

THIS IS THE 1,320th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

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No. 13



THE ORIGINATOR

Maple Products

of Proven Merit



Unsold-
ered
Sanitary
Cans,
Patent
Screw to
open
with
back of
Knife.



Square
New
Bottles.
Compact
Good
Appearance
on Shelves.

The Original **Cre-Mo**



Maple Butter

For Convenience of Jobbers

We have arranged for storage and will carry a complete line of staples at all jobbing centres: Standard Brokerage Co., Vancouver; Nicholson & Bain, Edmonton, Saskatoon, Calgary, Regina, Winnipeg; Fitzimmons Fruit Co., Port Arthur and Fort William; G. G. Steel, London; Laing & Son, Ltd., Hamilton; MacLaren Imperial Cheese Co., Toronto; C. E. Phair, Ltd., Ottawa; Duche & Son, Manchester, Eng.

Canada Maple Exchange, Ltd., Montreal



UPTON'S ORANGE MARMALADE

New season goods, made of finest Seville Oranges and best granulated sugar. The name UPTON on Jams, Jellies, Marmalades, etc., is a safeguard—it insures the customer of honest value and superb quality in every jar. The dealer gets the same true value for his money invested and realizes a good and sure profit and certain sales.

Moreover, Upton's products are always backed by the makers and invariably give fullest satisfaction to both dealer and customer.

When you ask your wholesaler for Upton's Marmalades, Jams, Jellies, Catsups, etc., insist on getting what you ask for.

The T. UPTON COMPANY Limited
HAMILTON ONTARIO

Thistle Brand Finnan Haddies

Haddies caught, cleaned, cured and packed at the water's edge, under the "Thistle" trade mark, are as true, staunch and loyal to the highest standard of quality as the old Scotch Thistle itself.

Their cleanliness is always proverbial—their flavor is fine—they are *genuine haddies always.*

Codou's Macaroni

Other brands of Macaroni can be substituted for Codou's, but when you do it you are not "fair to yourself"—you cheat yourself out of a woman's confidence.

There is no Macaroni quite as good as Codou's—quite as white, tender and delicate. Codou's Macaroni, Vermicelli, Spaghetti, fancy letters and pastes, always represent the top-notch of quality.

Cox's Gelatine

The absolute purity of Cox's Gelatine makes it a standard product of world-wide fame. Whether in powdered or shredded form, it is still as free from foreign substances as the clearest rock crystal from mother earth. It never disappoints—folks get what they expect and want when they buy the peer of all—Cox's.

Griffin & Skelley's Canned Fruits

Picked by skillful hands, chosen by ever-watchful eyes, packed in the Factory of Precision—the best that dollars and cents and brains and sense can offer particular folks.

Canned Asparagus, Apricots, Peaches, Pears, Cherries, Plums and other wanted table fruits. Quality goods!

"Le Calice" Castile Soap

is as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with "Le Calice" Soap. Antiseptic, sanitary, clean. Not a "tallow soap"—no corrupt animal fat in it.

SRS. D. LECA & CO., Sole Manufacturers, Marseilles.

Arthur P. Tippet & Co.

Agents

MONTREAL

TORONTO

YOUR SALE

Depends on QUALITY—Just Quality

MELAGAMA

Tea and Coffee are quality articles. They will build you a *tea* and *coffee* trade that will be "as strong as Gibraltar." It is to your advantage to make "MELGAMA" your leaders. They give you the best of results and are sure "repeaters."

MINTO BROS., TORONTO

PLEASING TO THE PALATE AND THE POCKETBOOK



If a Jam pleases your patrons in these two respects a big sale for that particular kind is a certainty. If the jams you are handling are not going out as quickly as they might, you may be sure that they either lack in fruit deliciousness or that they are too expensive.

KING BRAND COMPOUND JAM

is the Jam that pleases the palate and the pocketbook. It has the fullest fresh fruit flavor, and sells at a moderate price. The demand is continually on the increase. Put up in Jars, Cartons, Glass, 5 and 7 lb. pails. We want agents in the different distributing centres in Ontario. We have a real good proposition, so write.

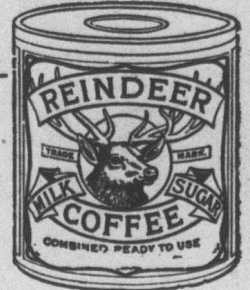
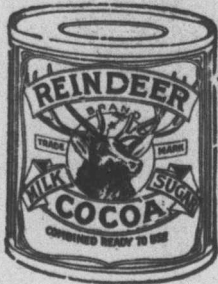
Ask for samples.

Labrecque & Pellerin, Montreal

AGENTS:

J. J. Gilmer & Co., Winnipeg
Marshall Brokerage Co., London Ontario

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



BORDEN'S

The Leaders of Quality—

Every good dealer
handles these leaders

BORDEN MILK CO., Ltd.
MONTREAL

Branch Office : No. 2 Arcade Bldg., Vancouver.



(THE ORIGINAL)

THE CANADIAN GROCER

Always in
the Limelight



**GAZELLE FRASER RIVER
RED SOCKEYE SALMON**

1-lb. talls, 1913 pack - \$1.90 per doz.

Net 30 days. F.O.B. Montreal

In 5 case lots, freight allowed every-
where to the extent of 40c per 100 lbs.

Full Delivery Guaranteed



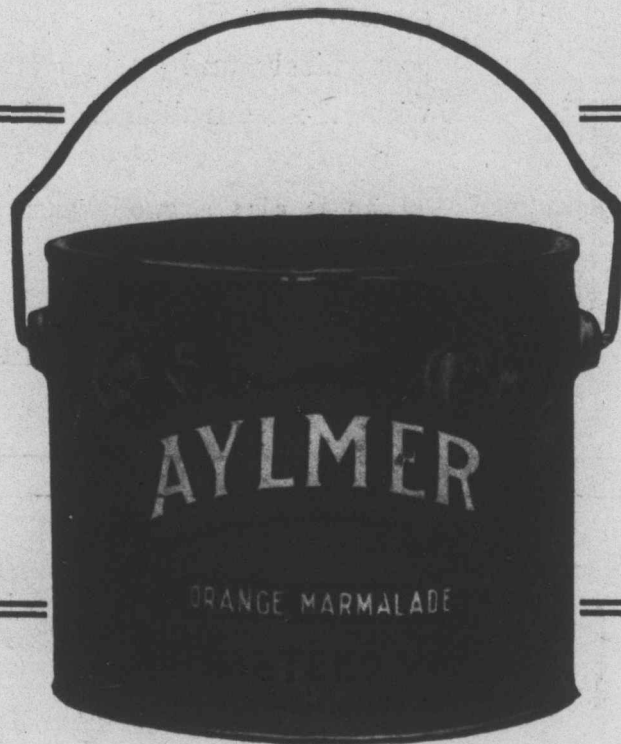
**HUDON, HEBERT & CO., LIMITED
MONTREAL**

The most liberally managed firm in Canada.

The Popular Breakfast Delicacy

As Orange Marmalade is the popular Breakfast food at this time and since it has a place on almost every table, the demand in your locality should be large. Are you stocked to sell the best Orange Marmalade on the market to-day, the brand that you can confidently recommend?

ALL
ORDERS
SHIPPED
PROMPTLY



PRICES AND
FURTHER
INFORMATION
ON REQUEST

“Aylmer” Orange Marmalade

made by experts from the finest selected Seville oranges, highest grade sugar, in a modern factory of cleanliness and with the greatest care. The quality is such that it will create an everlasting demand for “Aylmer” Brand. Stock and push this line—the trade awaits you.

DOMINION CANNERS, Limited
HAMILTON, CANADA

Ever Increasing—



The volume of the sales of "Richard's Quick - Naptha" and "Richard's Pure Soap," made in Woodstock, show a marked increase every month. There must be some good reason for this — housewives appreciate the good qualities of these soaps — very economical and very effective without much rubbing.

There is also a good reason why you should sell these soaps.

Sold through the wholesale trade.

The

Best

5c.

Lines



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

BOWSER SAFE SELF-MEASURING OIL TANK

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

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

Made by Canadian Workmen and sold by Canadian Salesmen.

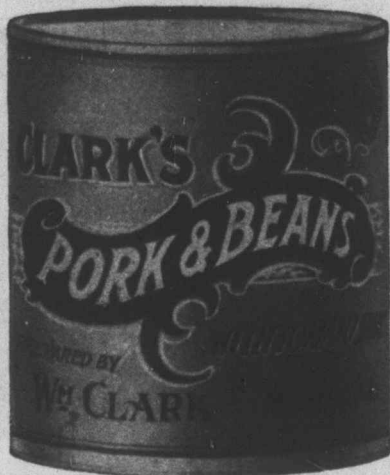
Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc.
Established 1885.

Clark's Pork and Beans

PLAIN

CHILI

TOMATO SAUCE

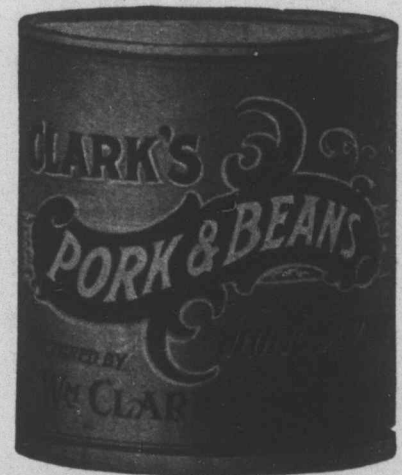


The two most important attributes of CLARK'S PORK and BEANS are REPUTATION and QUALITY and we unhesitatingly venture the opinion that no more powerful selling factors can be discovered.

Clark's Pork and Beans

are prepared from the very finest grade beans, the purest of sauce ingredients and the QUALITY is UNSURPASSED.

They are WORLD KNOWN and the name is UNRIVALLED wherever the goods are sold.



Clark's Reputation Will Make Your Sales
Clark's Quality Will Increase Them

W. CLARK, - MONTREAL



METAL
SCREW-TOPPED
GLASS JAR,
2LB. SIZE.

RECOMMEND PINK'S

HIGH CLASS JAMS

TO YOUR LADY BUYERS

IT MAKES ALL THE DIFFERENCE TO THE SUCCESS OF THEIR PASTRY AND THEY WILL APPRECIATE YOUR ADVICE.

THE VERY CHOICEST INGREDIENTS ARE CHOSEN IN PREPARING THEM.

LASTLY—YET BY NO MEANS THE WEAKEST POINT IN ITS FAVOUR — THE PROFIT IS GOOD.

Write NOW for Special Canadian List, Containing Full Particulars to

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

BUYERS in VANCOUVER AND DISTRICT SHOULD APPLY TO OUR AGENTS IN THAT CITY,
Messrs. EMERSON BAMFORD CO.

SYRUP SEASON OPENS

And with it comes the big demand for Maple Syrup and Maple Sugar—only the genuine is wanted by your patrons. Sell them

**“PRIDE OF CANADA”
Maple Syrup and Maple Sugar**

the absolutely pure Maple Syrup and Sugar. Government tests have proven the quality. Order now. The supply is limited.



**Maple Tree
Producers'
Association,
Limited, MONTREAL.**



HIRONDELLE BRAND

(SWALLOW)

is a brand of worth, because the best elements unite in its production, the result being the height of perfection from every standpoint.

QUALITY GOODS COMMAND ATTENTION

“Hirondelle” Brand Macaroni, Vermicelli, Sphagetti, Macaroni, short cut, Small Pastes, Assorted Egg Noodles, etc., have proven their quality to thousands of Canadian housewives.

Manufactured with the best quality of Canadian Flour, with the most modern machinery, under the management of experts; no fear of competition as to quality and freshness from the imported article.

SOLD ANYWHERE

LIKED EVERYWHERE

**C. H. CATELLI CO., Limited
MONTREAL**

CAIRNS'



THERE IS A SUBTLE CHARM ABOUT THE FLAVOUR WHICH IS PECULIAR TO CAIRNS'

THE HONOURABLE KING GEORGE V HAS APPOINTED THE KING OF SWEDEN HIS ROYAL HIGHNESS THE DUKE OF SWEDEBORG THE DUKE OF SWEDEBORG THE DUKE OF SWEDEBORG THE DUKE OF SWEDEBORG AND FOR 22 YEARS TO HER LATE MAJESTY QUEEN VICTORIA

SWEDON LEITE, PRINZALIT, LINDEN, VANDER, VANDER

MARMALADE

PAISLEY - SCOTLAND



BEST
EVER SINCE 1839

EPPS'
COCOA & CHOCOLATES

AGENTS:

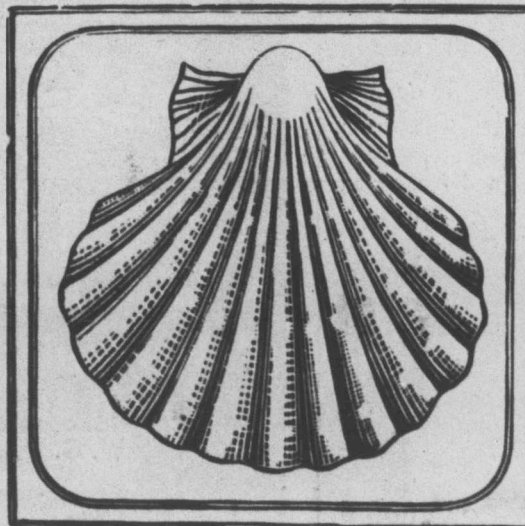
F. E. Robson & Co., Toronto.
Forbes & Nadeau, Montreal.
Buchanan & Gordon, Winnipeg.
Davies & Moyle, Edmonton.
C. A. Munroe, St. John, N.B.
J. W. Gorham & Co. Halifax, N.S.

