed at the front of the grocery store an assortment of fresh and frozen fish. Particularly at this time of year they are put out there early in the morning by the clerks, when probably the weather is cold and freezing. At noon, when the weather moderates, they are well thawed out and remain in that condition during the early part of the afternoon, becoming slimy and sticky; but still they remain there in the same place—that is what have not been disposed of—till night, when they usually freeze again. They are taken in at night and put in a back room of the store or in the cellar, and in the morning are put out again to go over the same process as the day before.

## Become Profitable Side Line.

Fish are a good paying side line for the grocer, but only so when he has the proper means of handling them. One window of his store, if he has two, should be devoted to this line, especially in the Lenten season. The window should have the proper lining and drip pipe. There is nothing so attractive as a white marble slab on which to display fish, but if circumstances will not permit, a tin lining is used very often. The sun should never be allowed to shine on the fish display, no matter if well iced, either on fresh or smoked fish.

## Beware of Over-buying.

Another great mistake made by some merchants is in over-buying in this line. They seem to forget that fresh and smoked fish are not canned goods, and that they will not keep for months. The writer knows of one merchant who bought a whole case of halibut to save half a cent a pound, and before he was through with it he had to throw out between forty and fifty pounds. He was so disgusted with the fish business that he quit handling any more. Some dealers who do not care to handle any quantity of fish, and only handle a little smoked varieties, imagine they can stock these without any risk.

## The Handling of Haddie.

They will place a box of haddie out at the door and probably half bury it with some other non-perishable article. That is often the reason they sell little fish. It stays at the door, rain or shine, and probably half is sold and the other half thrown out. Finnan haddie is as delicate a fish to handle—that is to

handle properly—as a good many fresh fish.

Haddie will taint, smell strong and get sticky in a short time after being opened if not taken proper care of, and a good customer who buys a tainted fish from a grocer is almost as good as a good customer lost. The grocer might just as well have sent a pound of rank butter where good table butter was required.

Merchants should always examine every box or package of fish as soon as they receive them, and if not in proper shape should return them at once. It is not wise to do the best you can with them and get an allowance from the wholesale dealer. Haddie should be opened as required, not before, and if they have to be placed outside the door they should only be there while the weather is moderately cold, and when there is no sun shining. It is only necessary to show a couple of fish at a time, the remainder being kept in the box in the proper storage room.

## The Display of Fillets of Haddie.

Fillets of haddie are even more delicate to handle than the ordinary finnan haddie, as they will get sticky after being opened very quickly, and should never really be exposed outside unless the weather's just right—that is, not freezing hard or thawing—but I think there is no better way than to have a large platter of this fish displayed inside the fish window.

Halibut also displayed, sliced up in steaks, makes an attractive display on a platter, and a fine fish window display can be made with these and other varieties with the assistance of a few green vegetables out of season, such as parsley, lettuce, cucumbers and tomatoes.

## The Buying of Ciscoes.

Another change which has taken place in the cured fish business in the course of the past two years—and a change which every merchant should appreciate—is the manner in which most of the ciscoes are now being put up, viz., in boxes of fifteen pounds, at so much per pound. The merchant gets his weight and much superior fish, and he knows his actual cost, whereas in former years he bought a basket of ciscoes with a loose cover on it supposed to contain so many fish, at so much per basket. Unless he counted them he

never knew where he was at regarding the cost per dozen. So I think it is up to the merchants everywhere to boost the box ciscoe, as it is a movement in favor of the retail trade's own interests.

For merchants handling quantities of fish a good plan, which one dealer I know of does, is to have a little book of fish recipes printed and mails one to each of his customers. There are so many different fish, and so many different ways of preparing the same, which quite a lot of fish users are unfamiliar with, that the amount of extra fish sold makes such a book a profitable investment. The fish jobber would be only too pleased to assist in the preparation of this booklet. A fish day calendar might also be included in it.

Oysters, too, require a lot of care and attention, and should be only handled by merchants who have proper display cabinets to show and sell them from. Oysters should be kept in a moderately cool place, and never should be allowed to become frozen, as when they thaw out they become ragged, sour and discolored. It is much better to keep the display cabinet just inside the store door, well iced or packed with snow, than to have it outside, especially in real cold weather. Methods of preparing and cooking oysters should not be overlooked if the dealer should be getting out a fish booklet.

## BIG LONDON, ENGLAND, CONVENTION.

London, Eng., Jan. 30.—(Special)—Both the forthcoming Confectioners', Bakers' and Allied Traders Annual International Exhibition and Market and the Grocery, Provision, Oil and Italian Warehouse and Allied Trades' Annual International Exhibition and Market, to be held in London, in September next, celebrate their 21st Anniversary. Bearing in mind the attractive nature of the many schemes now receiving the consideration of the Directors, the Exhibitions this year promise to be the most successful ever held. These Exhibitions are visited annually by a large number of interested traders from the Colonies and the United States and also, of course, from the Continent of Europe, but bearing in mind the special nature of this year's Exhibitions a much larger number of friends from across the seas is expected.



# FLOUR & CEREAL DEPARTMENT

## Mild Weather Affects the Flour Trade

Little Snow Anywhere and Lack of Sleighing Retards Business—Flour Shade Weaker Than Last Report—Cereals on Quiet side With No Outlook for Change Either Way—Strong Demand for Cornmeal.

Demand has been fairly good for flour with the trade rather irregular. There have been no changes in prices and if anything, market is shade on weak side particularly when large quantities are called for. Wheat makes a move first one way and then the other so that it is difficult for the trade to keep their finger on it. One miller told The Grocer of how he recently took up a stenographer's entire time one afternoon straightening out statistics on wheat at different centres, only to receive at the conclusion of the work messages to the effect that a change had occurred. The figures were then useless.

The unseasonable weather all over Canada has had adverse effect on both flour and cereals. There is little or no snow anywhere and deliveries in wheat centres are slow.

### MONTREAL.

**FLOUR.**—Prices remain the same as last week even though wheat has eased off. Owing to the increase in ocean freight rates bidding for export flour has fallen off and little flour is being exported. The local demand for flour is fairly good with a number of orders for car lots coming from country points which indicates that the stock in the jobbers' warehouses is small. This speaks well for the outlook for remainder of the winter and with the opening of navigation foreign demand will pick up. Ontario millers have been making larger offerings lately but the demand from the biscuit manufacturers has taken up the surplus. There is no change noted in the local market except that the firm tone of last week is not in evidence although the market remains steady.

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

**CEREALS.**—There is no change in the quotations on cereals. Business is comparatively quiet for this season of

the year and is partly attributed to weather conditions. However, there is a better undertone to the market than last week.

