

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI

PUBLICATION OFFICE: TORONTO, FEBRUARY 23, 1912

No. 8



Diamond Brand MAPLE SYRUP



SUGARS & CANNERS

LIMITED

MONTREAL



Surprise Soap

gives

Valuable Cash Prizes

House Cleaning Competition March 15th to May 15th, 1912

A window can be put in at any time between these two dates. Competition is for—

A HOUSE-CLEANING WINDOW, consisting of any or all the articles used for Spring House-Cleaning, general washing or cleansing, with "Surprise" Soap given a good display and prominent position.

1st PRIZE	-	\$50.00	6th PRIZE	-	\$10.00
2nd PRIZE	-	35.00	7th PRIZE	-	10.00
3rd PRIZE	-	20.00	8th PRIZE	-	10.00
4th PRIZE	-	15.00	9th PRIZE	-	10.00
5th PRIZE	-	10.00	10th PRIZE	-	10.00

In addition to these prizes every grocer sending in a photograph of a Window Display, and not being awarded one of the cash prizes, will receive a first-class Pocket Knife, free, by mail.

Prizes will be awarded as soon after May 15th as the Judges can make the awards.

Conditions of the Contest are:—

(1) The Window must be a general House Cleaning Window Display. As this is the season for advertising this line, a good display of anything that is needed for House Cleaning or doing Washing, either material or apparatus, may be included.

(2) IT IS NECESSARY IN ORDER TO PARTICIPATE IN THE CONTEST THAT THE "SURPRISE" SOAP WINDOW DISPLAY MATERIAL BE USED; AND "SURPRISE" SOAP BE GIVEN A PROMINENT POSITION IN THE WINDOW. (SEE MAILING COUPON BELOW.)

(3) We will furnish on application "Surprise" Soap Window Display material, with full instructions on how to display. It is simple and easy to put up.

(4) Method of Judging Contest.—By Photograph of Display. Every competitor is to have a Photograph taken of the Window Display; and on the back of the Photograph, or attached to the Photograph, a description of the Window should be given, telling how it is made up, the color scheme, and any other items that it is desired to mention to give full description of the Window Display, as well as your name and address.

A small Photograph will answer the purpose, taken either by yourself or friends. It must be plain and distinct.

(5) JUDGES.—The Judges of this Competition will be Mr. H. C. McDonald, Pres., and Mr. J. L. Maude, Secy., of The Canadian Window Trimmers' Association, who have full power to award Prizes according to Section No. 4, that is, Judging will be done from Photographs sent in and Prizes awarded accordingly.

(6) Photograph should be mailed to "Surprise", 69 Front Street E., Toronto, Ont.

Cut this out and mail to us.

THE ST. CROIX SOAP MFG. CO.,
St. Stephen, N.B.

Please send us "Surprise" Soap Window Display material for House-Cleaning Window.

The St. Croix Soap Mfg. Co.

ST. STEPHEN, N.B.

Do not overlook placing "Surprise Borax Washing Powder" in your Window Display. It's great for House-Cleaning.

This is the Season for Fish Buying

The Season of Lent has just commenced—and with it the desire of most people for fish. You are serving your best interests by stocking only the best class—on the quality at this season depends the trade you will do throughout the year.

“Thistle” Brand Will Delight Your Customers

The “Thistle” Brand of Canned Haddies are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

Captain Austin has the unequalled skill of a lifetime of experience. **THERE'S 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 the “Thistle” brand. Buy it and buy the best.

A big tribute to this brand is that there are times when the demand exceeds the supply. So get your supply in time.



ARTHUR P. TIPPET & CO.

Agents

MONTREAL

TORONTO

THE CANADIAN GROCER

PERRIN'S

5c. and 10c. Fancy Thin
Blue Packages
Only

Regular Lines put up in:

- 5c. Parchmentine
- 10c. Red Label
- 10c. Cartons
- 25c. Cardboard
- 30c. and 35c. Tins



DAIRY

CREAM

SODAS

D. S. Perrin & Co., Limited
LONDON CANADA

An Ideal and Healthy Food
Quality unsurpassed. Test the flavor and crispness.

T
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if yo

MON

Facts Worth Considering

BORDEN'S EAGLE BRAND CONDENSED MILK



Especially prepared for
infant feeding.

Recommended by physicians
everywhere.

For general household use
best value obtainable.

The Richest and Purest milk
from the world's best dairies.

BORDEN'S CONDENSED MILK CO.
"Leaders of Quality" Established 1857

Sales Offices and Agencies:—

Mason & Hickey, Winnipeg and Calgary

WILLIAM H. DUNN
Montreal, Toronto and Vancouver

Pyramid Fly Catcher

REGISTERED

Place your order now to insure early
delivery. Do not accept a substitute.

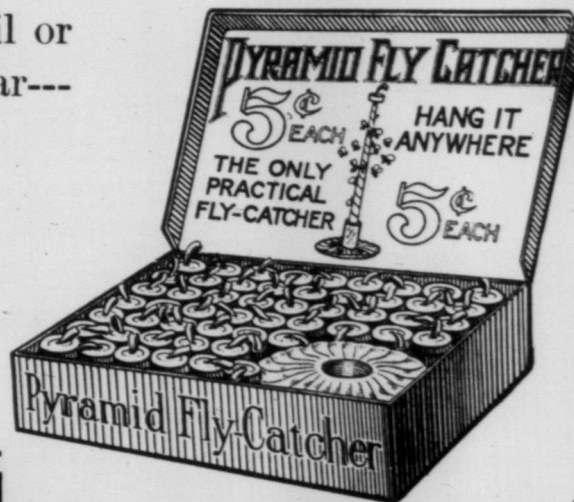
This device has taken so readily that we have been unable to fill
all the repeat orders at the end of the season---consequently **we**
have no old stock.

We will guarantee delivery in April or
May---of stock manufactured this year---
if you place your order NOW.

Selling Representatives:

MASON & HICKEY, WINNIPEG and CALGARY
J. W. NUNN, VANCOUVER, B.C.
J. FRANCOIS TURCOTTE, QUEBEC

WM. H. DUNN, Sole Importer
MONTREAL, TORONTO AND VANCOUVER



CARTER'S



Big Wheel Lemonade Powder

Table Jellies, Mustard Powder
etc., etc.

H. W. Carter & Co., Ltd.
BRISTOL, ENGLAND



The All
Attractive

"Meadow-Sweet"

Quite a
Winner

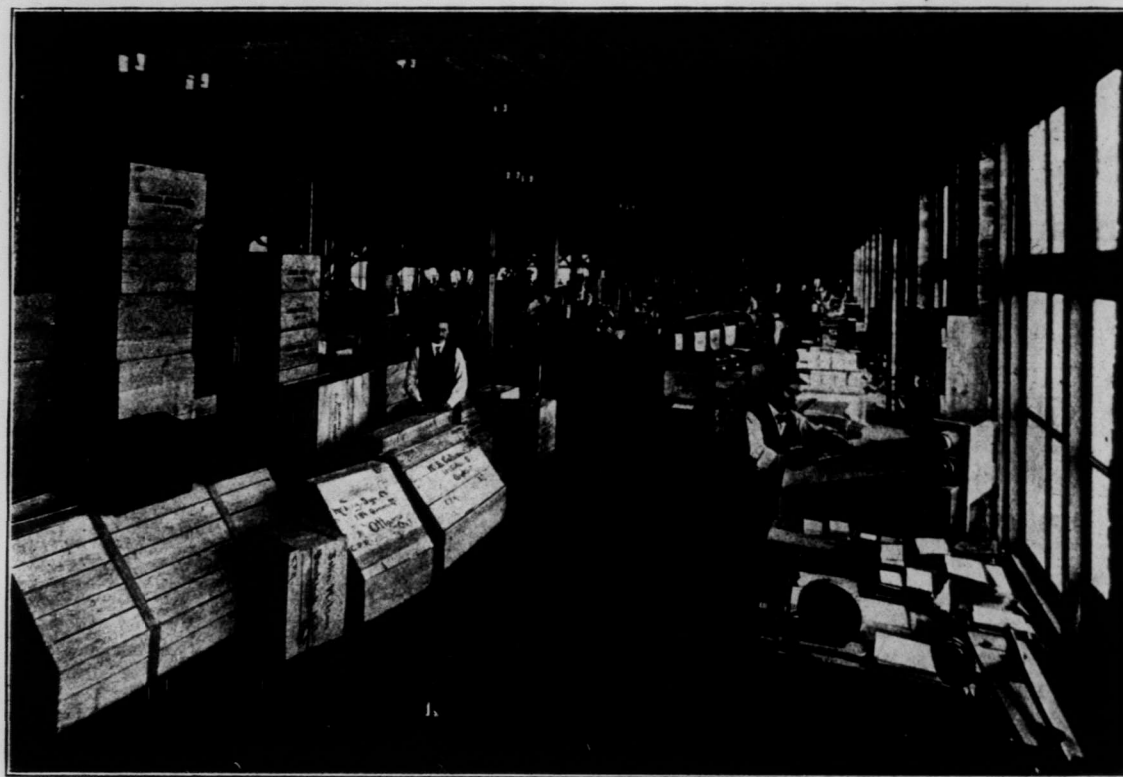
MEADOW-SWEET CHEESE is the leader in its line. Its rich, creamy flavor has made it the delight of every housewife, and you can not afford to overlook it.

10c. a Package Retail

Are you going to let a trade winner pass?
Certainly not, you are too wise.

Write us immediately

The Meadow-Sweet Cheese Co.
21 Bonsecours St., Montreal



Interior view of Dominion Register Co.'s Plant, Toronto, Canada, showing portion of register department.

DOMINION REGISTER CO., Limited

90-98 Ontario St., TORONTO

THE CANADIAN GROCER

SIMCOE BRAND BAKED BEANS



Are gilt-edged stock for high-grade grocers. They are much superior to those of the home cook, being as wholesome as they are delicious.

They make an excellent substitute for potatoes, so high in price at present throughout Ontario. Baked Beans contain as much nutriment in one tin as is in a pound of beefsteak.

Simcoe Brand Beans are one of the few lines of goods that has not advanced in price, notwithstanding that the beans themselves are very much higher.

Make Baked Beans your "special," and do your best to stir up enthusiasm. Your customers will appreciate the values, and you will appreciate the profits.

Write for our new
SIMCOE "Hanger"



Dominion Cannery, Limited

Hamilton, Canada

COOK'S FRIEND
BAKING POWDER
 FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.

In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is produced, thereby producing SWEETER, LIGHTER and SOFTER BREAD than by any other method.

PREPARED ON CORRECT SCIENTIFIC PRINCIPLES.
 Never dip a wet spoon in the tin. Always keep in a dry place.

In the course of the past fifty years three generations of dealers have sold COOK'S FRIEND, "The Baking Powder With a Pedigree"—and three generations of users have bought it. The sale is increasing every year. Get after your share of the sales made by the quality and advertising of COOK'S FRIEND.

Purer than the Law Demands.
 Contains No Alum.

W. D. McLaren, Limited, Montreal

UNQUESTIONED QUALITY

We co-operate with the dealer in his endeavor to get and hold trade. It's quality goods that attract and hold people to the store and we supply these quality products of various manufacturers.

We are the manufacturers' direct representatives and thereby enabled to supply the retailer with anything and everything of the best. Our service is prompt and efficient—small orders receive our personal supervision. We enable you to keep and hold your custom.

LET US HEAR FROM YOU

RICHARDS & BROWN

WHOLESALE GROCERS and COMMISSION MERCHANTS

WINNIPEG - - MANITOBA



SANITARY CANS

FOR

"Winter Pack"

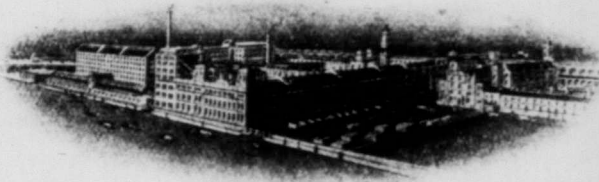
Baked Beans, Soups,
 Meats, Condensed Milk,
 Evaporated Milk ❁ ❁

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

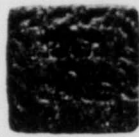
"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

21 Royal
Appointments



32 Prize
Medals

PEEK, FREAN'S BISCUITS



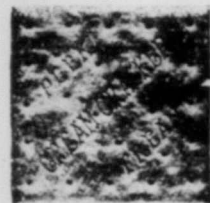
PAT-A-CAKE



BILLIKEN



GOLDEN PUFF



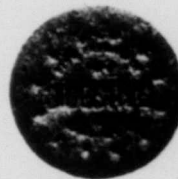
CREAM CRACKER



TEXAS CRACKER



MILK



DIGESTIVE



BOURBON

FULL LIST AND ILLUSTRATED ALBUM ON APPLICATION

AGENTS IN WESTERN CANADA :

The W. H. Malkin Co., Limited, Vancouver.

Ruttan & Chipman, Fort Garry Court, Winnipeg.

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

If All The Grocers in Canada



WERE LINED UP

you would find the best of them handling

ST. CHARLES EVAPORATED MILK

That is because this product comprises a line that is a huge seller and always makes good.

A PERFECT SUBSTITUTE

for milk or cream in their unmodified form.

Simply pure milk put up in small tins.



St. Charles Condensing Co.

INGERSOLL, ONT., CANADA



Buy the Best

A line that will give entire satisfaction throughout the year to all of its users is

PURITY SALT

It is rightly named, because it consists exclusively of fine dry, even crystals,

free from all foreign substances.

It is pure—that's why the women think so highly of it.

Your profit is assured. Order a stock to-day.

The Western Salt Co., Ltd.
MOORETOWN, ONTARIO



A Source of Profit

Every grocer who stocks

PINK'S WORCESTER SAUCE

knows he has a line that is a constant source of profit to himself and satisfaction to his customers.

When once you have sold a bottle of this brand you have made a regular customer for it.

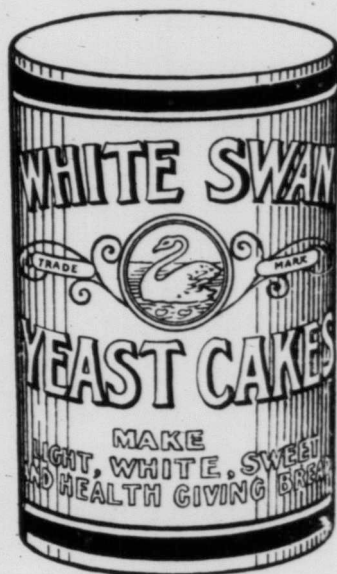
You can have every confidence in recommending Pink's Worcestershire Sauce—it is guaranteed free from all chemical preservatives.

Prices from our Sole Canadian Distributors

The Manufacturers Agency Co.

Halifax, N. S., C. E. Creighton, Bedford Chambers
Boston, U.S.A., Gen. Sales Office, 330 Board of Trade Bldg.

E. & T. Pink
London, Eng.



WHITE SWAN YEAST CAKES

represent a standard of quality and perfection never before attained—They will give your customers the very best of satisfaction—They are the outcome of years of scientific work, and our reputation for strictly high class products is a positive guarantee of "satisfaction or your money back."

ORDER FROM YOUR WHOLESALE GROCER OR WRITE

White Swan Spices & Cereals, Limited, Toronto
Sole Distributors

THE STAR EGG DELIVERY SYSTEM



Gets the Business and Saves Your Money

STAR EGG CARRIERS AND TRAYS FOR SAFE EGG DELIVERY

The only system especially invented for delivering eggs by vehicle. Stops all breakage and miscounts. Costs less to install and operate than paper bags or boxes. Satisfies customers and furnishes the best kind of advertising medium possible.

It will pay you to find out all about STAR EGG CARRIERS AND TRAYS.

Write to-day for particulars and we will send you two valuable books:
"SAFE EGG DELIVERY" and "SAMPLE ADS"

Star Egg Carriers are licensed under Canadian Patent No. 96506, to be used only with trays supplied by us. Manufacturers, jobbers or agents supplying other trays for use with Star Egg Carriers are contributory infringers of our patent rights and subject themselves to liability of prosecution under the Canadian patent laws.

STAR EGG CARRIER & TRAY MFG. CO.
1550 JAY STREET, ROCHESTER, N.Y.

SERVICE

THAT'S what you want, Mr. Canner. Our factories are specially equipped to attend to your orders promptly and turn them out satisfactorily. We can supply you with the maximum amount of tin containers (of any size or description) in the minimum of time. You can safeguard your business and feel more secure about the delivery of your goods on a promised date if you entrust us with your orders.

WRITE

AMERICAN CAN COMPANY
MONTREAL, QUE. HAMILTON, ONT.



APPROVED BY ALL AUTHORITIES

HEALTHFUL
NUTRITIOUS
DELIGHTFUL

A DAINY
DESSERT



THE IDEAL
DIET FOR
CHILDREN
AND
ADULTS

A NICE
BREAKFAST

ST. VINCENT ARROWROOT

has all the qualities that go to the making of a rapid seller. In number of uses it has no equal and wherever it is sold has become immediately popular with an ever widening circle of users. The demand has always exceeded the supply. We offer enlarged supply to meet a growing demand. There's money in it for you.

Write the Secretary for information and samples.

ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N
KINGSTOWN, ST. VINCENT, B.W.I.

Did It Ever Occur to You

that good coffee is the drawing card of a grocery business?

Just put in a line of Chase & Sanborn's High Grade Coffees and you will find people come from the extreme ends of your town for it—and incidentally purchase other commodities.

CHASE & SANBORN
COFFEES
MONTREAL



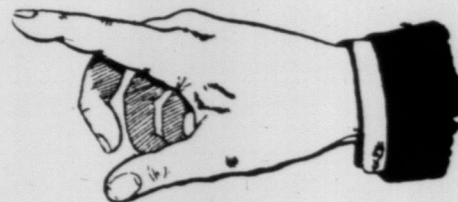
5 Cases at \$4.15
with half Case free.
10 Cases at..... \$4.05
with 1 Case free.
25 Cases at..... \$4.05
with 3 Cases Free
FREIGHT PREPAID
Net 30 days.
Assorted or otherwise.



Read all about the new prices

and remember quality counts.

We intend to protect every customer who already has an order booked for future delivery.



Apply to
FACTORY:
Woodstock, Ont.
MONTREAL OFFICE:
514 Coristine Bldg.
TORONTO OFFICE:
76 Colborne St.
or any wholesaler.

Scotch Marmalade

Made from Seville oranges
and pure refined sugar

by

John Gray & Co., Ltd.
Glasgow

Contains neither Glucose
nor preservatives.

Prices and Samples from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan
and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal;
Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa,
E. M. Lerner & Sons, 11 York St.; British Columbia and
Yukon, Kirkland & Rose, 312 Water St., Vancouver.

"JUST WHAT I WANT"

A reliable and
high-grade elec-
trically driven
Coffee Mill--fully
guaranteed--at a
fair and moderate
price--and that is
the

COLES MODEL 45

Twenty-five
years in the man-
ufacture of Coffee
Mills is a suffi-
cient guarantee
that this mill is
all we claim for
it.



COLES MFG. CO., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg;
Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton,
Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne
& Co., Calgary, Alta.

HAVE YOU GOT ACQUAINTED
WITH

St. Lawrence Flour?

If not, waste no time. It is the new flour
made by experts in the most modern and
best equipped mills of America.



FOUR
BRANDS

OF
EQUAL
PURITY

INQUIRIES SOLICITED
THE

**St. Lawrence Flour Mills
Company, Limited**

1110 Notre Dame St. West
MONTREAL

"St. Lawrence Flour is as Pure and as White as the Lily"



SAPHO LINES

are the winning lines, Mr. Grocer,
and should receive a fair share
of your attention. Here are four
of them. Look at cuts.



Liquid Bluing.
Household Ammonia.
Anti-Dust Sweeping Powder.
"Mine Grasse" Stove Polish.

Genuine Specialties—all of them.

ASK FOR PARTICULARS.

THE
Sapho Mfg. Co.
Limited
MONTREAL



THE CANADIAN GROCER

TEES & PERSSE LIMITED

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON

Resident Salesmen calling on
EVERY jobber
EVERY day

Agencies and Consignments
Solicited.

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

Handling and storage facilities
the very best.

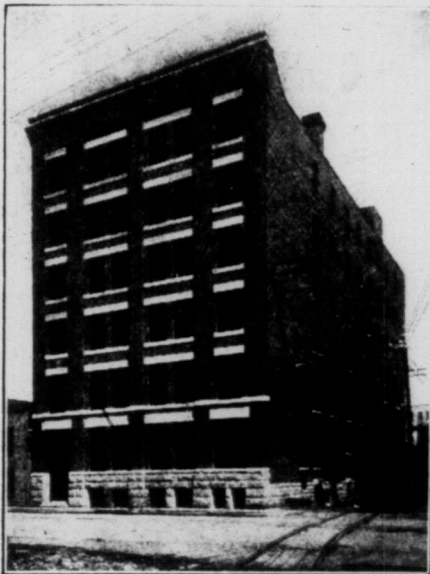
Flats to rent in our new Moose Jaw and Saskatoon Warehouses.

TEES & PERSSE LIMITED

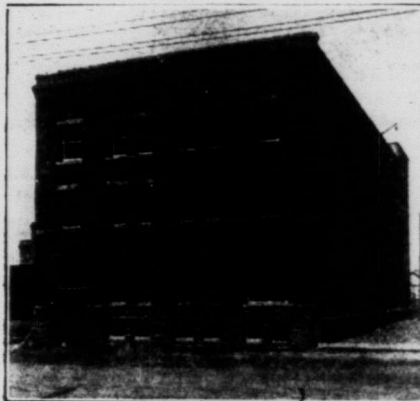
WINNIPEG	PORT ARTHUR	FORT WILLIAM
REGINA	SASKATOON	MOOSE JAW

TEES & PERSSE of ALBERTA, Limited
CALGARY EDMONTON.

"From the Great Lakes to
the Rockies."



WINNIPEG WAREHOUSE



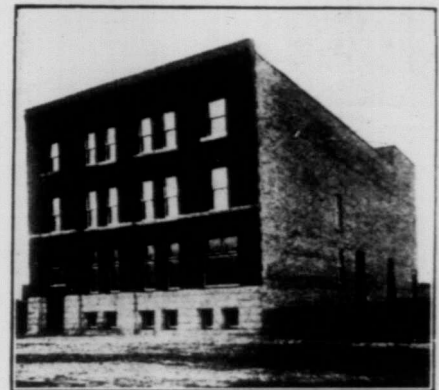
SASKATOON WAREHOUSE



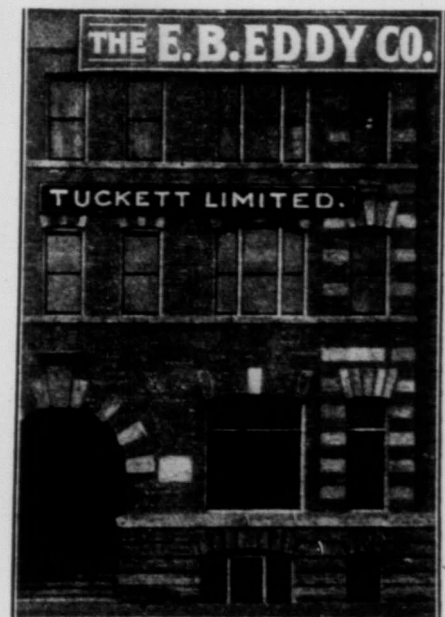
CALGARY WAREHOUSE



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE

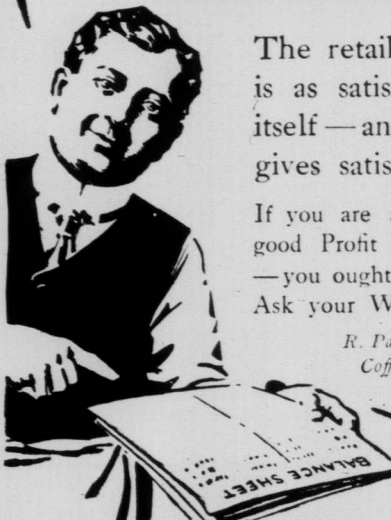


EDMONTON WAREHOUSE

Profits !

'CAMP'


COFFEE



The retail profit on 'Camp' is as satisfactory as 'Camp' itself—and 'Camp' *always* gives satisfaction.

If you are after good Coffee—good Profit—good Customers—you ought to be after 'Camp' Ask your Wholesaler.

*R. Paterson & Sons,
Coffee Specialists,
Glasgow*

By Royal  Letters Patent.

NELSON'S

Powdered

GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use without soaking.

G. NELSON, DALE & CO., LTD.,
WARWICK, ENGLAND.



ANOTHER REASON

why you should use

CONTINENTAL

GROCERY BAGS

Besides being GERM PROOF and having the MOST PERFECT BOTTOMS of any bags manufactured, our bags are counted by the newest special mechanism, insuring absolutely FULL COUNT and MAXIMUM NUMBER OF PERFECT BAGS in each package.

If your Wholesaler does not handle
CONTINENTAL BAGS, accept no other,
but send orders to the Distributors.

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

MANITOBA, ALBERTA and SASKATCHEWAN: Walter Woods & Company, Winnipeg.


QUEBEC and MARITIME PROVINCES: The Continental Bag and Paper Company, Limited, 427 St. James St., Montreal.

The Continental Bag & Paper Co., Limited

SOLE MANUFACTURERS
OTTAWA, CANADA

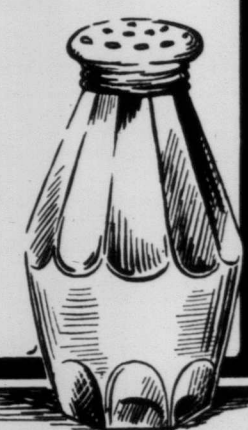
CENTURY

SALT



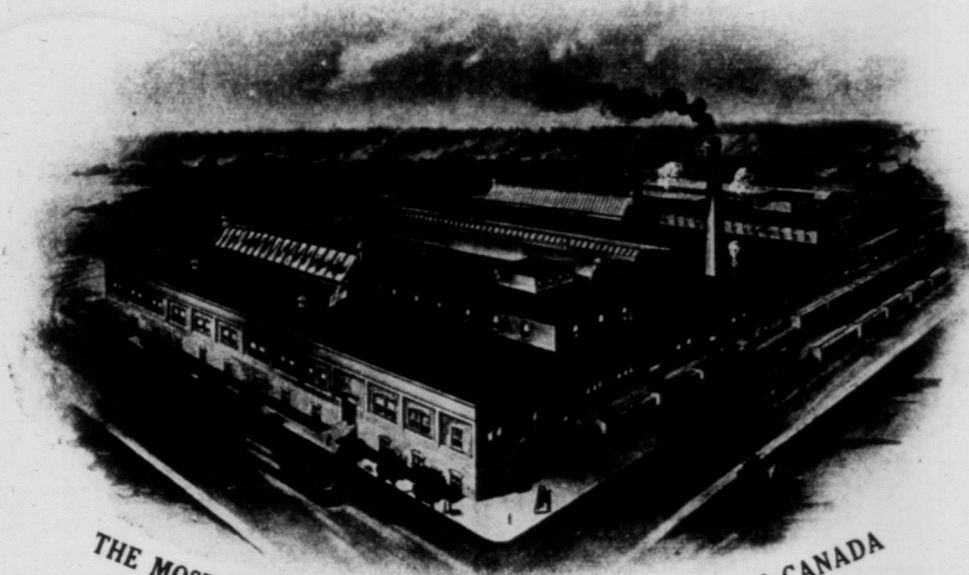
Always Good—
Quality Never Varies

You want your name to be connected with the selling of goods of only dependable make. In this respect you are safeguarded by passing out CENTURY SALT. Always good, the quality never fluctuates. Build up a trade by selling Century Salt.



THE DOMINION SALT CO. LIMITED
SARNIA ONTARIO

PURITY GOODS THAT HAVE WON



THE MOST UP-TO-DATE FRUIT PRESERVING PLANT IN CANADA

Jams sell well during Lent.
Grocer, look at your stock.
Buy the goods that are the
easiest sellers, they are
Wagstaffe's.

Jams are scarce this season.

Wagstaffe, Limited

Hamilton, Canada

Tartan
BRAND

THE SIGN OF PURITY

BALFOUR, SMYE & CO., WHOLESALE GROCERS . . **HAMILTON**

PHONES 3595, 3596, 3597 3598, 748, 462

FISH FOR LENT

Be prepared for demand. Our stock complete:—

SEA TROUT, MACKEREL, LABRADOR HERRING
HOLLAND HERRING and MILCHERS

ACADIA and CANADA COD, COD STEAK,
QUAIL, COD STRIPS, Etc.