"SHELL" BRAND
CASTILE SOAP ("LaCoquille")

■
The Standard of Purity

■
Has the largest sale of any Castile soap in the Dominion.

For sale by all wholesale houses.



■
A Pure Oil Soap

■
This soap is especially manufactured by

Messrs. Couret Freres
Marseilles, France
For
Messrs. Estrine & Co.

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

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and
ATTRACTS TRADE.

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co., LIMITED



Berlin,

Ontario



REPRESENTATIVES,

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



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS.



With such stock on hand you invite a trade that will advertise you and make you successful.

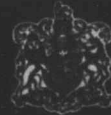
Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & Co. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

By Royal



Letters Patent

**NELSON'S
Crystal
Leaf
GELATINE**

Unrivalled in the kitchen,
can be obtained from

W. G. PATRICK & CO. LIMITED

St. Paul St.,
York St.,

Montreal.
Toronto.

*Notice the people who trade with you.
Do you see them once—occasionally—or regularly?
Selling them*

CHASE & SANBORN'S COFFEE

*Is a good way to make
them regular customers.*

CHASE & SANBORN

MONTREAL

P. F. SHORTCAKE

Should be
Stocked by
Every
Canadian
Grocer



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

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

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

BEANS AND PEAS

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

Rice
 Lentils
 Pearl Barley
 Pot Barley
 Pea Flour
 Potato Flour
 Honey

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

ROTHON & CO.,

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

Cables: "CHYLE, LONDON."

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

John Gray & Co., Ltd.

Glasgow

Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.



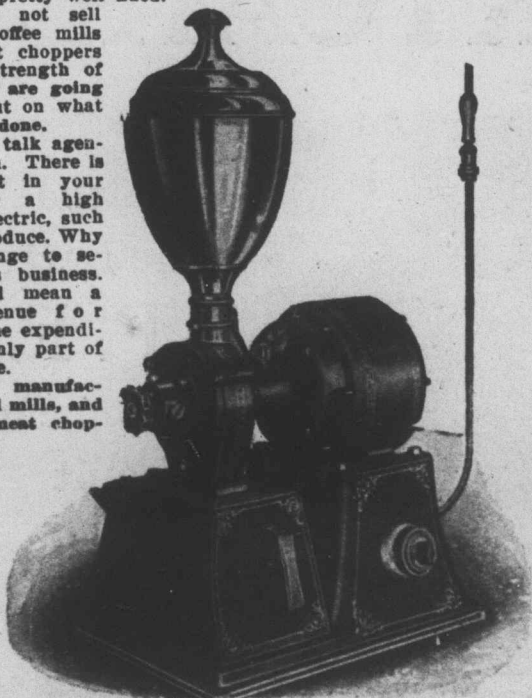
THE MARKET

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

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

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

We also manufacture hand mills, and electric meat choppers.

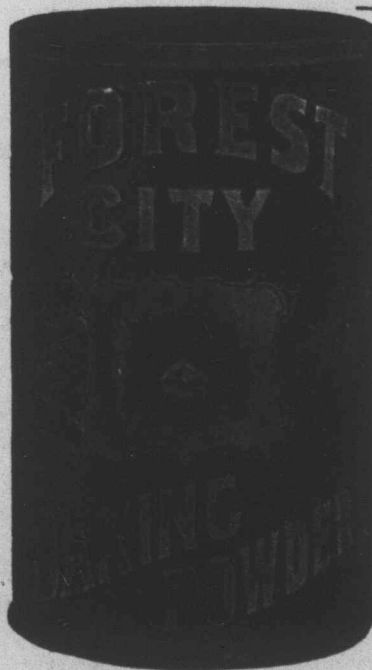


Cole's Manufacturing Co., 1615 North 23rd St., Phila., Pa.

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

No Disappointments

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

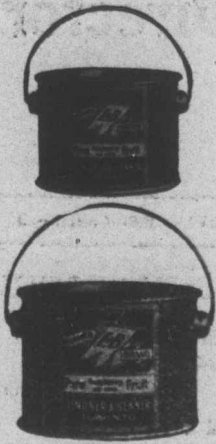


Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:

Mason & Hickey, Winnipeg



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

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

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

LINDNER & BENNER
370 DUFFERIN STREET TORONTO
Phone Park 2985

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

ADVANCE-OR RETIRE?

there's no standing still in business

It's lines like H. P. SAUCE that make for progress.

Good Value, Good Profit and Good Advertising—some of you are doing great things through H. P. Sauce. Now how about you?

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



LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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



The Scale That Catches Leaks

Many shipments come to the dealer with a shortage of weight, especially the large and bulky articles. What are you doing to prevent this loss? With a

"Renfrew Scale"

you can weigh the goods and catch the leaks while trucking them into place. A labor-saver, strong and reliable.

RENFREW SCALE COMPANY, Renfrew, Ontario

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

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

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

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

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

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

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

**CONVENIENT, MODERN,
WAREHOUSING**
at Ottawa, tracks at the door, connec-
tion with steamers. Fireproof. Excise
Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-58 Nicholas Street - - Ottawa

WESTERN PROVINCES.

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

**H. P. PENNOCK & CO.,
LTD.**
Wholesale Grocery Brokers & Manufac-
turers' Agents,
WINNIPEG
We solicit accounts of large and progres-
sive manufacturer's wanting live represen-
tatives.

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

G. C. WARREN
Box 1036, Regina
**IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.**
Trade Established. 15 Years
Domestic & Foreign Agencies Solicited

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

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

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

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

WESTERN PROVINCES—Continued.

ESCOTT & HARMER
WHOLESALE GROCERY BROKERS,
COMMISSION MERCHANTS
and WAREHOUSEMEN
Head Office,
181 Bannatyne Ave., - WINNIPEG
Branches:
Regina, Calgary, Edmonton
Western Agents for
WHITE SWAN SPICE & CEREALS LTD.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Com-
mission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta.
We can give special attention to a few more
first class lines, Domestic and Foreign agencies
solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and
Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies
Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers'
Agent
Canadian, British and Foreign Agencies
Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic
and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE ' Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale
Commission Agents
383-6 Cambie St., Vancouver, B.C.,
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - - Vancouver, B.C.

BUYING AGENTS WANTED
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

**Have You Had
Your Sample?**

There is a package of that
highly popular

**WHITE DOVE
COCOANUT**



Awaiting your enquiry.
Free for the asking.
We want all to know that we
are the leaders. Very few
don't.

Do It Now.

W. P. Downey
MONTREAL

**SHIP YOUR CARS TO
FERGUSON'S SIDING**

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland
Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND
COMMISSION AGENTS
CANNED AND DRIED FRUITS,
BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments
stored and distributed. Can give special attention to
a few good agencies.
857 Beatty Street . . . Vancouver B. C.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission
Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or
manufacturers looking for a reliable rep-
resentative. Can furnish best of refer-
ences.

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

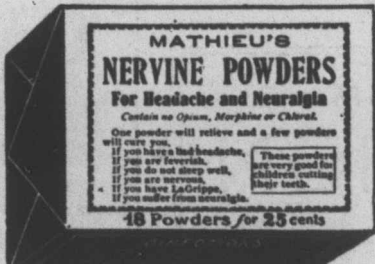
NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and
careful attention to all business. High-
est Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

The
Condensed Ad.
page
will interest you

The failure to stock some standard commodity may be the
means of a merchant losing trade.

Mathieu's Nervine Powders



are recognized everywhere as a speci-
fic remedy in all cases of headaches,
and they can be recommended by
every merchant with perfect safety
as an effective remedy. Don't lose
trade by allowing your supply to run
short.

If you don't know them, try
Mathieu's Nervine Powders yourself
at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is
recognized as a safe and effective cure.

Please send regular box of Mathieu's Ner-
vine Powders to the following address:—

Name
With (Name of firm)
Street
City or town Prov.

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

Tartan
BRAND
THE SIGN OF PURITY

"Canned Goods"

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

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

BALFOUR, SMYE & CO.,

Wholesale and
Manufacturing Grocers

HAMILTON



THE MCGREGOR PAPER BAG HOLDER.

NO HOLE PUNCHING

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

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. MCGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

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

Canadian Agents:

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

For
"Green Mountains" "Delawares"

or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN

N. B.

D. & J. McCALLUM

**PERFECTION
SCOTCH**

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

Wm. E. McIntyre, Limited

23 Water Street,

General Agent

St. John, N.B.

Rake in the Dollars

Sell your customers the original, and most effective hand cleaner on the market,



SNAP

"Better than Soap"

is antiseptic and positively will not in-

jure the most sensitive skin. Snap will remove any dirt, grime, grease, etc., and leaves the skin smooth and soft. Stock well and sell Snap.

Snap Company

Limited

Montreal,

Quebec

THE CANADIAN GROCER

St. Lawrence

Granulated

THE CANADIAN

STANDARD

99⁹⁹/₁₀₀ % to 100% pure Cane Sugar

OF QUALITY

STOVE POLISH

The best stove polish you can buy or sell is the old reliable

James Dome Black Lead

The most satisfactory and economical Polish on the market to-day

Sells well

Pays a Good Profit

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



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**
SOLE PACKERS
Halifax, - N.S.



Sanitary Sectional Jar Cases

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

Capacity of Jars, 2 Gallons Each

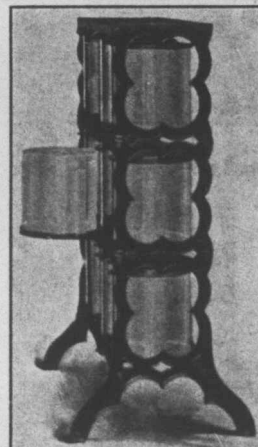
Catalog of complete line free.

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

Koren Manufacturing Company

5402-4 Windsor Ave., N. E.

CLEVELAND, OHIO



Japan Teas

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

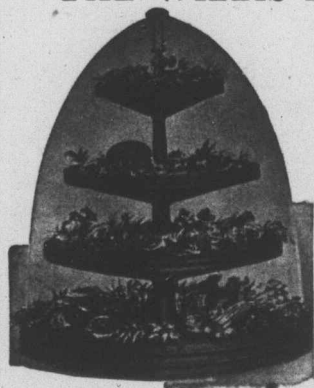
FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

THE WILLIS DISPLAY STAND



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

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

Write to-day for complete description.

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

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

Flysac Flycatcher

More profit—more sales than with any other.

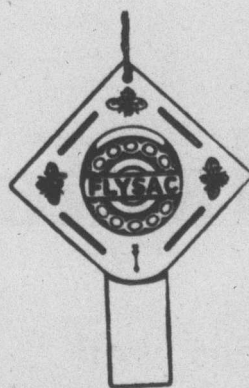
70 Cents per Box of 50 Pieces

\$12.75 per 1000 Pieces

Hermetically sealed. No leakage. Covered evenly with gum.

HODGSON SUMNER CO.
LIMITED
MONTREAL

Agents for Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.



The Advertising of KNOX GELATINE

KNOX ACIDULATED GELATINE No. 3

Make this delicious dessert for next Sunday's dinner and give the family a delightful surprise.

PARFAIT À LA CAROLE

1 box Knox Sparkling Gelatine. 1 cup cold water.
2 cups. 1 pint cream.
1 cup sugar. 1 cup orange juice.

Beat gelatin in cold water. Mix a cup of coffee and sugar in the milk. Beat until stiff. Add cream which has been whipped. Place in a 6-inch square glass, pouring over top 1/2 beaten whites of eggs or a little whipped cream, and decorate with a maraschino cherry.

KNOX PURE, PLAIN, SPARKLING GELATINE

Each package is divided into two envelopes, and makes two full quarts. Also contains an envelope of Fish Color for making fancy desserts.