<b>Cereals—</b>	
Rolled oats, in 25 sack lots	2 12½
Rolled oats, in single bag lots	2 22½
Standard oatmeal, in single bag lots	2 44
Granulated oatmeal, in single bag lots	2 44
Fine oatmeal, in single bag lots	2 44
(In 25 bag lots the price of the above is 10c lower.)	
Rolled wheat, in barrels	2 70
Hominy, in 95 lb. sacks	2 15
Cornmeal, in 95 lb. sacks	2 05
Rolled oats, in cotton sacks, 5c more.	

### TORONTO.

**FLOUR.**—This market has been 'standing easy' for some time. Wheat with its usual changeableness has been going up and down with elevator regularity and flour has scarcely had time to move one way or the other. Considerable talk is still going on among millers as to raise in price of bread and some think it will move back to former figure. This would indicate no immediate raise in flour prices at least.

<b>Manitoba Wheat.</b>	
1st patent, in car lots, per bbl.	5 30
2nd patents, in car lots, per bbl.	4 80
Strong bakers, in car lots, per bbl.	4 60
Feed flour, in car lots, per ton	28 00
Flour in cotton sacks, 10c per barrel more.	

<b>Winter Wheat.</b>	
Fancy patents, domestic consumption	4 85 5 15
Patents, 90 p.c., domestic consumption	4 85 4 85
Straight roller, domestic consumption	4 35 4 85
Blended domestic consumption	4 85 5 05

**CEREALS.**—There is nothing of special interest in rolled oats this week with prices as last quoted. The mild weather is having some effect on business on account of its unseasonableness. Cornmeal is cheap and prices on the weak side.

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

**MILL FEEDS.**—Millers all report exceptionally good demand for bran this week. One reason is that corn is cheap and bran goes well with corn for feed. Orders in some cases have come in rather rapidly.

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

### WINNIPEG.

**FLOUR AND CEREALS.**—Further declines in oatmeal and rolled oats are announced this week and from the condition of the market in oat futures, these reductions should hold. Cornmeal is also 20 cents per sack cheaper. Flour prices are steady. Demand fair.

<b>Flour—</b>	
Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	1 90
Standard granulated, 95 lbs.	2 40
Cornmeal, sack of 95 lbs.	1 75

### WANT MAPLE SYRUP LEGISLATION.

**A Quebec Agricultural Association Formed With Some Definite Objects.**

Waterloo, Que., Jan. 30.—The Pure Maple Sugar and Syrup Co-operative Agricultural Association, recently organized here, has for its chief purpose the securing of Governmental legislation, "to encourage the cultivation and preservation of our maple orchards."

The following are among the suggestions of the association to bring about the results it desires:—

"By getting our laws changed in order to stop the selling of compounded syrups in the place of our maple syrups by deceitful names and devices.

"By asking our Governments to instruct the agricultural classes in the way of improving the quality of their output of maple products.

"If such Government aid is sufficient, by having yearly exhibitions of the maple products to show the consumers the difference in the products from the different ways of producing the goods and giving prizes to the competitors and exhibitors.

"By having schools in different sections of the country, where a certain number of boys can each spring get gratuitous instruction in the way of making syrup and sugar.

"By helping the members of the association in getting a market for their goods, by advertisements and such other ways as may be devised by the board of directors and the members."



# Produce & Provisions



## Eggs are Still on the Toboggan Slide

Prices on Large Market All Take Declines—Storage Eggs 12 Cents Dozen Less on Montreal Market Than Year Ago—Some Money Will be Dropped—Provision Market Has Firmer Tone—Creamery Butter Stronger But Dairy on Weak Side.

The weak situation in the egg market is still the feature of the market. During the week new-laid, storage and pickled eggs have dropped still lower the former selling to the retail trade at from 29 to 30 cents per dozen in Toronto and 30 to 35 in Montreal. In Montreal, at this time a year ago they were 45 cents and in Toronto 37 to 42 cents. Montreal storage which this week are quoted at 25 cents, were this time last year selling at 37 cents—a difference of 12 cents a dozen. Without doubt, the 'bottom is out of the egg market.' Last year's price for storage was probably a record for high prices while this year eggs are lower than usual due to the increase in receipts of new laid.

The butter market is rather weak with exception of creamery which has taken on firmer feeling and on Toronto market is selling cent more than last week.

Provisions are generally firm due to none too large receipts of hogs. Some higher prices would not be unexpected in near future. Price of pure lard, wholesalers should really be higher than it is according to hog prices, but with so many cooking materials now on market it is kept down. Butter, too, is comparatively cheap.

There has recently been more export call for cheese but still market is not strong. Stocks in Montreal are decreasing rapidly and it may be that much of what is left might be held over in anticipation of higher market. If the Democrats should happen to remove the duty there should be good market for cheese in the United States.

### MONTREAL.

**PROVISIONS.**—Live hogs are scarce and are bringing \$8.00 on foot while dressed hogs are selling at \$13.50 for heavy and \$13.00 for extra light. The American market is advancing and has caused the prices here to advance quite sharply. The tendency of the market

is upward although lard has eased off a ¼ but this should soon give way to an advance as stocks are low and hogs are hard to get. Heavy pork is a little easier while smoked meats remain firm at prices quoted last week. The volume of business passing is fair and there is a very strong tone to the market.

Long clear bacon, heavy, lb. ....	0 15
<b>Hams—</b>	
Extra large sizes, 28 to 40 lbs., per lb. ....	0 13½
Large sizes, 20 to 28 lbs., per lb. ....	0 15
Medium sizes, 15 to 19 lbs., per lb. ....	0 16½
Extra small sizes, 10 to 14 lbs., per lb. ....	0 17
Bone cut, rolled, large, 18 to 25 lbs., per lb. ....	0 18
Bone cut, rolled, small, 9 to 12 lbs., per lb. ....	0 19
Breakfast bacon, English, boneless, per lb. ....	0 18½
Windsor bacon, skinned, backs, per lb. ....	0 21
Spiced roll bacon, boneless, short, per lb. ....	0 15½
Picnic hams, 6 to 12 lbs. ....	0 13½
Wiltshire bacon (50 lb. sides) ....	0 17½
Cottage rolls, small, about 4 lbs. ....	0 16½
Bolled ham, small, skinned, boneless ....	0 24
Hogs, live, per cwt. ....	8 75
Hogs, dressed, per cwt. ....	13 00 13 25
<b>Pure Lard—</b>	
Boxes, 50 lbs. net, per lb. ....	0 14½
Cases, tins, each, 10 lbs., per lb. ....	0 14½
Cases, tins, each 5 lbs., per lb. ....	0 15
Cases, tins, each 3 lbs., per lb. ....	0 15
Pails, wood, 20 lbs. net, per lb. ....	0 14½
Tubs, 50 lbs. net, per lb. ....	0 14
Tierces, 375 lbs., per lb. ....	0 14
One pound bricks, 60 lbs. to case. ....	0 15½
<b>Compound Lard—</b>	
Boxes, 50 lbs., per lb. ....	0 09½
Cases, 10-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Pails, wood, 20 lbs. net, per lb. ....	0 10
Tubs, tin, 20 lbs. gross, per lb. ....	0 09½
Tubs, 50 lbs. net, per lb. ....	0 09½
Tierces, 375 lbs., per lb. ....	0 09½
One pound bricks, 60 lbs. to case. ....	0 11
<b>Pork—</b>	
Heavy Canada short cut mess, bbl., 35-45 pieces. ....	28 00
Canada short cut back pork, bbl., 45-55 pieces. ....	28 00
Heavy short cut clear pork, bbl. ....	27 50
Clear fat backs ....	28 00
Heavy flank pork, bbl. ....	28 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb. ....	0 15½
Flate beef, barrel ....	None offered
<b>Cooked Meats—</b>	
Jellied tongue, 10 lb. open tins, per lb. ....	0 22
Headcheese, per lb. ....	0 19
English brown, per lb. ....	0 24
Jellied hock, 8 lb. tins, per tin ....	0 15
Cooked pickled pigs feet (in vinegar), kits 25 lb., per lb. ....	0 07