**Every Live Grocer
SHOULD KNOW ABOUT
"Walker Bin" Fixtures**

They represent the maximum efficiency in grocery equipment---the most complete system for easy and economical handling of a grocery stock, either large or small.

They insure minimum of waste, shrinkage, labor and expense, which means larger profits.

The attractive display makes customers feel "more like buying and buying more."

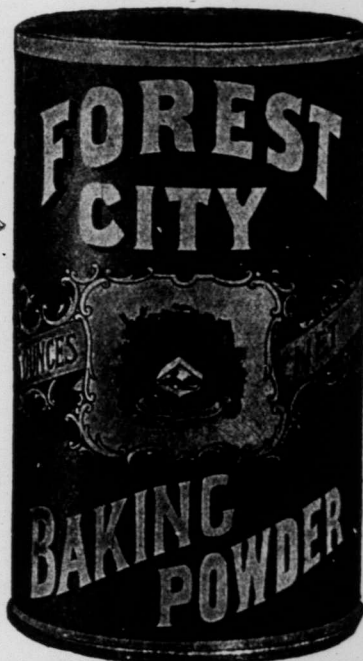
Write for Illustrated Catalogue
"MODERN GROCERY FIXTURES"
and let us give you an estimate.

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

REPRESENTATIVES:—

Manitoba: Watson & Treadwell, Winnipeg, Man. Berlin, Ontario
Montreal: W. S. Silcock, 33 St. Nicholas Street
Vancouver, B. C.: W. W. Berke & Co., 334 Cordova St. W.

**SHE COMES BACK
FOR MORE**



When the housewife needs more Baking Powder she is sure to be back for **FOREST CITY** after you have once sold her this high quality line.

**FOREST CITY
BAKING POWDER**

stands both Government and Kitchen test and has long been recognized as the standard of purity—the line you can honestly recommend.

You can make no mistake by offering this brand.

**Gorman, Eckert
& Co., Limited**
LONDON, ONT.
Winnipeg, Man.

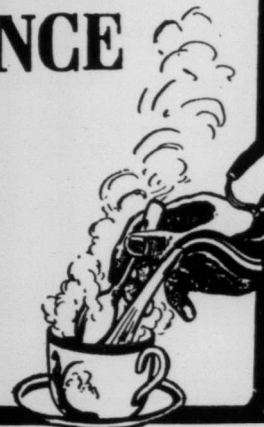
SYMINGTON'S COFFEE ESSENCE



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

Thos. Symington & Co., Edinburgh and London

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



PUT UP
GOOD

The S

Rea

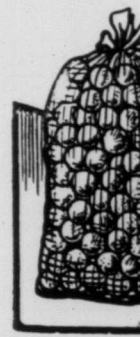
The b
the li
profit

Blac

It give
but a
by oth
Econo
hands.

THE
HAMIL

New
in Coc



THE CANADIAN GROCER

25 LBS.

St. Lawrence

Granulated Sugar

PUT UP IN AN ATTRACTIVE
GOOD QUALITY WHITE **Cotton Bag.**

Packed "4 to the Gunnie," a convenient package for every Grocer and many householders. We also have our Granulated packed in 20-lb. Cotton Bags, "5 to the Gunnie."

The St. Lawrence Sugar Refining Co., Limited, Montreal, Quebec



Ready Sellers in Winter !

The best line of stove polish for you to sell--the line that will give you satisfaction and profit is

Black Knight Stove Polish

It gives a brilliant, lasting shine and calls for but a fraction of the elbow grease required by other stove polishes.

Economical in use and will not stain the hands.

THE F. F. DALLEY CO., LIMITED
HAMILTON, CAN. - - - BUFFALO, N.Y.

A New Match That is the Goods

It is surprising the amount of business that hinges on the satisfying of your customers in relation to match sales. There is much use for them in the household and all kinds of chance for dissatisfaction if they are not right.

SHAMROCK Silent Tip Matches

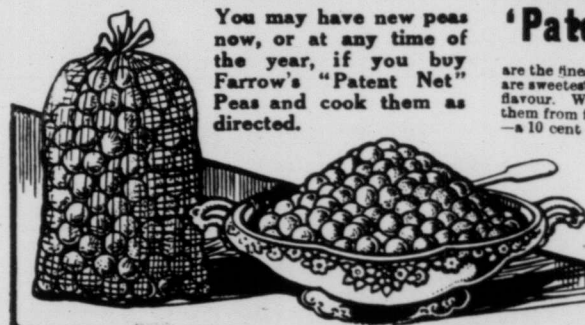
have all the features that have made Dominion matches so universally popular. They are packed 1,000 (full count) to the box—144 boxes to the case, handsome lithographed boxes.

Make sure of satisfying your household trade by supplying Shamrock.

DOMINION MATCH CO., LIMITED DESERONTO, ONT.

Or The Canada Brokerage Company, Limited, Toronto, Ont.
The A. Macdonald Co., Winnipeg, Man.
Snowdon & Ebbitt, Montreal, Que.

New PEAS (with MINT) in Cooking Nets (Farrow's Patent)



You may have new peas now, or at any time of the year, if you buy Farrow's "Patent Net" Peas and cook them as directed.

FARROW'S 'Patent Net' PEAS

are the finest early green peas, gathered at the beginning of the season when peas are sweetest, most tender and delicious. Our process preserves ALL their natural flavour. When cooked they are so delicious and tender that you cannot detect them from fresh garden peas. They are very easily cooked and remarkably cheap—a 10 cent Net provides liberal portions for 8 people. Farrow's "Patent Net" Peas are English grown, absolutely pure, free from all preservatives and colouring matter.

The grandest 10 cent line the Old Country has ever sent us.

CANADIAN AGENTS:

W. G. Patrick & Co., 77 York Street, Toronto.
T. A. MacNab & Co., Cabot Bldgs., St. John's, Newfoundland.
W. A. Simonds, 89 Union Street, St. John, N.B.
Ruttan & Chapman, Fort Garry Court, Main St., Winnipeg.
Rose & Laflamme, 400 St. Paul St., Montreal.
C. E. Choate & Co., Pickford & Black's Wharf, Halifax

JAPAN TEAS

We have a few lines just going into store. Also some leafy Fannings.
Ask our Agents for Samples.

FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

JAPAN

CASTILE SOAP

“LA VIERGE”

The Virgin Brand

EXTRA SUPERIOR QUALITY

THE STANDARD CASTILE SOAP
OF MARSEILLE

DAILY OUTPUT ABOUT 100,000 LBS.

CAUTION: Other Castile Soaps are offered on the market closely resembling the VIRGIN BRAND—insist on the genuine, stamped: “LA VIERGE” “FELIX EYDOUX”—Marseille.

Law Young & Company

MONTREAL

SOLE AGENTS FOR CANADA

Quality is the Main Consideration

in the manufacture of
Foodstuffs



“GLOBE”

MACARONI and VERMICELLI

are made from hard wheat, no maize or rice flour mixed with them, and are absolutely free from any glutinous substance.

Manufactured in a modern scrupulously clean factory by experts, who see that the quality is as perfect as skilled labor can make it.

Stock now and be ready for the fall trade.

D. SPINELLI & CO.

REGISTERED

MONTREAL,

QUEBEC

“Ontario People’s Salt”

supplies the demand of your household trade satisfactorily—chiefly because it is all salt and absolutely pure.

SEND FOR PRICES

The Ontario People’s Salt & Soda Co., Limited
KINCARDINE, ONTARIO



Barratt & Co.

LIMITED

WOOD GREEN, LONDON, ENG.

“Barratt’s Sweets are Pure”

(What more can you say or wish?)

Write for samples of Canadian proven
selling lines to

THE BRITISH CANADIAN MANUFACTURERS’ AGENCY
LIMITED

114 St. Nicholas Building. MONTREAL



CLARK'S PORK and BEANS



Are the Pork and
Beans People Buy

CLARK'S PORK AND BEANS

have that natural nutty flavor which
makes them so appetizing.

CLARK'S PORK AND BEANS

are packed in the most up-to-date
plant in Canada, and only selected
hand-picked beans are used.

Make a point of getting your order in
for early spring delivery without delay.

CLARK'S PORK AND BEANS

Tomato Sauce

6 Sizes

Chili Sauce

3 Sizes

Plain Sauce

6 Sizes



W. CLARK, - MONTREAL

Manufacturer of the celebrated

MINCEMEAT in the CAN THAT'S ADVERTISED

Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES

THE W.H. ESCOTT CO.

Wholesale
Grocery Brokers

137 BANNATYNE AVENUE WINNIPEG

COVERING
Manitoba and Saskatchewan
CORRESPONDENCE SOLICITED

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, MAN.

Domestic and Foreign Agencies Solicited

WINNIPEG

H. G. SPURGEON

Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.

20 Chambers of Commerce P.O. Box 1812

WINNIPEG THE J. J. TOMLINSON CO.

WHOLESALE GROCERY BROKERS
Office and Track Warehouse, - 92 Alexander St. E.
Correspondence solicited on domestic and
foreign lines.

FRANK H. WILEY

MANUFACTURERS' AGENT
and
IMPORTER

757 Henry Ave., WINNIPEG.

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs
Brokers and Manufacturers' Agents. Cars Dis-
tributed, Warehoused and Forwarded. Warehouse
on Transfer Track. Business solicited. Our posi-
tion is your opportunity.

SASKATOON, WESTERN CANADA

G. C. WARREN

Box 1036, Regina
IMPORTER, WHOLESALE
BROKER, and MANUFACTURERS'
AGENT

Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

DISTRIBUTORS, LIMITED

P. O. Drawer 99

EDMONTON, ALBERTA

Manufacturers' Agents, Commission Mer-
chants, Warehousemen.

Track connection with all Railroads.

TORONTO

We have a few cars of
potatoes coming from Scot-
land; if wanting a car, write
us immediately.

W. H. Millman & Sons

Wholesale Grocery Brokers
TORONTO

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

77 York Street, Toronto

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885

MACLURE & LANGLEY, Limited

IMPORTERS AND
MANUFACTURERS'
REPRESENTATIVES

Toronto Montreal Ottawa Winnipeg

MacLaren Imperial Cheese Co.

Limited

AGENCY DEPARTMENT

Agents of Grocers' Specialties and Wholesale
Grocery Brokers

TORONTO, Ont. DETROIT, Mich

When Wanting

Canned Vegetables or Fruit

Wire or Write

LIND BROKERAGE CO.

73 Front St. East - TORONTO

MONTREAL

FOR SALE

Cheap for cash, Fruit Cleaning Plant
with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacramento Street. Montreal

TEL. MAIN 778

BOND 28

LONDON

THE MARSHALL BROKERAGE COMPANY

67 Dundas St., LONDON, ONT.

Wholesale Grocery Brokers. Fully equip-
ped to act as agents for British, American
and Canadian grocery lines. WRITE US.

MARITIME PROVINCES

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery
Brokers

HALIFAX

NOVA SCOTIA

We are open for a few high class specialty
lines

H. R. SILVER, LTD.

MANUFACTURERS' AGENTS
AND GROCERY BROKERS

HALIFAX - NOVA SCOTIA

First-class front-proof storage facilities.
Correspondence solicited on Domestic and
Foreign lines.

J. A. TILTON

WHOLESALE GROCERY BROKER

ST. JOHN, N.B.

Correspondence solicited with Houses
looking for first-class grocery connections.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery
Brokers.

Warehousemen

ST. JOHN,

N.B.

Open for a few more first-class lines.

NEWFOUNDLAND

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful at-
tention to all business. Highest Canadian and foreign
references. Cable address: "Macnab" St. John's

Codes: A.B.C. 5th edition, and private

**MANUFACTURERS' AGENTS AND
BROKERS' DIRECTORY**
(Continued.)

LONDON, ENG.

F. KESSELL & CO.
Railway Approach, London Bridge, London, Eng.
Jam Manufacturers and Confectioners' Sundriesmen.
Specialty:—Fruit Pulp of all Kinds.
Correspondence Invited.

**BRITISH COLUMBIA
McLEOD & CLARKSON**

Manufacturers' Agents and Wholesale Commission Agents
852-6 CAMBIE ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried Evaporated and Canned Apples
Ingersoll, - - Ontario
ESTABLISHED 1886

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right.
FRANK L. BENEDICT & CO., Montreal Agents

WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments. Write us for prices. Phone order at our expense.
TORONTO SALT WORKS
TORONTO ONT. GEO. J. CLIFF, Manager

McDOUGALL

Insist upon having them
D. McDOUGALL & CO. Ltd., Glasgow, Scotland

CLAY PIPES

—OTTAWA—

**L. H. MAJOR and
J. SOUBLIERE, Limited**
Wholesale Brokers and Manufacturers' Agents
Canadian, British and Foreign Agencies Solicited
Sussex Street, Ottawa, Canada



Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Coconut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.

The demand is great—the profit is good—Order NOW

W. P. Downey
MONTREAL, QUE.

BIG PROFITS

CAN BE MADE

BY HANDLING OUR CELEBRATED
ENGLISH KIPPERS

(50 to 60 FISH PER BOX)

THERE IS A RAPIDLY INCREASING DEMAND FOR THESE TASTY FISH IN THE WHOLE OF CANADA.

WRITE US TO-DAY
IT WILL PAY YOU

ROBERT ISAAC, Ltd.

23 Gt. CHARLOTTE ST.

LIVERPOOL, England

Cables:—"Mullett" Liverpool
Codes:—A.B.C. 5th Ed., Western Union

There is Health and Strength in Every Cup of **EPPS'S COCOA**

The favorite with young and old. Delicious, fragrant, "Epps's" contains the maximum of nourishment in Cocoa. "Epps's" stands for excellence

EPPS'S MILK CHOCOLATE

of unsurpassed quality at a popular price.

Special Agents: WILLSON & WARDEN, Toronto.
J. W. GORHAM & CO. Halifax, N.S.

Manitoba: BUCHANAN & GORDON, Winnipeg
C. A. MUNRO, St. John, N.B.

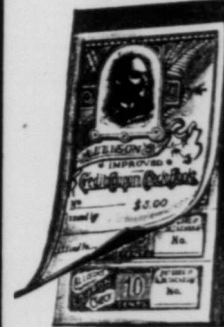
The Herald of PROFITS
in Business Done on Credit

ALLISON COUPON BOOKS

Credit business is convenient, desirable, easy to hold—and PROFITABLE—when you get the money.

And experience—the experience of thousands of men like you—has demonstrated that ALLISON COUPON BOOKS do make the credit end of the business SAFE.

HERE'S HOW THEY WORK:—



When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale by jobbers everywhere.

Manufactured by

Allison Coupon Company
INDIANAPOLIS, IND., U.S.A.

FREQUENCY OF SAILINGS

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, Ltd.
Agents

HALIFAX, N.S.

FOR—

"Green Mountains,"

"Delawares"

or other varieties of

POTATOES

for SEED or TABLE USE.

Bags or bulk in Cars.

Wire or Write

Clements Company,

LIMITED

ST. JOHN, - - N.B.

VALENCIA RAISINS. Fine quality at 6 1/2c. per pound.

MOLASSES. In 1/2 barrels, extra choice quality. We are overstocked in this line and will sell at 25c per gallon.

CEYLON BLACK TEA. In chests, good cup quality at 16 1/2c. per pound.

CANNED GOODS. If you are open to buy Canned Salmon, Corn, Peas or Tomatoes, you will find our quotations interesting.

R. SIMPSON & COMPANY

WHOLESALE GROCERS

29-31 CHARLES STREET,

HAMILTON, ONTARIO

TEA LEAD

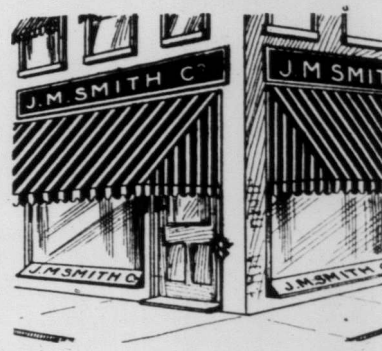
(Best Incorrodible)

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, LIMITED

Tel. Address: "Laminated," London. LIMEHOUSE,
A B.C. Codes used 4th and 5th Editions LONDON, E., ENG.
Canadian Agents HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



Old Sol's Rays
are pretty destructive to a
grocery stock if it is not
protected.

**RAYMOND
AWNINGS**

afford protection to stock,
and at the same time give
your store a neat, business-
like look that invites
trade.

ASK US FOR
QUOTATIONS.

Raymond Bros., - London, Ont.

McLean

QUALITY

McLean



CORNERED BY McLEAN
THE CANADIAN COCOANUT COMPANY,
MONTREAL

McLean

McLean

BUY

Star Brand

Cotton Clothes Lines

AND

Cotton Twine

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers'.



FLAVORED WITH
RIPE FRUIT JUICES

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

THE FRANK L. BENEDICT CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

Mr. Grocer— What Are Your Ideals?

First, a clean store, of course. Service. Good treatment of customers. The money-back policy.

These are the methods that win for you in the long future.

You also want the leading lines—the lines of quality—the advertised lines.

You want the Heinz line especially, we believe. Because Heinz Foods are pure and good beyond question.

And because our advertising tells your customers, in so many words, facts about good grocers that will do you good in more ways than one.

Have you been reading Heinz advertising?

There is a message to you in it—as well as to the consumer.

H. J. Heinz Company—57 Varieties



By Special royal permission.

The Food That Serves the Appetite

Sardines preserved in the whole state in oil precludes contamination. Besides, the sardine has appetizing qualities, and where the appetite serves digestion follows.

"KING OSCAR" SARDINES

embody all the features that make sardines an appetizing and health-giving food. Careful selection of fish and always uniformly pure, sweet and well packed in pure oil.

They produce satisfaction and incidentally profit. **GET A STOCK TO-DAY.**

John W. Bickle & Greening
(J. A. HENDERSON)
HAMILTON, :: :: ONTARIO



Carter's Tested English Seeds

Carter's Vegetable Seeds

Carter's Flower Seeds

Carter's Farm Seeds

Carter's Lawn Seeds

JAMES CARTER & CO., Seedsmen to His Majesty,
Raynes Park, LONDON, ENGLAND

Write for particulars as to how Carter's Tested English Seeds can be placed in your Store at no expense to yourself.

Address the sole distributors for Canada:—

PATTERSON, WYLDE & CO.
P. O. Box 532, TORONTO

Head Office:—Chamber of Commerce Bldg., Boston, Mass.

When Your Customers Want

- A REAL GOOD HAND CLEANER
- A STAIN REMOVER
- A CANVAS SHOE CLEANER
- A CARPET CLEANER
- A CLEANER FOR ANY FABRIC

ASK THEM TO TRY

Golden Ray Cleaner

It will clean absolutely anything and is most pleasing to use. This preparation is certainly a winner and our introduction is enough to make it a regular thing in the household.

GOLDEN RAY--THE MARVEL

WRITE

Waite & Fuller

17 MCGILL COLLEGE AVE. :: MONTREAL

STIMPSON AUTOMATIC COMPUTING SCALES

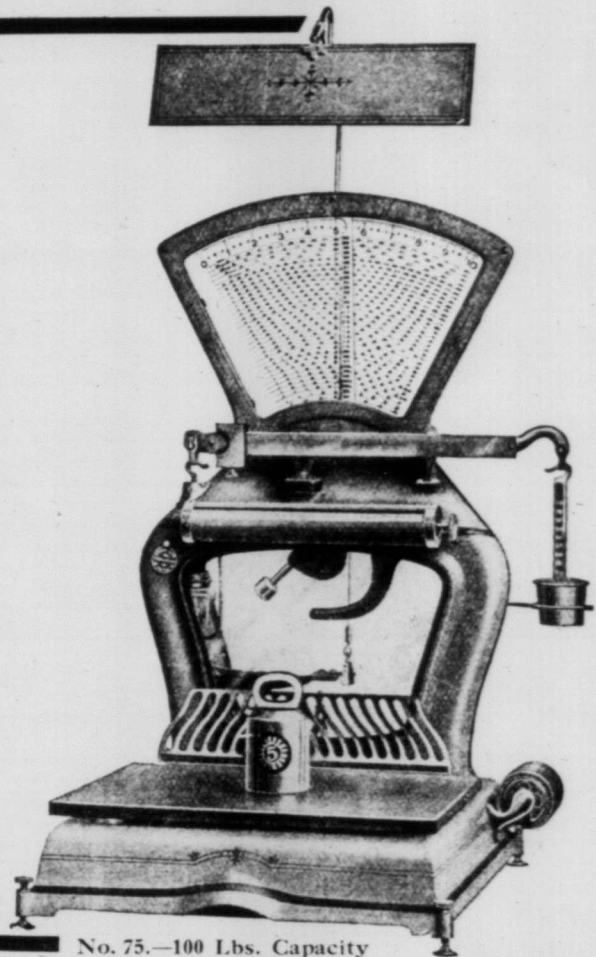
When considering the purchase of an Automatic Scale remember that the STIMPSON is the only one that will weigh everything that passes over the retail counter. It has a weighing and computing capacity of 100 lbs., and a scale of that capacity is well for every merchant to possess for the reason that if needed you have it and when not needed you are not taxing your scale to its full capacity every time you use it.

FULLY GUARANTEED

Stimpson Computing Scale Co.

Factory: DETROIT, MICH.

OFFICES: In leading cities throughout Canada.



No. 75.—100 Lbs. Capacity

ALL WE SAY WE MEAN

And what is more, you can do the same when you tell your customers of our high quality jams. Try a can on your own table—we know that you will then bespeak the praises of



Kitchener Brand Jams

with both confidence and sincerity. Don't try to convince your patrons that something else is just as good—you'll be found out.

The best ripe fruit and high grade sugar with the aid of modern cooking apparatus characterize all Kitchener Canned goods. You will see that from the start off they will win the favor of your trade.



Ask for Quotations.

OSHAWA CANNING CO.,
OSHAWA - - - ONTARIO

Redpath Extra Granulated Sugar



In the New
5-Pound Carton

Offers Important Advantages
to the Dealer.

Perhaps the most important advantage is that it is bound to please your customers.

They will prefer package sugar just as they prefer package tea, cocoa, raisins or breakfast food.

The new REDPATH Package saves you the time spent in weighing and parcelling. We do this by machinery at a fraction of what it would cost you.

The REDPATH Package saves you the loss and annoyance due to the bursting of paper bags in delivery.

The REDPATH Package makes a striking display in windows, on counters or on

shelves, reminding customers, when they are in the store for other things, that they need sugar.

The wooden cases of REDPATH Cartons pack away much better than barrels in your store-room.

The REDPATH 5-Pound Package is the newest thing in sugar, and our vigorous advertising, backed by this novelty and the well-known REDPATH quality, is already creating a keen demand. If you haven't stocked the REDPATH Package yet, order now from your jobber.

The Canada Sugar Refining Co., Limited
M o n t r e a l



THE MCGREGOR PAPER BAG HOLDER.

The McGregor Patent Bag Holder

is the most convenient bag holder you can use. In no way does it lessen counter space, but always handy to use, and the different size bags are easily discernible.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

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 cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating 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 DEPARTMENT
143-149 University Ave., Toronto, Canada.

PURE MAPLE SYRUP

There is just as much satisfaction in selling the pure as the compound, Mr. Grocer, in fact more, because you are sure that the housewife will have no cause for complaint.

Pride of



Canada

cannot be made any purer and, what is more, it has never been adulterated. Isn't it worth while handling such a line?

The Maple Tree Producers' Assoc.

LIMITED

MONTREAL

TORONTO

If you handle

any but the SHIRRIFF EXTRACTS, you handle an inferior line of goods. Because no extracts made are the equal of SHIRRIFF'S.

You may be willing to sell goods that have not your own frank endorsement, but **we doubt it.**

Want to test SHIRRIFF'S EXTRACTS? Tell us so. We are willing to let you be the judge. Afterwards you **can** and **will** recommend them to your customers. They'll be glad, too!



More Than Ninety Flavors

More Than Ninety Flavors

Particular care and the finest materials, plus our own special knowledge of the distillation and concentration of extracts, enable us to produce an unequalled line of the many flavors.

Shirriff's TRUE VANILLA

is the peer. Made from the real Mexican vanilla bean, and **not** from substitutes which come out of the chemist's laboratory, this extract of ours has the true vanilla flavor and is superior to any artificial, so-called "vanilla." The flavor, to many people, will be a new delight in cookery, since most women are accustomed to the crude taste of imitations of the genuine vanilla flavor.

WE GIVE YOU A GOOD PROFIT ON EACH SALE, **WITHOUT** LOWERING OUR STANDARD OF QUALITY.

IMPERIAL EXTRACT CO., TORONTO

THE CANADIAN GROCER

MAPLE SYRUP



YOU have regard for your horse, have some for your clerks. Notice the weak, sheepish, retiring attitude, the hesitating, painful expression that steals over an honest clerk when he is forced to recommend one of the many untried Brands in place of SMALL'S Standard. The above sketch was taken from life near Hamilton, Ont.

Thousands of consumers from nearly all countries confess appreciation. Following is a few who do not live in obscure corners:

"I did not think the Maple you were preparing so delicious."—Eug. Tarte, "La Patrie," Montreal.

"We thought it was fine."—Wm. Ranch, M.D., Secy. Board Medical Examiners, Johnstown, Pa., U.S.A.

"Your Syrup is superior to anything I have ever seen."—H. Mockford, Charmond Rd., London, Eng.

"Your firm has been recommended to us by Lord Strathcona."—H. P. Okies & Co., Glasgow, Scotland.

"My tests failed to detect the presence of any adulterations"—MILTON L. HERSEY, City and Provincial Analyst.

And remember, SMALL'S Maple Leaf Brand costs but little, if any, more than the imitations. Prices at present for SMALL'S Standard Mixture and pure in 5-case lots, put down at all R.R. points in Canada east of Sault Ste. Marie, are:—

SMALL'S MAPLE LEAF STANDARD

	To case	Mixture	Pure
Quart bottles	12	\$2.40	\$3.40
Pint tins	24	2.60	3.90
Quarter gallon	24	4.70	7.20
Half gallon	12	4.70	6.95
1 gallon	6	4.60	6.55
2-2½ gallon .. Imp.	2	4.10	6.45

"HABITANT BRAND."

A high-class Maple Flavor Syrup, 20c per case less than Small's Standard.



SMALL'S BRANDS were Registered 1880. Have 13 Gold and Silver Medals and Diplomas from nearly all countries. Larger sale than hundreds of other brands combined. Packed in unsoldered, highly sanitary tins and new glass bottles. Further note:

We do not sell to Peddlers, Convents, Factories or Departmental Stores, but to Jobbers only from stocks carried at Montreal, or Brokers:—MacLaren Imperial Cheese Co., Ltd., Toronto; Nicholson & Bain, Winnipeg, Regina, Calgary, Edmonton and Saskatoon; Standard Brokerage Co., Vancouver; T. M. Duche & Sons, Manchester, Eng., and New York, N.Y.

CANADA MAPLE EXCHANGE LTD.

CAPACITY, 3 CARS DAILY.

TH
by
Fix
\$10.
and
ma
I
Set
Set
Set
Copy
TI
YOU
displ
slabs
hold
NITS
and
whicl
of W



2 O'clock and Not Half Done

Isn't it a fact every time you trim your show windows you find it a tiresome task?

Do you know you can simplify this work—shorten the time—make more effective and better paying window trims and turn the task into a pleasant one?

Simply by Using

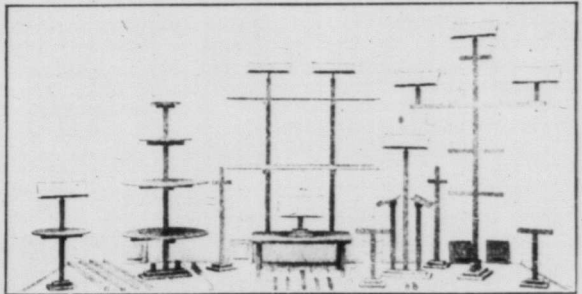


- FINISH**—Made of select oak in one stock finish weathered oak, all in a soft mellow waxed finish.
 - STORAGE CHEST**—Each set is put up in a HARDWOOD HINGED-LID STORAGE CHEST (oiled finish). A place to keep the unused YOUNITS.
 - BOOK OF DESIGNS**—A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.
- Every Set Guaranteed to Give Satisfaction. Shipments Made at Once. Freight and Duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border.