Send for the KNOX Recipe Book

"Knox Gelatine for Making Pastes," supplied entire by Messrs. H. H. Harlow, 100, 102, 104, 106, 108, 110, 112, 114, 116, 118, 120, 122, 124, 126, 128, 130, 132, 134, 136, 138, 140, 142, 144, 146, 148, 150, 152, 154, 156, 158, 160, 162, 164, 166, 168, 170, 172, 174, 176, 178, 180, 182, 184, 186, 188, 190, 192, 194, 196, 198, 200, 202, 204, 206, 208, 210, 212, 214, 216, 218, 220, 222, 224, 226, 228, 230, 232, 234, 236, 238, 240, 242, 244, 246, 248, 250, 252, 254, 256, 258, 260, 262, 264, 266, 268, 270, 272, 274, 276, 278, 280, 282, 284, 286, 288, 290, 292, 294, 296, 298, 300, 302, 304, 306, 308, 310, 312, 314, 316, 318, 320, 322, 324, 326, 328, 330, 332, 334, 336, 338, 340, 342, 344, 346, 348, 350, 352, 354, 356, 358, 360, 362, 364, 366, 368, 370, 372, 374, 376, 378, 380, 382, 384, 386, 388, 390, 392, 394, 396, 398, 400, 402, 404, 406, 408, 410, 412, 414, 416, 418, 420, 422, 424, 426, 428, 430, 432, 434, 436, 438, 440, 442, 444, 446, 448, 450, 452, 454, 456, 458, 460, 462, 464, 466, 468, 470, 472, 474, 476, 478, 480, 482, 484, 486, 488, 490, 492, 494, 496, 498, 500, 502, 504, 506, 508, 510, 512, 514, 516, 518, 520, 522, 524, 526, 528, 530, 532, 534, 536, 538, 540, 542, 544, 546, 548, 550, 552, 554, 556, 558, 560, 562, 564, 566, 568, 570, 572, 574, 576, 578, 580, 582, 584, 586, 588, 590, 592, 594, 596, 598, 600, 602, 604, 606, 608, 610, 612, 614, 616, 618, 620, 622, 624, 626, 628, 630, 632, 634, 636, 638, 640, 642, 644, 646, 648, 650, 652, 654, 656, 658, 660, 662, 664, 666, 668, 670, 672, 674, 676, 678, 680, 682, 684, 686, 688, 690, 692, 694, 696, 698, 700, 702, 704, 706, 708, 710, 712, 714, 716, 718, 720, 722, 724, 726, 728, 730, 732, 734, 736, 738, 740, 742, 744, 746, 748, 750, 752, 754, 756, 758, 760, 762, 764, 766, 768, 770, 772, 774, 776, 778, 780, 782, 784, 786, 788, 790, 792, 794, 796, 798, 800, 802, 804, 806, 808, 810, 812, 814, 816, 818, 820, 822, 824, 826, 828, 830, 832, 834, 836, 838, 840, 842, 844, 846, 848, 850, 852, 854, 856, 858, 860, 862, 864, 866, 868, 870, 872, 874, 876, 878, 880, 882, 884, 886, 888, 890, 892, 894, 896, 898, 900, 902, 904, 906, 908, 910, 912, 914, 916, 918, 920, 922, 924, 926, 928, 930, 932, 934, 936, 938, 940, 942, 944, 946, 948, 950, 952, 954, 956, 958, 960, 962, 964, 966, 968, 970, 972, 974, 976, 978, 980, 982, 984, 986, 988, 990, 992, 994, 996, 998, 1000.

CHARLES B. KNOX CO., 200 Stone Ave., Johnstown, N.Y.

appears regularly in the leading women's magazines. It is the kind of advertising that makes people hungry to taste the delicious dishes that can be made with KNOX GELATINE, and that means it sends sales to you. KNOX GELATINE is not only easy to sell because of our advertising, but, once you get your customers buying it, they will keep on buying on account of its quality and big money's worth.

A package of KNOX GELATINE makes two full quarts of delicious, wholesome jelly. Customers who buy KNOX SPARKLING GELATINE No. 1 will also buy KNOX ACIDULATED GELATINE No. 3 if you tell them about the extra envelope of lemon flavor in each package, which saves them the expense and bother of squeezing lemons.

Because you make a good profit out of the retail price of 15 cents.

"Make KNOX your Gelatine leader."

CHARLES B. KNOX COMPANY, Johnstown, N. Y.
Branch Factory—MONTREAL, CANADA

Stop hindering your customers from paying their bills!



Yes, this means you!—if you are a merchant handling your credit business by the old monthly statement method.

If you send out your statements and bills once a month you are actually keeping your customers from paying their bills for one whole month. Many of these people would pay their bills oftener if they had the chance. Many of these bills would not become bad accounts if the customers knew that they were running up a bill bigger than they could afford to pay.

Stop this clumsy, profit-losing, out-of-date method. Install a Barr Register System at once that will not only prevent all this, but that will be the greatest influence for quick collections you ever had in your business.

One merchant states he reduced his outstanding accounts from \$3,000 to \$500. Would you like to do the same? Give us a chance to show you. That is all we ask.

Then, too, the Barr will do away with the old, burdensome, and out-of-date method of keeping books by the day-book, ledger, journal system. With the Barr System, all your bookkeeping is done at one writing. Here, again, is a profit-maker for your business.

Now, you don't have to take our word for this. All we ask is a chance to prove it. Just give us this chance. Surely if there is any possibility of our reducing your outstanding accounts one-half or two thirds—if there is any possibility of our saving you an immense amount of time and money on your bookkeeping—if there is any chance of our getting rid of your bad accounts and making your collections better and simpler than ever before—surely if all this is so (and there are 16 things that the Barr does immediately to improve your business) it is only justice to yourself to know about it.

So use the coupon, and use it **NOW**. You'll forget it if you don't. Take out your pencil, mark the coupon, tear it out, and mail it **NOW**.

Barr Registers, Limited
TRENTON, ONT.

Messrs. **BARR REGISTERS**, Trenton, Ont. (Gro.)
Gentlemen: We would be glad to have you prove to us that the
Barr Register System can save money and better our business
generally.
Name
Street and No.
City
Prov.



are a blessing to every grocer in Canada

*OXO
Cubes*

When your customers come at you about the high cost of living and complain about butter, eggs, flour and meat going up all the time, just ask them—"Why don't you use OXO CUBES? They are still 10c and 25c a tin, and they will help you save money on almost every meal you prepare." **Then tell the customer how to use OXO CUBES** to add flavor and nourishment to Soups, Sauces, Gravies, Stews, Hash, Meat Pies, Croquettes, Sandwiches, and to make HOT OXO. Tell them how convenient and handy OXO CUBES are—always the same in size, strength and quality. You'll soon build up a big and profitable trade on these wonderful food inventions.

*OXO
Cubes*

Put in a stock of family sizes, also, containing 50 and 100 cubes. Send us a list of 20 or 30 of your customers to whom you would like us to send a special sample packet and we will mail direct by return.

Handsome Signs, Show Cards and Window Bills sent Free on request

Corneille David & Co.

TORONTO MONTREAL WINNIPEG
ST. JOHN, N.B.



DELIVER A DOZEN

When dealing with standard lines that are always in demand, a little salesmanship will often sell a dozen instead of one.

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

the standard of purity in Fruit products, find a regular place on the grocery order of every family who has once tried them, and it costs no more to deliver a dozen at a time than one. Get in on this and make stock move still more rapidly.

E.D.S. goods are extensively advertised, and are everywhere recognized as the leaders for purity.

Made only by

E. D. SMITH
WINONA, ONTARIO

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

It's New Business That Counts

Don't travel in a rut. Get after new tea business. Regain the trade the peddler has taken. It can be done, and "SALADA" is the only tea to do it with. Every year—for twenty-one years—increase has topped increase in "SALADA" Sales. New Customers have been added to the old. Their confidence and satisfaction have been obtained and retained. A reputation for reliability has been established. A trade worth while has been built up.



AND WE'RE STILL AFTER NEW BUSINESS.

"SALADA"

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

PURNELL'S

SAUCES

Will Sharpen
Any Appetite



That delightful piquancy which adds zest to the meat course of any dinner is obtained by using Purnell's Sauces and Relishes.

They have a world-wide reputation for purity and fine quality, being known to the best trade for over a century and a half.

Stock Purnell's Worcestershire, B.V., Devonshire, Harvey, Indian Grill, Essence of Anchovies, Faristan Essence, browning for gravies and finest Coffee Essence.

They will please and your customers will come again.



Purnell & Panter, Limited
Malt Vinegar, Sauce & Pickle Makers
Bristol, England

STUART'S HIGH CLASS MARMALADES

Stuart's Pure Grape Fruit Marmalade, a new specialty which is selling rapidly.

Stuart's Pure Orange Marmalade, a product of exceptionally good flavor. The result of the application of scientific principles in the process of manufacture.

Both lines yield excellent profits.

Stuart Limited
SARNIA, Ont.

GILMOUR'S

ANTISEPTIC HAND CLEANER

10c. Price is Right 10c.

If you secure a sample you can easily judge our claim—that GILMOUR'S has now assumed the lead in every respect, even if the price is lower.

Specially prepared so that no injury can be done to the hands.

Excellent for cleaning bath tubs, pots, pans, etc.

AGENTS CORRESPOND.

GILMOUR SOAP COMPANY
MONTREAL



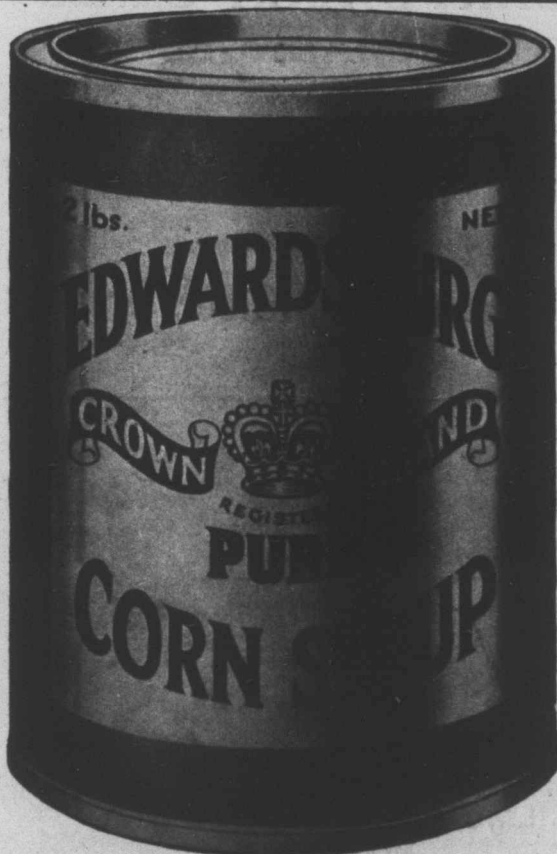
**One Quality
Always, and
That the Best**

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

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

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

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



Every live grocer is now selling Syrup. Syrup is seasonable and a good seller. Of all brands on sale there is ONE that makes for satisfaction and profit to dealer all the time.

"CROWN BRAND" CORN SYRUP

For table and cooking purposes, made from the finest selected corn. A suggestion to your customers for a trial tin will make steady business. For sale by all jobbers.

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works. Cardinal & Brantford. Ont.

"Every Grocer is Expected to Do His Duty"

So Reads the Slogan on the O. R. G. A. Convention Card Sent Out by the Secretary—Large Number Expected to Attend—Some of the Questions Already in for the Question Box—More About the Railway Certificates.

President D. W. Clark and Secretary W. C. Miller, of the Ontario Retail Grocers' Association, with the aid of their committee, are gradually working to a conclusion the programme for the convention to be held in the King Edward Hotel, Toronto, April 16 and 17. The entertainment of the visitors, as reported in last week's Grocer, looks as if there was going to be a mighty good time, apart from the practical side of the convention.

Questions are coming along freely for the "Question Box." Secretary Miller reports a goodly number already in, and there is sure to be much good arise from this feature. Among the questions now on file are the following:—

"Is it wise to contract for eggs in the fall?"

"Does the association intend to take action in regard to the Weights and Measures Act?"

"Is it advisable for the merchants of their town to speak to the members of their constituency with regard to the two petitions now being signed?"

"Should retailers patronize firms that cure meats, put up pork and beans and such, and who have branch stores cutting in and encroaching on retail grocers?"

"Slow shipping of railroads and careless handling of freight, broken packages, etc.; goods shipped from Windsor, February 27, have not

arrived in Kingston, March 17. What's the remedy?"

"Retail grocers every fall are requested to buy canned goods in large lots, and every hole and corner is filled up, and practically their stores are storehouses for the jobber and manufacturer. Would it be wiser and save a lot of financing to reverse the order of things and buy as you require?"

"Should retail grocers patronize firms who cater to 5c and 10c stores who sell such as 6 bars of laundry soap for 25c?"

"Grocers in Hamilton are being charged freight for goods manufactured in their own town. Why is this the case?"