**BUTTER.**—Creamery butter prices remain firm at prices quoted for last week. No New Zealand butter is being imported here as that market is higher and cannot be imported at a profit. The demand is fair with smaller receipts than last week. The receipts of butter for the past week were 1,042 packages as compared with the previous week show a decrease of 868 packages and 560 with the same week of last year. A few lots have been shipped to outside points and on the whole the business

transacted is fair and the market quiet with an easy undertone.

Creamery blocks .....	0 30½
Dairy tubs, lb. ....	0 25 0 28

**EGGS.**—New laid eggs have dropped 5c as the result of the unprecedented receipts of fresh eggs. The supply of fresh eggs is greater than it has ever been at this season of the year and the outlook for the storage men is rather gloomy. The price on storage eggs is fluctuating considerably. Two thousand one hundred and eleven cases of eggs were received at the local market during the past week, as compared with 1831 cases for the previous week and 1,737 for the corresponding week of year ago.

New laid eggs, per doz. ....	0 30 0 35
Selects .....	0 25
No. 1's .....	0 22

**CHEESE.**—Prices remain firm with fair demand which will most likely increase with the coming of the Lenten season. Stocks on hand are quite heavy.

<b>Cheese—</b>		
Large .....	0 14	0 14½
Twins .....	0 14½	0 15½
¼ Twin .....	0 15	0 15
Stilton .....	0 15	0 15

**POULTRY.**—The poultry market during the past week was quiet with a steady undertone owing to the scarcity of incoming supplies.

<b>Poultry, Dressed—</b>		
Turkeys, per lb. ....	0 21	0 22
Ducks, per lb. ....	0 14	0 17
Chickens, per lb. ....	0 14	0 17
Fowls, per lb. ....	0 11	0 13
Geese, per lb. ....	0 13	0 14

**HONEY.**—There is no change in honey worth noting, business during the past week being quiet and prices remaining steady.

Clover, white .....	0 16	0 17
Clover, dark grades .....	0 14	0 15½
White, extracted .....	0 11½	0 12
Buckwheat honey .....	0 08	0 09

### TORONTO.

**PROVISIONS.**—While there is little or no change in prices of hog products from week ago yet market has taken on firmer tendency all round. The reason is that hogs are not coming in freely enough to maintain present quotations without possibility of advances. As yet,

THE CANADIAN GROCER

however, no changes have occurred but if the present firmness continues some prices are likely to advance. Lard is firmer than usual but is kept down by the cooking substitutes on the market. One packer remarked that lard "ought to be worth 16 to 16½ cents considering the strength of the hog market."

Smoked Meats—		
Light hams, per lb.	0 17	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	0 22	0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14½
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 13½	0 13½
Lard, tubs, per lb.	0 14	0 14
Lard, pails, per lb.	0 14	0 14½
Lard, compounds, per lb. Harvest	0 08½	0 09½
Live hogs, local	8 50	8 50
Live hogs, at country points	8 15	8 25
Dressed hogs	13 00	13 00

**BUTTER.**—Since week ago fresh creamery butter has taken on firmer feeling, local wholesale men having added on a cent per pound. There is a splendid demand for fresh butter and butter storage stocks are not overly large. Dairy butter is, however, weak and market remains quiet in view of the heavy make.

Fresh creamery print	0 31	0 33
Creamery solids	0 30	0 30
Farmers' separator butter	0 27	0 28
Dairy prints, choice	0 25	0 25
Dairy solids	0 23	0 25

**EGGS.**—And still they fall! Another couple of cents per dozen have been taken off newlaid this week, storage are down from 3 to 4 cents, and pickled down 4 to 6 cents. The reason, as has previously been explained, due to the excellent receipts of newlaid. This latter condition is largely attributable to the phenomenally mild winter weather of January. Everybody seems to have industrious hens and they are being well fed on account of cheapness of grain. Even if severe wintry weather should prevail during next month it could scarcely make eggs soar very much.

Eggs—		
Strictly new laid, per doz.	0 29	0 30
Storage, per doz.	0 20	0 23
Pickled, per doz.	0 18	0 20

**CHEESE.**—Cheese market is still quiet, but a shade better than a week ago. There is better export demand and more business is passing.

Cheese—		
Large	0 14½	0 15½
Twin	0 14½	0 15½
¼ Twin	0 15	0 18
Stilton	0 16	0 18

**POULTRY.**—The poultry situation is of course, on the quiet side but considerable trade is passing particularly with hotels and restaurants where good quantities of cold storage stock are taken. Spring chickens, milk fed, are quoted this week at 15 to 20 cents.

Spring chicks, milk fed, lb.	0 15	0 20
Spring chickens, dressed, lb.	0 14	0 18
Spring ducks, dressed, lb.	0 15	0 20
Pow, dressed	0 12	0 14
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

**HONEY.**—The mild weather and approach of the maple syrup season has

caused holders of honey to become more active in moving off their stocks. There are, however, no charges and there is now little buckwheat honey for sale.

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



## A Carload, 30,000 Pounds

Hazlewood Brand Turkeys, Ducklings, Capons, Fancy Milk Fed Chickens, Broilers and Geese

Exquisite in quality. Killed only a few days. We guarantee every bird. The best is none too good for Vancouver. May we have your Christmas selections

### SPECIALS IN GROCERIES.

Olives, according to sizes, reduced, per bottle, 5¢	10¢ and	15¢
Hawaiian Pineapples: value 35¢ per tin; one day only		25¢
French Peas: value 30¢ per tin; one day only		20¢
Campbell's Soups: value 12½¢ per tin; one day only		10¢
Crawford's Short Cake: value 60¢ per tin; one day only		50¢
Ripe Olives, in bulk (large); value 40¢ per pint; one day only		25¢

### FRUIT DEPARTMENT.

Apples: value \$1.75 per box; one day only	\$1.50
Apples: value \$2.25 per box; one day only	\$2.00
Jap Oranges; mammoth sizes boxes just arrived; per box	50¢

### CHRISTMAS NOVELTIES.

Santa Claus Stockings; value 90¢ each; one day only	75¢
Santa Claus Stockings; value 60¢ each; one day only	45¢
Christmas Tree Candles; per box; value 25¢; one day only	15¢
Christmas Tree Holders; per dozen; value 15¢; one day only	10¢

### VEGETABLES FOR CHRISTMAS TO ARRIVE MONDAY

Brussels Sprouts.	Green Peas.
Globe Artichokes.	Green Beans.
Head Lettuce, etc.	