NOW—Read This One—ONCE

A. H. SETRON
 N. W. Corner Market Street and Court Square,
 Parkersburg, W. Va., Dec. 26, 1911.
THE OSCAR ONKEN CO., Cincinnati, Ohio.
 Gentlemen,—I take great pleasure in sending you herewith my cheque to cover invoice for set of ONKEN Wood Window Fixture YOUNITS shipped November 27th last.
 I feel that every dollar I am sending you has made me \$10.00 profit during my Christmas trade.
 Our Christmas trade this year was beyond my expectation and I attribute a great deal of it to the fine window displays made with your Fixtures.
 Wishing you a prosperous New Year, I remain,
 Yours respectfully,
A. H. SETRON.

- I Make Sets For the Following Lines (Patented 1911)**
- Set No. 14 For Grocery, Bottle Goods and Sundry Windows. Full set has 125 YOUNITS, price \$36.00.
 - Set No. 14½ For Grocery, Bottle Goods and Sundry Windows. Small set has 65 YOUNITS, price, \$21.00.
 - Set No. 4 For General Store, good for shoes, dry goods, clothing, groceries, hardware, etc. Full set has 110 YOUNITS. Price, \$28.00.



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THE FULL SET

The above illustration shows entire set of No. 14 GROCERY YOUNITS, comprising 125 YOUNITS to the set. There are 17 display slabs made of well-seasoned oak lumber. 10 of the slabs are fitted with tilting metal adjustments on back for holding them in different positions. The remaining 108 YOUNITS consist of BASE BLOCKS, UPRIGHTS, CROSS ARMS, and EXTENSION YOUNITS, in assorted lengths and sizes which will enable you to make HUNDREDS and HUNDREDS of Window Trims and as many odd and standard fixtures.

You Never Need a Tool.

THE OSCAR ONKEN CO.

Established 32 Years

No. 788 Fourth Ave.,
 Cincinnati,
 Ohio,
 U.S.A.

Order Through Your JOBBER or DIRECT

The Oscar Onken Co., 788 4th Ave., Cincinnati, O.
 Send me your Window Fixture Booklet

Firm City Business



Diplomas combined her note

D.

A Clean Soap Proposition

Mr. Grocer---

No doubt you were disgusted when you learned on Monday that the fair margin of profit you had been making on cake soap for the past fifteen months had been wiped out by a jug-handled reduction, bringing the retail price back to six cakes for twenty-five cents.

We have cut loose and are selling our Victor Soap at a straight price to all. No clap-trap, free box scheme about it. Do not allow some oily tongued traveller to load you up to the neck with cake soap, under the pretext that this free box scheme is but temporary. The price of cake soap is broken and likely to remain so for some time, if we have any say in the matter.

Don't worry, we can give you the cleanest business proposition of any line on the market. It shows you an honest profit, and at the same time every bar you sell of it means that your customer is getting by far the best value for her money, both as regards quality and quantity of soap.

If you are not already handling it, get in line at once. Write right off for our prices.

DAVID MORTON & SONS

Victor Soap Works

HAMILTON,

ONTARIO

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All the Pac
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THE CANADIAN GROCER

PACKETING MACHINERY

Of Every Description

**PACKETING
LABELLING
WRAPPING
BAG-MAKING
Etc., Etc.**

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.

Send us Samples and let us suggest what we can do for you.

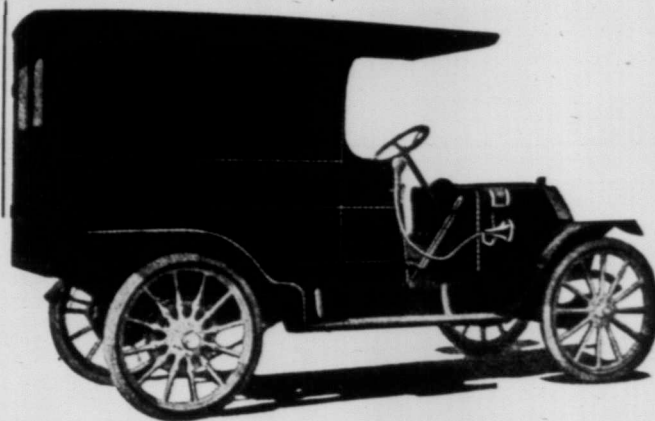
LOVELL'S BAG & PACKET MACHINERY Ltd.
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[M.E.]

Auto Delivery Curtails Delivery Expenses

Service is one of the main features which determines a merchant's patronage, with delivery the most important part. Merchants are more and more beginning to realize the many points in favor of automobile delivery, because it brings them more business and because it is cheaper than any other method.



The Menard Commercial Car

has been designed to meet the demand, and is a quiet car of great reliability, reasonable speed, with a large reserve of power and a frame of strength and size capable of carrying a load of considerable bulk and up to 1500 lbs. weight.

The design of tires used on the Menard Commercial Cars reduces the cost of maintaining tires to a nominal sum. There are many other features of the Menard that will impress it upon merchants for its superiority above all others.

Send for prices and full particulars.

Menard Commercial Motor Car Co'y

WINDSOR, ONT.



Quality is Predominant

IN THE MANUFACTURE OF
BANNER BRAND JAMS

Only the choicest ripe fruit is used. Cooked by
experts, making it a jam of unusually good taste.

Put up in all-sized pails.

Order a stock NOW.

LINDNER & BENNER, :: TORONTO

Western Agents---Laing Bros., Wholesale Grocers, Winnipeg.



WE HAVE SOME SPECIAL VALUES IN

BROOMS

An especially good line is a bamboo-handled, 4-string, at \$4.00 dozen

It will pay you to wait for our Travellers

They are carrying samples of lines that will interest you

Also they have a word to say regarding CANNED GOODS for 1912 that
should put money in your pockets

A SPECIAL---A Green Ceylon TEA

at 18½c. Chest 100 lbs.

Fully worth 22c. Write for sample

EBY-BLAIN, LIMITED

Wholesale Grocers

Toronto

For a quarter of a century the Standard of Strength and Purity.

Sun Ammonia

(HARVEY'S)

Get the special price from your wholesale grocery salesman.

STUART & FOSTER, Limited

TORONTO

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Ludella

The package tea question is getting to be serious for the retailer in so far as profit-making is concerned. Now we want to point out that we take particular care of the profit for you when handling the Ludella brand. Take for instance our lowest-priced package. We charge twenty-three cents per pound for what you sell at thirty cents, then there is the forty cent line for which we charge you twenty-eight cents and the fifty cent line for which you pay thirty-five cents.

Compare these costs with those of other brands and you will find that we look after your profits much better. This gives you an extra incentive to push Ludella tea, which, with the extra fine quality that is always placed inside the package, should make it a ready seller in your store. Always remember that, on any line that we put out, we always endeavour to safeguard the profit end of the transaction for you.

Ludella Tea is a profit maker.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. = TORONTO

Robinson's Patent Groats

Made from the finest
oats, scientifically
prepared.



Robinson's Patent Barley

Made from the finest
Barley. Will bring
you the best class
of trade.

MAGOR, SON & COMPANY
403 St. Paul St., Montreal 30 Church St., Toronto

AGENTS FOR THE DOMINION OF CANADA

BETTER THAN HONEY

and more delicious on hot biscuits and
buckwheat cakes is Crown Brand, the
best and purest syrup in the world for
all uses.



CROWN BRAND CORN SYRUP

is the syrup for griddle cakes and for
general table use—wholesome and delicious,
it agrees with everybody.



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

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Hints on Increasing Sales in March

Good Prospects for Good Business in Fresh, Frozen and Canned Fish, Canned Fruits and Vegetables, Housecleaning Articles, Seeds, Dried Fruits, etc.—Early Attention to Plans for Displays and Advertising Will Result Profitably.

March is regarded as a fairly busy month and can be made to live well up to its reputation by the dealer who will put forth the required amount of energy. Conditions are such that to the live merchant excellent opportunities for the extension of business are offered in the coming month.

Possibilities During Lent.

We are now in the midst of the Lenten season and the dealer must cater to those who observe this season. Substitutes for meat, such as eggs, cheese, canned and fresh fish and similar lines will come in for a big demand, while the public may be interested in many other lines the demand for which increases during this season.

Get After Fish Trade.

Fresh, frozen, smoked and prepared fish of all kinds will be big sellers during the whole month.

The sale of fish should not be left entirely to the demand created by the season of Lent. The dealer and his clerks should use salesmanship to promote the largest volume of business possible. Everything possible should be brought into play that a record month's trade may be done in this department. There is going to be a big demand. See that you get your share of it.

A moderate amount of money used in advertising is always a good investment at this time. Point out the food values of fish and the fact that compared with some other lines, fish is really cheap.

Stock Proper Assortment.

Give attention to your assortment of fish, carrying more extensively those lines you think your customers will purchase readily. Frozen fish should be purchased in moderate quantities, especially as the weather becomes milder. Better to buy more often and in smaller quantities. Keep a fair supply of smoked, pickled and prepared fish, but guard against overloading. Stocks ought to be so limited that you will be able to clean them up at the end of the season without loss.

Canned Fish Another Seller.

Canned fish will be used extensively in the place of meat. A strong talking point in their sale is that they are always ready for use, and that it behooves the housewife to keep a supply in her pantry.

Salmon, herring, sardines, lobsters and smelts should all be given attention. Prepared soups will sell well, as also will cheese. The latter although high in price, has a high food value that should be mentioned to customers.

Homemade Preserves Getting Low.

The real heavy season of demand for canned goods opens in March. True, from early fall and during the winter there is an appreciable trade in these goods, but by the first of March conditions become such as to work for a much brisker call. The housewife's supply of preserves is becoming rather scanty and now is the time to bring jams and canned fruits to her notice, emphasizing their "goodness" and the fact that they are prepared from the best fruits in the most sanitary manner.

Vegetables are scarce and also high in price. This is the reason canned vegetables should move briskly from now on. Let it not be forgotten that it is the grocer who pushes these lines by window display, advertising and personal talks who will get the larger amount of trade.

Work Up Trade in Dried Fruits.

For the same reason that canned fruits will sell well, so will dried fruits. Fruits of some kind are necessary on the daily menu. Evaporated apples in view of the high prices for peaches and apricots will be in good demand, while prunes and figs are always in request.

The housewife finds difficulty at this time in securing material for pies. Here is an opportunity to suggest figs, which

are sweet, appetising, a good food and comparatively cheap in price.

House-cleaning Time.

The latter part of March will find us on the threshold of Spring, and in order to reap the best results from this season, some careful beforehand planning is necessary. Spring suggests house-cleaning and for this semi-annual feature the grocer should prepare by fitting up his stocks of house-cleaning goods.

See to Wallpaper.

Those dealers who handle wallpaper will need to wheel this department into prominence and it is well to do this early. The advantages of an early start need no emphasis to the live dealer.

Arrange for Seed Display.

Spring also suggests seeds to the grocer and general merchant. Here again is another line greatly benefited by an early start. The public may be interested and considerable business done in this line long before the ground is ready to receive them. Being the first to interest a customer in this line means much for if the interest aroused is strong enough, it will in many cases mean future sales.

The grocer has plenty of opportunities at hand to make March a real live month and a record start on the Spring trade.

LONDON GROCERS WANT PROVINCIAL ASS'N

At Last Meeting Came Out Strongly in Favor and Have Committee to Confer with Other Associations—Garnishee Law, Scale Inspection and Co-operative Bill Need Attention—Paper on Account Collecting.

London, Ont., Feb. 22—(Special).—After considerable discussion on the proposal to form a provincial grocers' organization, the Retail Grocers' Association decided strongly in favor of the project.

It was felt that if such an association could only succeed in being the means of having a law passed whereby a man's wages could be garnisheed if \$10 instead of \$25, as at present, were due him; that if a change in the scale inspection law so that the government instead of the merchants would pay for inspection of scales, and also that if the Ontario Association could successfully fight the Co-operative Bill project, the provincial organization would be entirely justified. The members were enthusiastic over the proposal.

A committee consisting of President Norman McLeod, Treasurer Thos. Shaw, Vice-President Harry Ranahan, Secretary James McKenzie, John Diprose, H. Fountaine, G. B. Drake, J. McFarlane and E. J. Ryan were given power to cooperate with the Toronto, Hamilton and other associations in drafting plans of organization.

Collection of Bad Debts.

John Diprose read a paper on giving credit and collecting bad debts. W. T. Mullins gave the meeting some good pointers on the giving of credit, stating that when in doubt about the security of the person asking for credit, he gets the father, mother, and eldest daughter or son to sign an agreement to be responsible, if necessary, for the account.

THE CANADIAN GROCER

Established - - 1886

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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.

SOAP ON THE DECLINE.

Much interest is centering around soap these days. A number of manufacturers have given out prices which while not exactly new, yet by reason of free offers practically mean a decline.

For instance, with five case lots at \$4.15, there is offered a half-case free by some. Another makes it half-case free with five and a half cases; with 10 cases at \$4.05 it is a case extra and with 25 cases at \$4.05, there are offered three cases extra. There may be some differences from above, but the principle is made plain by this explanation.

These prices will likely bring back the six for a quarter selling method. In fact the grocers who attended the meeting of the Toronto Grocers' Association on Monday night agreed unanimously to reduce retail prices on the usual 5-cent article to six for a quarter. In the discussion many told of the department stores and nearby competitors cutting prices all along and taking soap sales away from them. It is considered by some that there is a probability of another adjustment as present prices do not allow the small dealer buying a single case to meet the six for a quarter price.

It is felt, therefore, that the decline announced will be made more clear cut. Whether this occurs or not retailers should get rid of laundry soaps as rapidly as possible. Soap windows announcing six for a quarter are now frequent in some centres.

Some at least of the soap ingredients are on the decline reducing to an extent cost of production and this is attributed in part to the new prices.

A PROVINCIAL ASSOCIATION.

There is every prospect of the organization in the not distant future of an Ontario Retail Grocers' Association.

The London Grocers' Association, which is one of the best in Canada, at its last meeting, came out strongly in favor of such a move. The Toronto grocers have done the same and the Hamilton and Brantford associations have given their assurance of support to the project.

With these four strong bodies united, there is every reason to believe that organization plans will soon be promulgated for a provincial association. There are many important matters that could be taken up by such a body. The London grocers, as will be seen from report of their meeting on another page, mention three—the

Garnishee Law, Inspection of Scales, and the Co-operative Bill

It seems an injustice that a merchant cannot secure the payment of an account by garnishee if the debtor has not more than \$25 coming to him. Workingmen to-day are usually paid weekly or fortnightly and scarcely ever does their employer owe them \$25.

Inspection of scales whereby the dealer has to pay the costs is another apparently infamous regulation. These and many other questions need united effort on the part of retail grocers and an association that will go into to them carefully and present a strong front to our legislators should succeed.

TIMELY SERIES OF ARTICLES.

The series of articles on food legislation beginning in this issue, and written by W. S. Greening, will be an important one. Up to the present, Canada has not been blessed by a particularly strong food law, and in this respect we are somewhat behind Great Britain and the United States.

Mr. Greening, in his introductory article, has begun at the beginning. Future articles will deal with the progress and aims and objects of the laws existing in other countries and their application, finally leading up to conditions in Canada and what is proposed by the Government.

We commend these articles to the trade. In view of the near arrival of strict food standards in this country, they will be particularly well worth careful thought and study at this present time.

AMENDMENT TO ASSESSMENT ACT.

An act to amend the Ontario Assessment Act has been introduced into the Legislature. This is of a great deal of interest to retail dealers, and should be followed closely.

It refers to the rights of municipalities in determining how taxes shall be levied so far as land values, improvements and incomes are concerned. The chief section of the bill states that the council of a municipality, after the same has been submitted to and approved of by the ratepayers qualified to vote on money by-laws, may pass a by-law providing that land, real property and real estate shall be assessed at its actual value and that improvements and incomes shall be assessed at a percentage of their actual value. But the assessment of improvements and income shall not in the first year in which the by-law takes effect be reduced by more than forty per cent. of the assessment of the same for the next preceding year, and shall not in any year subsequent to the first year be reduced by more than fifteen per cent. of the assessment of the same for the next preceding year.

Whether this act, or one covering the principles involved, will go through is a question, as Premier Whitney, when he last expressed a view on the subject was pretty much against it. Retailers' views on such an act would be appreciated.

THE DESIRES OF THE PEOPLE.

That much of the high cost of living is due to the whims and desires of customers, was the statement made to the writer by a large manufacturer last week.

In a retail store recently, he witnessed a purchase of a small article which the buyer asked to have delivered as soon as possible. She lived a couple of miles away. The dealer, of course, had to give this delivery service

which was costing him more than the profit on the article.

"There's one reason for the high cost of living," he remarked when the customer had departed. "Do you think I could live if I didn't get that delivery money back again?" he asked.

The consuming public is undoubtedly getting more and more particular. There are women in large cities known to have asked a merchant to send to their homes, a paper of pins or some other equally insignificant article.

All this must necessarily add to living expenses because merchants cannot be expected to maintain expensive delivery systems for nothing. If such very particular service is demanded—and it is in many cases from all classes of merchants—the buyer must pay for it.

There is a great deal of truth in the statement that the desires and whims of the people have much to do with the cost of living.

ONE REASON FOR HIGH BUTTER.

An influence that has much to do with the high price of butter is the general improvement in the quality. The fairly well-to-do consumer who finds poor butter on his table spreads it as thin as possible, but when it is good butter, he spreads it thick. He pays a higher price for good butter and uses more of it.

It is by a campaign of education that the public have learned to demand good butter. The grocer has been a big factor in this educative campaign. He would do well to extend it to other lines.

When a grocer educates his customer to use a better quality of goods, it, in probability, will mean larger sales, for as in the case of butter, the better the article, the greater the consumption.

High quality goods mean satisfied customers, a larger consumption and a better gross and net profit to the dealer. It pays to push high quality goods.

THE DANGER AND THE REMEDY.

Merchants are beginning to waken up to the fact that their future is being menaced by the parcels post agitation. They begin to realize that the danger is tangible and immediate. It is no mere chimera, a possible development in the distant future. On the contrary, it may make itself felt at any moment.

That members of the mercantile class are aware of the imminence of the danger is evidenced by letters received from various sections and the uneasy comments heard on all sides. It has been not evidenced so far by the taking of any definite steps to block the movement, however. This laxity is to be regretted. The danger is sufficiently great to warrant the voicing of an emphatic protest. Coming from so influential a class, the objections would carry due weight.

A retail dealer in a small western town writes to the MacLean Publishing Co. as follows:

"We see by the daily papers that a movement is on foot in Parliament to amend the laws re weight and cost of parcel post, making it immensely in favor of the mail order houses. . . . We trust you will use your great influence in your several papers to block the scheme and confer a lasting boon on the many thousand merchants throughout Canada."

The retail merchants can rest assured that everything an influential trade newspaper can do will be done by The Canadian Grocer and the other MacLean papers. At the same time, it must be borne in mind that prompt

individual action on the part of the merchants themselves would suffice to nip the movement in the bud. If every retail dealer were to write his own representative in the Commons, nothing further would be heard of parcels post.

DISEASES DAMAGE PEACH TREES.

During the past week the daily press have printed despatches from the Niagara fruit district stating that fifty per cent. of the peach buds were destroyed during the winter by the extreme frost.

This is mere guesswork and not founded on any careful study of the situation. In fact it is much too early to express any opinion on the damage done to peach buds. The report, as one fruit grower stated, has come to be a "hardy perennial" with a section of the press and is not based on any scientific research.

In a winter like the present one when the cold has been steady, though extreme, fruit growers do not look for as much damage from frost as a mild winter with sudden cold dips. There is probably more ground for the damage reports this year than in an average season, but it is pure guesswork to say what per centage of the crop has been killed. This cannot be determined with any degree of accurateness until the trees come into blossom.

Apart from damage by frost, there is reason to believe that the peach crop will be comparatively short for some years owing to the fact that thousands of trees have been destroyed from the diseases known as "yellows" and "little peach."

EDITORIAL NOTES.

"The Ontario Retail Grocers' Association" sounds good.

* * *

Evaporated apples are scarce and prices will likely be higher.

* * *

Sugar in cartons is added to our lengthy list of package goods.

* * *

It is better to have a customer come back with a kick than never to come back at all.

* * *

If soap is on the decline, retailers should get rid of their stocks at a profit as soon as possible.

* * *

This is a good time to sell canned and preserved fruits. Housewives' private stock will be wearing low.

* * *

March is always a brisk business month. Stocks of all necessary selling articles should be in place early.

* * *

Don't be afraid to follow up sales by asking the customer next time he comes in, how he liked the goods.

* * *

Better to say too little to a customer than to over-urge him and disgust him with your methods and your store.

* * *

Hardware merchants are making good use of their provincial organization in Ontario. Grocers could do the same.

* * *

Department of Customs, Ottawa, in appraisers' bulletin No. 515, states that the importations of brooms coming from the Central Broom Company, Jefferson City, Mo., U. S. A., are to be placed under detention on the ground that they are prohibited under tariff item re prison labor goods.

History of Food Legislation Progress

First of Series of Articles on Evolution of Present Laws Existing—These Will Lead up to Canadian Food Standards and Show Necessity of Well-defined Legislation in This Country—Timely Topic in View of Federal Government's Intentions.

*By W. S. Greening.

National legislation regulating the manufacture and sale of food products is of comparatively recent origin, but local regulations on the subject are as old as history. It is only in the past forty years that any country has attempted to collect the scattered and in some cases contradictory local laws on the matter, and mold them into one coherent law to provide for uniform enforcement of its provisions.

Britain was the first country to initiate effective legislation of this kind in 1877. Her example was followed by every civilized country, so that to-day there is no part of the civilized world in which the manufacture and sale of food and drugs are not regulated by laws more or less efficient and well enforced.

The United States, which had lagged far behind Europe in this matter of protection for her consuming public, finally awoke to the importance of the matter, and in 1907 enacted a food and drugs act which is to-day the most far-reaching in its provisions, and has the best machinery for its enforcement in the world.

Early History of Food Legislation.

In this series of papers I will endeavor to trace the history of legislation on the subject, then compare the laws of the various countries, and finally point out some of the difficulties which must be met and overcome by any nation in its search for a perfect pure food law—one which will protect the public from fraud without injuring the interests of the manufacturer and distributor, and will do this without raising the cost of living, a danger not to be ignored in this day and generation.

It is a curious fact that ancient records show the customs of misbranding and fraudulent weight to have existed long before actual adulteration, as we know it, was at all common. True, Archimedes was the first analytical chemist, for all will remember the story of how he detected the base metal in King Hiero's crown by taking advantage of the known specific gravity of pure gold and comparing it with the metal in the crown. But we have no record of adulteration of food until quite late in the middle ages; whereas in the ancient

Greek and Roman world we find numerous laws against misbranding, principally in the matter of substituting new wines for old, and sometimes in using the name of a district famous for the quality of its products to sell an article of inferior quality. This trade custom, which survives to the present day, as witness the words "Java" and "Mocha" coffee, "Durham Mustard"—certainly has the sanction of antiquity. Even in the time of Pliny, who lived in the first century of our era, we hear of the wines of inferior quality being branded "Falerno," the name of a district producing wines only of a fine quality. This custom dies hard, and has proved one of the hardest questions to solve by the modern law-maker.

Pure Goods Until Middle Ages.

Actual adulteration, by which we mean the mixing of a different or inferior quality with good and sound articles of food and doing it in such a manner as to deceive the purchaser, seems to have been almost unknown until well on into the middle ages. There were two good reasons for this. The first was that it was a matter of some skill to do it well enough to succeed in deceiving a critical purchaser. Secondly, the pure articles were really cheaper and more common than any known adulterant—alum in bread, for example, and chemicals in wines.

As civilization advanced, bringing with it a more complex life, it was found profitable to substitute inferior materials for sound. As the skill in deception increased with practice, we find two kinds of legislation enacted to cope with the growing evil. The local dealt with a great number of different abuses, but these were all dealt with by the same authorities, usually the officers of the various guilds. The national legislation concerned itself only with one article, but the law was uniformly enforced by the king's authority over the whole kingdom. The former mode was by far the most common and probably the most effective owing to the strength of the local government in the middle ages as contrasted with the weakness of a central authority.

Sale of Bread Regulated.

"An Assize of Bread" was proclaimed in England in the reign of John, apparently the one good act of his infamous reign. This Assize regulated the conditions of the manufacture and sale

of bread as well as regulating the price at which it should be sold—the price changing with the rise and fall in value of corn. A law of this kind would be welcomed by modern housekeepers. It is an interesting example of the old adage of "nothing new under the sun," as this very question of price regulation by law is being agitated in the United States to-day in regard to the steel trade.

Evidently the time was not right for such revolutionary ideas as the law seems to have been very badly enforced. It was revived in 1582. This time the question of price was left out, but stringent provisions were inserted against actual adulteration and the use of musty meal. The punishments for the offending bakers were characteristically severe. The first offence meant the pillory and a sound whipping. If the man continued to offend he was banished from the city and his property confiscated. This Assize also dealt with wines, beer and meat, and was not repealed until 1815.

Adulteration Affected Revenue.

Various adulterations, notably of tea, coffee and beer, were brought to the notice of the Houses of Parliament at different periods, but it is to be noted that the activities of the Government were only aroused where the question of adulteration was seriously affecting the revenues, the article in each case being those on which a heavy excise duty was collected, but where they took the matter in hand, they evidently meant to finish the evil at one blow.

The penalties were so heavy as to bring ruin on the unfortunate dealer who happened to be caught. Fines as high as \$2,500 were to be imposed for a single offence. As is usual where the punishment far exceeds the gravity of the misdemeanor, these penalties were clearly not enforced. The practice had become so common that in 1855 the whole matter was made the subject of a parliamentary inquiry. This date may be taken as the beginning of modern food laws.

Early Testing of Beer.

It is evident from the above, that the question of regulating the food traffic had been left largely to the local authorities. How the different boroughs and municipalities carried out this task makes an interesting chapter in the history of the Middle Ages. Naturally the field is a wide one, and in an article of this

* Mr. Greening, the author of this important series, is vice-president of the Pure Gold Manufacturing Co. He will go into the question fully, explaining in future articles the scope of the British, United States and other pure food laws.

scope one can only touch lightly on a few isolated cases. Most of the enactments were directed against poisonous adulteration, in an effort to prevent at least the citizens from being poisoned, but in some cases we see attempts to save them from being cheated.

An instance of this was the office of "beer-tester"—an important, and we may judge, a much sought position in every town in England. His business was to see that the beer sold in the taverns was strictly up to standard, a matter of gravest concern in pre-prohibition times. The "beer-tester" would drop casually into a tavern, order a flagon of ale and then spill a little on his chair. Then sitting unostentatiously on the place where the ale was spilt, he would wait until the beer had dried. If his leathern breeches stuck to the seat, it showed the dishonest publican had been adding too much sweetening matter and he was promptly hauled before the justice of the peace.

Inferior Goods Dumped Into River.

In Nuremburg the punishment was similar to the old New England treatment of scolding wives, namely, the ducking stool. A characteristic form of trying a suspected offender was a kind of trial by ordeal. One unfortunate was forced to drink some of his own wine, from the effects of which he died—a remarkable example of making the punishment fit the crime. In nearly every case the adulterated goods were confiscated and burned in the town square by the public hangman, or dumped into the nearest river in the presence of the entire population, a holiday being proclaimed to celebrate the event. This would be a very popular idea to revive, and might be brought to the attention of our Canadian authorities.

On the whole, one gets the impression that the Middle Ages were really the good old days in this regard. Certainly our ancestors had little to fear from the adulteration of their food, which later became a very real danger to health and even to life. For this happy state of affairs they had to thank the great guilds, notably the pepperers, vintners, and later, the grocers. In these were vested an absolute monopoly of the trade in all articles of food, and they were scrupulously careful to keep their name unblemished from any whisper of bad merchandising. Violation of the guild rules meant expulsion from the order, a punishment so terrible in the Middle Ages as to deter the most unscrupulous and conscienceless offender.

Few Foods to Watch.

Then it must be remembered that the articles of food were surprisingly few in number when compared with the complex nature of our food supply. Meat and bread, beer and wine, comprised the

entire list of common foods. Spices were so costly that only the great nobles could afford to use them, as they were worth their weight in gold. Tea, coffee and chocolate were unknown. Potatoes were only introduced into Europe in the seventeenth century. So the task of regulating trade in food products was not a difficult matter.