"Why are wholesale grocers not satisfied with retail grocers' trade without going after hotels and other institutions? Why not put them in the limelight, avoid them and patronize wholesalers who do not sell to such?"

Questions From Clerks.

The retail clerks have also the opportunity of sending in questions for discussion. Secretary Miller has already received the following three:—

"Should my employer inform me as to the cost of his goods?"

"Should my employer inform me of any goods he desires me to push?"

"Is the O. R. G. A. Convention open to retail grocery clerks?"

With regard to the latter, the secretary announces that the meetings will be open for the clerks as well as proprietors. The more who come the better.

How to Obtain Certificates.

The secretary desires that the method of obtaining railway certificates be again made clear. All that is necessary is to make application at the local office or station of any of the railways and ask for a "Standard Convention Certificate" and a single fare ticket to Toronto. These certificates are carried by all ticket agents, and can be had for the asking.

On arrival at the convention they are handed over to the secretary and properly filled out, so that holders will be entitled to the reduced return rates. If there are more than 50 and less than 300 present from outside points the return fare will only be a third, plus 25c extra, the viser's fee. If more than 300 come, the holder will be entitled to return fare for the 25c only.

The Secretary's Invitation.

Herewith is reprinted an invitation being sent out by the secretary in post-card form. It speaks for itself. The opposite side contains, in addition to the address, the slogan: "Ontario Association expects every grocer to do his duty"—the duty, of course, referring to his attendance at the convention.

ONTARIO RETAIL GROCERS' ASSOCIATION

(Incorporated.)

Secretary's Office
632 Yonge St., Toronto

Dear Sir:—

You are cordially invited to attend the *First Annual Convention* of the above Association, to be held in the *King Edward Hotel, Toronto*, on *Wednesday and Thursday, April 16th and 17th, next*.

A full discussion on trade matters and legislation together with a splendid programme of entertainment, will, we feel sure make your visit pleasant and profitable. Ask your station agent for a Standard Convention Certificate, purchasing a one way ticket and you will receive at Toronto your credentials to return at the reduced Convention rates. A large representation from outside points are expected and we trust you will avail yourself of the opportunity to be present.

The "King Edward Hotel" will be the headqu representation from outside points is expected and receive reduced hotel rates. "The Question Box" will be an interesting feature of the Convention and the Association invites queries relative to the trade, the same to be sent to the Secretary at as early a date as possible. The delegates will also be the guests of several of the leading firms during their visit. Trusting you will make a special effort to be present and endeavour to bring with you as many of your fellow grocers as you can, and assuring you of a warm welcome.

Sincerely Yours,
W. C. MILLER,
Secretary.

Reproduction of Invitation Card which W. C. Miller, secretary O.R.G.A., is sending out. All are invited to the convention, whether a card reaches you or not.



Section of the interior of the store of Peter Connal, Peterboro, Ont., of the oldest active dealers in the Dominion. Mr. Connal is standing in the centre of the floor in this illustration.

Veterans in the Grocery Trade No. 3 Peter Connal

Peter Connal is a Peterborough, Ont., Grocer, Who Has Been Connected With the Grocery Trade for Nearly Half a Century—One of the Oldest Grocers in Canada—An Octogenarian Who is Still Actively Engaged in His Life's Work—Some of His Methods for Building up Business.

Arriving in Peterborough, Ont., during the year 1862, from Glasgow, Scotland, Peter Connal took a position there as grocery clerk with Nicholls & Hall, and after serving in that capacity for a short time, he went into business for himself in the store that he has occupied for nearly half a century. He can well be termed the veteran merchant of the above city, and is doubtless one of the oldest men in the grocery business in Canada to-day. He has seen his trade grow large from a small beginning.

A Busy Octogenarian.

In spite of his four score years, Mr. Connal never misses a day at the store, and during his long business career he has never been incapacitated from work through illness for one whole week. His has been a well-ordered life, and the same systematic order of things has been applied to affairs of trade with gratifying results. He finds an able assistant in his son, James Connal. Situated on George street, the main thoroughfare of Peterborough, in the centre of the busiest section, this place of business has a distinct advantage and at once commands the attention of almost every citizen.

Mr. Connal learned the rudiments of the grocery trade at the early age of fifteen in a store in Glasgow. He also served some time in a wholesale tea house in the Old Country, and the experience there gained has been of lasting benefit to him in his business. For, if one were to ask the average citizen in Peterborough what was particularly outstanding about this store, he would reply, "their teas and coffees." This has been made a special feature, and people who buy in other stores for other lines,

would go nowhere else for their tea and coffee. He grinds and roasts all coffee he sells. He also has a fruit-cleaning machine and no currants and raisins leave his store without first having been thoroughly cleaned. This firm also makes a specialty of its flower and garden department. Almost every plant is found for sale here and a big trade is drawn by the handling of a wide variety of seeds and garden products.

Watches For New Lines.

Mr. Connal informed the writer that strict attention is always paid to the stocking of the store, no old stock being allowed to accumulate. He keeps in close touch with all the newest lines in the trade and is often the means of introducing them to Peterborough. Getting the article when it is first put on the market, his customers have it at once, and if it is good the news soon spreads. Persons in outlying districts wanting some new line in a hurry run to the corner grocer in their district and if unable to get it, they tell the dealer there where they secured it down town. The thing in question is at once usually stocked and in this way new lines become circulated throughout the city. Thus Mr. Connal has many times been the means of establishing the very latest in household wants in many Peterborough homes. Careful account is kept of all things purchased, and replenishing of stock is done consistently, so that customers can always be supplied. Patrons are given the very best service and prompt delivery is a popular tribute to the firm.

System of Handling Cash.

A cash-carrier system is in vogue. The duplicate check book is used by the

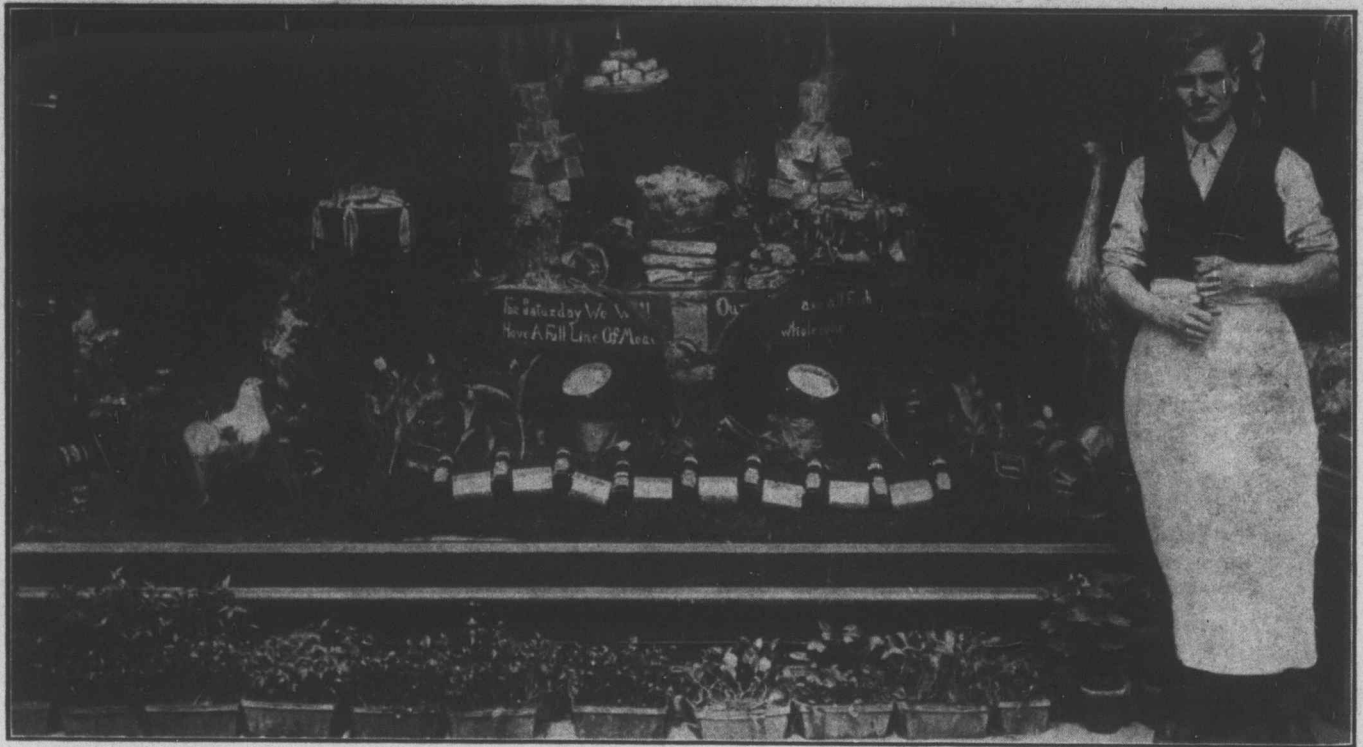
clerks, and the cash is all handled by the cashier in the office. Mr. Connal believes in centralizing the cash for the reason that when everyone in the store is handling it, the memory is too much trusted, and mistakes are frequent.

A strong point in the success of this firm is the close attention that is paid to telephone calls, and in this regard a big business is done. This veteran merchant follows out the policy of not giving too much credit, and in cases where it is extended, thirty days is allowed.

Keeping apart from the municipal or public life of the community, Mr. Connal has devoted all his time to his business. He prefers the publicity that comes through the medium of satisfied customers, rather than that which a governmental relation to the people would bring. He caters to the better class of trade, believing the highest grade of goods secures the most desirable people.

That he has been successful cannot be disputed, and his example is one that can be wisely followed by the rising young grocery clerk who hopes to have a store of his own some day. Close attention to business, a good location, endeavoring to please his patrons in the highest possible degree, employing progressive methods in store management, have all contributed to Mr. Connal's success and are worthy of notice by the trade.

When you agree to order something special for a customer the advantage all lies in ordering it right away. The waiting customer soon becomes the disgruntled customer.



Window display suggestive of the Spring idea. Seasonable goods among seasonable decorations attractively shown.

Working the Spring Idea into the Display

The Present a Splendid Time to Make Plans for a Good Spring Window—Suggestions From Display Shown Year Ago By an Ingersoll Store—Spring Goods Arranged Among Seasonable Decorations.

The arrival of spring suggests to the retailer a window display of seasonable spring lines. Hitherto the spring openings have been monopolized by the dry goods men. Why cannot every grocer have one as well?

A year ago this idea was worked out splendidly by a young Ingersoll, Ont., clerk, Bruce McDougall. He dressed a spring window which attracted a great deal of attention and gained good publicity for the store. The above illustration is a reproduction of it. This was shown in *The Grocer* some time after it was dressed last year but it will bear reproduction on account of its seasonableness just at the present time.

How Display Was Arranged.

In the background may be seen evergreen shrubs and the spring idea is carried out by using grass on the floor and the addition of birds, including a crane, hawk and owl. In the centre is a small pond of water with ducks swimming about.

On the table are the seasonable goods heralded in by the coming of spring. Butter is piled in zig-zag style on either side. In the centre is a wire basket of eggs, flanked by bacon, ham and pineapples, while dressed chickens and smoked meats hang in the background from the window top. On the right and left

are canned meats and in the front centre pickles and lard.

Tulips were used as part of the decorations, these being strewn throughout the grass. On the ledge outside the window were placed geraniums and garden vegetable plants.

WINDOW PHOTOGRAPHS WANTED.

The above display represents what can be accomplished at every season of the year by the dealer or clerk with original inclinations. Now that the spring season is here, the present is a good time to begin. The man who dresses one or two good windows—windows that sell or are talked about—becomes enthusiastic over window dressing and soon ideas come to him without difficulty.

The Grocer wants to get as many good photos of displays as possible. Let every dealer or clerk who dresses a good window send us a photograph for reproduction. Make this department a valuable one.

Secured Much Publicity.

In the McDougall store, display cards are used freely for both window and interior displays. A couple will be seen in the illustration. Good results are bound to follow from such displays. During the time the spring window was in, a committee of prominent Ingersoll men called to congratulate Mr. McDougall on the originality of the display. This, of course, means that the window is referred to in the local newspaper, and thus the store gets some good publicity.

This display presents a bright opportunity for the original inclined to arrange something good within the next few weeks.

Iwan Burger, formerly a member of the Tokstad-Burger Co., of New York city, has established a commission business at 105 Hudson St., under style of Burger & Co. He recently returned from a trip to Europe where he was studying grocery conditions.

EVERYTHING IS READ.

Canadian Grocer.—Through the rush of business I neglected to send cheque for renewal of subscription of Canadian Grocer. I appreciate the paper very much, and read through all its valuable information each week. Kindly find cheque enclosed.

A. V. BROWNE.

The CANADIAN GROCER

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TORONTO, MARCH 28, 1913

WHY SPICE MARKET ADVANCES.