### IMPORTANT

Shop Early Saturday. Leave your large grocery orders Saturday. Buy your perishable articles Monday for Tuesday's early delivery.

**T.F. McDowell** Grocer and Poultry Specialist  
938---Granville Street---938

Three phones—Seymour 4329, 4330, 4331.

Prompt and Efficient Delivery.

Well arranged and well set newspaper advertisement showing value a Vancouver grocer places on his poultry department.

## Specializes in Poultry

T. F. McDowell, one of whose newspaper advertisements is reproduced above, is a Vancouver, B.C. retail grocer, who specializes in poultry. He has been doing this for several years and has worked up an immense trade in this line, as the fact that he brought in a carload prior to Christmas will testify. Mr. McDowell strongly believes in the method of specializing in some particular line. It brings, he claims, trade to the store for other lines and if good

quality and proper service are maintained, it means many repeat orders.

Some retailers make butter the feature and always insure to customers a quality that can be guaranteed. When one particular store in a town or city has the reputation for the best poultry, the best butter, the best cheese, etc., it is bound to soon become well advertised and a well advertised store has a splendid opportunity of becoming successful.



## Don't Throw Money Away

by trying to cover the Western territory with salesmen who are only half acquainted with the ground, or who are totally ignorant of it. A territory only half worked might better be left alone. We have a large staff of representatives and five great warehouses in the best sections of the country, and are daily in touch with the entire Western trade.

Why not let us handle your accounts?

**Nicholson & Bain,** Wholesale Commission Merchants and Brokers

Head Office—WINNIPEG, MAN.

Branches : REGINA, SASKATOON, EDMONTON, CALGARY

## OLD CHEESE

We have a few, only a very few, old cheese left from stock of 1911. These are in prime condition and for value worth double the price of new cheese. If you want some of them, let us hear from you promptly.

We have also a few prime English Stiltons in fine condition.

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

Curers of "Star Brand"  
Hams and Bacon  
HAMILTON

## Try Us on BULK MINCE MEAT

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

**J. H. WETHEY, Limited**  
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

ESTABLISHED IN 1842



# TEAS



We are first-hand dealers in all grades, and our stock of Ceylons and Indians shows a big range.

	<b>To retail</b>
OWL CHOP No. 5, 1 and 1/2 lb. packets, boxes 30 lbs. ....	.25
OWL CHOP No. 10, 1 and 1/2 lb. packets, boxes 30 lbs. ....	.35
OWL CHOP No. 30, 1 and 1/2 lb. packets, boxes 30 lbs. ....	.50

Packed in Colombo.

Best values you can offer consumers in full flavor Ceylon Teas.

## "FINEST MOUNTAIN GROWN"

Flavory Orange Pekoe, 23 lb. boxes. Stock this line and you are sure to please your best customers.

## DARJEELINGS and ASSAMS, in Chests

If you want high grades in these choice varieties, we have them. Ask for samples.

## INDIAN PEKOES: Chests 100 lbs.

These not for style, but cup quality and strength.

We can offer you great values at prices from 17c lb. to 21c lb.

"NOLANDA" CEYLON GREEN YOUNG HYSOON, in H.C., 60 lbs. net.

"RUCHIRA" CEYLON GREEN HYSOON, No. 1, in H.C. 50 lbs. net.

We lead the market with these two well known brands.

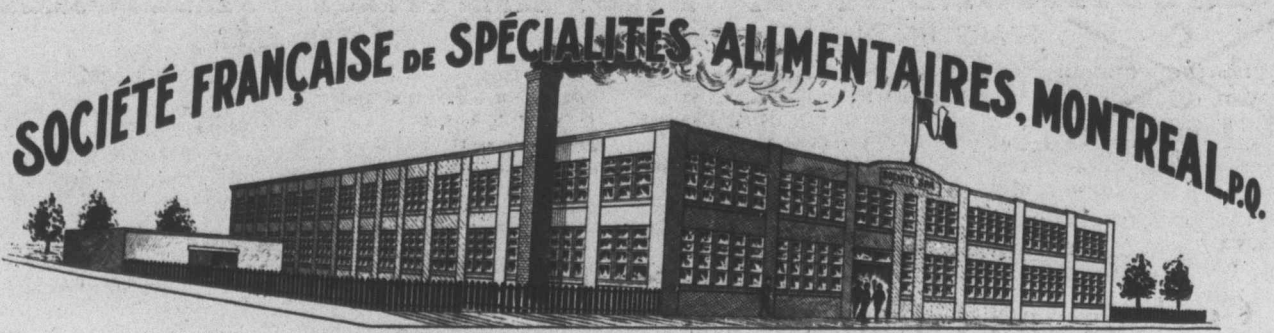
Ask for samples and prices.

## L. CHAPUT, FILS & CIE., LIMITEE

Importers

### MONTREAL





# PARIS PATÉ SANDWICH

The Acme of the French Cuisine

## PARIS PATE SANDWICH

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

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

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

## Retailers !

We are out to get acquainted with you, hence this offer:—

Send us fifty cents and we will ship, freight prepaid, 6 tins of PARIS PATÉ as a trial lot.

We Advertise Extensively Our

## PARIS PATÉ SANDWICH

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

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

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

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

**Eat It Once**



and then you can't do without it.

## RELIABLE AGENTS WANTED AT ONCE

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

**Société Française de Spécialités Alimentaires**

Reading Street

Montreal, Canada







# THE CANADIAN GROCER

## "SOCLEAN."

### THE DUSTLESS SWEEPING COMPOUND.

25c Pall, 2 doz. in case (4 1/2 lbs.) enlarged size ..... \$4 50  
 40c Pall, formerly 50c, 2 doz. in case (8 lbs.) ..... 7 20  
 75c Pall, formerly \$1.00, 1 doz. in case (17 lbs.) ..... 6 75

### "ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz 1 40  
 5 lb. tins, 1 and 2 doz., crates, per doz. .... 3 00

### STARCH.

#### EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05 1/2
40 lbs., Canada white gloss, 1 lb. pkgs. ....	.06
48 lbs., No. 1 white or blue, 4 lb. cartons .....	.06 1/2
45 lbs., No. 1 white or blue, 3 lb. cartons .....	.06 1/2
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls.; No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07 1/2
48 lbs., silver gloss, in 6-lb. tin canisters .....	.08
36 lbs., silver gloss 6-lb. draw lid boxes .....	.08
100 lbs., kegs, silver gloss, large crystals .....	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07 1/2
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson's Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case ....	3 00
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn .....	.07 1/2
40 lbs. Canada pure corn starch .....	.06 1/2
(20-lb. boxes 1/2c higher.)	