The decline of the guilds, coinciding with the growth of the factory towns, marks the end of this golden age. Monopoly was replaced by the free competition of the Manchester school; whatever may be said of competition as a principle, there can be no question of its tendency in food manufacture. Even so great an advocate of unhampered competition as John Bright admitted that adulteration was the inevitable result.

Overcoming the Difficulties.

And so from the golden age of innocence we pass immediately to a period of about a hundred years in which every article of food and drink was grossly cheapened and adulterated. Conditions grew worse and worse until finally it became so great an evil that Parliament had to step in and give the matter its earnest attention and try in some way to bring order out of chaos. How this was done, how the difficulties were faced and overcome, will be the subject of my next paper.

CARNIVAL HELPED BUSINESS.

Lindsay Advancement Club Brings Many Visitors to the Town.

Lindsay, Ont., Feb. 22—(Special).—Lindsay as a town has never been known to boom spasmodically, but rather contents herself with a good steady growth. This to a large extent is due to the town's location. Situated in the heart of a rich agricultural district, the merchants benefit greatly by the business done with their farmer friends. Money makes the mare go, and the farmers have the money, because they are independent and conducting a lucrative business in their own unostentatious way.

The business men of Lindsay cater to the farmers, more or less, and merchants look well after the wants of their farmer friends. Besides the fall fair (a three-day event), there is held annually a poultry show (three days), a Christmas Fair, while a three-day Winter Carnival has just been completed, being a marvelous success.

The winter carnival idea was promulgated by a new organization in Lindsay known as the Lindsay Advancement Club, and the three days brought the farmers to town from a radius of 60 miles on all sides. Besides offering large attractions in the way of grand parades, bargain sales were put on. A

"made in Lindsay" exhibition was also held during the three days, the rest of its kind ever held in Lindsay, and this was largely patronized. A hockey match was put on between two rival country teams, which also attracted large crowds. The local theatre managed to secure a three-day show with matinees. Cash prizes were given the farmers for the best team turnouts, the best single turnouts, etc., while cash prizes were given for the floats in the parades as well as the comic turnout. A tug-of-war was also held, and various other events, and the affair was a grand success from start to finish. Next year it will be bigger and better than ever. The streets and stores were also decorated, while the band was engaged for the three days, and cheap rates were allowed on the railroads.

A 19-CENT SALE.

Yarmouth, N.S., Feb. 22.—Yerxa's grocery recently had a "19c sale" which lasted for six days, and at which a variety of goods and certain quantities of goods were sold at 19 cents. In announcing the sale in the local paper they said: "We have finished taking stock and find we have too much stock; rather than carry the goods through the dull season, we have decided to hold a gigantic 19-cent sale. Remember satisfaction guaranteed. Your money back if you want it."

They quoted a long list of goods at 19c., the first five being "3 bottles Worcestershire sauce," "6 lbs. rolled oats," "5 lbs. good rice," "6 lbs. barley," "3 pkgs. jelly powder," etc.

EXPECTS HALF-POUND SALMON TINS.

St. John, N.B., Feb. 22.—Local grocers are greatly interested at present time in canned salmon. The outlook is for prices to be much advanced in all varieties owing to the increased consumption. Speaking with your correspondent this week, the manager of a local wholesale house said that he looked forward to the time with confidence when half-pound tins of salmon would be placed on the market, just as had been done with lobsters. He did not think it would be very long.

Already, he said, salmon was being shipped in this way from some of the canneries, and it was already becoming a luxury for the average worker, so much so that the larger sized tins could not compete favorably as regards sales, with the smaller cans, should the latter be placed on the market, for these would do very well for the purpose often intended, namely, salads and the like.

Canadian Grocery News Done Up in Brief

Many Changes in Business Occurring—Broom Corn in Eastern Ontario—New Ammonia Company—Credit Men Meet—Acadia Sugar Refining Company to Build.

Ontario.

J. E. Pedlow, Strathroy, Ont., has sold his grocery business at Front and Caradoc streets to R. H. Davis, and that at Metcalfe and Adelaide streets to O'Dwyer & Jay.

A. D. Cross, Welland, Ont., has sold his grocery to Mr. McDermott, of Toronto.

B. W. Thomas, general merchant, Hartford, Ont., died recently.

A farmer near Norwood, Ont., has, according to Dominion Botanist Mr. Gussow, succeeded in raising broom corn of good quality. This is the second year he has experimented in this new departure.

The new factory of the Battle Creek Toasted Corn Flake Co., London, Ont., which was to have been erected this spring, will not be put up now till next year, it is announced. Some delay has occurred, and construction could not now be completed before the busy season in June.

A. D. Beaton, who has for seven years conducted a grocery store in Clinton, Ont., has sold to S. Barr, on account of ill-health.

W. J. Mann, general merchant, Aylmer, Ont., has sold to C. G. Stratton, grocer, of the same place, at 100 cents. Mr. Mann, who has been in business in Aylmer for some ten years, has not been in the best of health of late.

H. & E. Graham, who has been in the employ of J. Carter & Son, general merchants, Fort Frances, Ont., have purchased the stock and premises of Charles Anderson, of that place.

H. Russell & Co., grocers, Fort William, Ont., have sold to Archibald Black.

The Canadian Ammonia Co. has been organized with a Dominion charter to do business in ammonia, etc. The head office is in Toronto, capital stock being \$100,000.

A meeting of the Canadian Credit Men's Association, Limited, Ontario Division, was held at McConkey's restaurant, Toronto, on Wednesday evening. Dinner was served at 6.30, followed by an address from A. G. McMaster,

of MacDonnell, McMaster & Geary on "Commercial Law."

Wm. Gorman, of Gorman, Eckert & Co., London, Ont., is on a trip to Jamaica and Panama. He is accompanied by his wife and son.

James Haskett, of Haskett Bros., London, Ont., has been confined to his home with a bad knee for the past three weeks.

Thos McCormick, of A. McCormick & Son, London, Ont., was operated on for appendicitis. He is doing as well as can be expected.

A large store building is to be erected at Dawn Mills, Ont., as soon as weather will permit, and the store will be conducted by Mrs. Obey, whose place was recently burned out.

Knowland Routledge has sold his general store at Hyde Park, near London, Ont., and is going to Calgary.

Ed. McKenzie, who moved into Clendoye, Ont., about a year ago from East Williams, and with his brother purchased the store and dwelling formerly owned by G. Lamport, left this week for Calgary, selling out his share in the business to his brother.

The Walsh grocery business, St. Mary's, Ont., has been sold to George Smith, who took possession on Monday. Mr. Smith began his apprenticeship with Mr. John Walsh about twenty years ago.

Maritime Provinces.

John K. Schofield, one of the directors of the Acadia Sugar Refinery Co., said this week that it was the intention of the company to rebuild the Woodside Refinery which was destroyed by fire recently, on the old site, at Woodside, N. S. The plant will be improved, and the output will, it is thought, be about 3,000 barrels per day.

F. P. McColl, late manager of the Sea Coast Canning Co., has been appointed manager of the Canadian Sardine Co., at St. Andrew's, N.B.

Westrn Canada.

Velie Bros., Winnipeg, Man., have sold their grocery business to Percy W. Rowe.

C. Phillips, grocer, Regina, Sask., is succeeded by E. Peachey.

"Winnipeg's system of food inspection is one of the best I know of and it seems to me that it is being admirably handled," said C. S. McGillivray, Dominion inspector of canned fruit and vegetable factories, while in Winnipeg recently.

DEATH OF C. H. DOUGALL.

The trade in Quebec Province was grieved to hear of the death of C. H. Dougall, Commission Merchant, Montreal, whose name has been a familiar one for the past twenty years. Mr. Dougall was at business five or six days before his illness and in spite of his advanced age seemed hale and hearty. Appendicitis was the cause of death. The business will be carried on under the same name but will be directed by John Tombs, who has been associated with Mr. Dugall for some time.

GROCERS' LETTER BOX.

(See also page 46.)

Editor Canadian Grocer,—Will you kindly let me know through your Grocers' Letter Box, how shrimps or prongs are cooked or prepared for the table.

READER.

Editorial Note.—Shrimps are very often eaten raw after shell is removed, or made into salads. Nearly all the shrimps coming into Canada are pickled in such a way as to allow of this being done.

Law's Grocers' Manual gives the following advice on how to boil shrimps:—Put about four ounces of salt into one gallon of water, and when the latter boils have the fish placed in readiness, in a wire frying basket and plunge them in at once. Boil quickly from 5 to 7 minutes, according to size, but take care that they are neither over or under done. When done enough (that is, as a rule, when they change color), take up the fish, shake them gently in the basket until they are thoroughly drained, then spread them out to cool and use as required.

Seeded and Seedless Oranges.

Editor, Canadian Grocer:—Will you explain the difference between seeded and seedless raisins? Do the latter grow without seeds?

BEGINNER.

Ottawa, Ont.

Editorial Note.—"Beginner" is quite correct. Seedless raisins grow without seeds just as our seedless oranges do. They are generally smaller than those containing seeds.

Seeded raisins on the other hand are those which originally contained seeds but have as the name denotes been "seeded," or relieved of their seeds. They come in packages.

Lower Prices on Some Laundry Soaps

Ontario Dealers Reverting to Six for a Quarter—Prices on Rice for Future Delivery May be Lower—Strong Sugar and Dried Fruit Markets—Evaporated Apples Getting Scarce.

QUEBEC MARKETS.

Sugar—Firm.

Molasses—Demand increasing.

Rice—Lower prices for future delivery.

Montreal, Feb. 22.—With a steady seasonable trade prevailing the market in general remains unchanged. Business in most lines is brisk, notwithstanding high quotations.

The sugar situation is again interesting, stocks are small and the prices tend to advance.

The Lenten season has increased the molasses demand, and before long an advance in price may take place. This can also be accounted for by the high price of sugar.

SUGAR.—Sugar at present offers a strong tone. The demand is good notwithstanding high quotations and small stocks. Prices advanced twice in New York during the week, so local dealers are expecting an increase. The market shows upward tendencies.

Granulated, bags	5 55
Granulated, 20-lb. bags	5 65
Granulated, Imperial	5 40
Granulated, Beaver	5 45
Paris lump, boxes, 100 lbs.	6 35
Paris lump, boxes, 50 lbs.	6 45
Paris lump, boxes, 25 lbs.	6 55
Red Seal, in cartons, each	0 55
Crystal diamonds, bbls.	6 20
Crystal diamonds, 100-lb. boxes	6 30
Crystal diamonds, 50-lb. boxes	6 40
Crystal diamonds, 25-lb. boxes	6 50
Crystal diamonds, 5-lb. cartons	7 20
Crystal Diamond Dominoes, 5-lb. cartons, each	0 27 1/2
Extra ground, bbls.	2 95
Extra ground, 50-lb. boxes	2 15
Extra ground, 25-lb. boxes	6 35
Powdered, bbls.	5 75
Powdered, 50-lb. boxes	5 95
Phoenix	5 55
Bright coffee	5 50
No. 3 yellow	5 40
No. 2 yellow	5 30
No. 1 yellow, bags	5 15
Bbls. granulated and yellow may be had at sc.	

SYRUP and MOLASSES.—The molasses situation is strong just low. Demand is steadily increasing as result of Lenten season. Prices of high grade molasses may advance in sympathy with high quotations of the sugar market. Syrup is steady with a good seasonable trade.

Fancy Barbados molasses, puncheons	\$9 38	\$0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 34	0 36
Choice Barbados molasses, barrels	0 37	0 39
Choice Barbados molasses, half-barrels	0 39	0 41
New Orleans	0 25	0 28
Antigua	0 30	
Portio Rico	0 40	
Corn syrups, bbls.	0 03 1/2	
Corn syrups, half-barrels	0 03 1/2	
Corn syrups, quarter barrels	0 03 1/2	
Corn syrups, 3 1/2-lb. pails	0 03 1/2	
Corn syrups, 25-lb. pails	1 75	
Cases, 2-lb. tins, 2 doz. per case	2 40	
Cases, 5-lb. tins, 1 doz. per case	2 75	
Cases, 10-lb. tins, 1/2 doz. per case	2 65	
Cases, 20-lb. tins, 1/4 doz. per case	2 60	

DRIED FRUITS.—No changes of late have developed in the market. Business is brisk for this time of the year. Prices

run on a parallel with last week's, but some may advance before long, owing to small stocks.

Evaporated apricots	\$0 22	\$0 24
Evaporated apples	0 11	
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 08 1/2	0 09 1/2
Currants, fine filiatras, per lb., cleaned	0 07 1/2	0 08 1/2
Currants, 1-lb. packages, fine filiatras, cleaned	0 08	0 09 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 07	0 08
Dates, Hallowee, loose	0 07	0 06
Figs	0 11	
Figs, 3 crown	0 07 1/2	0 10 1/2
Figs, 4 crown	0 08	0 10 1/2
Figs, 5 crown	0 08 1/2	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz. per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 07	0 07 1/2
Prunes—		
30-40	0 16	0 18
30-40	0 15	
40-50	0 14	
50-60	0 12 1/2	
60-70	0 12	
70-80	0 11 1/2	
80-90	0 11	
90-100	0 10	
100-120	0 08	
Rosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	0 09 1/2	0 10 1/2
Choice fancy seeded, 1-lb. pkgs.	0 10 1/2	0 11 1/2
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 09	0 09
Seedless, new, in packages	0 09	0 10
Select raisins, 7-lb. box, per box	0 63 1/2	
Sultana raisins, loose, per lb.	0 12	0 16
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75 1/2
Malaga table raisins, clusters, per 1/4 box	0 80	1 90
Valencia, fine off stalk, per lb.	0 08	0 08 1/2
Valencia, select, per lb.	0 08 1/2	0 09 1/2
Valencia, 4-crown layers, per lb.	0 09	0 10

TEAS.—No change has taken place in market. The demand is good, notwithstanding high prices and no tendencies towards a decline are perceptible.

The market is stronger than it was this time last year. Indian teas show a shortage and are likely to advance.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 26	0 30
Good common	0 21	0 24
Common	0 19	0 21
Ceylon—		
Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 30
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	0 24	0 25
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—The coffee market is devoid of feature. Buying is of the hand-to-mouth order, and much curtailed on account of the high prices prevailing. No reports of the crops have been received and until they arrive prices will remain as previously quoted.

Mocha	0 25	0 28
Rio	0 21 1/2	0 23 1/2
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26 1/2

SPICES.—The market is fairly active with a good steady demand. There has been no remarkable change during the week. The same high prices prevail, but with declining tendencies.

Allspice	0 13	0 14
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochín	0 17	0 30
Mace	0 25	0 30
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

RICE and TAPIOCA.—The market for rice and tapioca is steady. The demand continues good, with a steady supply. Prices for the present remain unchanged. Lower prices on grade B rice are expected to go down for orders given for shipment on Mar. 15 and May 1.

Rangoons—		
Rice, grade B, bags, 250 lbs.	3 65	3 75
Rice, grade B, bags, 100 lbs.	3 65	3 75
Rice, grade B, bags, 50 lbs.	3 65	3 75
Rice, grade B, pockets, 25 lbs.	3 75	3 85
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 90	4 00
Rice, grade C.C., bags, 250 lbs.	3 55	3 65
Rice, grade C.C., bags, 100 lbs.	3 55	3 65
Rice, grade C.C., bags, 50 lbs.	3 55	3 65
Rice, grade C.C., pockets, 25 lbs.	3 65	3 75
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 70	3 80
Fancy Patna—		
Patna polished	3 85	3 95
Pearl	4 15	4 25
Imperial Glace	4 60	4 70
Sparkle	4 70	4 80
Japans—		
Crystal	5 05	5 15
Snow	5 15	5 25
Ice Dips	5 30	5 40
Carolina rice	0 49	0 10
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 08
Seed lb.	0 07	0 08

NUTS.—There is little business doing in market at present, February being a dull month in the trade. The spring demand which is close at hand is likely to offer many features. Pecans show tendencies towards an increase.

In shell—		
Brazils	0 22 1/2	0 25
Filberts, Sicily, per lb.	0 13 1/2	0 12
Filberts, Barcelona, per lb.	0 10 1/2	0 12
Tarragona Almonds, per lb.	0 15	0 17
Walnuts, Mayotte Grembles, per lb.	0 15 1/2	0 16 1/2
Walnuts, Marbots, per lb.	0 12 1/2	0 15
Walnuts, Cornes, per lb.	0 11	0 13
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 27	0 29
Almonds (in bags) standard, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 35	0 37
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/2	
Coon, roasted	0 09	0 10
Diamond G, roasted	0 11	0 12
Bon Ton, roasted	0 10	0 11
Sun, roasted	0 10	0 11
Spanish, No. 1	0 13	0 15
Virginia, No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 05	0 07
Walnuts—		
Bordeaux halves, bright	0 28	0 30
Broken	0 28	0 30

CANNED GOODS.

TORONTO.—Retailers who didn't buy all the canned goods they wanted are now in the market, and wholesalers report fairly good sales. There is a good call for tomatoes with prices high. Retailers should endeavor to push fruits from now on as many housewives will

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not have much on hand of their own make by this time.

Salmon will be a good seller during Lent even if the price is high.

ONTARIO MARKETS.

POINTERS—

- Sugar—Advance looked for.
- Prunes—Higher market.
- Rice—Lower prices future delivery.
- Soap—Practically a decline.
- Evaps.—Higher market expected.
- Beans—Stronger.

Toronto, Feb. 22.—Trade is getting better after the usual comparative quietness of past six weeks. Wholesalers are fairly well pleased with the volume of business and collections.

Many of the markets present interesting features. Sugar looks like moving upward again on account of strong statistical position. Some soap manufacturers have practically reduced prices by giving about a 1/2 case, case and 3 cases with 5, 10 and 25 case orders. Different firms have slightly different arrangements in this regard.

Rice orders for delivery on March 15 and May 1 are being taken at lower prices. Prunes, beans and evaps. all show stronger tones.

SUGAR.—It was expected that sugar would have advanced before time of going to press but did not. The situation is strong and the future of the market rests with final output in Cuba. The rainy season is approaching, in fact it is present in some places and interrupting grinding causing a loss of time in making the crop but on the other hand improving the spring cane. The total output of crop is therefore still problematical. The world's visible supply shows a decrease of over 695,000 tons in comparison to year ago, thus demonstrating the market's strength.

Extra granulated, bags	5 65
Extra granulated, 20-lb. bags	5 75
Imperial granulated	5 50
Beaver granulated	5 50
Yellow, bags	5 25
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	6 05
Extra ground, 50-lb. boxes	6 25
Extra ground, 25-lb. boxes	6 35
Powdered, bbls.	5 50
Powdered, 25-lb. boxes	5 25
Powdered, 50-lb. boxes	5 85
Red Seal, cwt.	7 10
St. Lawrence Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	6 55
Paris lumps, in 50-lb. boxes	6 65
Paris lumps, in 25-lb. boxes	6 85

SYRUPS AND MOLASSES.—These commodities are moving fairly well. This is a good maple syrup season and tailors are turning this syrup into money rapidly. Molasses, as a stock food, has been increasing in popularity and more of a feature should be made of it. Fruit is scarce and this has tendency to increase sales of both syrup and molasses.

Syrups—	Per case.
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 65
20-lb. tins, 1/4 doz. in case	2 60
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 03 1/2

Pails, 33 1/2 lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gals. 12 to case	5 40
1/4 gals. 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 80
1/2 gallons, 12 to case	7 25
Quarts, 24 in case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, medium	0 30 0 35
New Orleans, barrels	0 28 0 32
Barbados, extra fancy	0 45
Porto Rico	0 45 0 52
Muscovado	0 30

DRIED FRUITS.—Some wholesalers are finding good retail demand during past week for evaporated peaches and apricots. One said he sold more of these during the week than for two or three months past. In most cases dried fruits are stiffening in price. Prunes are marked up from 70's to 80's upwards. They are scarce. Wholesalers note firmness in Bosnia prunes, many of which are sold on this market. A couple of earloads on the way were sold to the wholesale trade at fairly high figures. The raisin market is in most cases quiet. They seem to be getting harder to get than ever. For the time being an easy feeling has developed in currant market due to the season, but statistical position is strong and there will be no lasting slump. Evaporated apples are scarce and getting into small compass, but good inferior stock.

Prunes—	
30 to 40, in 25-lb. boxes	0 15 0 15
40 to 50, in 25-lb. boxes	0 14 0 15
50 to 60, in 25-lb. boxes	0 14
60 to 70, in 25-lb. boxes	0 13
70 to 80, in 25-lb. boxes	0 10 1/2
80 to 90, in 25-lb. boxes	0 10 1/2
90 to 100, in 25-lb. boxes	0 09 1/2 0 10
Same fruit in 50-lb. boxes, 1/4 cent less.	
Bosnia prunes	0 09 0 10
Apricots—	
Choice, 25-lb. boxes	0 22 0 23
Fancy, 25-lb. boxes	0 25
Candied Peels—	
Lemon	0 10 0 11
Orange	0 10 0 12 1/2
Citron	0 15 0 17
Figs, 2 to 2 1/2 inches, per lb.	0 09 0 13
Tappets	0 04 0 04 1/2
Bag figs	0 04 1/2 0 07
Dried peaches	0 17 0 18
Dried apples	0 08 1/2 0 09
Evaporated apples	0 10 0 10 1/2
Currants—	
Fine Filiatras	0 07 1/2 0 08
Patras	0 08 0 08 1/2
Vostizzas	0 10 0 12
Uncleaned, 1/2 cent less.	
Raisins—	
Sultana	0 11 0 12
Sultana, fancy	0 14 0 14 1/2
Sultana, extra fancy	0 16 0 17
Valencia, selected	0 08 1/2
Seeded, 1 lb. packets, fancy	0 08 1/2
Seeded, 16-oz. packets, choice	0 08 1/2

TEA.—This market still holds its firmness. There was less Indian tea offered on the London market in January this year than in 1911, but more Ceylon. The average price of the former was a little higher this year while that of Ceylon was same price. On the London market it is generally anticipated that from now on buying will be particularly strong on part of big retail houses, and it is therefore believed by some that prices of common tea will revert to high level of values of last year.

COFFEE.—The coffee market is a difficult one to fathom. There is evi-

dently much speculation going on in New York with the Arbuckles in the lead and it is impossible to guess what will happen coffee two or three days ahead. Market is not depending on supply and demand so that local coffee buyers are purchasing on the hand to mouth basis awaiting a break some time.

Rio, roasted	0 23 0 24
Green Rio	0 19 0 20
Santos, roasted	0 24 0 25
Maricao, roasted	0 24 0 25
Bogotas	0 26 0 27
Mocha, roasted	0 30 0 32
Java, roasted	0 32 0 35
Mexican	0 27 0 28
Guatemala	0 25 0 26
Jamaica	0 25 0 26
Chicory	0 12 0 13

NUTS.—Apart from shelled walnuts and almonds, for which there is a fairly steady sale, little is doing in the nut market. In the shell it is just a matter of 10 and 15 pounds here and there with the wholesaler.

Almonds, Formigetta	0 15 0 15 1/2
Almonds, Tarragona	0 15 1/2 0 17
Almonds, shelled	0 34 0 38
Walnuts, Grenoble	0 15 0 16
Walnuts, Bordeaux	0 12 0 13
Walnuts, Marbots	0 13 0 14
Walnuts, shelled, new	0 35 0 38
Filberts	0 11 0 12
Pecans	0 17 0 18
Brazils	0 20 0 21
Peanuts, roasted	0 10 0 13
Peanuts, green, extras	0 08 1/2
Peanuts, green, jumbo	0 10

RICE and TAPIOCA.—The rice market is as it has been, high, but there may be some reduction on orders booked now for March 15 and May 1 shipments. The reduction will amount probably to 20 and 30 cents respectively. Sago shows a firmer tendency while tapioca is quiet.

Standard B. from mills, 500 lbs., or over, f.o.b. Montreal	3 65
Rice, standard B., f.o.b. Toronto	3 75
Per lb.	
Rangoon	0 03 1/2 0 04
Fancy rangoon	0 05 0 05
Patna	0 05 1/2 0 06
Japan	0 05 0 07
Java	0 06 0 07
Carolina	0 08 0 10
Sago, medium brown	0 06 1/2 0 07
Tapioca	
Billet, double goat	0 08
Medium pearl	0 06 1/2 0 07
Flake	0 06
Seed	0 06 1/2 0 07

BEANS.—Wholesalers report firmer market in beans and prices are being marked up 10 cents per bushel. Demand for beans is good on account of potato prices.

Prime beans, per bushel	2 50
Hand picked beans, per bushel	2 60
California Lima beans, lb.	0 08

EVAPORATED APPLES.—This market is worth special attention for those interested. Evaps. are getting cleaned up fairly well and call from the west is still strong. Present quotations are 10 1/2 to 11 cents with prospects of going higher.

MANITOBA MARKETS.

POINTERS—

- Sugar—B. C. advanced 10 cents.
- Syrup—Scarce.
- Prunes—Advanced.
- Raisins—Advanced.
- Evap. Apples—Strong.

Winnipeg, Feb. 22.—Firmness on the entire market may be said to be predominating feature of the trade this week. With the extreme mild weather which prevailed during the greater part

of the week come exciting the week anticipated ferred serious spiel, the taking place ery and st were more this period plains, "I nothing but guests from cities of the busier than

An evailing wit peets are With this of the market this week vances in raisins are look for a ated apple that stocks alized and off the market are obtained are syrup split peas.

SUGAR. advance to 10 cents per granulated steady since it would a due entire in the city wholesalers fortably sued below a figures will pounds high

Montreal and Montreal, yellow Montreal, yellow being sugar, in being sugar, in Powdered sugar Powdered sugar Lump, hard, in Lump, hard, in

SYRUP a was started that stocks eidedly on supplies market has been last few weeks pricing if in order, place, but figures.

Syrups— 24 2-lb. tins, per 12 5-lb. tins, per 6 10-lb. tins, per 3 20-lb. tins, per Half barrels, per Barbadoes molasses New Orleans molasses

DRIED FRUITS. Raisins. The former

THE CANADIAN GROCER

of the week, the trade seems to have become excited and as a result orders during the week have been heavier than was anticipated. The mild weather interfered seriously with the annual bonspiel, the play during the last few days taking place in many instances on watery and sticky ice. Visitors to the city were more numerous than ever during this period, and as one wholesaler explains, "Personally I have been doing nothing but entertaining customers and guests from the towns and various cities of the West, but the firm has been busier than ever during the week."

An unexpected rush has been prevailing with the mild weather, and prospects are becoming brighter every day. With this advance in trade, the strength of the market has been keeping pace and this week we have noted further advances in sugar and prunes. Valencia raisins are also moving upward and we look for an advance shortly in evaporated apples. Trade has been so brisk that stocks in city are becoming demoralized and several lines are practically off the market as new supplies cannot be obtained from the east. Among these are syrup and molasses, pearl barley and split peas.

SUGAR.—As stated above, a further advance took place during the week of 10 cents per cwt. in British Columbia granulated sugar. The market has been steady since last week's sharp rise, and it would appear as if this advance was due entirely to this strength. Stocks in the city are not large as jobbers and wholesalers only carry enough to comfortably supply the trade. Prices quoted below are for Montreal sugar. B. C. figures will be ten cents per hundred pounds higher.

Montreal and B. C. granulated, in bbls.	6 20
Montreal and B.C., in sacks	6 15
Montreal, yellow, in bbls.	5 80
Montreal, yellow, in sacks	5 75
Ice sugar, in bbls.	6 55
Ice sugar, in boxes (25 lbs.)	6 80
Powdered sugar, in bbls.	6 35
Powdered sugar, in boxes	6 35
Powdered sugar, in small quantities	6 10
Lump, hard, in bbls.	7 05
Lump, hard, in half-bbls.	7 15
Lump, hard, in 100-lb. cases	7 05

SYRUP and MOLASSES.—The report was started during the week by one firm that stocks of syrup in the city were decidedly on small side and that further supplies could not be secured. The market has been steady and strong for the last few weeks, and it would not be surprising if advances in this line were in order. As yet no change has taken place, but the tendency is for higher figures.