During the past two months spices have been advancing steadily in price. This has been due chiefly to the Dominion Government taking steps not only to enforce the standard which they have set in the past, but also to raise that standard. At the present time no definite conclusion has been reached as to what the final standards shall be on all spices, but for one thing inspection has already been made more thorough and manufacturers have been caused to follow out the law more closely than in the past.

Starting in on some extracts the Government raised the standard of purity and are now fairly well settled upon that topic. On spices they are still working away, and have already prohibited all spice dust from being marketed along with the spices, and have greatly reduced the percentage of shells permissible on such spices as peppers. Baking powder is still unsettled, but on it, too, the standard is to be raised.

With all this change, and with more thorough inspection on the part of the Government, spice manufacturers have been steadily advancing their prices, and it is reported that the top has not yet been reached. The public are beginning to demand pure foods; the Government is insisting upon it, and the only natural result is that prices will have to cover extra cost of production.

Cardamon and celery seed have been advancing rapidly lately, but this is due to the poor crops in the South, and to stocks being in the hands of a few. Seed crops are said to be in such bad shape that during the next couple of months cardamon seed is expected to reach the high price of \$2 per lb. and celery \$1 per lb., or almost twice what it costs at present.

THE BROOM AND BRUSH MARKET.

At the present time brooms are cheaper than they have been for a couple of years. With an abundance of corn on the market, and resulting low prices, the smaller manufacturers were able to quote prices equally as low

as the larger concerns, so that competition has been keener and as a result a decline was made at the first of the year. Poorer grade brooms are likely to continue firm at present prices with the possibility of an advance, owing to supplies of corn having now been pretty well bought up. Best grade brooms are expected to advance about May 1. First grade corn, none too plentiful at any part of the season, was all bought up early, so that now it is practically off the market. As a result, manufacturers are likely to advance their prices shortly.

On rice root brushes there is liable to be another advance of at least 5 per cent. within a short time. White fibre and tempico are also firm and show signs of an increase. All these in the raw state are imported, chiefly from Mexico. Advances are said to be due directly to unsettled conditions in that country, effects of which are being felt now more than ever.

Boss scrubs continue steady at prices struck at the first of the year. No further decline is expected, as this year's supply is now all bought up and catalogue changes will not be made till November or December.

Bristle brushes, which advanced 5 per cent. in most lengths in January, are firm and steady. Brush factories are all busy and working to their utmost capacity.

Altogether there is little sign of lower prices in any lines of either brooms or brushes.

DISHONEST ASSOCIATION MEMBERS.

If association work is to count for anything, each member who makes a pretension at all to belong to the organization, must live up to the agreements decided on at the various meetings. There is too much underhand work going on in which the men who advance the suggestions are held up to ridicule by the silent members who agree at the time the questions are advanced, but who use unfair methods later for their own personal gain.

For instance, when a price problem arises at an association meeting, it is shown for how much the article must be sold to give a fair margin. The whole meeting concurs in the matter, and it is the general impression that everybody in future will maintain that price as long as the cost remains as it is. Anything lower would show insufficient profit and would mean price cutting.

But when the members get back to their stores there are some who will take an unfair advantage over those who broached the subject. They say for instance: "Tobacco is still three plugs for a quarter here. Tom Jones, Art Smith and a few others got their heads together at the association meeting and decided to make it 10 cents straight, but you can still get it here at the old price."

Such a story naturally creates a feeling among the public that Jones, Smith, etc., are high priced men, and it usually takes some time to convince the people that they are fair and honest.

Associations must continue to harbor such men. The latter haven't the backbone to get up in the meeting and say they will not do so and so, but they are always on the alert to make dishonest capital out of those who do express their opinions. One man of this character can discount all the good that the association may do. Why does he not make his position known so that his conferees will know where they are at? He would then at least be honest with himself and with his fellow members.

THE CANADIAN GROCER

MONEY STILL SOMEWHAT TIGHT.

During the past week declares The Financial Post, there has been a marked change for the better in the tone of the foreign money market. Bankers in Canada now are hopeful of a decided change for the better in the course of two or three weeks. The fact that they speak of improvements within a definite period is an indication of greater hopefulness.

Broadly speaking, however, there does not appear to be any better warranty for optimism at the present moment than there was a week or two weeks ago. The situation in Germany is still critical, the Balkan situation shows no signs of change, nor has President Wilson in the United States disclosed anything definite with regard to his policy. These are the most serious factors to be reckoned with by the money market.

In a few weeks, The Post adds, there will be an active movement of wheat which will release some funds and hold out Canadian balances abroad. There is, however, a very heavy volume of imports coming into the country, according to customs returns.

TO CHECK FIRE LOSSES.

The business men of Toronto are organizing to check fire losses and waste. This step is being taken as a direct result of an address delivered by the secretary of the American Association for the Prevention of Fire Losses before a meeting of the Manufacturers' Association at Toronto. A report of this address has already appeared in The Canadian Grocer so that it is not necessary to recapitulate any of the facts presented or the points made. Suffice it to say that the address was in the nature of a forcible indictment of the attitude that the public displays toward the question of fire prevention and particularly that of manufactures and merchants, who as classes are careless and indifferent. The figures that were given were startling but incontrovertible and they left an indelible impression on the minds of all who were present.

This is a problem which affects the retail merchant very closely. Not only should better methods be evolved for fire protection, but the whole question of fire prevention should be gone into and the careless practices now allowed rigidly eliminated. Not until then will merchants be relieved of the danger which constantly confronts them of being wiped out by conflagrations.

The movement now under way should be given the hearty support of the merchants.

GERMAN BUSINESS MEN COMING.

The visit of Court Councillor Horst Weber, of the "Illustrirte Zeitung" of Leipsic, Germany, to Canada last year has been the forerunner of a trip which many German business men will make to this country this year. Upon his return to Germany in December, he reported upon all that he had seen and experienced. The results of this three months' stay are, firstly, a special edition of the "Illustrirte Zeitung" devoted to Canada, and secondly, the arrangement of a Business Men's Trip to Canada of leading German personages of every field of activity.

The Business Men's Trip is a unique enterprise, for it is the first time that such a party of representative Germans will visit this country and be officially received by the Governments of the provinces and municipal administrations. From the list of personages and associations

that are giving their support to it, the affair will be of great importance. These men will come via London and Liverpool and are due to arrive in Quebec July 4.

The Grocer has their entire itinerary, and any information re it will be gladly supplied to enquirers.

BUYING IN THE HOME TOWN.

An editorial appeared in a recent issue of a Sutherland, Sask., paper, containing some good homely advice on the question of the general public buying at home and cutting out the mail order house. It is worth reproduction here:—

"If everybody were loyal to the home town there would be no hard times. Let us look at the circulation of money. A storekeeper gets \$15 for goods; he sends \$10 to the wholesale dealer to pay for the goods. He takes the \$5 and pays his meat bill, the butcher takes it and pays his coal bill, the coal dealer pays it for board. The keeper of the boarding house takes it and buys \$2.50 of meat and \$2.50 of merchandise. This is giving a short circulation of money. We might go on to figure it out till most every dealer in town would have a portion of this money, but the point is that just as soon as one sends a part of the money in circulation out of town then every one suffers by that action, and he then wonders what makes collections poor."

Retailers should all do their part to keep the money at home by buying everything possible from their fellow merchants. They can, too, enlist the services of the local paper in showing the public by such an illustration as appears above what they lose in dealing with out-of-town stores. Usually when a person is made to see the injury done the community by purchasing from mail order houses, he is easily won over as a good booster for his home town.

EDITORIAL NOTES.

The man who knows more than the boss gets boss; but the man who only thinks he knows more than the boss gets fired.

Alive the hog is quoted at around 10 cents in Montreal and dressed at 15 cents. Surely it looks as if the clothes made the hog.

Now just as our appetites were being sharpened up to again enjoy the flavor of the boiled ham, etc., the old "hawg" begins to move beyond our reach.

"The Ontario Association expects every grocer to do his duty," is the slogan on a card being sent out by the secretary in connection with the first annual convention.

When the grocer sees his wife getting her new spring bonnet he can take it for granted that the time has come when he should give his attention to the sale of spring time lines.

The retailer who thinks it unnecessary to charge up a salary for himself, and who is only netting \$1,000 a year out of his business, is really—if his services are worth more than \$20.00 a week—working for himself for less than others would pay him and making no profit on his investment at all.

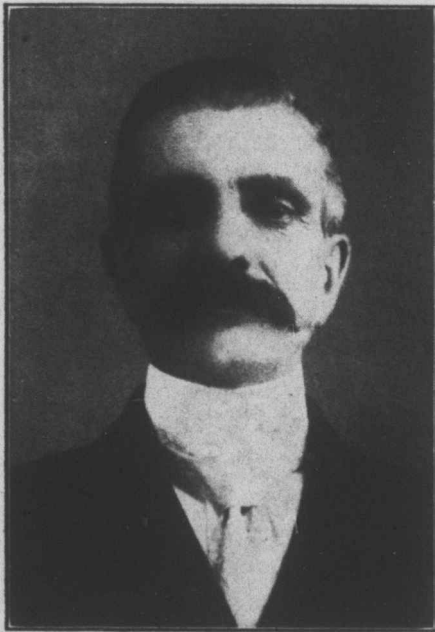
Winnipeg Grocers' Banquet to Travellers

Latter Were Victorious in the Annual Curling Contest—Wholesalers Present and Give Addresses—One Suggests That Business Be Done on Cash Basis—Lawn Bowling Match Suggested.

Winnipeg, Mar. 25—(special)—While the western travellers are priding themselves upon their defeat of the Winnipeg grocers in the famous curling tournament held during the winter, they have had to admit that the grocers are unbeatable as hosts. The banquet which the grocers tendered their successful rivals left room for no other conclusion. This feast of the grocers and travellers has come to be an annual affair. Speeches made at this last gathering show that other events are remembered, but the banquet of 1913 will go down on history as the best ever—unless the losers in the 1914 Blue Ribbon Curling event achieve the seemingly impossible and set a new standard.

More Than 300 Present.

Over three hundred grocers and travellers sat down to the many tables which had been arranged in Manitoba



J. R. GOWLER.

One of the speakers at the banquet.

Hall. Geo. D. Sinclair and the members of his committee had arranged things so well that there was no delay, and for upwards of an hour all were exceedingly busy and exceedingly happy. The orchestra played as the various courses disappeared, and from time to time, the host and guests broke into song assuring one another that they were desirous of securing a Girl Just Like the One that Married Dear Old Dad.

But there is a limit to human endurance, and even a good dinner has to

have an end. This, being so, J. A. McKerchar, chairman of the evening, started the second and perhaps an even more enjoyable part of the programme. Grocers, wholesale, and retail were called upon by Mr McKerchar. Travellers too had to arise and explain how "unaccustomed to public speaking." There were many good stories told and many serious points brought out in the various remarks. Mr. McKerchar felt that there was only one fault with the gathering that it did not come more often. He felt that the wholesalers and retailers getting together in this way, to meet with the travellers, resulted in better understanding, that could only make for better business conditions.

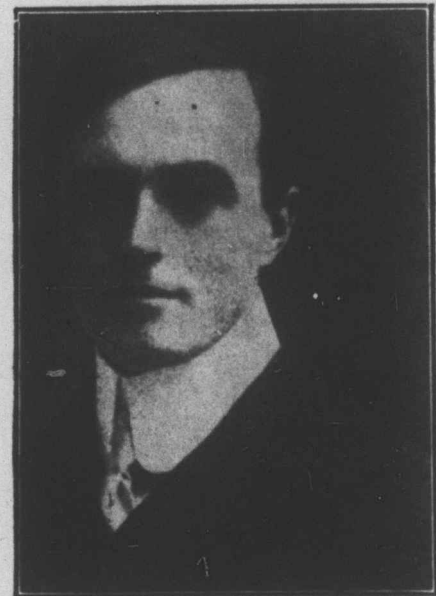
The Wholesaler's Profits.

After a toast to the King had been drunk and after Alderman Dr. Munroe had proposed the City of Winnipeg, T. Jobin was called upon to speak for the wholesale trade. Mr. Jobin as all know, is a big man with a big voice and a big fund of stories. When he is making a speech at a banquet those present commence to laugh before he starts and they have no cause to discontinue throughout the remarks. Mr. Jobin regretted that he had been unable to be present last year. "I had to go to see a man who was not likely to come across," he said. Then he told a number of inimitable stories, concluding with that one thought about the wholesalers which the retailers all seemed to appreciate. "There is one thing about the wholesale trade," said Mr. Jobin, "the profits are too small."