#### BRANTFORD STARCH.

Ontario and Quebec.  
 Laundry Starches—  
 Canada Laundry—  
 Boxes about 40 lbs. .... .06 1/2  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs. .... .06  
 First Quality White Laundry—  
 3-lb. canisters, cs of 48 lbs .06 1/2  
 Barrels, 200 lbs. .... .06  
 Kegs, 100 lbs. .... .06  
 Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lbs. .... .07 1/2  
 6-lb. toy trunks, lock and key, 8 in case .....

## OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.00; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.00; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.00.

### SOUPS—CONCENTRATED.

#### CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken Ox Tail, Pen, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.  
 No. 1's, 95c per dozen.  
 Individuals, 45c per dozen.  
 Packed 4 dozen in a case.

#### SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. .... 0 90  
 Clear soups in stone jars, 5 varieties, doz. .... 1 40

#### SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, \$3.00.  
 Case of 1/2-lb., containing 120 packages, per box, \$3.00.  
 Case of 1-lb. and 1/2-lb., containing 30 1-lb. and 60 1/2-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

#### SYRUP.

EDWARDSBURG STARCH CO. CROWN BRAND CORN SYRUP.  
 2-lb. tins, 2 doz. in case... 2 40  
 5-lb. tins, 1 doz. in case... 2 75  
 10-lb. tins, 1/2 doz. in case. 2 60  
 20-lb. tins, 1/4 doz. in case. 2 60  
 Barrels, 700 lbs. .... 3 1/4  
 Half barrels, 350 .... 3 1/4  
 Quarter barrels, 175 .... 3 1/4  
 Pails, 38 1/2 ..... 1 75  
 Pails, 25 lbs. each ..... 1 25  
 LILY WHITE CORN SYRUP.  
 2-lb. tins, 2 doz. in case.. 2 75  
 5-lb. tins, 1 doz. in case... 3 10  
 10-lb. tins, 1/2 doz. in case. 3 00  
 20-lb. tins, 1/4 doz. in case. 2 95  
 (5, 10 and 20-lb. tins have wire handles.)

#### BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case... 3 50  
 5-lb. tins, 1 doz. in case... 4 00  
 10-lb. tins, 1/2 doz. in case. 3 95  
 20-lb. tins, 1/4 doz. in case. 3 90  
 (5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

#### MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.  
 Gingerbread Brand.  
 2s., Tins, 2 doz. to case.  
 Quebec, per case ..... \$ 1 85  
 Ontario, per case ..... 1 90  
 Manitoba, per case ..... 2 30  
 Saskatchewan, per case ... 2 60  
 Alberta, per case ..... 2 70  
 British Columbia, per case 2 40

## DOMOLCO BRAND.

2s., Tins, 2 doz. to case.  
 Quebec & Ontario, per case 2 60  
 Manitoba, per case ..... 3 00  
 Saskatchewan, per case ... 3 20  
 Alberta, per case ..... 3 30  
 British Columbia, per case. 3 10

### SAUCES.

#### PATERSON'S WORCESTER SAUCE.

1/2-pint bottles 3 and 6 doz. cases, doz. .... \$0 90  
 Pint bottles, 3 doz. cases, doz. .... 1 75

#### H. P.

H. P. Sauce— Per doz.  
 Cases of 3 dozen ..... \$1 90  
 H. P. Pickles—  
 Cases of 2 doz. pints ... 3 35  
 Cases of 3 doz. 1/2-pints. 2 25

#### HOLBROOK'S IMPORTED PUNCH SAUCE.

Per doz.  
 Large, packed in 3-doz. case ..... \$2 25  
 Medium, packed in 3-doz. case ..... 1 40

#### HOLBROOK'S IMP. WORCES-

#### TERSHIRE SAUCE.

Per doz.  
 Rep. 1/2 pints, packed in 6-doz. case ..... \$2 25  
 Imp. 1/2-pints, packed in 4-doz. case ..... 3 15  
 Rep. qts., packed in 2-doz. case ..... 6 50

#### STOVE POLISH.

JAMES DOME BLACK LEAD.  
 6a size, gross ..... \$2 40  
 2a size, gross ..... 2 50  
 NUGGET POLISHES. Doz.  
 Polish, Black and Tan ... 0 85  
 Metal Outfits, Black and Tan ..... 3 65  
 Card Outfits, Black and Tan ..... 3 25  
 Creams and White Cleaner 1 10

#### TOBACCO.

#### IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s .. 45  
 Black Watch, 12s ..... 45  
 Bobs, 6s and 12s ..... 46  
 Bully, 6s ..... 44  
 Currency, 6 1/2s and 12s..... 46  
 Stag, 5 1-3 to lb. .... 39  
 Old Fox, 12s ..... 44  
 Pay Roll Bars, 7 1/2s ..... 59  
 Pay Roll, 7s ..... 56  
 War Horse, 6s ..... 42  
 Plug Smoking—Shamrock, 6s, plug or bar ..... 45  
 Rosebud Bars, 6s ..... 45  
 Empire, 6s and 12s ..... 44  
 Ivy, 7s ..... 50  
 Starlight, 7s ..... 50  
 Cut Smoking—Great West Pouches, 8s ..... 59  
 Regal Cube Cut, 9s ..... 70

#### TEAS.

#### THE "SALADA" TEA CO.

East of Winnipeg.

Wholesale R't'l  
 Brown Label, 1's and 1/2's .25 .30  
 Green Label, 1's and 1/2's .27 .35  
 Blue Label, 1's, 1/2's, 1/4's and 1/8's ..... .30 .40  
 Red Label, 1's and 1/2's... .35 .50  
 Gold Label, 1/2's ..... .44 .60  
 Red-Gold Label, 1/2's .... .55 .80  
 LUDELLA CEYLON TEA.  
 Orange Label, 1/2's ..... .24 .30

Brown Label, 1/2's and 1's .28 .40  
 Brown Label, 1/4's ..... .30 .40  
 Green Label, 1/2's and 1's. .35 .50  
 Red Label, 1/2's ..... .40 .60

#### MELAGAMA TEA.

#### MINTO BROS.

45 Front St. East.  
 We pack in 60 and 100-lb. cases.  
 All delivered prices.

#### Wholesale R't'l

Brown Label, 1-lb. or 1/2. .25 .30  
 Red Label, 1-lb. or 1/2.... .27 .35  
 Green Label, 1's, 1/2 or 1/4 .30 .40  
 Blue Label, 1's, 1/2 or 1/4. .35 .50  
 Yellow Label, 1's, 1/2 or 1/4 .40 .60  
 Purple Label, 1/4 only .... .55 .80  
 Gold Label, 1/4 only ..... .70 1.00