Syrups—	
24 2-lb. tins, per case	2 28
12 5-lb. tins, per case	2 68
6 10-lb. tins, per case	2 56
3 20-lb. tins, per case	2 57
Half barrels, per cwt.	3 85
Barbadoes molasses, in half bbls., per gal	0 45
New Orleans molasses, half bbls., per gal	0 30 0 31

DRIED FRUITS.—Prunes and Valencia raisins continue to form the sensation of the trade by continuing to rise. The former took an upward climb of

half a cent per pound during the earlier part of the week and the latter an advance of twenty cents per box. Prices existing now in these lines are regarded as being stiff, and should they continue to rise they will be beyond the reach of the average customer. These advances, however, are not unexpected and have been predicted time and again in these columns.

New Prunes—		Per lb.
90-1008, 25s, s.p.	.....	0 10 1/4
90-1008, 10s, s.p.	.....	0 10 1/4
80-938, 25s, s.p.	.....	0 10 1/2
80-938, 10s, s.p.	.....	0 11 1/2
70-808, 25s, s.p.	.....	0 11
70-808, 10s, s.p.	.....	0 11 1/2
60-708, 25s, s.p.	.....	0 11 1/2
60-708, 10s, s.p.	.....	0 11 1/2
40-508, 25s, s.p.	.....	0 13
New Figs—		
Camel 3-crown table figs	.....	0 10
Camel 4-crown table figs	.....	0 11
Camel 5-crown table figs	.....	0 11 1/4
Camel 6-crown table figs, about 10 lbs.	.....	0 12 1/4
Camel 6-crown figs, about 50 lbs.	.....	0 12 1/4
Camel 7-crown table figs, about 100 lbs.	.....	0 14 1/4
Camel 9-crown table figs, about 10 lbs.	.....	0 16
Emmanuel 3-crown	.....	0 08 1/2
Emmanuel 4-crown	.....	0 08 1/2
Emmanuel 5-crown	.....	0 09 1/4
Emmanuel 6-crown	.....	0 10
Emmanuel 7-crown	.....	0 11
Club box figs	.....	0 06
Cooking Figs—		
Choice boxes	.....	0 05 1/4
Half boxes	.....	0 05 1/2
Half bags	.....	0 04 1/2
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	.....	2 30
Fine selected, 28s, s.p., per box	.....	2 35
4-crown layers, 28s, s.p., per box	.....	2 45
4-crown layers, 14s, s.p., per box	.....	1 30
4-crown layers, 7s, s.p., per box	.....	0 70
No plus ultra, 28s, s.p., per box	.....	2 40
Currants—		
Dry, clean, per lb.	.....	0 07 1/2
Washes, per lb.	.....	0 08
1-lb. package	.....	0 08 1/2
2-lb. package	.....	0 17 1/2

EVAPORATED APPLES.—The situation in this line shows little difference from other lines of the trade. Stocks in city are not as large as many would like and reports of the dwindling of eastern supplies are being received. As a result prices have been holding firm and last week one firm advanced their figures from 10 1/2 to 11 cents per pound, flat, Winnipeg. Other houses are still quoting 10 to 10 1/2 cents flat, Winnipeg, but one of these houses pointed out emphatically that if they were charging what they should according to condition of the market 10 1/2 to 11 cents would be prevailing price. It was also stated that an advance was looked for shortly. The demand still holds strong and a slight advance is not expected to interfere with the trade very much.

COFFEE.—Market remains the same as last week. Orders have been received in large quantities but many appear to be holding off for some unknown reason.

Roasted Rio, per lb.	0 22
Green Rio, 5's, lb.	0 17
Green Rio, 7's, per lb.	0 16 1/4

BEANS and PEAS.—Split peas may be stated as almost off the market as supplies are reported to be low in the east and local stocks are small. The demand has been active and a heavy movement has taken place of late in this line. Beans are also holding strong and prices remain unchanged.

Beans, 3-lb. picker, per bushel	2 65
Hand picked, per bushel	2 75
Peas, split, 100 lbs.	4 00

NEW BRUNSWICK.

St. John, Feb. 22.—Strong markets prevail in many lines at present and there is tendency to firmness in almost all of more common commodities of life. Provisions in general are steady and it is opinion of local dealers that flour will be higher before much time has elapsed. There has been no change during the past week. Rolled oats are decidedly firm, also, and show an inclination if anything to be higher.

Much interest still is shown in sugar market and local grocers are of the belief that prices of last year may be seen again.

Bacon	\$ 15	\$ 15
Beans, hand picked, bus.	2 50	2 55
Beans, yellow eye, bus.	2 60	2 65
Butter, dairy, per lb.	0 21	0 22
Butter, creamery, per lb.	0 29	0 34
Buckwheat, W. grey bag	3 00	3 10
Cheese, new, lb.	0 16 1/2	0 17
Currants, 1's, lb.	4 20	0 08 1/4
Clams	4 20	4 25
Cornmeal, gran.	5 10	
Cornmeal, bags	1 70	
Cornmeal, bbls.	3 55	
Eggs, henney	0 28	0 35
Eggs, case	0 28	0 35
Finnan Haddies	4 40	4 50
Fish, cod, dry	6 25	6 50
Flour, Man.	6 45	6 50
Flour, Ontario	5 60	5 70
Lard, compound, lb.	0 10 1/2	0 11
Lard, pure, lb.	0 12 1/2	0 13
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 35	0 36
Oatmeal, rolled	5 70	
Oatmeal, std.	5 30	
Pork, domestic mess	21 00	22 00
Pork, American clear	21 00	22 00
Potatoes, barrel	2 60	2 90
Raisins, California, seeded	0 10 1/2	0 11
Rice, per lb.	0 03 1/2	0 04
Salmon, Case	5 75	5 80
Red Spring	7 25	7 50
Cohoos	7 25	7 50
Sugar—		
Standard granulated	5 80	5 90
Austrian granulated	5 70	5 80
Bright yellow	5 60	5 70
No. 1 yellow	5 30	5 40
Paris lumps	6 75	7 00

NOVA SCOTIA.

Halifax, Feb. 27.—Another advance in price of sugar was chief feature of local grocery market this week. The advance is due to condition of raw sugar market. Extra standard granulated is now quoted at \$5.75, United Empire at \$5.65, bright yellow is \$5.60, No. 1 yellow \$5.25, and unbranded \$5.10. Some dealers expect that price will go still higher.

Cable advices received here from Barbados state that the molasses market is firm and expectation is that prices will likely be higher. Fancy Barbados in puncheons is selling here at 36 cents per gallon.

Rolled oats are higher, they having again been advanced twenty-five cents per barrel. The price quoted is \$5.50 to \$5.75 per barrel, and in bags, \$2.75.

ANNUAL STAFF GATHERINGS.

The seventh annual conference of the General Sales Agents of the Shredded Wheat Co., was held in Niagara Falls, N.Y., last week. At this conference the sales agents take a recapitulation of the past year's work and discuss the future. It was wound up on Thursday night by the annual banquet. John Hewitt, Toronto, was among the sales agents present.



High Prices from Short Grapefruit Crops

Off Season in Florida Brings Down Production—Lemon Market Firming Somewhat—Cranberries and Marmalade Oranges Waning—Freer Arrivals of Potatoes but Market Will Remain Firm—Parsnips and Cabbage Scarce.

Grapefruit presents some features of interest as it will be high in price this season. Florida stock is scarce because of light crop, the estimate being from 40 to 50 per cent. normal. Jamaica's have gone up in sympathy. Grapefruit generally is almost half as high again as at this time year ago. The Cuban crop is just beginning to move, but it doesn't cut much of a figure in the market.

Lemons, too, are firm. On account of the frost in California the United States markets have been strong and the outlook is for a fairly short crop of Verdelli from Italy and Sicily. The anticipation of this early spring shortage induces many to purchase ahead so far as the keeping qualities of lemons will allow and this results in firmer situation. A foreign cable to a Toronto broker during the week announced an excited market which is now about a shilling higher than a year ago. There are no prospects in sight for a decline.

Cranberries are practically off the market and marmalade oranges won't be long. The season for these oranges was a particularly good one. More were sold than a year ago, and at higher prices.

Florida strawberries are selling as the price of 65 to 75 cents will allow. They will not be a great deal cheaper until points of production are further north.

Since a week ago potato deliveries have been freer, due in part to farmers opening winter pits and arrival of a few carloads of Irish stock. The situation is still strong and there are no immediate prospects of a declining market. The potato shortage in Quebec and Ontario is real and appreciable and has much to do with present prices.

Parsnips are scarce and going up, while cabbage is something some wholesalers cannot secure at all.

MONTREAL.

GREEN FRUITS.—Green fruits are still active and tend to bring forth many developments. The market in general shows signs of further increase in price owing to the shortage of stock.

Florida grapefruit range from \$3.50 to \$7 per box and are scarce and wanting.

Lemons have advanced considerably during the week.

Apples—		
Spies	4 50	6 00
Baldwins	3 75	4 75
McIntosh Reds	5 50	6 00
Greenings	3 50	4 50
Bananas, crated	1 75	2 00
Cocanuts, bags	4 00	4 50
Cape Cod cranberries, in bbls.	14 00	15 00
Cranberries, N.S., bbls.	10 00	11 00
Box cranberries	3 50	
Grape fruit, Florida, case	7 00	
Jamaica, case	3 50	
Grapes, Malaga, per box	6 00	5 50
Lemons	3 50	4 00
Oranges—		
Florida	4 00	
Narvels	3 00	3 50
Valencia	3 75	4 50
Jamaica, box	1 75	2 00
Mexican	1 75	2 00
Bitter oranges, per box	2 50	3 00
Pineapples—		
Floridas	4 00	
Tangerines, per strap	5 25	

VEGETABLES.—With a limited supply and cautious demand resulting from shortage of stocks and high quotations the vegetable market tends to become active. Many prices have advanced during the week and tendencies towards further increase are noticeable.

The price of potatoes still goes higher and shows no signs of settlement.

Onions are becoming scarce and the prices will undoubtedly advance.

Beans, green, hamper	6 00	7 50
Brussels sprouts, per qt.	0 25	
Carrots, bag	1 25	
Cabbage, dozen	1 00	
Cauliflower, dozen	2 25	2 50
Celery, Cal., 6 doz. to crate, crate	8 50	9 00
Garlic, 2 bunches	0 45	
Green Peppers, bus. basket	2 50	3 00
Lettuce, Boston, per box of 2 doz.	2 00	2 25
Leeks, dozen	1 50	1 75
Onions—		
Spanish, crate	4 00	
Half crate	2 25	
Canadian reds, 100 lbs., per lb.	0 05	
Radishes, dozen	1 00	
Sweet potatoes, per basket	3 00	
Montreal potatoes, new, bag	2 00	
New potatoes, \$9 bbl.; 5c lb.		
Strawberries, per qt.	0 75	
Spinage, per bbl.	7 00	
Turnips, per bag	1 00	
Parsnips	1 50	2 00
Tressez	0 20	

TORONTO.

FRUITS.—Several price changes are noted since week ago. Messina lemons have been marked up and the lemon market has tendency to firmness. Marmalade oranges are also higher. While they are going off the market, yet two or three carloads are, at time of writing, on the way. There are not many Mexican oranges selling now. Floridas are about the best eating oranges now but people seem to have a particular liking for the seedless. Grapefruit is advancing in price. Crop in Florida is estimated at only about forty per cent. or at most half a normal crop. Prices are up this week 50 cents case. There are plenty of cheap apples on the market at \$1.50 to \$2.50, but No. 1 choice are ruling at \$4 and even higher. The latter are not so plentiful. Strawberries are still coming in from Florida but are ruling high. It will be a few weeks before we get them from points farther north.

Bananas	1 25	1 75
Lemons, Messina, new crop	2 75	3 25
Oranges—		
Marmalade	3 00	
Florida	3 50	3 50
California narvels	3 00	4 00
Mexicans	2 00	2 25
Valencias, 714's	5 50	
Valencias, 420's	4 25	4 50
Tangerines, strap of 2 boxes	6 00	
Grapefruit—		
Florida, case	5 00	6 50
Jamaica, case	3 50	4 00
Grapes, Almeria, per kg	4 00	6 00
English hot house grapes, lb.	0 65	0 75
Cranberries, bbl.	13 50	
Apples, bbl.	2 25	4 00
Pineapples, case	4 00	4 50
Florida strawberries, box	0 65	0 75

VEGETABLES.—There is good trade in most vegetables. Potatoes for some time have held an important place and although this is still maintained yet excitement is subsiding. Supplies are coming more freely as many farmers are opening up pits and shipping surplus stock. Potatoes, however, will likely remain fairly firm till new stock arrives. Parsnips are scarce and higher. Green onions and radish are easing off as supplies increase. Cabbage is scarce, some firms having none at all. Duty on cabbage is 30 per cent. This week we have Florida celery added to the California article. The first car of Florida came in Tuesday. Canadian onions are getting scarce.

Parsnips, per bag	1 25
Potatoes, N. B.	1 90
Potatoes, Ontario, bag	1 75

Onions—			New radish, per dozen	0 40	0 50
Spanish, case	3 75		Boston cucumbers, dozen	2 00	2 25
Spanish, ½ cases	2 00		Boston head lettuce, dozen	1 60	2 00
Canadian, 75-lb. bags	2 00	2 50	Canadian beet, per bag	1 10	1 25
Sweet potatoes, hamper	1 75	2 00	Cabbage, barrel	2 25	2 50
Mushrooms, 1-lb. boxes	0 75		Carrots, bag	1 10	1 25
Can. hothouse tomatoes, lb.	0 32		Turnips, bag	0 50	0 60
New lettuce, per dozen	0 20	0 40	Celery, per dozen	1 00	
Green onions, dozen	0 25		Celery, Cal., per case, 6½ to 10 doz.	8 00	
			Celery, Fla., per case, 5 to 8 doz.	4 50	

Causes for High Prices in Potatoes

Failure of Crops in Quebec and Ontario one of Chief Reasons—Many Farmers Not Growing as Many as Usual—United States in Same Straits—Potatoes Being Imported from Europe.

Montreal, Feb. 22—(Special).—While we have seldom, very much to report about potatoes, yet we could devote quite an amount of space to this food staple at the present time, as farmer, retailers and consumer hardly know what level prices will reach owing to the great scarcity. A few remarks will probably throw some light on and help to explain the situation.

Prices in the Past.

Fifteen or sixteen years ago potatoes could be had for as small a sum as 40c per bag and ever since its introduction to the dinner table by Sir Walter Raleigh, the consumer has been taking the potato as a matter of course.

It has become more and more valuable in every respect of the word, but its popularity as an article of diet has never been properly noticed until a scarcity arises as at present, when people will feel lucky if they can secure a bag at \$2 instead of the more regular \$2.10 quotation.

Comparison With Last Year.

Last year during February our records show that the price per bag was \$1.25 to \$1.10, and the low figure, 85c, was also reached. Why then is there an advance of about 50 per cent? Why should Messrs. Potato & Co. hold up the housewife?

The fact is that all over the Dominion except in New Brunswick and the middle and far west (Manitoba to British Columbia), the potato crop was a failure. This winter alone there is an estimated shortage of about 17,000,000 bags in Ontario and Quebec, and the deficiency has of course to be supplied by outside sources.

Not Planting as Many.

Another cause which some are not inclined to consider, may be attributed to the suffering of a number of farmers from "megalomania,"—a malady which is making a number of growers think too much of their time and labor. In short they have more advanced ideas than their fathers and think that the prices for the last few seasons were too low, with the result that they did not

plant the same amount of seed last spring. But if these prices were taken and set beside the cost of production it

Standards for Fruits and Vegetables

Amendment to Inspection and Sale Act Include Many Weight and Measure Standards but says Nothing of Apples—Bag of Potatoes to be 80 Pounds—Fruit Growers Adopt Barrel Standard for Apples.

Editor Canadian Grocer.—Will you please inform me whether there is a standard weight for a peck of apples. If so what is it and who fixed the standard?

B. L.

Waterloo, Ont.

There does not appear to be any Dominion standard weight for apples. In last week's issue reference was made to some amendments to the Inspection and Sale Act introduced into the Commons by Hon. Geo. E. Foster. While this new act refers to standards for bushels and bags of various fruits and vegetables, no mention is made of apples.

Pounds to the Bushel.

While on this subject it will be interesting to the trade to go more deeply into the standards proposed.

In the new act is a clause reading as follows:

A bushel of any article mentioned in this subsection shall mean, unless a bushel by measure is specially agreed upon, that number of Dominion standard pounds of such article which is shown in this subsection opposite the name of such article, namely:—

Artichokes	75	pounds
Beans	60	"
Beets	50	"
Blue grass seed	14	"
Carrots	50	"
Castor beans	40	"
Clover seed	60	"
Hemp seed	44	"
Onions	50	"
Parsnips	45	"
Potatoes	60	"
Timothy seed	48	"
Turnips	50	"

Potato Bag Standard.

Much discussion has been made on the proposed weight standard for a bag of potatoes. As has been previously announced in The Grocer this will be fixed at 80 lbs. The clause relating to this and other bag standards in the new Act reads as follows:—

"A bag of any article mentioned in this sub-section shall mean, unless a bag by measure is specially agreed upon, that number of Dominion standard pounds of such article which is shown in this sub-section opposite the name of such article, namely:—

Artichokes	75	pounds
Beets	70	"
Carrots	70	"
Onions	75	"
Parsnips	60	"
Potatoes	80	"
Turnips	70	"

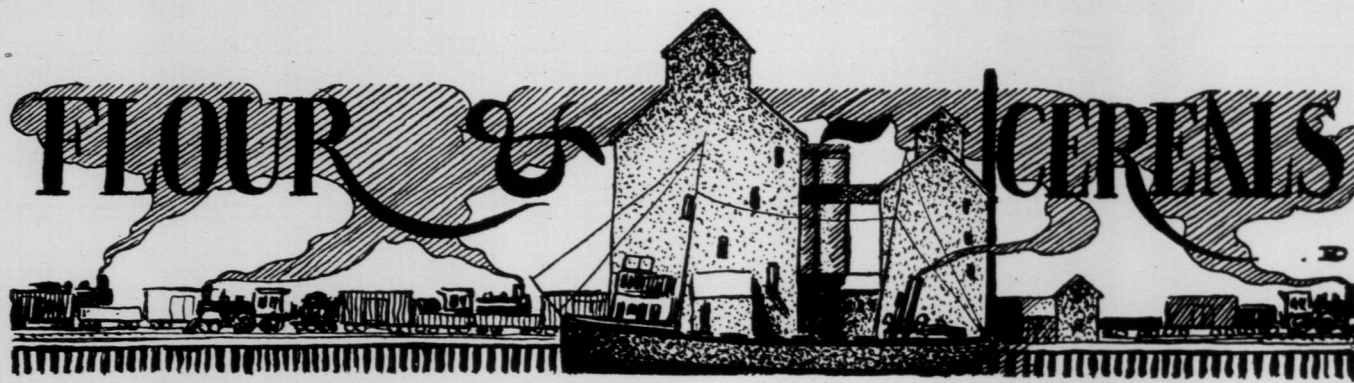
A barrel of potatoes will be standardized at 165 pounds.

Barrel Standard for Apples.

The question of a standard barrel for apples, so far as measure is concerned, was discussed last week at the annual conference of Dominion fruit growers at Ottawa. Two standards were adopted. One is the ninety-six quart (12-peck) size common to Nova Scotia, and the other the 112-quart (14-peck) size common in Ontario and other parts of the country.

Tariff on Pears.

The fruit growers asked for an increase of tariff on pears coming into Canada, but Hon. Martin Burrell, Minister of Agriculture, pointed out that the tariff commission recently appointed would have to take up all such questions.



Still Complain of Railway Congestion

Millers Behind in Shipments—Some Have December Orders Yet Not Delivered—Flour and Cereals Show Little Change from Week Ago—Argentine Wheat Moving After Strike.

Flour and cereals have practically remained motionless from last week. The advance in rolled oats announced a week ago has evidently not been conducive to large retail demand, as cereal manufacturers say trade is rather slow. No doubt many, anticipating the advance, bought prior to the rise.

Flour exports are represented as not active and railways have been slow in moving stock. The strike of railway employes in Argentine is now over and shipments from that country to Europe will increase from now on. This will assist in producing an easier feeling to our market. While the sending in bond of Canadian wheat into the United States helped to relieve the congestion it does not affect prices. There is undoubtedly an easier feeling in wheat. A decline occurred on the Chicago market during the week.

Cereal manufacturers continue to complain of delayed shipments. All are behind on account of the railway congestion and some haven't December shipments in buyers' hands yet.

MONTREAL.

FLOUR.—Flour has been featureless throughout the week. The demand is normal and can be met without difficulty. Prices remain the same and are likely to maintain this attitude for some time.

Winter wheat patents, in bags	4 80
Straight rollers, in bags	4 30
Manitoba 1st Spring wheat patents, bags	5 60
Manitoba straight patents, in bags	5 10
Manitoba strong bakers, in bags	4 90
Manitoba second, in bags	4 40

CEREALS.—Cereals have offered an active market during the week. The demand, both local and from the country, has been brisk, with the prices in last week's position. Stocks are small and may cause firmer feeling.

Fine oatmeal, bags	2 64
Standard oatmeal, bags	2 64
Granulated oatmeal, bags	2 64
Rolls cornmeal, 100 bags	1 80
Rolls oats, jute bags, 90-lb.	2 50
Rolls oats, cotton bags, 90-lb.	2 55
Rolls oats, barrels	5 05

TORONTO.

FLOUR.—There are few important conditions in flour market. There is a better delivery of Ontario wheat, but Manitoba is still slow. Ontario wheat is quoted at 95 to 96 in cars on the local market, with the tendency towards weaker feeling. Manitoba No. 1 Northern is quoted at \$1.13.

Manitoba Wheat.	
1st patent, in car lots	5 50
2nd patents, in car lots	5 10
Strong bakers, in car lots	4 90
Feed flour, in car lots	3 00 3 20
Winter Wheat.	
Straight roller	4 00 4 80
Blended	4 50 5 00

CEREALS.—No change since last week's advance has occurred in cereal market. Cereals are not moving very rapidly. The oat market is strong particularly on account of delay through railway congestion. One dealer stated he has some December shipments not yet delivered.

Rolls oats, small lots, 90-lb. sacks	2 50
Rolls oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 96-lb. sk	2 75
Rolls wheat, small lots, 100-lb. bbls.	2 90
Rolls wheat, 5 barrel to car lots	2 80
Cornmeal, 100-lb. bags	2 00 2 15
Rolls oats in cotton sacks, 5 cents more.	

Grocers' Letter Box

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

Semolina in Bulk.

Some time ago an enquiry was sent to this column asking name of firm selling "Semolina in Bulk." We have a letter from D. K. Porter & Co., Glasgow, Scotland, stating that their firm manufactures Semolina. They send along samples of both large and fine grain, which are now at the Toronto office of The Canadian Grocer.

Hay Dealers.

Editor Canadian Grocer,—Kindly give me the names of 2 or 3 reliable hay and

grain dealers who could handle a large number of cars.

WALLACE & BOYD.

Rydal Bank, Ont.

Editorial Note.—Among hay and grain dealers are the following:—James Scott & Co., Ltd., 651 St. James St., Montreal; H. Desrosiers, St. Martine and 64 Young St., Montreal; G. T. Harrington, Standard Stock Exchange Building, Toronto; Jas. Carruthers & Co. (grain) Board of Trade Building, Toronto, and Jas. Richardson & Sons (grain), Board of Trade Building, Toronto.

Electric Light Device.

Editor Canadian Grocer.—We notice (from The Canadian Grocer) that a new electric light fixture is in use in Toronto stores, this light throwing reflection on sidewalk, etc. Please inform us as to who or from what firm can these lights be purchased and much oblige.

PELTIER BROS.

Fort William, Ont.

Editorial Note.—All information can be secured from the Nernst Lamp Co., 78 Bay st., Toronto, who are the manufacturers.

Ore Bags.

Editor Canadian Grocer.—Please will you be good enough to tell me where I can get ore bags by the hundred. Thanking you for past favors.

P DUMAIS.

Goldlands, Ont.

Editorial Note.—Ore bags can be purchased from the Smart Bag Co., Montreal, Que.

MONEY IN HONEY.

A Toronto wholesale commission house paid an Ontario beekeeper about \$4,000 for a carload of honey which was shipped out west. This represented but one season's harvest which was reaped by the bee farmer and one son. The carload contained about 40,000 pounds. There is surely money in raising honey.

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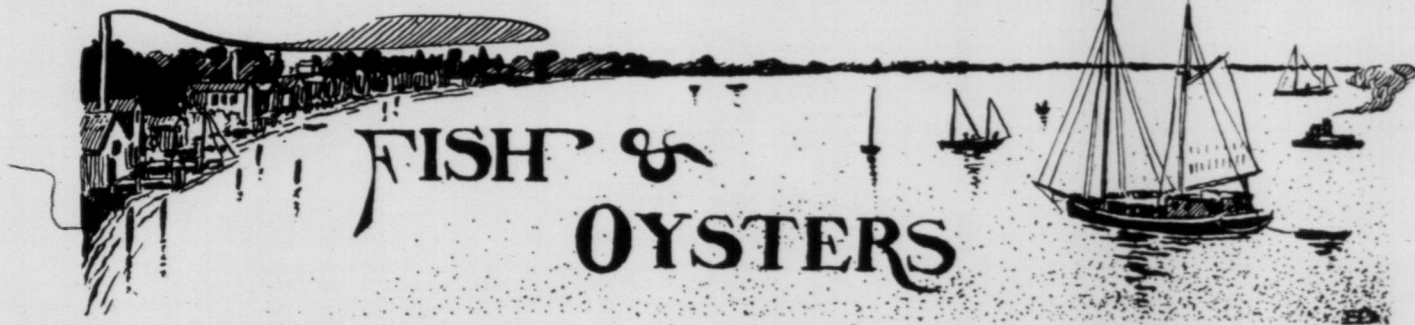
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Lent Here With a Scarcity in Fish

High Prices Prevailing and Tendency is Towards Higher in Smoked, Pickled, Prepared, etc.—Good Retail Demand Foretells Large Sales—Fishing Fairly Good at Present in East—Use of Steam Trawler Questioned.

Lent is here and fish markets are firm and will rule generally from firm to higher. Wholesale dealers are finding a shortage and during past week have advanced a number of lines.

That the prices prevailing will ease off demand to certain extent is admitted by all, yet in spite of this presence of Lenten season will mean good sales.

On the Atlantic coast fishing has been progressing favorably of late on account of fine weather and supplies of fresh caught stock have been fair. But all lines caught last year such as salted, pickled and prepared are scarce and we may look for other advances.

A matter which is being discussed with interest among New Brunswick fish men at present is as to whether or not the advent of the steam trawler into local waters would have a tendency to injure the supply on the local markets. There are some who uphold the idea that the trawler is welcome to the local waters while others maintain that it is a source of injury and a cause of menace to the industry. The discussion is interesting and animated.

NOVA SCOTIA.

HALIFAX.—There was an excellent demand in the local market this week for dried fish. Grocery dealers are stocking up with salt cod, in preparation for Lenten season. The salt cod now on market is of excellent quality, some very choice fish being sent out to dealers.

A sale of bank codfish about a month ago rather disarranged the trade's ideas, this cargo having been placed at a decline of twenty-five cents less than previous sales. It was thought that a slump in the prices might follow, but this has not taken place, and prices at present remain firm.

Export trade has remained the same as is always case during season of high prices, but a steady trade in small lots

has been going on and if this continues, by May first stocks on hand will be extremely small.

Only small quantity of salt mackerel remain on market and these are held for higher prices. There is a small stock of alewives but price limits consumption. Pickled salmon are also going slowly. Fat herring have been in demand of late, and from now on the trade in this class of fish will be brisk.

Prices on the local market rule about as follows:—

Bank cod, per quintal	7 00
Haddock, per quintal	5 00
Hake, per quintal	4 50
Pollock, per quintal	4 75
Mackerel, (large 3's) per bbl.	13 00
Alewives, per bbl.	6 75
Salmon, per bbl.	13 00
Fat herring (full bbls.) per bbl.	4 50
Fat herring (half bbls.) per bbl.	2 40

QUEBEC.

MONTREAL.—With Lenten season at hand dealers find themselves in the centre of great excitement. Business as is customary at this season is active, and the demand for all varieties extremely heavy.

Supplies at present continue to meet the call without trouble; but will evidently offer shortage as season progresses.

Prices have advanced in some varieties and will surely increase if market offers a shortage of stocks.

FRESH AND FROZEN.

Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04½
Smelts, fancy	0 10
Haddock	0 04½ 0 05
Halibut, per lb.	0 08½ 0 09
Herring, frozen, per 100 fish	1 30 2 30
Mullets	0 04½ 0 05
Pike, round, per lb.	0 05 0 05½
Pike, dressed and headless, lb.	0 05 0 05½
Steak cod	0 05 0 05½
Mackerel	0 10
Dressed perch	0 10
Dore or Pickerel	0 07½ 0 08
B. C. red salmon	0 10 0 11
Gaspé salmon, per lb.	0 18
Qualla salmon	0 08
No. 1 smelts per lb.	0 07½ 0 09
Extra smelts, per lb.	0 14
Lake trout, per lb.	0 08½ 0 09
Tancon's, bbl.	2 25 2 50
Whitefish, large, per lb.	0 09 0 10
Whitefish, small, lb.	0 05 0 05½

PREPARED FISH.

Boneless cod, in blocks or packages, lb. 7, 8, 10, 11, 12	5 50
Dry pollock, 100 lb. bundles, per bundle	2 25
Shredded cod, 2 doz. in box, per box	7 00
Skinless cod, 100 lb. case	7 00
Dry cod, 100 lb. bundles, per bundle	7 00
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
No. 1 bbl., 200 lbs.	9 00
New Labrador herring, per bbl.	5 75
New Labrador herring, per half bbl.	3 19
Labrador sea trout, bbls.	12 00
Labrador sea trout, half bbls.	6 50
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Scotia herring, No. 2, bbl.	6 00
Lake trout, kegs	6 00
Choice mackerel, pail	2 00
No. 1 green haddock, per 200 lbs.	7 50
No. 1 green pollock, per 200 lbs.	7 50
Salmon, B. C., red, bbl.	14 50
Salmon, B. C., half bbl.	8 00
Salmon, Labrador, bbl.	15 00
Salmon, Labrador, half bbl.	8 00
Salmon, Labrador, tres., 300 lbs.	21 00
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Sea trout, half bbl.	6 50
Sea trout, bbls.	12 00
Scotch herring, keg	6 50
Scotch herring, per bbl.	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. bbls.	0 10½

SMOKED.

Floater, large, per box	1 10
Yarmouth floaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 06½
Fillets, fancy, 15-lb. boxes, per lb.	0 10
Herring, new, smoked, per box	1 18
Kippers (small) per box of 50 fish	1 10

SHELL FISH.

Oysters, choice, bulk, Imp. gallon	1 40
Oysters, bulk, selects	1 60
Oysters, fancy cape, large bbls.	9 00
Malpeque oysters, per bbl.	8 00 12 00
Solid meats—Standard, gal. \$1.75; selects, gal.	\$2.00.
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—The fish market is full of interest this week on account of sharp firming up of most lines. While Lent has opened this is not the whole cause. Fish is scarce in all lines and while in only a few cases can we quote actual advances to the trade yet it is expected more will follow. Frozen, smoked, pickled and prepared are all comparatively short. These, of course, depend on last season's catches. There is a probability that present prices will have tendency to curtail demand but this will be overcome by Lenten sales. Even at prices quoted fish is fairly cheap food compared to some others. Since last week red salmon, fresh trout, fillets of haddie and Labrador herring have all shown advances.

FROZEN FISH.

Gold eyes	0 05
Pike	0 05
New pink sea salmon	0 05 0 10
Whitefish	0 09 0 11
Red salmon, headless and dressed	0 11 0 12
Halibut	0 10 0 11
Smelts, extra, per lb.	0 15

THE CANADIAN GROCER

Smelts, No. 1, per lb.	0 10	
Red salmon, headless and dressed	0 11	0 12
Sea herring, 100	2 25	2 25
Mackerel, per lb.	0 12	0 12
Mulletts	0 10	0 11
Bluefish	0 10	0 11
Lake herring	0 03	0 05
Steak, cod, per lb.	0 06 1/2	0 06 1/2
Flounders, per lb.	0 05	0 04
Tullibus, per lb.	0 05 1/2	0 05 1/2
FRESH CAUGHT FISH.		
Steak cod	0 08	0 08
Haddock	0 05	0 07
Trout	0 10	0 11
SMOKED.		
Kippers, per box	1 15	1 15
Bloaters, per box	1 15	1 15
Finnan Haddie, per lb.	0 08	0 09
Digby herring, per bundle	0 90	0 90
Cod, Imperial	0 06 1/2	0 06 1/2
Quail-on-toast	0 07	0 07
Fillets of haddie	0 12	0 12 1/2
Ciscoes, basket	0 90	1 00
Ciscoes, per lb.	0 09	0 10
Scotch haddies, per box	1 50	1 50
Scotch kippers, per box	1 65	1 65
PICKLED.		
Lake herring, per keg	4 00	4 00
Oysters, selects, per gallon	1 70	1 75
Oysters, standards, per gallon	1 55	1 55
Pickled trout, per half bbl.	7 25	7 75
Labrador herring, bbls.	6 00	6 00
Labrador herring, half bbls.	3 25	3 40
Shrimps, 1-gallon cans	1 25	1 25
PREPARED.		
Shredded cod, 2 doz pkgs. to box	2 25	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80	2 80
Skinless cod, 100-lb. boxes, whole fish, box	7 50	7 50
Cod in loose strips, 25-lb. to box, lb.	0 06 1/2	0 06 1/2
Pure cod tablets, 20 1-lb. tablets	2 30	2 30

An Ontario Grocers' Association Likely

London, Hamilton, Brantford and Toronto Associations to Confer Regarding this Step—Retailers Anticipate Soap Decline—Are Going to Sell Six for a Quarter—Want Small Debt Court—Wholesalers Selling to Consumers—A Presentation.

(Staff correspondence.)

Toronto, Feb. 22.—A provincial grocers' association, the high cost of living, high price of butter, prospective decline in soap prices, wholesalers selling to consumers and margins of profits were among the important questions raised for discussion at the regular meeting of the Toronto Retail Grocers' Association on Monday night. The meeting was largely attended, every available seat being utilized—and then there was one short. Bailey Snow used the one that wasn't there.

One of the pleasing features of the meeting was the presentation of a handsome couch made by the association to the past-president, W. C. Miller. D. W. Clark made the presentation referring to Mr. Miller's successful occupancy of the 1911 president's chair in complimentary terms. The recipient in his reply touched upon a very important point when he said that prior to his becoming a member he had a certain feeling of distrust towards competitors which had all been removed since. This is one of the strong benefits of association work.

President R. W. Davies presided for the first time and kept the members talking business.

A Provincial Association.

Secretary C. F. Thorne read communications from the secretaries of the London and Hamilton associations, J. A. McKenzie and M. R. Hill respectively, regarding the formation of a provincial grocers' association. These associations as well as Brantford and Toronto are strong for the Ontario organization, and it looks as if it will be a reality.

The Toronto members who will be a committee to go into this question with representatives of the other associations are, President R. W. Davies, Vice-president D. W. Clark, and Past President W. C. Miller. Invitations are sent to the other associations for the grocers' ban-

quet at the Arlington Hotel next week.

Small Debt Court.

D. W. Bell and W. C. Miller reported an interview with Hon. J. J. Foy, Attorney-General for Ontario, regarding a court for collection of small debts. At present time the expensive division court method has to be used and a man's wages cannot be garnished unless he has \$25 coming to him.

Hon. Mr. Foy suggested a small committee of two or three to place the views of the association before him when they would be given consideration.

High Cost of Living.

Attention was called to the unfairness of a portion of the daily press in accusing the retailer of being the cause of the high cost of living. "We should do something," said David Bell, "to put them right. For instance, I'm selling butter at 40 cents, at an advance of 5 cents. We should let the public know that our profits are not excessive." In this case the profit would be only 12 1/2 per cent—not equal to cost of doing business.

"A charitable institution," was what W. C. Miller termed the retail grocer of to-day. Dealers were carrying hundreds of accounts, many of which were not collectable.

Neil Carmichael suggested co-operation in advertising to clear the retailer. This should be done collectively and in such a manner as to convince the public. Present high prices were due to production arising out of the hot season of last year. D. W. Clark also advised using the press.

With regard to butter, C. Fry stated that it wasn't produced in sufficient quantities by the farmers. They didn't have the feed for the cows necessary to produce butter.

Bailey Snow pointed to the thousands of gallons of cream being used every day

for ice cream, which in the past didn't form much of a feature. J. S. Bond said that the cost of manufacturing butter, the raising of the stock, and higher wages to employes had much to do with the price.

Will There Be Soap Decline?

The present prices of soap and the prices offered by large departmental stores were the subject of much discussion. Some of the members considered manufacturers would soon lower prices on account of decline in cost of raw materials as they understood it. As many retailers bought 25-case lots at the old figure they consider it good business to get rid of this stock.

The association therefore decided unanimously by a standing vote to drop the 5-cent straight price on the 5-cent laundry soaps and sell henceforth 6 bars for a quarter.

Dealers told of competitors a short distance away from them who had been selling 6 for a quarter all along. The tip on prospects of a decline was appreciated by those with plenty on hand.

Wholesalers Selling Direct.

Mention was made of a report in The Grocer of the Wholesale Grocers' Guild convention where a wholesaler was defined with regards to his right to become a member. No wholesaler interested in any retail business could join. "But yet," said one member, "they are selling to hotels and restaurants whose trade justly belongs to us."

"Why, the other day," remarked another, "a wholesaler sent up a hundred of sugar by his driver to an individual two doors from me. The man wasn't at home so the driver came in to use my phone to find out what he should do."

A traveller said to one member that his instructions were to get after all large accounts of \$100 a month or over.

Small Margin of Profit.

"Now that the wholesalers are cutting out discounts, it's pretty nearly up to us to sell for cash only," was another expression of opinion.

"We shouldn't buy goods for a dollar that sell at 10 cents, nor should we pay \$1.50 for a 15-cent article, or \$2 for a 20-cent article," he added, and the others agreed.

Among the new members proposed were: F. W. Brown, Carlton street; G. L. Dean, Harbord street; W. Mason, Queen street, east, and J. Butcher, Peter street.

The annual banquet of the association will be held next Wednesday evening at the Arlington, when in addition to the dinner, addresses of benefit to the trade will be given.

The association is looking for a bigger hall.



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Produce & Provisions



Lard Selling Well in View of High Butter

Prices of Butter Still Firmer—New Zealand Imports Reach Montreal and Toronto to Relieve Situation—No Relief Until New Cows Bring it—Warning to Country Merchants—Eggs on the Decline—Will Not Be Higher for Some Time—Ham and Backs Selling Well.

Lard is probably the one pork product moving with any great degree of rapidity. This is due to the high ruling butter prices and is likely to last until the back of these high prices are broken. Hams and backs are selling fairly well. Retail dealers in many cases are getting behind these products and with window and counter displays are increasing their sales. On the whole the provision market is not particularly active but steady in comparison to a week ago.

Butter is creating a mild sensation among the wholesale and retail trade with its ascensions. Wholesale commission men in Toronto have had to add another cent to retail trade and there seems to be no relief until the new cows a month hence provide it. Production is so well compared with demand that every pound of Canadian butter sold strengthens the situation to some extent. A large Montreal and Toronto firm has imported New Zealand butter, via England—as referred to in last week's issue—to relieve the tension. There were about 300,000 packages or six carloads in the cargo, one carload of which has come through to Toronto, the remainder staying in the east. The world-wide drought last summer is chief cause for shortage. Not so much was put in storage and farmers knowing that feed would be scarce during winter did not give usual attention to butter. Many in fact allowed their milk cows to feed from the straw stacks.

Country general dealers should, however, move with some care in purchasing butter. A Toronto commission man showed The Grocer a letter from a dairyman refusing his (the commission man's) price for dairy butter, stating that the local merchants were paying 36 cents. It is just a question whether those merchants will get their money back. It is possible we may see other importations besides those from New Zealand, and while the market cannot drop for some time

the strong tension will be relieved in such cases. Paying 36 cents for dairy butter is a little risky.

We may look from now on for regular drops in eggs. While consumption is rapidly increasing production is lively and in spite of extra Lenten demand prices will ease off. This week they are from 4 to 6 cents below last week's figures. Last year at this time wholesale merchants had considerable stocks of eggs in cold storage and lost money in them, whereas this year there are few if any. Most were sold out two weeks ago and others a month. This has had a tendency to keep up price of new laids. Nothing now—except 20 below zero weather, which is not likely—will prevent hens from doing their best. Lower prices are to be expected. United States importations are assisting.

MONTREAL.

PROVISIONS.—A fairly good trade continues to be done in hams, bacon and lard, there being a steady demand from local and country buyers for supplies. The market is moderately active with no noted change in prices.

The call for pork is good at repeated quotations:

Pure Lard—	
Boxes, 50 lbs., per lb.	0 11 1/4
Cases, tins, each 10 lbs., per lb.	0 12 1/4
Cases, tins, each 5 lbs., per lb.	0 12 1/4
Cases, tins, each 3 lbs., per lb.	0 12 1/4
Pails, wood, 20 lbs. net, per lb.	0 11 1/4
Pails, tin, 20 lbs. gross, per lb.	0 11 1/4
Tubs, 50 lbs. net, per lb.	0 12
Tierces, 375 lbs., per lb.	0 11 1/4
One pound bricks	0 12 1/4
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 08 1/4
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 08 1/4
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 08 1/4
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 08
Pails, wood, 20 lbs. net, per lb.	0 08 1/4
Pails, tin, 20 lbs. gross, per lb.	0 08 1/4
Tubs, 50 lbs. net, per lb.	0 08 1/4
Tierces, 375 lbs., per lb.	0 08 1/4
One pound bricks	0 09 1/4
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	22 50
Bean Pork	16 50
Canada short cut back pork, bbl. 45-55 pieces	22 00
Heavy short cut clear pork, bbl.	22 00
Clear fat backs	23 00
Heavy flank pork, bbl.	22 00
Plate beef, 100 lb. bbls.	7 50
Plate beef, 300 lb. bbls.	14 50
Plate beef, 300 lb. bbls.	21 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 10 1/4

Long clear bacon, light, lb.	0 11 1/4
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 11
Large sizes, 18 to 25 lbs., per lb.	0 13
Medium sizes, 13 to 18 lbs., per lb.	0 14 1/4
Extra small sizes, 10 to 13 lbs., per lb.	0 14 1/4
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 14
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 15 1/4
Breakfast bacon, English, boneless, per lb.	0 14
Windsor bacon, skinned, backs, per lb.	0 15
Spiced roll bacon, boneless, short, per lb.	0 12
Boiled ham, small skinned boneless	0 24
Hogs, live, per cwt.	7 00
Hogs, dressed, per cwt.	9 75

BUTTER.—The butter situation remains practically unchanged. High prices still prevail, and no tendency towards a decline is perceptible. The demand is good, notwithstanding quotations.

Creamery	0 35	0 35 1/4
Dairy, tubs, lb.	0 28	0 30
Fresh, dairy rolls	0 32	

CHEESE.—The cheese market is firm with no change in prices. Stocks are light and the demand good. It looks as if the market would remain firm for some time to come, without, perhaps, any further radical change in price. Probably a slight advance.

Quebec, large	0 17	0 17 1/4
Western, large	0 17	0 17 1/4
Western, twins	0 17	0 17 1/4
Western, small, 20 lbs.	0 17	0 17 1/4
Old cheese, large	0 18	0 18 1/4

EGGS.—With storage eggs entirely exhausted and the importation of United States new laids running smoothly the egg market shows considerable easing off.

Carloads of eggs are received daily from Chicago and tend to run quotations on a rapid decline. This new feature in the situation will no doubt offer great relief to the consumer.

New laids	0 38	0 42
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POULTRY.—The market still remains featureless. The demand at present is normal; but is likely to become steady with the opening of navigation. Prices still rule the same.

Fowl	0 13	0 14
Chickens	0 15	0 15
Geese	0 14	0 15
Turkeys	0 22	0 25
Ducks	0 15	0 20

HONEY.—The honey market is still devoid of feature. The prices continue to run the same with no signs of varying. The Lenten season may add new developments to the situation by increasing the demand.

White clover, strained	0 12
White clover, in comb	0 15
Buckwheat, in comb	0 12
Buckwheat, strained	0 08 1/4

TORONTO.

PROVISIONS.—Of the pork products those showing most activity these days are lard, hams and backs. Lard is moving rather freely because of high price of butter and the usual good retail demand exists for hams and backs. No price changes have occurred during week live and dressed hog market remaining steady.

Smoked Meats—		
Light hams, per lb.	0 14½	0 15
Medium hams, per lb.	0 14	0 14½
Large hams, per lb.	0 13½	0 14
Backs, plain, per lb.	0 17	0 18
Backs, pea meal	0 18½	0 19
Breakfast bacon, per lb.	0 15	0 17
Roll bacon, per lb.	0 10½	0 11½
Shoulders	0 10½	0 11
Pickled Meats—1 cent less than smoked.		
Long clear bacon, per lb.	0 11	0 11½
Heavy mess pork, per bbl.	19 00	20 00
Short cut, per bbl.	21 00	22 00
Cooked hams	0 21	0 23
Lard, tierces, per lb.	0 11½	0 11½
Lard, tubs, per lb.	0 11½	0 12
Lard, pails, per lb.	0 12	0 12½
Lard, compounds, per lb.	0 09	0 09½
Live hogs, at country points	6 35	
Live hogs, local	6 55	
Dressed hogs	9 00	9 25

BUTTER.—Butter situation is interesting. Prices are a little firmer from week ago, majority of commission men putting them up a cent all around. One local firm brought in carload this week of fine New Zealand grass butter which will sell at about 35c to retail trade. For best fresh creamery prints, wholesale men are getting as high as 38c., retailers selling this at 44 and 45 cents. Butter is undoubtedly scarce and likely to be scarce and high for at least a month when new cows will bring some relief. There is little coming in and every pound sold makes the situation so much worse. Farmers are selling to general merchants in the country for more than commission men can pay.

	Per lb.	
Fresh creamery print	0 35	0 38
Creamery solids	0 33	0 35
Farmers' separator butter	0 32	0 34
Dairy prints, choice	0 30	0 31
No. 1 tubs or boxes	0 28	0 30
No. 2 tubs or boxes	0 25	0 27

EGGS.—From now on for some time retailers may look for cheaper eggs. They will gradually decline from week to week in view of the rather heavy supplies coming in. For two weeks and in some cases more there have been no storage or pickled eggs on this market which of course had effect of keeping up new laids. This time last year there was plenty of storage stock. While Lent will result in greater eggs consumption yet there is little or no prospect of this having any appreciable effect on the coming down on prices. Hens are laying, and it will take some severe weather to stop them. Dealers should, therefore, be prepared for gradual weekly declines. Prices are down about 4 cents from last week. Consumption apart from Lent will be great because once the human tongue gets a taste of new spring egg it craves for more.

New laid eggs	0 35	0 38
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CHEESE.—Cheese is undoubtedly scarce. Stocks are in small compass

and while there is actually no quotable change the situation is firm and advances would not be surprising. Reasons for scarcity have been previously given in this column.

POULTRY.—There is not a great deal doing in poultry these days. Those wholesale firms specialising in poultry are getting in fair quantities every day from their own buyers, while general country merchants are forwarding stray lots. Country merchants would do well to consider the week-end demand for poultry and get their birds into the large centres not later than Friday. Many purchases are made Friday and

Saturday for Sunday dinner and prices usually are better towards end of week. They should be sure they do not arrive Saturday—that is too late.

Poultry—alive—		
Fowl	0 08	0 10
Chickens	0 10	0 12
Ducks	0 14	0 15
Geese	0 13	
Turkeys	0 17	0 19
Dressed, 2 cents per lb. more.		

HONEY.—The usual slow honey market prevails this week. Small sales are of course being made every day but evidently the retail dealer and consumer have not fully appreciated the food value of this product.

Honey—strained—		
White clover, 60-lb. tins, per lb.	0 12	
White clover, 10-lb. tins, per lb.	0 12½	
White clover, 5-lb. pails, per lb.	0 13	
Dark clover, 5-lb. pails, per lb.	0 12	
Amber honey, 60-lb. tins, per lb.	0 08	
Buckwheat, 60-lb. tins, per lb.	0 07	
Comb white clover, per doz.	2 25	3 00

Where Competition Meant More Business

Grocer Established Provision Department Between Two Exclusive Provision Stores—These Stores Attracted Custom to that District and he Reached Out for Share—Installed Meat Slicer, Refrigerator and Marble Top Counter—Special Salesman in Charge.

Some grocers are afraid to specialize on provisions because of nearby competition from exclusive produce and provision stores. "What's the use of me putting in a special counter and refrigerator when So-and-So at the corner retails nothing else or Blank up two blocks manufactures the goods he sells?" is sometimes heard as an excuse.

Progressive dealers will, however, ignore such competition; rather they will take advantage of it, as did a certain grocer known to the writer.

Had Competition on Both Sides.

He was situated between two exclusive provision stores—stores which sold scarcely anything but pork products, dairy products and a few canned goods. They were stores operated by pork product manufacturers, and therefore meant considerable competition.

This did not in any way daunt the dealer. He calculated that these two stores would bring people to that particular district for ham, bacon, lard, etc. While there it was up to him to get a portion of their trade.

Established a Separate Counter.

To do this he installed a marble top provision counter, a large display refrigerator, computing scales, a meat slicer and made one clerk responsible for the provision department.

It soon developed that this man had to give all his attention to it. He not only secured trade because of the fact that people were attracted to that district, but because many who came for groceries alone, bought bacon, ham, etc.,

because of the special attention given these goods.

There is no reason why every grocer cannot make some special efforts to push the sales of these goods. Canadian pork products are of a particularly high quality and with modern systems for handling, they can be sold easily and at a good profit.

While groceries assist in bringing provision trade, the opposite is true. If a store bears a reputation for good bacon, ham, eggs, butter and lard it will get new customers for those goods who will eventually purchase groceries.

Ham for Church Socials.

Many dealers sell considerable cooked ham to churches and their auxiliaries, as well as societies which frequently hold socials and luncheons. Business is not likely to come to anyone, however, unless a bid is made for it, so that efforts should be expended to secure such orders. The daily papers should be watched for announcements and then the proper parties seen at once.

These orders are usually large and mean considerable. They should be gone after systematically.

SALESMAN WANTED TO CARRY AS A side line a legitimate and good selling article. Good commission. See advertisement page 29, this issue. The Oscar Onken Co., Cincinnati, Ohio.

Opening for Young Man

WANTED—Young man who can operate a typewriter, some knowledge of the grocery trade and advertising desirable. This position offers splendid opportunity for advancement to bright youth or young man. Apply Canadian Grocer, 143 University Avenue, Toronto.



HADDIES

(OCEAN BRAND)

Well, we can supply you with the very choicest on the market to-day, and the price is right—you are after the right price too, eh?

The present season offers big opportunities for securing big profits. Fish for the customers, Mr. Dealer, we'll supply the goods.

JUST TO FILL UP THAT FISH DEPARTMENT:

OCEAN BRAND	CANADA BRAND	BOUTILIER'S
KIPPERS, BLOATERS	PURE BONELESS COD	FILLET

You may make up your mind to make some sacrifice during Lent, but don't sacrifice your fish trade. It would be a mistake!

WRITE FOR PRICE LIST.

The Halifax Cold Storage Co., Montreal

Protect Your Customers



The housewife cannot do good baking with poor baking powder. The absolute purity and reliability of SHIELD BAKING POWDER give it first place in the baking cabinet of your women customers.

SHIELD is a quick seller, sells with least effort and profits best. It's pleasure to sell an article that you know will please.

The "safe and sure" method of selling saves time, expense and avoids dissatisfaction. The "uncertain" products bring doubt as to the reliability of the dealer and eventually the loss of the custom.



Campbell Bros. & Wilson, Ltd., Winnipeg

Campbell, Wilson & Horne, Limited, Calgary
 Campbell, Wilson & Smith, Limited, Regina
 Campbell, Wilson & Adams, Limited, Saskatoon
 Campbell, Wilson & Horne, Limited, Lethbridge

QUOTATIONS FOR PROPRIETARY ARTICLES

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

Goods made by

E. W. GILLET CO., LTD.
(Ontario and Quebec Prices.)

IMPERIAL BAKING POWDER.

Cases	Sizes	Per doz.
4-dozen	10c	85
3-dozen	6-oz.	1 75
1-dozen	12-oz.	3 50
3-dozen	12-oz.	3 40
1/2-dozen	2 1/2-lb.	10 50
1/2-dozen	5-lb.	19 80

MAGIC BAKING POWDER.

Cases	Sizes	Per doz.
6-dozen	5c	50
4-dozen	4-oz.	75
4-dozen	6-oz.	1 00
4-dozen	8-oz.	1 30
4-dozen	12-oz.	1 80
2-dozen	12-oz.	1 85
4-dozen	16-oz.	2 25
2-dozen	16-oz.	2 30
1-dozen	2 1/2-lb.	5 00
1/2-dozen	5-lb.	9 60
2-dozen	6-oz.	Per case
1-dozen	12-oz.	6.00
1-dozen	16-oz.	6.00

Special discount of 5 per cent. allowed on five cases or more of "Magic Baking Powder."

MAGIC SODA.

Case No.	Per Case.
Case No. 1, 60 1-lb. packages, 1 case \$2.85; 5 cases \$2 75	
Case No. 2, 120 1/2-lb. packages, 1 case \$2.85; 5 cases \$2 75	
Case No. 3, 30 1-lb., 60 1/2-lb. packages, 1 case \$2.85; 5 cases 2 75	
Case No. 5, 100 10-oz. packages, 1 case \$2.90; 5 cases 2 80	

GILLET'S CREAM TARTAR.

Per doz.
1/4-lb. paper pkgs., 4 doz. in case \$1 00
1/2-lb. paper pkgs., 4 doz. in case 2 00
Per case
4 doz. 1/4-lb. paper pkgs. 88 00
2 doz. 1/2-lb. paper pkgs.
Per doz.
1/2-lb. cans with screw covers, 4 doz. in case \$2 20
1-lb. cans with screw covers, 3 doz. in case 4 10
Per lb.
5-lb. sq. canisters, 1/2 doz. in case 33
10-lb. wooden boxes 30 1/2
25-lb. wooden pails 30 1/2
100-lb. kegs. 28 1/2
300-lb. barrels 28

GILLET'S PERFUMED LYE.

Per case
4 doz. in Case. 3 50
1 case 3 40
3 cases 3 35
5 cases or more 3 35

YEAST.

Per box
Royal Yeast, 3 dozen 5c packages in box 1 15
Gillett's Cream Yeast, 3 dozen 5c. packages in box 1 15

BAKING POWDER.

W. H. GILLARD & CO.
Diamond.
1-lb. tins, 2 doz. in case .. \$2 00
1/2-lb. tins, 3 doz. in case .. 1 25
1/4-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

Under 100 books	each 0 04
100 books and over	each 0 03 1/2
500-books to 1,000 books	0 03

For numbering cover and each coupon, extra per book 1/2 cent.

CEREALS.

WHITE SWAN SPICES & CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.80.
White Swan Barley Crisps, per doz., \$1.
White Swan Self-rising Buckwheat Flour, per dozen, \$1.
White Swan Self-rising Pancake Flour, per doz., \$1.
White Swan Wheat Kernels, per doz., \$1.50.

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

DOMINION CANNERS.

Aylmer Jams.

Per doz.	
Strawberry	1 95
Raspberry	1 95
Black currant	1 95
Red currant	1 75
Peach	1 80
Pear	1 70

Jellies.

Red currant	2 00
Black currant	2 15
Crabapple	1 45
Raspberry and red currant	1 95
Raspberry and gooseberry	1 80
Plum jam	1 55
Green Gage plum, stoneless	1 75
Gooseberry	1 75
Plum	1 70
Grape	1 85

Marmalade.

Orange Jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	1 95
Ginger	2 25

Pure Preserves—Bulk.

5 lbs. 7 lbs.	
Strawberry	0 59 0 82
Black currant	0 59 0 82
Raspberry	0 59 0 82
14's and 30's per lb.	
Strawberry	0 10 1/2
Black currant	0 10 1/2
Raspberry	0 10 1/2

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 40
Perfection, 1/2-lb. tins, doz.	2 35
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

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

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in 1/2-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections— Per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36

Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box	1 35
Nut milk chocolate, 1/2's, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 1/4's, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
In 1/4, 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO'S.