W. P. Reilly, who has recently taken over the management of the A. MacDonald Co., speaking to the toast "The Wholesale Trade," made a strong plea for a better understanding between this section and the retailers. "We may make mistakes," said Mr Reilly, "but we are studying the conditions of the retailer perhaps more closely than the retailer himself. Our success depends upon the success of the retailer." Mr. Reilly then spoke of the false impressions which retailers occasionally have. "The wholesaler," he said, "is the buffer between two great factions. We aim to take things from the manufacturer and put them before the consumer at the lowest possible price. The wholesaler like the retailer, must give his customer one hundred cents on the dollar, and when possible one hundred and five cents. Another point Mr.

Reilly brought out, was that of doing business on a cash basis. Whenever possible, he, said, the wholesaler buys for cash. Too many retailers, he added lose sight of the fact that money does talk. If the retailers ran their business on a cash basis; if they remembered that it costs money to keep books and to mail accounts, it would do much to reduce the high cost of living. Continuing, Mr. Reilly spoke of some retailers who regarded their wholesaler as almost a banker. They should not do this, he said, but when they do they should give to the wholesaler the confidence that they would to their banker. They should be willing to make their affairs known, so that the wholesaler would know whether or not he was justified in advancing them credit.

R. R. Wilson spoke briefly, referring to many fine gatherings of the grocery



R. L. WAUGH.

Winnipeg grocer who was on the banquet committee.

trade which he had attended and expressing a belief that such events should be held regularly, as they did much to bring men together so that they could more readily over-come any little difficulties which might arise from time to time.

Lawn Bowling Suggested.

S. M. Sreaton and C. Gibson, were called upon to speak for the victors. Mr. Sreaton made a suggestion which met with general favor. He proposed that bowling should be added to the sports in which grocers and travellers

competed. He did not think it would be necessary to hold more than one banquet during the year, but if the good times that had been had at the rinks could be had on the bowling green, he believed it would be a splendid idea. "The grocers," said Chas. Gibson, "always accuse the travellers of trimming them on the ice or in the store. If we want to keep our jobs we will have to let them win next time."

M. O'Connor took charge of the proceedings at this point, and as was to be expected started by telling a good story. It seems a certain Scotchman speaking on the question of adulteration, wanted to know what a man thought of adding water to whiskey. "Why," said the man, "that's a gross swindle." "Then," said the Scotchman, "what would you think of adding sand to sugar?" "That," came the reply, "would be a grocer swindle."

J. R. Growler, speaking for the vanquished, took satisfaction from the fact that while the travellers had the best of it on the ice, the grocers would get even with them. "In the store," he said, "we can keep them waiting as long as we want." D. W. McLean and Russel L. Waugh also spoke to the toast.

Next came the great event, the presentation of the cup and the lockets. D. Dingle of Dingle & Stewart, the firm which presented the cup, declared that the contest was undoubtedly the Blue Ribbon event of the curling year. He congratulated Harry Penwarden and his rink upon their victory, and handed over the gigantic loving cup. S. C. Richards presented C. R. Mackin, W. White, N. J. Lawrie and H. Penwarden with lockets as mementos of the event.

John Murphy of the Royal Crown Soap, Ltd., was also called upon to speak at this juncture and had a good story to tell.

The vice-chairman, M. O'Connor, had the responsibility of speaking for the ladies. It was a typical O'Connor speech, and kept the guests in the very happiest frame of mind.

During the evening a number of musical numbers were given. Chas. L. Harper, Sandy Finister, P. Logan and Wm. Hunter rendered songs. Jas. Fisher gave a comic reading, while the Glamorgan Quartet brought those present to their feet by their stirring song "Comrades in Arms." F. W. Kerr rendered several of Dr. Drummond's "Habitant" selections in delightful style.

To the committee which arranged the banquet and programme, credit is due. They were:—Geo. D. Sinclair, chairman; C. A. Mackin, secretary; R. L. Waugh, treasurer; S. Penwarden, J. A. Campbell, C. R. Gibson, M. M. Kellough, Jas. Conglaton, N. Lawrie, W. Lewis, M. O'Connor and W. E. Timson.

Protecting \$20,000 in Property from Fire

How \$10 Rightly Spent Will Aid Materially in Preventing Fire From Matches—Eliminating the Danger Where There is No Organized Water Protection by Fire Fighting Apparatus—Case Where Insurance Premium Was Lowered.

By H. C. Lowrey.

"Some day, Henry, you're going to be burnt out if you keep your stock of matches up there," said a traveler to me one day about a year ago. "A rat or a jar is going to knock down a package of matches and your store will go up in smoke."

My stock of matches had been kept on a high shelf for years and I had never given the matter a thought, but almost as the traveller uttered his warning and while we were still looking at the match shelf a clerk dropped a heavy box directly under the shelf, knocking off several boxes of matches. Instantly three boxes of these were ablaze and it was only by the quick and combined efforts of the entire staff of eight men, that a disastrous fire was avoided. As it was the loss was about ten dollars.

Took Heed of the Warning.

That double warning set me thinking. I began to realize the risk I ran. This was all the greater as my store was in the country and absolutely without fire fighting apparatus of any kind, not even water buckets. The more I thought of it the more alarmed I became and I began to see dangers never thought of before. But that match episode had so impressed itself upon my mind that I had to eliminate that risk first. We discussed several plans, and at last adopted this plan which is still in use. We took a section of shelving near the floor and arranged it as here described.

This arrangement is very simple, yet affords ample protection. First the wooden shelving was removed and the whole section lined with sheet tin and soldered so as to be absolutely rat and mouse proof; also to be as near air tight as possible. No fire can exist without air. Then the whole section was lined with heavy asbestos as an additional precaution. The doors were treated in the same way and made as close fitting and air tight as possible. Heavy spring hinges were used to prevent carelessness in leaving doors open. A strong spring catch was used to keep doors shut tightly. The compartment was large enough to hold three cases of matches, and had metal shelves to separate the different kinds and brands.

Expense Only \$10.

Thus, with the expenditure of about \$10.00, I had a match safe where I could keep my stock of matches and thus eliminate any danger of fire from this source.

My experience with those three burning boxes of matches taught me a lesson. To-day the store is as fireproof as it is possible to make it. We had chemical extinguishers and water buckets at different points. Outside were placed iron scaling ladders that were permanently attached to the roof. We had fire drills at unknown intervals. The result of all this precaution was an efficient fire fighting force and a substantial reduction of 40c per \$100.00 of insurance. This saving in insurance premiums more than paid for the fire fighting equipment.

OSHAWA MERCHANTS ORGANIZE.

Oshawa, Ont., March 27.—A branch of the Retail Merchants' Association of Canada has been formed here. N. C. Cameron of Peterboro and E. M. Trowern, Toronto, addressed the merchants at a recent meeting. The following officers were elected:

President, J. E. Beaton.
1st Vice-President, H. H. Cawker.
2nd Vice-President, Wm. Merritt.
Treasurer, H. Ross.
Secretary, J. B. Ross.

The above officers were also appointed to attend the annual convention of the Association which is to be held in Toronto on April 28, 29 and 30.

BOWMANVILLE MERCHANTS ORGANIZE.

Archie Tait, Grocer, Was Elected President of the Association.

Bowmanville, Ont., March 26 (Special).—A meeting was held in the Town Council Chambers here on March 19, when an address was given by N. C. Cameron, 2nd vice-president of the Retail Merchants' Association of Canada, outlining the objects of the Association.

One of the most important matters dealt with was that of the Credit Reporting of all the "dead-beats" in the towns as well as the whole province.

Archie Tait, who was elected president, in his address stated that he now feels much younger, as he believes that the merchants are at last realizing the need of getting together for the purpose of protecting each others interests.

Every grocer is now a member, as well as nearly every merchant in the town.

The Clerks' Page

By the Cub Reporter

The Cub Reporter.—Can you tell us why it is that Easter came so early this year? I might say here that I am glad that you are devoting a page to clerks, and I enjoy reading the Grocer very much.

Winnipeg Clerk.

Note.—Easter Sunday is always the first Sunday after the full moon which happens on or after the 21st of March. Full moon this month was on Saturday, March 22nd, so that Easter Sunday was March 23rd.

HABITS OF THE ANCHOVY.

A retail clerk writes from Halifax, N. S., with a request that some information be printed on this page about the Anchovy.

The anchovy is a small but delicious bony fish, four to six inches long, resembling the sprat, pilchard and sardine. In spring it abounds in the Mediterranean, and the finest are said to be caught off the island of Gorgona, near Leghorn, in May, June and July. The fish are attracted to the boats at night by lighted torches, and are scooped up in seine nets. They are afterwards gutted and decapitated (the head and liver being exceedingly bitter) and packed with rock salt in small kegs weighing about 5 lbs. each, also in alternate layers of salt and fish in larger casks, which latter are opened and the anchovies filled with brine, colored with Prussian red, and put into smaller bottles to retail.

Anchovies are also packed in oil, after being cured in salt, besides being made into pastes, essences, sauces, etc. These fish are often cooked for table by boning and frying in oil or butter, seasoned with cayenne, and served on toast, or they may be laid on thin strips of brown bread and butter. They are also often eaten raw, the small fish being generally selected.

The genuine anchovy may be easily distinguished by its large silvery scales,

the pink salmon color of its flesh; the head is sharp-pointed, the snout of its upper jaw extends considerably below its lower jaw, its body is thin, and its mouth is large, the back is round, not sharp, and has a bluish-brown color.

OBSERVATIONS BY THE CUB REPORTER.

The most valuable clerk is the best salesman.

• • •

A penny-in-the-slot clerk is one who hands out only what is asked for.

• • •

It is easy to give away goods. Salesmanship is selling good goods at a profit.

• • •

Having the store in order before the arrival of the first customer is taking time by the forelock.

• • •

The clerk who nibbles away at the cheese, the fruit and the confectionery should have his salary cut down.

• • •

When a young man, supposed to be full of energy and life, regularly comes late to work, he can be stamped as a has-been before he ever was anything.

• • •

It is supposed to be good business to sell a customer as many goods as you can, but it is well to remember that an oversold customer is slow to repeat.

• • •

When a clerk gets the idea that he draws his pay for spending his time in the store and working when work thrusts itself upon him, it is time he should waken up.

• • •

Bear in mind that the profit your customer pays you on the goods he buys is paid not merely for the privilege of buying from you, but for a service you are supposed to render.

FITTING THE CRIME.

Complaints about the inferior quality of food, the adulteration of food, the high prices and the cheating weights have been common for centuries, says the Boston Herald. There are some curious pages in Henri Esteune's "Apology for Herodotus," and that book was published in 1566. But offenders were often punished and in most appropriate manner. Witness an edict recently found in the archives of Puy-de-Dome: "Whosoever shall have sold watered milk, in his mouth shall be set a tube, and into the said tube shall be poured the watered milk till the doctor or barber there present shall assert that the culprit cannot swallow more without being put in danger of his days. Whosoever shall have sold butter containing turnips, stones or any other foreign substances shall be seized and attached in a very curious manner to our pillory of Pontet. Then the said butter shall be placed on his head till the sun shall have melted it completely and in the meantime the children and meaner folk of the village shall insult him with such outrageous epithets as shall please them—subject to the respect of God and His Majesty. Whosoever shall have sold evil or rotten eggs shall be seized by the body and exposed in our pillory of Pontet. The said eggs shall be given to the children of the villages, who shall, by way of joyful diversion, throw them in the face of the culprit, so that all may be full of merriment and laughter."

The business man who will not help boost the business of the town does not deserve to have the townspeople help boost his business.

There is something for you on every page of your trade paper and you will not get it unless you read for it. Ideas will not climb out of the pages of this paper and perch on the rim of your glasses and wait to be noticed.

Pay as You Go--Use of Cost Book System

Retailer Advises the Trade to Buy What Each Man's Capital Will Pay For —
The Keeping of a Cost Book—How Author of This Article Operates Such a
Book—Association Work and the Relation of the Customer to it.

*By Henry Johnson, Jr.

Dear Henry J.—I used to have a card hanging in my store which read: "Pay as You Go, and you will know where you stand." A man looking at it one day made it read: "Pay as you go, and you stand where you are."

Both are good rules to follow. I have always made it a practise to discount my bills, and usually do so without borrowing; but sometimes have to ask the help of the banks. But never more than five hundred dollars, and that for only sixty or ninety days.

I think as you say in your recent letter, that it takes a man of more than ordinary business ability to do ordinary business with other people's money, and make a success of it.

I am heartily in favor of your advice in your recent articles, to go slow; buy in small quantities, and know where you stand. The jobbers are anxious to sell their goods, and there is not much to be gained by overbuying.

Yours very truly,

H.M.F.

All of which is conclusive in itself and sound logic. I am glad to hear from this bright merchant whom I already know as a philosopher who realizes the value of fitting himself into his surroundings contentedly, takes a look at the rising sun every morning, does his work with cheer and helpfulness every day to the best of his ability, "and is kind."

Cost Accounting.

At a recent association meeting this question was propounded: "How can a merchant best accomplish an accurate cost-accounting system? Why should it be done?"