#### "KOLONA" TEA.

Ceylon Tea, in 1 and 1/2-lb. lead pkgs., black or mixed ..... .24  
 Black Label, 1-lb., retail at ..... .20 .25  
 Black Label, 1/2-lb. retail at ..... .21 .26  
 Blue Label, retail at .... .24 .30  
 Green Label, retail at .. .30 .40  
 Red Label, retail at .... .35 .50  
 Brown Label, retail at .... .42 .60  
 Gold Label, retail at.... .55 .80

#### JAMS AND JELLIES.

#### T. UPTON & CO.

Compound Jams—Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 tin pails, 6 pails in crate, 52 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/2c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/2c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42 1/2c per tin; No. 7 tins, 12 in case, 57 1/2c per tin; No. 7 wood pails, 6 in crate, 57 1/2c per pail; 30-lb. wood pails, 8c per lb.

#### JELLY POWDERS.

#### WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen ..... \$0 90  
 List Price.  
 "Shirriff's" (all flavors), per doz. .... 0 90  
 Discounts on application.  
 YEAST.  
 White Swan Yeast Cakes, per case, 3 doz. 5c packages ..... 1 15

# FISH for LENT

Stock up with an assortment of high class fish for Lent which begins

**February 5th.**

Frozen Whitefish, Halibut, Qualla Salmon, Sea Herrings, Lake Herrings, Pickled Herrings, Trout, etc.

Codfish in packages in every style.

Long Island Oysters.

Everything the Best and  
the Best of Everything.

**WHITE & CO., LIMITED**

TORONTO and HAMILTON

Our Price List quotes in detail.

If Your Trade Demands

something that is really

**EXTRA FANCY**

in

**CELERY**

Let us supply you from our selected Fancy Florida Stock. This celery is nice, crisp, bright, well-bleached stock and will surely please your trade.

**ORDER SOME TO-DAY**

THE HOUSE OF QUALITY.

**HUGH WALKER & SON**

GUELPH

and

NORTH BAY

Established 1861

## Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits*. They are *known* for quality, and carry the best trade with them.

Packed for export in air tight tins. Send an order to the nearest agent.



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Toronto.

Hamblin &  
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T. A. MacNab  
& Co.,  
St. John's,  
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land.

**CARR & Co. CARLISLE ENGLAND**



## PURE PORK SAUSAGES

Sausages are sausages you may say, but let your customers try Elgin Brand and you will find that their next orders will be Elgin Brand. It is quality and flavor that make Elgin Brand Sausages the prime favorite with particular people.

Elgin Brand Lard is pure and wholesome, and meets the requirements of the best trade.

Send for Post Card Order Book.

**The St. Thomas Packing Co., LIMITED**

Pork Packers and Provision Merchants, Dealers in Butter, Eggs and Cheese.

**ST. THOMAS, ONT.**

Wholesale Branches at Windsor and London, Ont.  
Let us send you one of our Post Card Order Books



## HOW WONDERFUL

it is in its doing towards turning the drudgery of washday into a veritable pleasure. Inexhaustive tests have proven it a sure and speedy cleanser for many and all kinds of fabrics, without injuring the most delicate.

Hard and pure, Wonderful Soap will do more work to the bar than any other soap

The market is good for such a useful washday wonder, and the profit well repays you.

ASK FOR PRICES.

### THE GUELPH SOAP CO.

GUELPH :: ONTARIO



**Y**OU will not be hard-hit by "non-sales" if your leader in sweeping compounds is the **original** **SOCLEAN**. Sweeping compounds are an absolute necessity. Be sure you are handling the best, **SOCLEAN**, the original and most effective of all.

### SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

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

## WARNING!

CRESCENT



BRAND

### SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

**BRUNNER, MOND & CO., LIMITED**

WINN & HOLLAND, Agents  
MONTREAL

## A Better Knowledge of

# SNAP

will mean bigger sales, and more sales mean more profit.



## SNAP HAND CLEANER

leads, being anti-septic and non-injurious to the most delicate skin.

### Snap Used in the Bath

is an ideal refresher! Imparts that cleanly feeling which no soap can produce.

LEAVES THE SKIN SMOOTH AND SOFT

**SNAP COMPANY, Limited**  
MONTREAL, QUEBEC

# EGG Cases and Fillers

## Buggy Egg Carriers

## Humpty Dumpty Egg Case

Car Lots or Dozens

???? Ask us about  
these Goods

**Walter Woods & Co.**  
HAMILTON - WINNIPEG



## Litster Goods

are made good enough to guaran-  
tee. They recommend themselves  
and sell themselves wherever intro-  
duced. Is the best any too good for  
your trade?

**Litster Pure Food Co.,**  
TORONTO Limited

# Cane's Washboards

The Best Value In Washboards That You Can Offer Your Trade

They stand in a class by themselves for neat construction,  
quality and durability, and pay an attractive profit.

We manufacture washboards in 13 different styles and grades  
to suit every demand.

Write for catalog on on "Cane's Washday Woodenware"

Order from your jobber.

**THE WM. CANE & SONS CO., LIMITED**  
Newmarket, Ontario

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

## AURORA COFFEE

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

**W. H. GILLARD & CO.,**

**Wholesalers**

**HAMILTON, ONT.**



**STUHR'S**  
**GENUINE CAVIARE,**  
**ANCHOVIES IN BRINE**  
*(Salted Sardels).*

In Tins and Glasses.

Sold by all High-Class Provision Dealers.

**C. F. STUHR & CO., HAMBURG.**



**Oakey's**

The original and only  
 Genuine Preparation  
 for cleaning Cutlery,  
 6d. and 1s. Canisters.

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**KNIFE POLISH**

**JOHN OAKEY & SONS, Limited**  
*Manufacturers of*

Emery, Black Lead Emery Glass  
 and Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

**Headquarters**  
 for  
**Maple Flavor**

We can supply anything wanted in  
 Maple Flavor

We can quote **BETTER PRICES**  
 than you are **NOW PAYING**

Be sure and ask us to quote—it's  
 to **YOUR ADVANTAGE**

**THOMAS HENDERSON**

Manufacturing Chemist

86 FULTON ST., NEW YORK

Read any  
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**MAPLEINE**

And you'll see why  
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 commend it.

Order of your jobber, or  
**Frederick E. Robson & Co.,**  
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**Mason & Hokey,**  
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**The Crescent Mfg. Co.**

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53 Highest Awards in Europe and America

**WALTER BAKER & CO.'S**  
**CHOCOLATE**  
**& COCOA**



Registered  
 Trade-Mark

Our Cocoa and Chocolate  
 preparations are Absolu-  
 tely Pure — free from  
 coloring matter, chemical  
 solvents, or adulterants  
 of any kind, and are  
 therefore in full conform-  
 ity to the requirements

of all Pure Food Laws.