G. J. Estabrook, St. John, N.B.; J. M. Douglas & Co., Montreal; R. S. McIndoe, Toronto; Jos. E. Huxley, Winnipeg; Tees & Pernes, Calgary; Johnson & Yockey, Edmonton; Standard Brokerage Co., Vancouver; Frank M. Hannum, Ottawa.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 10c size, per dozen	0 90
" breakfast cocoa, 1/2's	0 38
" No. 1 chocolate, 1/2's	0 32
" Navy chocolate, 1/2's	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, 1/2's	0 24
" Plain choice chocolate liquors	0 32
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1 chocolate, 1/4 & 1/2-lb. cakes, 35c lb.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins, 41c lb.; German's sweet chocolate, 1/4, and 1/2-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, 1/4 and 1/2-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 3 and 6-lb. boxes, 32c lb.; Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins, 44c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 35c lb.; Cracked cocoa, 1/2-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 100 bdls., tied, 5s, per box, \$3. The above quotations are f.o.b. Montreal.

COCOANUT.

CANADIAN COCOANUT CO., Packages—5c, 10c, 20c and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.
1-lb. pkgs, White Moss 0 26
1/2-lb. pkgs, White Moss 0 27
1/4-lb. pkgs, White Moss 0 28
1 and 1/2-lb. pkgs., assorted 0 26 1/2
1/4 and 1/2-lb. pkgs, asstd... 0 27 1/2

Quality Brand Pure Leaf Lard RENDERED IN OPEN KETTLES



This lard is made to fill a demand for a Lard similar to home-rendered Leaf Lard without the defects due to scorching. We render this Lard in open kettles under carefully regulated temperatures, to produce the finest possible flavor and maximum shortening value, which makes it go one-third farther than ordinary lard.

GUNNS LIMITED

PORK AND BEEF PACKERS

WEST TORONTO

CANADIAN, U.S. AND FOREIGN
MANUFACTURERS get in touch with

The Largest and Most Progressive
WHOLESALE
COMMISSION HOUSE in CANADA

Nicholson & Bain, Wholesale Commission
Merchants and Brokers

Head Office, WINNIPEG, MAN.

Branches: REGINA, SASKATOON, EDMONTON, CALGARY

P.S.—DO IT NOW.

THE CANADIAN GROCER

½-lb. pkgs. astd., in 5-lb. boxes	0 28
¼-lb. pkgs., astd., in 5-lb. boxes	0 29
¼-lb. pkgs., astd., 5, 10, 15-lb. cases	0 30
Bulk—	
In 15-lb. tins, 15-lb. pails and 10, 25 and 50-lb. boxes.	
Pails Tins Bbls.	
White Moss, fine strip	0 12 0 21 0 17
Best shredded	0 18 0 17
Special shred	0 17 0 16
Ribbon	0 19 0 15
Macaroon	0 17 0 17
Desiccated	0 16 0 16
White Moss in 5 and 10-lb. sq. tins	21c
CONDENSED MILK.	
BORDEN'S CONDENSED MILK	
Wm. H. Dunn, Agent, Montreal and Toronto	Per Case
Eagle Brand, each 4 doz.	\$6 00
Gold Seal Brand, each 4 dz.	4 90
Challenge Brand, each 4 dz.	4 15
Peerless Brand, "Hotel," each 2 doz.	\$3 90
Peerless Brand, "Tall," each 4 doz.	4 40
Peerless Brand, "Family," each 4 doz.	3 65
Peerless Brand, "Small," each 4 doz.	2 00
REINDEER LIMITED.	
"Jersey" brand evaporated cream, per case (4 doz.)	\$3 65
"Reindeer" brand, case (4 doz.)	5 50
"Reindeer" Condensed Coffee, case	5 00
"Reindeer" Condensed Cocoa, case	4 80
"Reindeer" Condensed Coffee, in glass jars, case	6 20
ST. CHARLES CONDENSING CO.	
Prices—	
St. Charles Milk, family size, per case	3 65
Baby size, per case	2 00
Ditto, hotel	3 90
Silver Cow Milk	5 05
Purity Milk	4 90
Good Luck	4 15
COFFEES.	
EBY-BLAIN, LIMITED.	
Standard Coffees	
Roasted whole or ground, packed in damp-proof bags.	
King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19
Package Coffee.	
Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do.	0 32
Gold Medal, ½-lb. tins, do.	0 33
Anchor Brand, 2-lb. tins, do.	0 31
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30

Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
WHITE SWAN SPICES & CEREALS, LTD.	
WHITE SWAN BLEND.	
1-lb. decorated tins, lb.	0 32
Mo-Ja, ½-lb. tins, lb.	0 30
Mo-Ja, 1-lb. tins, lb.	0 28
Mo-Ja, 2-lb. tins, lb.	0 28
Cafe des Epicures, 1-lb. fancy glass jars, per doz.	\$3.60.
Cafe l'Aromatique, 1-lb. amber glass jars, per doz.	\$4.00.
Presentation (with tumblers) \$3 per doz.	
MINTO BROS.	
MELAGAMA BLEND.	
Ground or bean— W.S.P. R.P.	
1 and ½	0 25 0 30
1 and ½	0 32 0 40
1 and ½	0 37 0 50
Packed in 30's and 50-lb. case.	
Terms—Net 30 days prepaid.	
CONFECTIONS.	
PEANUT BUTTER.	
Ontario Prices.	
MacLaren's Imperial— Per doz.	
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15
CHEESE.	
MACLAREN'S IMPERIAL	
Ontario Prices	
Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 30
Large (each 1 doz.)	2 30
CREAM.	
FUSSELL & CO., LTD., LONDON, ENG.	
"Golden Butterfly" Brand Cream, 8 doz. 10c size, cases, \$7.00.	
"Golden Butterfly" Brand Cream, 8 doz., 15c size, cases, \$11.50.	
INFANTS' FOOD.	
Robinson's patent barley, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
FLAVORING EXTRACTS.	
SHIRRIFF'S.	
1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	10 00
32 oz. (all flavors) doz.	18 00
Discount on application.	
CRESCENT MFG. CO.	
Mapleine— Per doz.	
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90c)	6 80
8 oz. bottles (retail at \$1.50)	12 50
16 oz. bottles (retail at \$3)	24 00
Gal. bottles (retail at \$20)	15 00
CLARK'S PORK AND BEANS IN TOMATO SAUCE.	
Per doz.	
No. 1, 4 doz. in case	0 50
No. 2, 2 doz. in case	0 90

No. 3. flats, 2 doz. in case	1 00
No. 3. talls, 2 doz. in case	1 25
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50
LAPORTE, MARTIN & CO., MONTREAL, AGENCIES.	
These prices are F.O.B. Montreal. Imported Peas "Soleil"	
Per case	
Sur Extra Fins, ½ flacons.	
40 bou.	11 00
Sur Extra Fins, tins, ½ kilo, 100 tins	15 50
Extra Fins, tins, ½ kilo, 100 tins	15 00
Tres Fins, ½ kilo, 100 tins	14 00
Fins, tins, ½ kilo, 100 tins	12 50
di-Fins, tins, ½ kilo, 100 tins	11 00
Moyens No. 1, tins, ½ kilo, 100 tins	10 00
Moyens No. 2, tins, ½ kilo, 100 tins	9 50
Moyens No. 3	8 75
Asparagus, Haricots, etc.	
MINERVA PURE OLIVE OIL.	
Case—	
12 litres	6 50
12 quarts	5 75
24 pints	6 25
24 ½-pints	4 25
Tins—	
5 gals, 2s	23 00
2 gals, 6s	29 00
1 gal., 10s	25 00
½-gal., 20s	26 00
¼-gal., 20s	13 50
¼-gal., 48s sq.	17 00
¼-gal., 48s rd.	15 50
BASSIN DE VICHY WATERS.	
La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Santas Sparkling, 50 quarts	8 00
La Santas Sparkling, 100 pints	9 00
La Santas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50
CASTILE SOAP.	
"Le Soleil," 72 p.c. olive oil.	
Case 25 lbs., 11-lb bars, lb	0 07½
Case, 12 lbs, 2½-lb. bars, lb.	0 08½
Case 50 lbs, ¾-lb bars case	3 50
Case 200 lbs. 3¼-oz., case	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs, 11-lb bars, lb.	0 07
Case 12 lbs. 2½ lb. bars, lb.	0 08
Case 50 lbs, ¾-lb. bars, case	3 25
Case 100 lbs. 3¼-oz. bars, case	1 80
Case 200 lbs., 3¼-oz. bars, case	3 40
ALIMENTARY PASTES.	
BLANC & FILS.	
Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07
DUFFY & CO. BRAND.	
Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 15
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 qts.	4 75
Champagne de Pomme, 12 q.	5 00
Champagne de Pomme, 24 p.	5 50
Matts Golden Russett—	
Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	5 50
Apple Vinegar, 12 qts.	2 50
CEREALS.	
Grape Nuts—No. 22, \$3; No. 23, \$4.50.	
Post Toasties—No. T3, \$2.85.	

Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.	
Force, 36's	4 50
Gusto, 36's	2 85
MUSTARD.	
COLMAN'S OR KEEN'S	
Per doz. tins	
D. S. F., ¼-lb	1 40
D. S. F., ½-lb	2 50
D. S. F., 1-lb	5 00
F. D., ¼-lb	0 85
F. D., ½-lb	1 45
Per jar	
Durham, 4-lb jar	0 75
Durham, 1-lb jar	0 25
IMPERIAL PREPARED MUSTARD.	
Ontario Prices.	
Small, case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35
CANNED HADDIES "THISTLE" BRAND.	
A. P. TIPPET & CO., Agents.	
Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40
LARD.	
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.	
F.O.B. Montreal.	
Tierces, lb.	0 10
20-lb. pails	2 10
20-lb. tins	2 00
60-lb. tubs, per lb.	0 10¼
3-lb. tins, 20 to case, lb.	0 11
5-lb. tins, 12 to case, lb.	0 10½
10-lb. tins, 6 to case, lb.	0 10½
GUNN'S "EASIFIRST" SHORTENING.	
Tierces	0 08½
Tubs	0 09
20-lb. pails	0 09½
20-lb. tins	0 08½
10-lb. tins	0 09½
5-lb. tins	0 09½
3-lb. tins	0 09½
1-lb. cartons	0 10¼
MARMALADE.	
SHIRRIFF BRAND.	
"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 80
4-lb. tins, doz.	4 65
7-lb. tins, doz.	7 35
"Shredded"—	
1-lb. glass, doz.	1 90
2-lb. glass, doz.	3 10
7-lb. tins, doz.	8 25
VERMICELLI AND MACARONI	
D. SPINELLI C'Y., MONTREAL	
Fine.	
4-lb. box "Special" per box	0 22
8-lb. box "Special" box	0 44
5-lb. box "Standard" box	0 27½
10-lb. box "Standard" box	0 55
60-lb. cases or 75-lb bbls. per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli) per lb.	0 06
Globe Brand.	
5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb cases (loose) per lb.	0 06
25-lb. cases, 1-lb pkgs., lb.	0 06½
JELLY POWDERS.	
JELL-O.	
Assorted case, contains 2 doz.	1 80
Lemon (straight) contains 2 dozen	1 80
Orange (straight) contains 2 dozen	1 80

Gro other kind. printed effect of all

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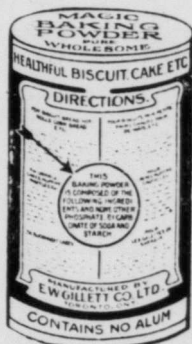
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Grocers: The use of Alum in Baking Powder is condemned in England and several other countries. The trade as well as the consumer in Canada prefer the "No Alum" kind. As a protection against alum baking powder, see that all ingredients are plainly printed on the label. The mere use of the words, "No Alum," or something to that effect, is not sufficient. Some of the cheaper and poorer kinds contain large quantities of alum and are deliberately mis-branded. Do not be imposed upon.

MAGIC BAKING POWDER



Contains no Alum and conforms to the high standard of Gillett's Goods

E. W. GILLETT COMPANY LIMITED

TORONTO, ONT.

Montreal

Winnipeg



Why are we Successful?

We have always had a strong faith in the ability of the retail grocer as a salesman, and while we have put into CLUB JELLY POWDER superior quality, that gives entire satisfaction to the consuming public, we have allowed for a profit to the dealer that makes it well worth his while to give us the benefit of his salesmanship. The combination has proven successful, and we regard the grocers of Canada as real partners in the work of giving the general public the best that money can buy—

CLUB JELLY POWDER

is YOUR line. Feature it.

S. H. Ewing & Sons, Montreal

"The House With a Character"

If Mince Meat ever sold at any time then it should now.

Pies made from

WETHEY'S Mince Meat

are particularly appetizing—the Mince Meat has just that happy blend that makes the pie so palatable.

Try our 'Extra Standard' Brand
28 lb. pails - - 7c. per lb.
50 and 65 lb. tubs - 6¾c. per lb.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE"

THE CANADIAN GROCER

Raspberry (straight) contains 2 doz. 1 80
 Strawberry (straight) contains 2 doz. 1 80
 Chocolate (straight) contains 2 doz. 1 80
 Cherry (straight) contains 2 doz. 1 80
 Peach (straight) contains 2 doz. 1 80
 Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER.
 Assorted case, contains 2 dozen 2 50
 Chocolate (straight) contains 2 doz. 2 50
 Vanilla (straight) contains 2 dozen 2 50
 Strawberry (straight) contains 2 doz. 2 50
 Lemon (straight) contains 2 dozen 2 50
 Unflavored (straight) contains 2 doz. 2 50
 Weight 11 lbs. to case. Freight rate 2nd class.

IMPERIAL DESSERT JELLY.
 Ontario Prices.
 Assorted flavors, \$10.75 per gross. Imperial Sterilized Gelatine.
 Cartons, 1 doz., 90c per dozen.
SOAP AND WASHING POWDERS.

A. P. TIPPET & CO., AGENTS
 Crisole soap, per gross .. \$10 20
 Floriola soap, per gross .. 12 00
 Straw hat polish, per gross 18 20
SNAP HAND CLEANER.
 3 dozen to box \$3 60
 6 dozen to box 7 20
 30 days.

RICHARDS PURE SOAP.
 5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.
 Prices—Ontario and Quebec:
 Less than 5 cases \$5 00
 Five cases or more 4 95
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.
 1-16 gall., doz. \$ 2 00
 1/4 gall., doz. 6 00
 1/2 gall., doz. 10 80
 1 gall., doz. 19 20
 1-16 gall. gross lot 20 00

"ANTI-DUST" SWEEPING POWDER.
 Size No. 1, 3 doz. crates, per doz. \$1 50
 No. 2, 1 and 2 doz. crates, per doz. \$3 90
 Liquid Bluing, 90c per doz.
 Liquid Ammonia, 90c per doz.
 Both put up in corrugated paper shipping boxes.

STARCH.
EDWARDSBURG STARCH CO.,
 Boxes Cents
 Contain Laundry Starches per lb.
 40, Canada Laundry06 1/4
 40, Canada white gloss,
 1-lb packages06
 48, No. 1 white or blue,
 4-lb. cart's.06 3/4
 48, No. 1 white or blue,
 3-lb. cart's.06 3/4
 100 lbs., kegs, No. 1 white .06 1/4
 200 lbs. bbls., No. 1 white .06 1/4

30 lbs. Edwardsburg silver gloss, 1 lb. chromo packages \$0 07 1/4
 48 lbs. silver gloss, in 6-lb canisters 0 07 1/4
 36 lbs. silver gloss, 6-lb. draw lid boxes 0 07 1/4
 100 lbs. kegs, silver gloss, large crystals 0 06 3/4
 28 lbs. Benson's satin, 1-lb. cartons, chromo label .. 0 07 1/4
 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 60
 Culinary Starch

40 lbs. W. T. Benson & Co.'s celebrated prepared corn 0 07 1/4
 40 lbs. Canada pure corn starch 0 05
 (20-lb. boxes 1/4c higher.)

BRANTFORD STARCH WORKS
 Ontario and Quebec.
 Laundry Starches—
 Canada Laundry, boxes about 40 lb. 0 05 1/4
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs. 0 06
 Finest Quality White Laundry—
 3-lb. canisters, cases of 48 lbs. 0 06 3/4
 Barrels, 200 lbs. 0 06 1/4
 Kegs, 100 lbs. 0 06 1/4

Lily White Gloss—
 1-lb. fancy cartons, cases 30 lb. 0 07 1/4
 6-lb. toy trunks 8 in case 0 08 1/4
 6-lb. toy drums, with drumsticks, 8 in case 0 07 1/4
 Kegs, extra large crystals, 100 lbs. 0 06 3/4
 Brantford Gloss—
 1-lb. fancy boxes, cases 36 lb. 0 07 1/4
 Canadian Electric Starch—
 Boxes of 40 fancy pkgs. per case 3 00

Celluloid Starch—
 Boxes containing 45 cartons, per case 3 60
 Culinary Starches—
 Challenge Prepared Corn, 1-lb. packets, boxes of 40 lbs. 0 05
 Brantford Prepared Corn, 1-lb. packets, boxes of 40 lbs. 0 07 1/4
 Crystal Maize Corn Starch, 1-lb. packets, boxes of 40 lbs. 0 07 1/4
 (20-lb. boxes 1/4c higher.)

OCEAN MILLS, MONTREAL.
 Chinese starch, 48 1-lb., per case \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 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. \$1.60; Ocean cough syrup, 36 6-oz. \$6.00; 36 8-oz. \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED.
 CHATEAU BRAND.
 Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, 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.

EDWARDSBURG STARCH CO.
 Crown Brand Corn Syrup
 2-lb. tins, 2 doz. in case, per case \$2 40
 5-lb. tins, 1 doz. in case, per case 2 75
 10-lb. tins, 1/2 doz. in case, per case 2 65
 20-lb. tins, 1/4 doz. in case, per case 2 60
 Barrels, 700 lbs. \$0 03 1/2
 Half barrels, 350 lbs. 0 03 1/2
 Quarter barrels, 175 lbs. 0 03 1/2
 Pails, 38 1/2 1 75
 Pails, 25 lbs., each 1 25
 Lily White Corn Syrup.
 Plain tins, with label—

Per Case.
 2-lb. tins, 2 doz in case \$2 65
 5-lb. tins, 1 doz. in case 3 00
 10-lb. tins, 1/2 doz. in case 2 90
 20-lb. tins, 1/4 doz. in case 2 85
 5, 10 and 20-lb. tins have wire handles.
 Beaver Brand Maple Syrup—
 Case
 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.

OXO.
 CUBES. Minimum Price per reselling
 tins of dozen tins prices
 4 cubes \$ 0 95 \$0 10
 10 cubes 2 40 0 25
 50 cubes 11 00 1 15
 100 cubes 21 50 2 25
 Oxo Minimum (Liquid) reselling
 Bottles prices. prices.
 1 doz. 1-oz. \$ 2 00 \$0 20
 1 doz. 2-oz. 3 50 0 35
 1 doz. 4-oz. 6 50 0 65
 1 doz. 8-oz. 11 25 1 10
 1 doz. 16-oz. 18 50 1 75

MILK.
 CANADA FIRST BRAND.
 The Aylmer Condensed Milk Co.,
 Per case.
 Canada First Evap. Cream, family size \$3 50
 Canada First Evap. Cream, medium size 4 80
 Canada First Evaporated Cream, hotel size 3 70
 Canada First Evaporated Cream, baby size 2 00
 Canada First Condensed Milk 4 55
 Beaver Condensed Milk ... 4 00
 Rosebud Condensed Milk . 4 25

MOLASSES.
 DOMINION MOLASSES CO.
 Gingerbread Brand (Toronto)
 2's—2 doz. to case, per doz. 93
 3's—2 doz. to case 1 45

Winnipeg.
 2's—Tins, 2 doz. cases, per doz. 1 20
 3's—Tins, 2 doz. cases, per doz. 1 75
 5's—Tins, 1 doz. cases, per doz. 3 20
 10's—Tins, 1/2 doz. cases, per doz. 5 30
 20's—Tins, 1/4 doz. cases, per doz. 10 40
 Pails—1's each 0 65
 Pails—2's, each 1 12
 Pails—5's, each 2 55

DOMOLCO BRAND
 Maritime Provinces and Ontario:
 2's. 2 doz. case, per doz ... \$1 35
 3's. 2 doz. case, per doz. ... 1 95
 5's. 1 doz. case, per doz. 3 75
 10's. 1/2 doz. case, per case.. 3 40
 20's. 1/4 doz. case, per case.. 3 05
 Western Prices—Sudbury to Victoria.
 2's, 2 doz. case, per doz. ... 1 60
 3's, 2 doz. case, per doz. ... 2 35
 5's, 1 doz. case, per doz. ... 4 00
 10's, 1/2 doz. case, per case 4 15
 20's, 1/4 doz. case, per case 3 80

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. WORCESTERSHIRE 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.
 Doses.
 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 .. 44
 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. 38
 Old Fox, 12s 44
 Pay Roll Bars, 7 1/2s 56
 Pay Roll, 7s 56
 War Horse, 6s 42
 Plug Smoking—Shamrock, 6s, plug or bar 54
 Rosebud Bars, 6s 54
 Empire, 6s and 12s 44
 Ivy, 7s 50

IN SOAPS

the washing value of Fels-Naptha excels all others--because of the materials of which it is made; and the fact that it is the best washing combination that can be gotten together.

It is unique.



TANGLEFOOT



THE ORIGINAL FLY PAPER
FOR MORE THAN 25 YEARS THE
STANDARD IN QUALITY.
ALL OTHERS ARE IMITATIONS.

Nation's Custard Powder & EGG POWDER

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

AGENTS:

C. Gyde, St. Xavier St., Montreal
F. Coward, Toronto
(For Ontario)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.
W. H. Malkin, Ltd.,
Vancouver, B.C.
Ayre & Sons, Ltd.,
St. John's Newfoundland
J. M. Crosswell & Co.
Kingston, Jamaica
Samples free by post.



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

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

Wellington Mills, London, England



Stuhr's DELICACIES.

Genuine Caviare.
Anchovies in Brine.
Shrimp Extract.

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG



The Pleased Customer

advertises your store better than by any other means--therefore, it pays to stock goods of merit. For a satisfaction-giving trade-producing line

MOONEY'S

is head and shoulders over any other stock. We are careful that only first quality ingredients are in their composition, and that the packing is right--making it a crisp, fresh, "pleased-customer" stock.

Order a stock to-day.

The MOONEY

Biscuit and Candy Co.
LIMITED

Factories at

Stratford, Ont. Winnipeg, Man.

BRANCHES at Hamilton, Ottawa
Sydney, C. B., Halifax, N. S.,
Fort William, Calgary, Vancouver,
St. John's, Nfld.

THERE IS A DEMAND FOR MAPLEINE

(The Flavor de Luxe)

Housewives need it, and must have it.

ARE YOU MEETING
THIS DEMAND?

Order from your jobber, or
Frederick E. Robson Co.,
26 Front St. E., Toronto.

The Crescent Mfg. Co.
SEATTLE. WN.



THE CANADIAN GROCER

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's30 .40
 Red Label, 1's and 1/2's .36 .50
 Gold Label, 1/2's44 .60
 Red-Gold Label, 1/2's55 .80

LUDELLA CEYLON TEA.

Blue Label, 1/2's21 .26
 Blue Label, 1's20 .25
 Orange Label, 1's and 1/2's .23 .30
 Brown Label, 1's and 1/2's .28 .40
 Brown Label, 1/4's30 .40
 Green Label, 1's and 1/2's .35 .50
 Red Label, 1/2's40 .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 only55 .80
 Gold Label, 1/4 only70 1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and 1/2-lb. lead
 packages—black or mixed.
 Black Label, 1-lb., retail at
 25c20
 Black Label, 1/2-lb. retail at
 25c21
 Blue Label, retail at 30c24
 Green Label, retail at 40c30
 Red Label, retail at 50c35
 Brown Label, retail at 60c42
 Gold Label, retail at 80c55

JAMS AND JELLIES.

T. UPTON & Co.
 Compound Jams — Red Rasp-

berry, 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 1/4c per lb. Packed
 in assorted cases or crates if
 desired.

Compound Jellies — Raspberry,
 strawberry, black currant, red
 currant, pineapple, 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 centre, 37 1/2c per pail;
 No. 7 wood pails, 6 pails in crate,
 52 1/2c per pail; 30-lb. wood pails,
 7 1/4c per lb. Packed in assorted
 cases or crates if desired.

Pure Orange Marmalade—Guar-

anteed 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 seal-
 ers, 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,
 32c per tin; No. 5 tins, 9 in case,
 40c per tin; No. 7 tins, 12 in
 crate, 56c per tin; No. 7 wood
 pails, 6 in crate, 56c per pail;
 30-lb. wood pails, 7 1/4c 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 pack-
 ages 1 15

Lemons

Stock now—arriving in good shape—
 expect to see much higher prices—

SUNKIST and ROSE BRAND ORANGES

they are fine.

Florida Oranges and Grape Fruit—
 fine, heavy, juicy, fruit. Spanish
 Onions, Sweet Potatoes, Florida
 Celery, Strawberries, Head Let-
 tuce, etc.

McWILLIAM
Mc. AND E.
 EVERIST

25-27 CHURCH TORONTO
 are Largest Receivers

FRESH TOMATOES

OUTDOOR GROWN

Weekly deliveries guaranteed, and every
 tomato sure to be in good condition.

6 BASKETS TO CRATE

Each crate is carefully examined and all
 crushed tomatoes removed. These goods
 are something unusual and you will have
 something rich to offer your customers.

WEST INDIES FRUIT CO.

30 William Street, Montreal

Headquarters for Maple Flavor

Henderson's Tri-Maple Flavor is
 the best there is made in Maple Flavor
 A good seller and repeat order
 producer.

Sold in bottles or in bulk.

*Let us quote you prices
 and submit sample.*

THOS. HENDERSON

Manufacturing Chemist
 86-88 Fulton St., - New York

In Ontario in

4

months

I sold 7,500,000 Lemons

Tracuzzis Brands are in
 demand

ST. NICHOLAS
 HOME GUARD
 KICKING
 PUCK

J. J. McCABE

AGENT

TORONTO, : : ONT.

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 propo-
 sition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, NEW YORK



The BROWN is the only
 convenient Bag Holder

Occupies no counter space.
 The bags are held in position
 by gravity—no perforation of
 bags necessary. Handy. Saves
 Time. Will last a lifetime.
 For sale by jobbers every-
 where. Ask your jobber
 or write

The Brown Manufacturing Co.
 CRESTON - IOWA, U.S.A.

CALIFORNIA CAULIFLOWER

now coming to us in carloads. A most delicious vegetable. Shows a good profit and is a ready seller.

Packed in two sizes:—

Pony Size, 12 to 18 heads - - - - \$2.00
Standards, 24 to 30 heads - - - - \$3.50

ELEPHANT ORANGES

are making a great hit. Every orange tagged. Every orange sweet and full of juice. They are the best navels obtainable.

**WHITE & COMPANY,
LIMITED**

Fancy Fruits and Vegetables, Fish and Produce
TORONTO HAMILTON

Golden Orange Brand

(California Navel Oranges)

The very best oranges packed—they are sweet—high color—and full of juice.

THERE IS A REASON

They are grown on the sunny slopes of Mount Rubidoux—the most highly cultivated and fertile orange district in Southern California and only the very finest oranges are selected to be packed under the "Golden Orange" label.

THE HOUSE OF QUALITY

HUGH WALKER & SON
GUELPH, ONTARIO

(Established 1861)

FLORIDA ORANGES

are the best Oranges, because they are juiciest and most highly flavored. Cheaper, because Florida packs in a larger box than any other state. Fresher, because only a week between picking and eating.

"Drink the juice" of Florida Oranges and enjoy oranges. Cut the fruit in half, squeeze the juice and serve in a small tumbler. Order Floridas and

See this mark



is on every box

W. B. STRINGER Sales Agent

LARD

Market is higher and demand brisk. There will be a good demand for Lard during Lent. We look for further advance.

F. W. FEARMAN CO., Limited
HAMILTON

LENT

NOW is the time to push the sale of **FISH**. We advise every Grocer to take advantage of this season to cater to this class of trade. *It means money to you.*

Very easy to handle, it offers a new field of profit just now for a small outlay of money and time.

We do not ask you to believe us to be the EXCLUSIVE HOUSE without proof.

BUT we ask you to compare our offerings and stock and then **JUDGE**.

We think you will appreciate this as a fact.

If you have not got our latest price list, a post-card will bring it by return mail.