Let me dispose of the latter portion first, by saying a cost-accounting system should be formulated and practiced that you may know, accurately, what your goods cost you. Is that reason enough for its installation? I know of none other.

Now the way to know costs is to find costs, down to the least fraction; and then keep such record of costs as will recall to your mind all details as readily as possible. The answer in all small businesses, is the simple Cost Book. There are various forms, not widely di-

vergent from each other in general plan. My own is very simple.

Uses Loose-Leaf System.

I have a loose-leaf book with quadrill-ruled pages about $5\frac{1}{4} \times 7$ inches divided by a set of index pages. My stock is assorted by a system grown up through the years, the result of old habits. Your arrangement might not be similar, nor would it need to be. Any logical arrangement which will give you ready access to the information wanted will do as well as any other arrangement. The main thing is to have it as simple as possible.

My book starts with A, under which I find axle grease, almond paste, ammonia, etc. Under B I find baking powder, bath brick, beef extract, beeswax, baskets, bluing, brooms, etc. Under C, I find, among other things, canned fish, canned fruits, canned vegetables, can openers, coffee, crackers, etc. Under D there is drugs, dried fruits, etc. Under E comes extracts, etc. Under F I have an old classification which you might not use. That is Farinaceous. It covers all the cereals and was adopted before cereals amounted to much. Here I find the products of wheat, oats, rice, etc.; and one of the subdivisions covers flour.

How Cost Book is Indexed.

The pages between the indexes are cut along the outer margin, so that the top of the first page extends across the entire width of the book and bears title of the contents of that page—rice, tapioca, sago, for instance. Then the remainder of the page from the right margin back five quadril-spaces, is cut away down to the bottom, thus exposing the the flap showing the contents of the next page—and so on clear down the outer margin of each section. All this is done with a sharp penknife, home-made, just as you want it, and thus suited to your own needs and ideas.

On each page I enter in ink the name of the article, under its own head, in its own section. Thus:

Olive Oil in tin.
Gals: Jones, RDN(\$4.25)
Hf. Gals: Jones, WAD(\$2.25)
Qts: Brown's, ANX(\$1.00)
Pts: Brown's, LNX(50c)
Hf. Pts: Brown's, OXD(25c)

Ink, as I say,; but only covering the title, olive oil, the sizes and the indication, "in tin." The brands and cost marks are in pencil, so also the selling

prices in the brackets. Thus I am able to erase and change costs and selling prices without altering classifications. The large packages, such as gallons and halves, are priced in the cost per gallon and per half gallon. The small tins and all bottles are priced at the cost per dozen; but in all cases the selling prices are single—so that any clerk can ascertain our selling price by referring to the Cost Book.

Little Work to Keep it Going.

There is a lot of work about getting up such a book, and it is a job you cannot delegate to anybody but must do yourself. After it is once done, however, it is very little work to keep up the book. Some of my pages have not been changed for over seven years—since I got up the book I am using now; and some of the old costs have not been altered for almost as long. These last apply to articles which have passed out of active sale, due to changing lines and altering tastes in merchandising.

Now, if you will go over each invoice as soon as it comes in, fixing the selling price and inserting the cost in your book at once, the task of keeping up the book will soon be a matter of a few minutes every day. Your costs will then be readily accessible, your selling prices right on record and your general business and especially your inventory, very much simplified.

So you can see here a little "scientific management and efficiency" which has no mystery and nothing occult or esoteric about it—merely a little common sense and industry. And that is the way with most of those things when you come to examine them with a view to applying them to your own requirements.

Frankness With Your Customer.

Another question was: "How can an association interest their best customers in the business of the local organization?" and the "answer" given by the committee was: "—tell them the objects of the organization, for better legislation, credit protection, etc., and not for price regulation."

O, bless you, No! Never tell anybody that we expect to fix things so that we can realize more than the barest living—and not too much of that—out of our business! No: it surely has been specially "written" that the grocer may eat—moderately—and sleep—a little, semi-

(Continued on page 37.)

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

Systems Good and Bad for Cost Marking

Some of the More Common Ideas Now in Use—The Advantages and Disadvantages of Each—Plan Followed by Many Up-to-date Firms to Keep Cost Marks Absolutely Secret.

Finding a satisfactory system for cost marking is a problem which has bothered many a general merchant. Many systems have been tried with varying success, and a canvass of the methods adopted by dealers at the present time shows that all of these systems, modern and obsolete, are still in use somewhere.

The main factor in the problem is to secure a system of cost marks which will make the cost price readily obtainable, but which will keep the secret from those who do not need to know it. Few merchants care to allow the members of their staff into the secret of cost prices. Not only would it increase the chances of the information leaking out to the general public, but it would, in a number of cases, lessen the confidence of the salesman in the article he was selling. Let us demonstrate this point. The buyer has picked up a certain article for \$2.50 which ordinarily would have cost him considerably more. Feeling that the store was entitled to the benefit of the deal, he marks the article at the price which would have been charged, had the usual cost price been paid, say \$7.00. When the salesman offers this article to a customer, he concludes from his knowledge of profit margins and from the manifest quality of the article that the price was about \$5.00. If, however, he can read the cost marks, and thus learn that only \$2.50 was paid, his confidence in the value of the article is lessened, and his arguments will, unconsciously, perhaps, lack the ring of sincerity which is needed to close a deal. And yet the profit asked in this instance would be fair from every standpoint.

The Letter System.

A system used to a very great extent is to adopt a letter code, a certain letter standing for each number. It is a common practice to take a word of ten letters and use the letters for the code. Thus:

Importance
1 2 3 4 5 6 7 8 9 0

A more common practice still is to use symbols. This is a method still adopted by a great many dealers, but it has many drawbacks. It does not require the deductive reasoning of a Sherlock Holmes or an Edgar Allan Poe to solve a symbol cypher when one comes in contact with it every minute of the day.

Still another method is to adopt a certain figure, say 275, and add to it the

actual cost price of the article. Thus, an article costing \$1.25 would be marked 400. There are obvious drawbacks to this plan.

Others still use what might be termed a typewriter code as follows:—

. . . ; : | * ! ? ()
1 2 3 4 5 6 7 8 9 0

The Most Advanced System.

With the growing recognition of the inexpediency of making reductions, there is not the need now for the cost price to be obtainable by glancing at the price card. With this obstacle removed, merchants have evolved systems which enable them to keep their cost prices absolutely secret.

A few merchants in Canada are using a system at the present time which is the best that the writer has ever encountered. Stock books are divided into departments, and a letter is used to designate each department. Thus:—C, canned goods, T, Tea, S, Sugar. Invoices are entered up as they come in, a fresh start being made at the first of each year. The nature of the goods, cost price and name of firm bought from are entered. Each entry is numbered. Tags are then made out and attached to the goods, containing letter to designate department, the year, the number of entry and the selling price. To demonstrate: A number of cases of canned goods are received, cost \$6.00. It is, let us suppose, the first purchase made for the department for the year, and it is decided to sell them at \$9.00. The tag would be made out as follows:

C 13 1
\$9.00.

The advantages of this system are many. If the cost price is desired, it can be looked up with very little trouble. Goods marked 12 will appeal at once to salespeople as goods which should be cleared out as soon as possible, and in this way the stock is kept turning over with profit-earning completeness.

A system somewhat along the same line has been adopted by a great many merchants in this and other countries. A book is kept for each department, and each page is divided into a certain number of lines. When a consignment of goods is received, the cost price, name of firm, date, etc., are entered in the proper book. The price tag attached to the goods is then marked with the page and line where the entry was made. If the entry was made on page

37, line 29, the cost marks on the tag would be 37 29. A good system this, but inferior in some respects, we believe, to the one outlined above.

General stores are in many cases behindhand with systems covering points of this kind. The need for a cost marking system is becoming pronounced, and yet many of the largest stores are still working on a plan that is very obsolete. Some of the suggestions given above will be found practical.

The merchants of Kamsack, Sask., have formed a Retail Merchants' Association, the chief object being the curtailment of credits. Their intentions are to adopt the cash and short date credit system. The merchants in Kamsack who have identified themselves with the association are: McLennan & Stevenson, Christianson & Perkins, A. Lindgren, J. G. Hallson, Simon Johnston, Wm. Carment.

The Brockville Co-operative Society has been formed and will apply to the Ontario Legislature for incorporation as a limited liability concern, with capital of \$10,000. Among those connected with it are machinists, painters, boiler-makers, carpenters, tinsmiths, moulders, toolmakers, a blacksmith, a deputy sheriff and a shipper.

H. Griffin, who has been in charge of the grocery department at Kane & Kane's, Orillia, Ont., for some years past, is leaving to take the managership of a grocery store at Brampton.

MORE CHAIN STORES COMING.

Montreal, March 27.—Fitz-James E. Browne, President of the real estate firm of the House of Browne, is going into the chain store business. He is establishing a chain of stores throughout the Dominion and the first will be opened in the Browne Building in Montreal shortly.

These stores will provide cigars, candy and shoe shines for the public, and it is intended to establish a Browne quality that will attract all. The employees of the stores will be clothed in brown, the candy will be packed and sold in brown boxes, the cigars will be brown and the stores themselves will be painted the same color. Mr. Browne has also a very large interest in the Associated Stores Co., Limited, which has leased the old Ogilvie Building on St. Catherine street.

Current News of the Week

Quebec.

Rahal & Frere, grocers, St. John's, Que., have registered.

Mr. Thompson of the Canada Sugar Co., Montreal, was out of the city for the holidays.

A number of Montreal retailers took advantage of the holidays to take a trip to Boston, New York City, and other United States points. Among those taking this trip was Arthur Poitras, of the Montreal Grocery.

Mr. Seward, of the Matthews-Laing Packing Co.'s Montreal sales staff, has severed his connection with the above firm and is now connected with Tooke Bros., shirt manufacturers. Mr. Huartson, has been appointed to succeed Mr. Seward.

The wholesale produce company of A. A. Ayer & Co., Limited, Montreal, will be liquidated by mutual consent on May 1st next. John Kergow, J. H. Scott and W. W. Pickett, retiring. A. A. Ayer, A. J. Ayer, A. A. McKergow and C. T. Pickett, of Montreal, and Senator D. Derbyshire, of Brockville, will continue the business under name of the A. A. Ayer Company, Ltd., from that date. The capital is placed at \$750,000.

Damage estimated at \$100,000 was caused by fire on the night of March 21 to the premises of La Rue and Cloutier, wholesale grocer, 246 St. Paul Street, Montreal, Que. The cause of the fire is unknown. Price Bros., pork and beef dealers, suffered a heavy loss from water damage. The \$100,000 stock carried by LaRue and Cloutier was stated by Mr. Cloutier to be a total loss, but is well covered by insurance.

Ontario.

G. E. Boyd, grocer, Toronto, is succeeded by F. J. Forest.

J. L. McKee, a Toronto grocer, has sold to Crawford & Son.

Pizer & Co., grocers, Toronto, have sold their business to W. J. Snell.

Jas. H. Gilmour, of Gilmour & Co., wholesale grocers, Brockville, Ont., passed away last week.

Renfrew, Ont., anticipates getting a canning factory. The Dominion Cannery had representatives there recently to talk to the farmers on growing peas and if they grow properly, intimated that a factory might be established.

Some of the working men of Brockville, Ont., have organized a co-operative society for the sale of general groceries

and provisions. The company is capitalized at \$10,000, of which it is stated \$2,000 has been subscribed at shares of \$5 each.

With a capital of \$250,000, the Bowes Company, Limited, Toronto, has been organized to take over the business of the J. A. McLean Produce Company, of that city. A. O. Hogg, J. L. Bowes, G. D. Wilson, R. Thompson, and George Hawkins are the provisional directors.

Western Canada.

J. G. Elliott is opening a general store at Okanagan, B.C. Geo. Smith, formerly of Armstrong, has joined the selling staff.

A disastrous fire occurred recently in Govan, Sask., destroying the general store of Latta Bros. Their three stores with stocks and fixtures were valued at over \$40,000.

The Watrous Trading Co., Watrous, Sask., will take over the stock-in-trade of T. E. Fenby, grocer, the first of April, and remove the goods to their present place of business.

The British Columbia Packers' Association is making preparations for a salmon pack of 400,000 cases this season. The organization plans the operation of twenty-four canneries, fourteen on the Fraser river and ten on the Skeena and other northern rivers. Last year the Packers' Association operated five canneries on the Fraser and ten in Northern British Columbia, the total pack amounting to 250,624 cases of salmon and the usual proportion of other fresh, frozen and mild cured fish.