**Walter Baker & Co. Limited**

Established 1789

**Montreal, Can. Dorchester, Mass.**

**Prosperous Year**  
**Predicted**

All indications  
 point to a grand era  
 of prosperity. So  
 don't let the credit  
 customer get too  
 far ahead of  
 you. If he pays  
 up well you  
 share in the  
 general pros-  
 perity.

**ALLISON**

**Coupon Books**

will persuade him to pay up, and  
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**HOW THEY WORK**

A man wants credit. You think he is  
 good. Give him a \$10.00 Allison Cou-  
 pon Book. Have him sign the receipt  
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 which you tear out and keep. Charge  
 him with ten dollars—no trouble. When  
 he buys a dime's worth, tear off a ten  
 cent coupon, and so on until the book  
 is used up. Then he pays the \$10.00  
 and gets another book. No pass books,  
 no charging, no lost time, no errors, no  
 disputes. Allison Coupon Books are  
 recognized evrywhere as the best.

For sale by the Jobbing Trade  
 Everywhere.

Manufactured by **ALLISON COUPON**  
**CO., Indianapolis, Indiana, U.S.A.**

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

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

# 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  
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 knowledge and experience on  
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- The Selling Profession.
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- Cash with Order.
- Samples.
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- Cancelled Orders.
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183 pages, 5¾ x 8¾ inches.

PRICE \$2.00

**TECHNICAL BOOKS.**

143-149 University Ave.

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Make your oil business as clean, pleasant and profitable as handling package goods. You can do it with a

## BOWSER SAFE SELF-MEASURING OIL TANK

because there is no dripping of oil to waste your profits, soil your hands and taint sensitive goods. The BOWSER automatic stop cuts off the oil as soon as you cease pumping. The gauge shows how much oil is left in your tank; if you have to fill a can or tank of unknown capacity, it shows you at a glance how much to charge. Make up your mind to have an oil business instead of an oil nuisance! We'll show you how. Write for our FREE catalogue and learn why the merchants of this country are using over 750,000 BOWSER OUTFITS.

**S. F. Bowser & Co., Inc., 72-73 FRAZER AVENUE Toronto, Ont., Can.**

Made by Canadian Workmen and sold by Canadian Salesmen.

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

## JUST A LITTLE PUSH

**Meadow-Sweet  
Package  
Cheese.**

Here is a package cheese unequalled for price and **QUALITY**. Has a piquant flavor peculiar to itself.

Every customer a possible purchaser and

**10c**

is all it costs. Yet your profit is good.



**Saratoga  
Chip  
Potatoes.**

A specialty which sells on sight.

Mere curiosity invites a test by consumer, while

The lasting taste of goodness ensures repeats.

Potatoes chipped and cooked in pure olive oil.

Write for Samples

**The Meadow-Sweet Cheese Co.  
MONTREAL**

Western Agents: John J. Gilmor & Co., Winnipeg



## Superlative Quality Consistently Maintained

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

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

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

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

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

# BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada.

## McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

**AGENTS:**

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**W. G. PATRICK & CO., Ltd.,** York Street, **TORONTO**  
 Manitoba and Saskatchewan  
**RICHARDS & BROWN,** James Street, **WINNIPEG**  
 Alberta  
**CAMPBELL, WILSON & HORNE,** Limited, **CALGARY**  
 British Columbia and Yukon  
**KELLY, DOUGLAS & CO., Ltd.,** Water St., **VANCOUVER**

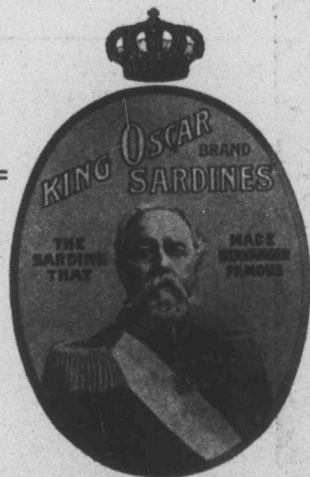


is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

## JOHN P. MOTT & CO.

MANUFACTURERS

**HALIFAX, NOVA SCOTIA**



By Special Royal Permission.

## None Quite So Good

You take no chance in pushing "King Oscar" Brand Sardines. Give them prominent display, for they are attractive and will create interest and sell quickly.

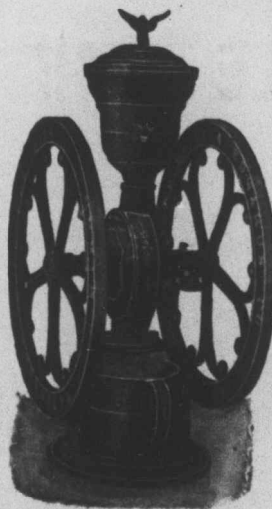
After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS:

## J. W. Bickle & Greening

(J. A. Henderson)

**Hamilton, - Ontario.**



## THE ELGIN National Coffee Mill

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

Equipped with the new style force feed steel grinders.

Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:  
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**Woodruff & Edwards Co.**  
**ELGIN, ILL., U.S.A.**

# MASON'S 'O.K.' SAUCE

THE ORIGINAL



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

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

THE MARK OF QUALITY

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

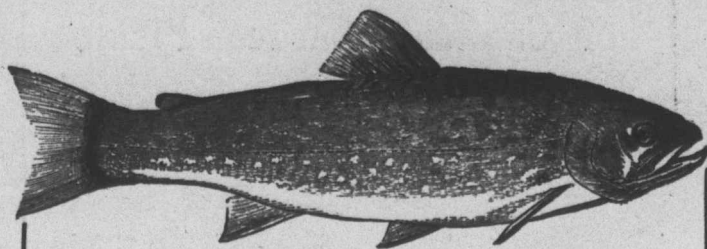
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A FISH 5 MINUTES FROM THE WATER cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods**. The flavor is retained by the employment of the latest and most modern methods of preparing and packing — immediately after the fish comes from the water.



Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

Our Chief Sellers:

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.**

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## British America Assurance Company

INCORPORATED A.D. 1833.  
HEAD OFFICE, TORONTO  
(FIRE INSURANCE)

BOARD OF DIRECTORS:

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



**Demand Exceeds the Output  
of Canada's Largest Pickle  
and Fruit Preserving Factory**



"Sterling" Brand Sweet and Mixed Pickles, Marmalade, Jams, Lime Juice, Crushed Fruits, Extracts, Sauces, Catsups, and Relishes are the best of their kind on the market. Stock and sell only "Sterling" Brand and your profits will forge ahead rapidly.

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LIMITED

Sterling Road, Toronto, Can.