The biggest house in Eastern Canada, with a staff always alive for latest improvements, and an output that is large enough to command the lowest prices in the market, combine to offer you advantages in this line possessed by no other firm.

Our Preparations for Lent are COMPLETE.
Let us hear from you NOW.

THE F. T. JAMES CO., LIMITED
Church and Colborne Streets, Toronto

Your Brother Got Them

Mr. Grocer, and is undoubtedly pleased. He immediately realized that nothing common could be associated with a line which has stood the test of generations, and that it would pay him to write for

BOVRIL (the original) SHOWCARDS

His customers always see them and do not forget to order their BOVRIL, the very essence of the richest beef. We venture to say that his sales will undoubtedly increase on this account.

There is *quality* in BOVRIL.
There is *satisfaction* in BOVRIL.
There is *profit* in BOVRIL.

**Get Showcards. This is the time of Big Sales.
They are yours for the asking.**

BOVRIL, LIMITED, - MONTREAL.

ADVERTISED EVERYWHERE

Goods of Quality

Goods of quality cannot fail to make their mark, and to influence the better class trade to your store. If you are looking for a brand of meats, sausage or lard which is above suspicion, you can make no mistake if you stock



We feel that our reputation is at stake in the manufacture of our products—and therefore exercise extra carefulness and cleanliness in producing Elgin Brand—the goods of quality.

Our Post Card Order Book is most convenient to any store-keeper. It serves as a reminder when ordering, and also enables the grocer to make each order out in duplicate.

SEND FOR ONE TO-DAY

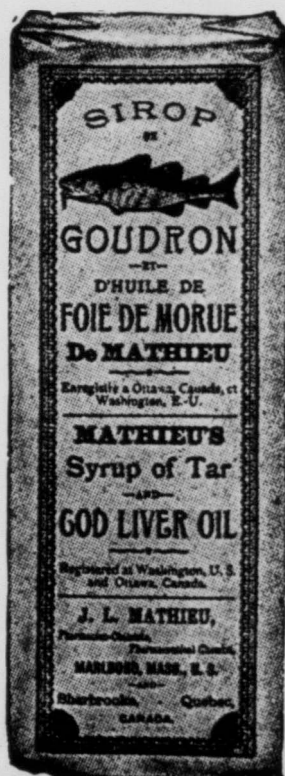
The St. Thomas Packing Co., Ltd.

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

ST. THOMAS - - - ONTARIO

Wholesale Branches at Windsor and London

KEEP OFF THE SICK LIST



by taking a dose or two of

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

if you have a chill or have been exposed to inclement weather.

And when you've seen its effect you will recommend this very excellent remedy to your customers.

Every household should have a bottle handy.

J. L. MATHIEU CO., PROPS.
SHERBROOKE, P.Q.

Mathieu's Nervine Powders

are another useful remedy. Not only are they an unequalled headache and neuralgia cure but they are invaluable to check a fever and stop the ache of bones and chest which comes with a heavy cold.

Newton A. Hill, 25 Front St. E., Toronto, Ont.
Distributor for Western Ontario.

Chaput, Fils & Cie., Montreal, Que.

Foley Bros. & Larson, Winnipeg, Man.

QUAKER BRAND

Baking Powder

Why relate reasons for which you should sell this line—the reliable baking powder, which Contains no Alum and which most grocers have been selling at a good profit for so many years! We simply reiterate our oft said statement "the quality will always be maintained." So keep up the good work.

Mathewson's Sons

Wholesale Grocers

MONTREAL

**PURE
MAPLE
SYRUP**



There is just one Brand of Pure Maple Syrup which stands pre-eminently above all others and that is Lion Brand, our guarantee backs up this assertion.

All Jobbers

V

**THE
TWO
LIONS**

^



**MAPLE
BUTTER**

A Wholesome and Delicious Luxury for Table use; at half the cost of Butter.

Put up in One Pound Tins.

Ask Your Jobbers' Travellers

Our Prices Are Right

Our Pearl Brand Maple Syrup mixture will please your trade, same price as last Spring.

Our Block Maple Sugar, Maple Bon Bons and other Maple Specialties are head and shoulders above anything else in the market.

Order through your Jobber, 5 cases or more assorted, we will prepay the freight to the extent of 40 cents per 100 pounds, and if you find our goods not the finest you ever had in your store return them at our expense. Anything fairer?

MAPLES LIMITED - TORONTO

Headquarters for High Grade Maple Goods

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Well Advertised Goods Sell Best!

In strong, convincing ads. in newspapers, street cars and magazines we are telling the people of the superiority in flavor, quality and purity of

"E. D. S." Preserved Fruits

Through good advertising the demand has been created—and through their excellent flavor and genuine goodness repeat sales are numerous, and "E. D. S." preserves are guaranteed 100% pure by government test.

Made only by
E. D. SMITH, WINONA ONT.

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

5% DISCOUNT 5%

by purchasing before March 15. Shipment any time before June 1st.

We are not anticipating having anything but a regular summer this year—that means plenty of flies. Take advantage of this extraordinary offer of 5% discount by ordering now.

Wonder Fly Killer

is the neatest and deadliest enemy to the household pest. It gets them every time.

The stock never grows old—it will be just as good and as saleable a year after you get it as it is now.

WRITE FOR QUOTATIONS

Domiaion Agent: **Joseph R. Wilson, 204 Stair Building, TORONTO**

Distributors:—BRITISH COLUMBIA, McLeod & Clarkson, Vancouver, B.C.; ALBERTA, K. & A. Cameron, 204 2nd St. W., Calgary, Alta.; MANITOBA and SASK., W. H. Escott, 137 Bannatyne Ave. E., Winnipeg, Man.; ONTARIO, Jas. Turner & Co., Hamilton; QUEBEC, A. Francis Turcott, Room 16, Morin Block, Quebec, Que.; EASTERN PROVINCES, H. B. McLaughlin, Truro, N.S.

The Better Display Sells More Goods

Consider, if you can, the feeling of delighted satisfaction the customer has upon entering a store that properly displays foodstuffs. An attractive array of goods in a

SILENT SALESMAN REFRIGERATOR

One of the Famous Arctic Line

will double your sales, because you will be observing the most sanitary and cleanly way of foodstuffs display.

Grocers all over Canada are proving for themselves the advantage of this mode of display. It will pay YOU to investigate.

Representatives in West: Ryan Bros., 147 Bannatyne Avenue, Winnipeg, Man. Donnelly, Watson & Brown, Calgary, Alta.

Write for Catalogue and Details

John Hillock & Co. Limited
Toronto, Ontario

Big Sales During Lent

Now that the Lenten season has commenced, fish will form the greater part of foodstuffs during that season.

PATERSON'S SAUCE

is delightful with fish and will be in popular demand as a relish for fish. But it is equally as tasty with chops, steaks, soup, etc.

IT'S THE REAL WORCESTERSHIRE

Rowat & Co.

Glasgow Scotland

CANADIAN DISTRIBUTORS:

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



ELEVEN GOLD MEDALS

FUSSELL'S CREAM

PURE, RICH, THICK EATING CREAM
("GOLDEN BUTTERFLY" BRAND)

THE WHIPPING CREAM

Is better than "Devonshire Cream"

In key opening sterilized cans, to sell at 10, 15 and 25 cents.

Single Cream for Tea and Coffee

("PURPLE BUTTERFLY" BRAND)

In key opening sterilized cans, to sell at 15 and 25 cents.

No Preservative or Colouring Matter of any kind is used. Warranted to comply with the laws of this country. NO FEAR OF PROSECUTION. ABSOLUTELY PURE.

Guaranteed to keep good for 12 months unopened at all seasons

AGENTS:

For Manitoba and Saskatchewan—Hamblin & Brereton, Ltd., Victoria Street, Winnipeg.

For the Provinces of Ontario and Quebec, and the Maritime Provinces (Prince Edward Island, Nova Scotia and New Brunswick)—MacLaren Imperial Cheese Co., Ltd., Toronto.

For British Columbia and Yukon—Alexander Marshall, 144 Water Street, Vancouver.

For Alberta—Holloway & Reid, 834 First Street, Edmonton, Alta.

SEA FOOD FOR LENT

You can make good money by featuring fish during the Lenten season. We can give you prompt, full and satisfactory service.

Butter, Eggs AND Dried Apples

We have also some No. 1 Hard Georgian Bay District

WINTER APPLES

WRITE AT ONCE

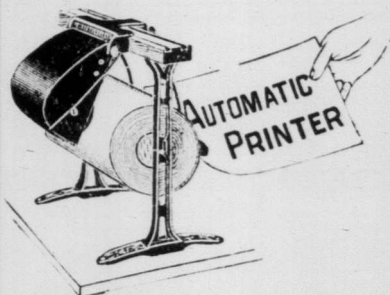
LEMON BROS.

Owen Sound, Ontario

ADVERTISE YOURSELF
ADVERTISE YOUR STORE
ADVERTISE YOUR SERVICE

In Fact

Advertise Everything by using this



It Costs Little and Saves Money

Can be attached to any paper wrapper and prints as you pull the paper off. Can you imagine anything better for announcing cheap sales.

CAN STAMP YOUR BAGS ALSO

UTILITIES LIMITED
MONTREAL

Take Note and Profit

We will soon have on hand 500 cases of the famous and popular

Bertolotto and Ercole Tomato Extract

Quality superlative. Price right.

CHEESE

Also coming 100 Boxes Gorgonzola & Parmesan.

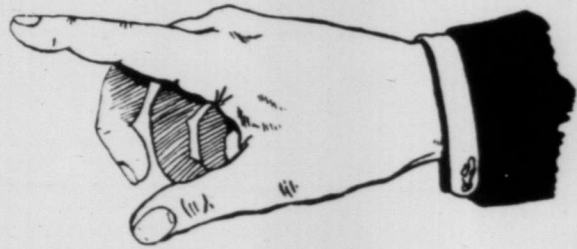
OLIVE OIL

How are your supplies? Have you tried the

Bertolli and Invichis Brands?

If not, write immediately for quotations.

H. E. VIPOND & CO.
MONTREAL



When placing your order for Canned Fish, be sure you have the name right:

"BRUNSWICK" Brand

It is the finest brand obtainable, and may be relied on to give the fullest satisfaction.

By the "Brunswick" modern, sanitary process of canning, the natural fish flavor is preserved to a remarkable degree.

Keep a generous stock of "Brunswick" Sea Foods. There is an excellent profit in selling them.

Connors Bros., Limited

Black's Harbor, N.B.

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

Fresh Cow's Milk - Evaporated



In every detail the greatest care is given in the preparation of

Canada First Evaporated Milk

Absolute cleanliness and purity are preserved, and each can is guaranteed pure and fully sterilized.

You can stake your reputation on its purity and perfection. The profit is a good one. See to your stocks to-day.

Made in Canada by Canadians

THE AYLMER CONDENSED MILK CO., Limited

Aylmer, Ont.

Head Offices, HAMILTON, ONT.

Brooms

Brooms

"BROOMS OF QUALITY"

are hard to get.

W. W. & CO. BRANDS are made up to the mark, always. Our customers know this and our Factory runs full time on "Quality" account.

TRY A SAMPLE SHIPMENT.

WALTER WOODS & CO.

HAMILTON

WINNIPEG

Reindeer Condensed Coffee

(Liquid Form)



with Milk and Sugar combined ready to use.

A tin of REINDEER CONDENSED COFFEE—a spirit lamp—a little kettle—that's all you need for many a cosy time in your room.

When you come in after exercise—when you sit up late to study or read, or when a friend drops in, a fragrant cup of REINDEER COFFEE is more than welcome.

Always ready, simply put a little in each cup and pour on boiling water. The milk and sugar are right in the Coffee. Will keep in same can after opening.

Reindeer Limited, Truro, N.S.

CANADA: No better Country



MOTT'S: No better Chocolate

“Elite”

true to its name, the best cooking and drinking chocolate made.

Diamond

nothing better for eating in this style is made anywhere AND IN ADDITION good profits to the retailer.

Ask your jobber.

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:

J. M. Douglas & Co.	R. S. McIndoe
Montreal	Toronto
Jos. E. Huxley	Tees & Pearsse
Winnipeg	Calgary
	Johnston & Yockney
	Edmonton
	Frank M. Hannum, Ottawa

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.

“KING” Brand JAM

is becoming a great favorite with the housewife because she can buy it packed to suit the consumption in her household—either in pails, cartons or glass. She realizes that each spoonful is a mouthful of deliciousness and is now satisfied that a high price need not always be paid to get **QUALITY**.

Quality at Reasonable Cost

This is what we strive to give our customers. We could possibly get a higher price but our sales are large enough to encourage us to keep at present figure.

GET OUR PRICE LIST.

IT IS WORTH WHILE.

Labrecque & Pellerin,

- - -

Montreal, Que.

It is a Mistake

for you to think that you cannot sell an article because your customers do not ask for it. You are a salesman and we venture to say that you will be surprised what you can do with

Maple Sugar Chewing Tobacco

King George's Navy “

Master Mason “

if you put your selling power behind them and make up your mind that the men who come to you for groceries will come for tobacco supplies also. You have the first call on them very often, so take advantage of all opportunities.

The Rock City Tobacco Co.

Quebec Winnipeg

7-20-4 CIGAR

THE tobacco proposition which we offer you in this splendid brand of Cigar is worth considering. There is a satisfying smoke for your customers in each 7-20-4 that they cannot hope to get out of other brands at the same money. The profit you make for yourself is an important consideration when you are looking for a good stock cigar for your tobacco department.

Write for particulars

The Sherbrooke Cigar Co.

SHERBROOKE, QUE.

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE Milder
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS CHANCES

YOUR BUSINESS SOLD QUICKLY, OR wanting a business, write us. Co-operative Realty Co., Hamilton, Ontario.

STORE, BUILDING AND LOT IN TOWN OF Transcona. This is a genuine snap. Will be worth \$2,000.00 more than price asked in three months. Good terms. Apply Box 414, Canadian Grocer, Toronto.

SALESMAN WANTED

ATTENTION! SALESMEN CALLING ON retail and wholesale grocers are invited to carry, as a side line, the most complete line of Quality Chewing Gums in Canada. Our gums are of the highest standard in quality and appearance. Splendid opportunity. Dominion Chicle Co., Limited, London, Canada.

SITUATION WANTED

TRAVELER, GROCERIES, ETC., POSITION wanted. Connection, Montreal, Ottawa and district. Apply Box 705, Canadian Grocer, Montreal.

TRAVELER, 15 YEARS' EXPERIENCE IN the Maritime Provinces, open to handle line of grocers' specialties. Apply Box 413 Canadian Grocer, Toronto.

SITUATIONS VACANT

WANTED—A GROCERY CLERK, ONE WHO has had good experience in the retail grocery business and capable of handling assistants. Must be strictly temperate and be able to furnish first-class references from late employers. The Marks-Clavet-Doble Co., Limited, Port Arthur, Ont.

STORAGE

STORAGE, VANCOUVER, B.C.—STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 320 Railway Street, Vancouver.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white cards marked 25c, 50c, 75c, \$1.50, \$1.75, \$2, \$2.50, \$3, \$3.50, \$5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Ave., Toronto.

MISCELLANEOUS

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

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

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

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

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

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

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

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

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/4 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

FROM NOW TILL THE END OF THE year we offer unusually good bargains in second-hand typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto.

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

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

OUR NEW MODEL IS THE HANDIEST FOR the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

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

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

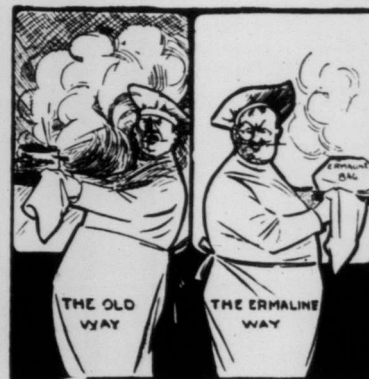
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU DON'T BUY A NATIONAL CASH register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

You Are Mistaken

if you think Paper Bag Cookery is a fad. Don't think that the demand for such an economizer as the **Ermaline Bag** will die away with the advent of a cleverer scheme because none cleverer can be devised. If you are saying to yourself, "I'll not stock these because I believe something similar will turn up later," you are simply placing yourself in the shoes of the man who tried to grind the mill with the water that had passed.

Get Them Now and Sell Them.



Discontented Contented

To satisfy yourself that everything is O.K., write us for free sample set of bags and let your wife try them or ask your wholesaler.

Edward Lloyd
Limited
MONTREAL

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Uniform



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Purity

Your
guarantee of profit lies in

"COW BRAND"
Baking Soda



because of its popularity with the
housewife!

Order from your jobber.

CHURCH & DWIGHT
LIMITED
Manufacturers

Uniformity

MONTREAL

Reliability

To be Good it must be Pure



FLAVORING EXTRACTS

The same carefulness of
ingredient that makes the pro-
duct of the Sterling factory so
saleable is contained in the
Flavoring Extracts.

They are made up in several
different flavors, in different
priced bottles.

Your customers know the
name. Get a stock to-day and
watch them sell.



The T. A. Lytle Co.
LIMITED

Sterling Road, Toronto, Canada



**Clean
Hands
Always**

That's a surety
when you use

SNAP
HAND CLEANER

There's no preparation so widely approved by
people who require a thorough hand cleanser.
It removes instantly all vestige of paint,
grease, tar, ink, or dirt, without injuring the
daintiest skin.

Stock Snap and increase your sales.

Snap Company, Limited
MONTREAL

**Condensed Milk
Growing Popular**



A great change has
come over the public in
the course of the past
few years and condensed
milk is a recognized
household article.

Grocers who are up-to-date should tone up their
stocks with the Malcolm lines, which are both new and
good:

St. George Evaporated Milk, 4 doz. in case, . . .	\$3.35
Princess Condensed Milk, 4 doz. in case, . . .	\$3.90
Banner Condensed Milk, 4 doz. in case, . . .	\$4.40

Our lines will bring you new customers and quick
returns.

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

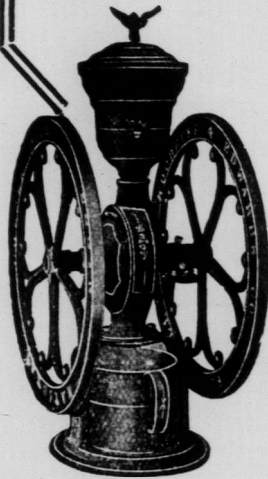
J. Malcolm & Son, St. George, Ont.

YOU ARE THE MAN WE WANT

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

**ELGIN
National Coffee Mill**

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



Ask any of the following jobbers for our illustrated catalogue.

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).

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

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

TORONTO—Eby, Blain, Ltd.

LONDON—Gorman, Eckert & Co.

ST JOHN, N.B.—G. E. Harbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

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

EDMONTON, ALTA.—The A. Macdonald Co.

**Woodruff & Edwards
CO.**

ELGIN, ILL., U.S.A.

It Will Pay You

to watch this space every week, as you will not only be advised of bargains but you will also learn some interesting facts about the highest grades of goods which will help you to create sales when face to face with the customers. The more you know about goods and their quality the better you can recommend them.

OLIVES

130 cases—for immediate delivery. Packed by Gorman & Eckert. Assorted as follows:—

MANZANILLA, Queen Club House, PIMENTO Stuffed, Nut Fitted, Celery Pimento.

EXPRESS PREPAID

**MINERVA (BRAND)
OLIVE OIL**

We expect to receive shortly a large shipment of MINERVA Table Oil from Marseille, France. Packed in litre, quart, pint, and half pint bottles and 5, 2, 1, 1/2, 1/4, 1/8 gallon tins.

MINERVA OLIVE OIL is bottled under the supervision of the laboratory of Marseille, France, and each bottle is enclosed in a handsome carton.

ORDER NOW FOR SPRING
or IMMEDIATE DELIVERY

CASTILE SOAP

The purest CASTILE SOAP imported from Marseille.

LE SOLEIL Brand, 72% Olive Oil.

Cases of:—

25's	11 lb. bars	200's	3 1/2 oz. pieces.
12's	3 lb. "	200's	7 " "
50's	3/4 lb. "		

LA LUNE Brand, 65% Olive Oil.

Cases of:—

25's	11 lb. bars	100's	3 1/2 oz. pieces.
50's	3/4 " "	200's	3 1/2 " "
12's	3 " "		

Goods are all up to specifications. Buy now and buy right.

Laporte, Martin & Cie.

LIMITÉE

568 St. Paul St.

MONTREAL

Telephone Main 3766

"EUREKA"



**Canada's Scientific
and Sanitary
REFRIGERATOR**

There are more Eureka Refrigerators in use in Canada by Butchers, Grocers, Creameries, Hotels, Restaurants, Hospitals, Public Institutions, etc., than all other patented Refrigerators combined.

The above is the strongest guarantee of an article's superior merits.

WRITE FOR CATALOGUE AND PRICES.

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moosejaw, Saskatoon

Adamson & Co., J.
Allison Cuppus, Co.
American Can Co.
Aylmer Condensed

Balfour-Smye & Co.
Benedict, F. L.
Bickle, J. W., & G.
Borden Condensed
Bovril, Ltd.
British Canadian
Brown Mfg. Co.

Campbell Bros. &
Canada Maple Ex.
Canada Sugar Ref.
Canadian Canned
Canadian Comm.
Carter Co., H. W.
Chase & Sanborn.
Chivers & Sons.
Church & Dwight.
Clark W.
Clawson & Co.
Clement Co., Ltd.
Coles Mfg. Co.
Common Bros.
Continental Bag
Crescent Mfg. Co.

Dalley, F. F. Co.
Distributors, Ltd.
Dominion Canned
Dominion Match
Dominion Molasses
Dominion Regis.
Dominion Salt Co.
Downey, W. P.
Dunn, W. H.

Eby-Blain, Limit
Eckardt, H. P.
Edwardsburg Ste.
Epps, James & Co.
Egan, W. H. Co.
Eureka Refrigerators
Ewins & Sons, S.
Eydore & Felix.

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Allison Coupon Co.	22	Fearman, F. W., Co.	59	Major, L. H., & J. Soublaire.	21	Sapfo Mfg. Co.	12
American Can Co.	10	Fels & Co.	57	Masolin, Jno. & Son.	69	Sherbrooke Cigar Co.	67
Aymer Condensed Milk Co.	65	Furiya & Nishimura.	18	Maple Tree Producers.	27	Silver, H. E.	22
B		Russell & Co.	64	Maples Ltd.	62	Simpson & Co., R.	71
Balfour-Smye & Co.	16	G		Marshall Brokerage.	20	Smalley-Kivan & Outhank.	71
Benedict, F. L.	21	Gillard, W. H., & Co.	63	Mathewson's Sons.	61	Smith, E. D.	63
Bickle, J. W., & Greening.	24	Gillett, E. W., Co., Ltd.	55	Machieu, J. L., Co.	61	Snap Co., Ltd.	69
Borden Condensed Milk Co.	3	Gorham, J. W., & Co.	28	Meadow-sweet Cheese Co.	4	Spinelli, & Co., D.	18
Bovril, Ltd.	61	Gorman, Eckert & Co.	16	Morton Soap.	30	Spurgeon, H. G.	20
British Canadian Mfg. Agency.	18	Gray, John.	12	Mott, John F. & Co.	66	Star Egg Carrier & Tray Mfg. Co.	71
Brown Mfg. Co.	88	Gunna, Ltd.	53	N		Stevens-Hepner Co.	71
C		H		Nation, E. J.	57	Stewart, I. C.	21
Campbell Bros. & Wilson.	51	Halifax Cold Storage Co.	51	Neison, Dale & Co.	14	Stimpson Computing Scale.	25
Canada Maple Exchange.	26	Hamilton Cotton Co.	22	Nicholson & Bain.	61	Strasser, W. H.	59
Canada Sugar Refining Co.	22	Heinz, H. J. Co.	24	O		Stuart, Foster Co.	32
Canadian Chestnut Co.	31	Henderson, Thos.	58	Onken Co., Oscar.	29	Stuhr, C. F.	57
Carter Co., H. W.	4	Hillock, J.	63	Ontario Lantern and Lamp Co.	75	Thymington Co., T.	16
Chase & Sanborn.	11	I		Ontario Peoples Salt & Soda Co.	18	T	
Chivers & Sons.	23	Imperial Extract Co.	37	Oshawa Canning Co.	25	Teas & Parsee.	13
Church & Dwight.	69	Isaac, Robert.	21	P		Thum Co., O. & W.	58
Clark W.	19	Island Lead Mills Co.	22	Paterson, R.	14	Tilton, J. A.	20
Clawson & Co.	29	J		Patterson Wylde & Co.	4	Tippet, Arthur P. & Co.	1
Clements Co., Ltd.	21	James, F. T.	60	Peck, Fred. W. & Co.	20	Tomlinson Co., The J. J.	20
Coles Mfg. Co.	45	K		Perrin, D. S.	2	Toronto Salt Works.	21
Continental Bag & Paper Co.	14	Kessel Co., F.	21	Pickford & Black.	21	Turkett, Geo. E. & Son Co.	67
Crescent Mfg. Co.	57	Kilgour Bros.	27	Pink, E. & T.	8	U	
D		L		Q		Utilities Limited.	64
Dalley, F. F. Co.	17	Labrecque & Pellerin.	66	Pansay's Ltd.	27	V	
Distributors, Ltd.	29	Lambe, W. G. A.	20	Raymond Bros.	22	Vipond, H. P.	64
Dominion Canners, Ltd.	5	Laporte, Martin & Cie.	70	Rensder, Ltd.	66	W	
Dominion Match Co.	17	Lemon Bros.	64	Richards & Brown.	6	Wagstaffe Ltd.	15
Dominion Molasses Co.	72	Lind Brokerage Co.	20	Richards Pure Soap.	11	Waite & Fuller.	24
Dominion Register Co.	4	Lindner & Benner.	22	Robinson & Co., O. & C.	21	Walker Bros. and Store Fixture Co.	16
Dominion Salt Co.	14	Lloyd, Ed.	68	Rock City Tobacco Co.	67	Walker, Hugh, & Son.	59
Downey, W. P.	21	Lovelle Bag and Pocket Machinery Co.	31	Rowat & Co.	64	Warren, G. C.	30
Dunn, W. H.	3	Lytal Co., T. A.	69	R		Watson & Triusdale.	30
E		M		St. Charles Condensing Co.	8	Wellington Mills.	57
Eby-Blain, Limited.	32	MacLure & Langley.	20	St. Lawrence Flour Mills Co.	12	West India Fruit Co.	58
Eckardt, H. P.	32	MacNab, I. A., & Co.	20	St. Lawrence Husar Refining Co.	17	West India Co.	14
Edwardsburg Starch.	34	McCabe, J. J.	54	St. Thomas Packing Co.	61	Western Distributors, Ltd.	20
Epps, James & Co.	21	McDonnell, D. & Co.	21	St. Vincent Arrowroot Growers and Exporters Association.	11	Western Salt Co.	8
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Eureka Refrigerator Co.	70	McLeod & Clarkson.	21	St. Lawrence Flour Mills Co.	12	White & Co.	59
White & Sons, S. H.	55	McWilliam & Fyvie.	58	St. Vincent Arrowroot Growers and Exporters Association.	11	White Swan Spice & Cereals, Ltd.	20
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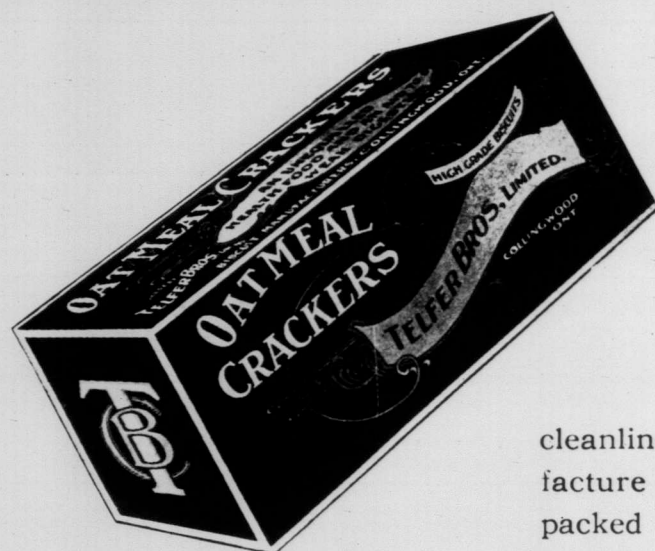
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