**A LINE THAT  
YIELDS GOOD  
RETURNS**

The grocer who realizes the exceptionally big value he can give his customers, will rake in some excellent profit returns if he features D. W. C. Spanish Olives. The customers get both quality and quantity — they come back for more.

**ROWAT & CO.**

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**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

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Montreal Representative  
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**Think It Over!**

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

**Black Knight Stove Polish**

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

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



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

Hamilton, Canada

Buffalo, U.S.A.

# ANTI-DUST Sweeping Powder

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

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

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

#### **SAPHO MFG. CO., LIMITED, MONTREAL**

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

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

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

## **ROSE QUESNEL**

### **A Pure Canadian Smoking Tobacco**

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

and

## **KING GEORGE**

### **NAVY PLUG**

### **A Chewing Tobacco**

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

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

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

# What Do You Earn?

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

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

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

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

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

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

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

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

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

**SITUATION VACANT**

WANTED FOR LARGE RETAIL BUSINESS, first-class experienced grocer. Must have thorough knowledge of good class of trade and ability to take charge where large number of clerks are employed. Man with special knowledge of coffees preferred, but must have general knowledge of groceries and have executive ability. First class references required. Salary will be satisfactory to right man. Apply Box 456, Canadian Grocer, Toronto.

**MISCELLANEOUS**

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

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

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

**SITUATION WANTED**

POSITION OF TRAVELLING SALESMAN for wholesale grocery or drug house in Ontario by thorough experienced salesman. References. Apply Box 461, Canadian Grocer, Toronto.

**AGENTS WANTED**

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

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**CONDENSED AD.**  
PAGE  
WILL INTEREST YOU



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The Sanitary Fly Destroyer,  
Non-Poisonous.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

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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 advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

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by stocking and selling  
**PURE CANADIAN LEAF.**  
Attractive prices. We have a good assortment of pipes.  
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are good smokers and sellers  
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Manufacturers and Buyers of Dried, Evaporated and Canned Apples.  
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Established 1886.

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

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Satisfy every user. Let's tell you why.  
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**Bitter Oranges and Peels**  
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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.  
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ESTD. 1825  
**THE ORIGINAL MAKERS OF BELFAST GINGER ALE**  
Agents in Western Canada  
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842 Cambie Street VANCOUVER, B.C.

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**TORONTO SALT WORKS**  
TORONTO, ONT. **GEO. J. CLIFF, Manager**

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SEASON 1913  
Don't buy until you see our samples and prices  
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without dust, by using the best disinfectant sweeping powder on the market.  
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**No-Dust Mfg. Co.**  
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The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.  
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.  
The "want ad." gets work for workers and workers for work.  
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The "want ad." is the great force in the small affairs and incidents of daily life.

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

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Sells Somerville's gum for you without trouble. Makes large increase in your gum sales. Write for full particulars to Canadian agents, Weir Specialty Co., Ltd., 561 and 563 Yonge St., Toronto, Ont.

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 Successors to W. H. ESCOTT CO.  
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**OFFICES:-**  
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**WINNIPEG**  
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 Office and Track Warehouse,  
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**WHOLESALE COMMISSION MERCHANT**  
 and  
**GROCERY BROKER**  
 757-759 Henry Ave., WINNIPEG

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

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 Track connection with all Railroads.

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

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 We are still open for a few good Agencies

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Leading Brokers in Canada  
 for  
**Evaporated Apples**  
 Wire or write us for Prices.  
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# Manufacturers' Agents and Brokers' Directory

(Continued.)

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 est Canadian and foreign references. High-  
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 Correspondence solicited with brokers or  
 manufacturers looking for a reliable rep-  
 resentative. Can furnish best of refer-  
 ences.

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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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**123 Bannatyne Ave., WINNIPEG, Can.**  
 We have records in our vaults covering ten years' satisfactory service.

**Mathieu's Nervine Powders**



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

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

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

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

Please send regular box of Mathieu's Nervine Powders to the following address:—  
 Name.....  
 With (Name of firm).....  
 Street.....  
 City or town..... Prov.....

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Don't hesitate to write us. As a subscriber of The Canadian Grocer you are entitled to this service.

It will not cost you one cent unless we collect



Your old accounts can be collected. The money is yours and you should have it in your business. Why not let us collect it for you? We make no charge unless we collect. Our proposition is a good one.

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**WEST INDIA CO., LIMITED**  
MONTREAL

Where P.U.R.E. means Pure



↓  
"Pride  
of  
Canada"



**Maple Syrup & Maple Sugar**  
(Guaranteed Pure)

We are now booking orders for new crop Maple Syrup and Sugar. Do not leave orders to last moment and be disappointed. Last year's crop was short.

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LIMITED  
Montreal

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Petits Pois—Extra Fins, Moyens No. 1,  
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Vegetables—Haricots, Spinach, Artichokes,  
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**HERE IT IS. 10 cts. retail.**

Francois Petit & Cie., Paris  
**Petits Pois- 5,000 cases -Petits Pois**

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Goods are quality through and through.  
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400 cs. Imported Mushrooms.

Extra Choice, First Choice, Choice and  
Galipeds. In tins and bottles.

### MINERVA OLIVE OIL.

Bottles.	Tins.	
12 Litres, cs.	2—5	Gals. cs.
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Full assortment and high class also.

**VALENCIA RAISINS, F.O.S.** Loose, 28  
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Crown Layers Loose, 28 lbs.

**MALAGA TABLE RAISINS, "CON-  
QUEROR," EMPRESS, DUCHESS,  
PRINCESS, COUNTESS.** In 1 lb.  
bundles, and in cases of 5 $\frac{1}{2}$  and 22 lbs.

**CALIFORNIA RAISINS, SEEDLESS,** in  
12 oz. pkgs.

**EVAPORATED FRUITS, APPLES,  
PEARS, PEACHES, APRICOTS, ETC.  
NUTS AND ALMONDS OF ALL KINDS.**

Write, 'phone or wire at our expense.

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568 St. Paul Street  
MONTREAL

Tel. Main 3766

THE CANADIAN GROCER

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King Brand (Compound) Jam can be supplied in many varieties, very delicious.

Each sale means a satisfied customer and good profit for the dealer.

Packed in Jars, Cartons and 5 and 7-lb. pails.

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Ask for samples.

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**TORONTO**

THE CANADIAN GROCER

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THE CANADIAN GROCER



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Thus proving that not only does it hold your customers but gets *new* ones for you.

Why have the FIVE ROSES sales increased from 800 barrels to 11,500 since 1888, from 1600 bags to 23,000 bags every selling day?

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Why should YOU row against the current? Why not make more flour sales with less trouble?

This flour is packed to suit your trade in barrels and halves, and in bags of 7, 14, 24, 49 and 98 lbs.

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"The House of Character"  
Capacity, 11,500 bbls. Daily  
MONTREAL

# Five Roses Flour

Not Bleached



Not Blended