Sixty-three members of the Edmonton, Alta., Council of the United Commercial Travelers and visiting brethren from Winnipeg, Calgary, Regina, Lethbridge, Portland, Ore., and Lowell, Mass., were gathered together at a meeting the evening of March 15, when 14 candidates were initiated. The candidates were L. F. McCarthy, Swift Canadian Co.; C. A. Hallett, Redmond Co.; Andrew Leslie, International Harvester Co.; D. C. Boyce, Canadian Starch Co.; H. G. Dyer, George Weston, Ltd.; C. C. R. Addy, Metals, Ltd.; E. P. Doyle, Merrick Anderson Co.; C. A. Wilbie, Wilbie Forrest Auto Co.; C. L. Purdy, Canadian Fairbanks-Morse; J. T. Tighe, Plunkett & Savage; C. A. Theriault, Hudson Bay Co.; R. Condale, Massey-Harris Co.; W. R. Schurman, Paragon Office Supply, and Lawrence L. Stuart, J. B. Mercer.



Following are items from The Canadian Grocer of March 31, 1893:—

“New maple syrup is expected to arrive on this (Montreal) market next week. In the meantime, last year's make is selling fairly well at 75 to 85c, the inside price being for large lots.”

Editorial Note.—The maple syrup season seems to be a pretty steady one. Every time April 1 comes round, the sap begins to flow.

“According to a return from the Assessment Commissioner there are 107 licensed pedlars in Toronto; of these, 23 are not on the roll and the remainder are assessed for \$149,236 realty and \$4,374 personal property.”

“The canned goods position remains much about the same as a week ago. Demand keeps fairly good, and prices firm. Tomatoes still sell at ninety cents to \$1., and demand is fairly good at these prices. Peas are in good demand and firm at 90c to \$1. Corn is in active demand this week at prices ranging from 90c to \$1.25.”

Editorial Note.—The only line of the above three which is around the same price as twenty years ago is the corn.

PROFIT IN GREEN TURTLES.

The green turtle is found most extensively all along the coast of Magdalena Bay, Lower California. The natives in a great many localities subsist almost entirely on its meat. At the place named a firm once purchased these turtles for 50 cents and sold them in the markets of San Francisco for \$5, but it is doubtful if they could be obtained at such prices now. At Magdalena a company has a concession to fish turtle in that locality, being managed by Japanese, and it is supposed owned by Japanese also. This concession would, of course, interfere with others who desire to fish turtle there.

Molasses on the Advance---Sugar Strong Yet

Latest Reports Indicate Molasses Will be Short—Sugar Shows No Signs of Easing—Money Tightness Having Bearish Effect on Some Primary Markets—Business Passing Only Fair.

QUEBEC MARKETS.

POINTERS:—

Molasses—Sharp advance of 4c per gallon.

Raisins—Declined.

Sugar—Stronger.

Tapioca—Declined.

Almonds—Slightly higher.

Shelled Walnuts—Lower.

Maple Syrup.—Arriving.

Montreal, March 25.—Trading on the local grocery market has been rather quiet during past week on account of holiday. However, the trade is getting down to business now in earnest. Collections are much improved, and conditions are promising for a large business during the coming summer. Wholesalers state that the money stringency has not caused them any alarm, as the banks have not curtailed loans for legitimate business.

Prices on staple lines continue to decline. This time it is raisins, dried apples, tapioca and shelled walnuts. Molasses, on the other hand, have advanced quite sharply, jumping up four cents from last week's quotation for future delivery. Regarding this advance, there seems to be considerable difference of opinion as to price, and some wholesalers refused to set a price at all.

New maple syrup is just arriving. Several consignments have been received on the local market from Quebec producers. Imperial gallons are selling at 85c. The quality of these early arrivals is hardly up to the standard, and it is expected that better grades will arrive next week, and will command at least \$1 per gallon.

French peas, genuine imported, are scarce, but the price will hardly advance, as there is a heavy supply of Belgian peas.

The stocks of canned salmon are heavy and prices weak. It is estimated the coming season's pack will be a record one.

SUGAR.—Sugar situation remains same as last week. Prices are unchanged, but are firmer than last week, with buying much more liberal. The feeling that sugar will advance seems now to be general, and dealers are buying quite liberally as result. Recent advance in price of molasses will tend to strengthen sugar to some extent. Owing to the holidays little trading was done on the primary markets, only routine matters being attended to. Prices may vary with increased activity

in the primary markets, and it is likely that an advance will be in order before long, as market has strong upward tendency.

Granulated, bags	4 80
Granulated, 25-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	5 30
Crystal diamonds, Dominicos, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 80
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10
Bla. granulated and yellow may be had at 5c above bag prices.	

SYRUPS AND MOLASSES.—Molasses for future delivery advanced quite sharply since our last report. Futures are quoted to-day at 38c f.o.b. wharves, Montreal. This is an advance of four cents per gallon over last week. However there is some difference in the prices quoted, several firms quoting at 36c; in fact, one firm offers 2,000 puncheons at this price, but the majority seem to favor 38c, and several firms refused to set a price at all. The market during the past week has been spectacular. Last week the trade seemed to think that the upward tendency was due to manipulation, and that the producers would not be able to maintain their position, but happenings of past week have demonstrated conclusively that this supposition was incorrect. The advance is due indirectly to the shortage of about 15,000 puncheons in this year's production as compared with last year's. The fact that this year's crop is practically all sold may have some bearing on the advance in prices. Prices for molasses for immediate delivery advanced this week, and are very firm at those prices.

Corn syrups remain the same. New pure maple syrup is beginning to arrive, and is quoted at 85c per Imperial gallon, but this price will likely go to \$1 with arrival of better grades.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 35	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 25
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 85%	
Corn syrups, half-barrels	0 85%	
Corn syrups, quarter-barrels	0 85%	
Corn syrups, 25-lb. pails	1 75	
Corn syrups, 10-lb. pails	1 25	
Cases, 2-lb. tins, 3 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 85	
Cases, 25-lb. tins, 1/4 doz. per case	2 80	

DRIED FRUITS.—Choice Muscatels have declined about 1c per pound, and Valencia raisins have declined about 1/2c per pound. Evaporated apples are down 1/2c. Prunes, in the larger sizes, are quite active, but prices remain unchanged. The demand for dried fruits is quiet.

Raisins—		
Choice seeded raisins	0 07 1/2	0 07 1/2
Choice fancy seeded, 1-lb. pkgs.	0 08	0 08
Choice loose muscatels, 3-crown, per lb.	0 05 1/2	0 05 1/2
Choice loose muscatels, 4-crown, per lb.	0 07 1/2	0 07 1/2
Seedless, new, in packages, 12 oz.	0 07	0 07 1/2
Select raisins, 7-lb. box, per lb.	0 07 1/2	0 05 1/2
Sultana raisins, loose, per lb.	0 11 1/2	0 12
Sultana raisins, 1 lb. cartons	0 12 1/2	0 14
Malaga table raisins, clusters, per box	0 75	1 00
Malaga table raisins, clusters, per 1/4 box	0 75	1 00
Valencia, fine, off stalk, per lb.	0 07	0 07 1/2
Valencia, select, per lb.	0 07 1/2	0 08
Valencia, 4-crown layers, per lb.	0 08	0 08
Evaporated apricots	0 14 1/2	0 15
Evaporated apples	0 08 1/2	0 09 1/2
Evaporated peaches	0 08 1/2	0 10
Evaporated pears	0 12 1/2	0 14
Currants, fine filigras, per lb., cleaned	0 08 1/2	0 07 1/2
Currants, 1-lb. pkgs. fine filigras, cleaned	0 07 1/2	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizans, per lb.	0 08 1/2	0 10
Dates, 1-lb. packages	0 08 1/2	0 07 1/2
Dates, Hallowes, loose	0 04 1/2	0 05
Figs	0 11	
Figs, 3 crown	0 10 1/2	0 10 1/2
Figs, 4 crown	0 11 1/2	0 11
Figs, 5 crown	0 12 1/2	0 12
Figs, 6 crown	0 13 1/2	0 13 1/2
Figs, 7 crown	0 14 1/2	0 14
Figs, 8 crown	0 15 1/2	0 15
Comrade figs, about 33-lb. mats	1 30	1 40
Glove boxes, 15-oz., per box	0 10 1/2	0 11 1/2
Glove boxes, 18-oz., per box	0 07 1/2	0 08
Prunes—		
20-30	0 12	
30-40	0 11	
40-50	0 08 1/2	
50-60	0 08 1/2	
60-70	0 07 1/2	
70-80	0 07	
80-90	0 06 1/2	
90-100	0 06	
Bosnia prunes	0 07	0 08

TEA.—The market hasn't recovered from the holiday shut down, and at this writing there is little else than routine business being transacted. Prices are firm and demand quiet.

Japans—		
Choicest	0 80	0 80
Choice	0 35	0 35
Fine	0 30	0 30
Medium	0 25	0 25
Good common	0 20	0 20
Common	0 15	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 18	0 20
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	0 22	0 22
Gunpowders	0 19	0 25
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 20
Pingsuey gunpowder, pinhead	0 20	0 20

COFFEE.—There is little to report on coffee situation this week. Little business has been transacted during past week owing to the Easter holidays. Prices are unchanged and the demand limited at this writing.

Mocha	0 20	0 20
Rio	0 21 1/2	0 23 1/2
Mexican	0 25	0 25
Santos	0 24	0 25
Marañão	0 27	0 27
Javas	0 20	0 40

SPICE.—There is no change in spice market. Prices are firm, and the demand very steady. The shortage in pepper is confined chiefly to the cheap grades, but this shortage on the primary

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markets has not affected the local market. Booking for spring orders is heavy, and promises well for the summer's business.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 18	0 20
Caraway seed	0 08	0 09
Betavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochia	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	0 25	0 30
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27 1/2	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—Tapioca is lower this week, having declined from 1 to 2 1/2 per pound. The demand is steady. Rice remains unchanged, but a decline of 15c will go into effect on the 15th of April, as is customary. The demand for rice continues steady.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 65	
Rice, grade B, bags 100 lbs.	3 65	
Rice, grade B, bags 50 lbs.	3 65	
Rice, grade B, 1/2 packets, 12 1/2 lbs.	3 75	
Rice, grade C.C., bags 250 lbs.	3 65	
Rice, grade C.C., bags 100 lbs.	3 65	
Rice, grade C.C., bags 50 lbs.	3 65	
Rice, grade C.C., packets 25 lbs.	3 65	
Rice, grade C.C., 1/2 packets, 12 1/2 lbs.	3 75	
Patna, polished	4 60	
Pearl	4 65	
Spartite	5 40	
Crystal	5 35	
Snow	5 50	
Imperial Glace	5 20	
Ice Dips	5 65	
Canadian Caroline rice		
Brown sago, lb.	0 05	0 05 1/2
Tapioca, medium pearl, lb.	0 06	0 06 1/2
Seed, lb.	0 05 1/2	0 06
Rice less 15c April 15th.		
Finest imported Patna, 25 lb. bags	5 50	
Finest imported Patna, 50 lb. bags	5 75	
Imported Caroline rice, hand picked	9 00	
Imported Caroline rice, fancy	8 50	

NUTS.—Trading in nuts is quiet, with a few price changes. Tarragona almonds are selling at 16c to 16 1/2c per pound, which is a little higher than quoted last week. Shelled Bordeaux walnuts are cheaper, selling at 26c, although some houses are quoting 29c.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12 1/2	0 15
Filberts, Bavaria, per lb.	0 15	0 17
Tarragona Almonds, per lb.	0 15	0 16 1/2
Walnuts, Myette Grembles, per lb.	0 15 1/2	0 17
Walnuts, Marbots, per lb.	0 13	0 13 1/2
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shell—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37 1/2
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/2	
Coon, roasted	0 08	
Diamond G, roasted	0 09	
Bron Ton, roasted	0 11	
Sam, roasted	0 10	
Spanish No. 1	0 12	
Virginia No. 1	0 13	
Pecans, Jumbo	0 18	0 19
Pistachios, per lb.	0 15	0 16
Walnuts—		
Bordeaux, halves, bright	0 26	0 29
Broken	0 27	0 28

BEANS.—The market for beans is dull and uninteresting. Prices remain the same.

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

ONTARIO MARKETS.

POINTERS,—

- Sugar—Firm but unchanged.
- Prunes—Firm.
- Teas—High grades Firmer.

Coffees—Primary market firmer.
 Cream Tartar—Advancing.
 Peppers—1 cent lower.

Toronto, March 26.—Dulness of trade is commonly attributed to the tightness of money market. Prices on some staples have been temporarily reduced with purpose of stimulating business, but prices as a rule hold firm. Speaking of trade conditions this week one dealer said: "If the money market would only let up a little bit there would be a chance of doing business without dropping prices. As it is no one is buying who feels he can get along without stocking up for a few weeks yet." With regard to the sugar market, however, the tightness of money has shut out the speculative feature, so that now it is rather the true market conditions that are being brought to light.

SUGAR.—Locally wholesale dealers are of opinion that refiners are not likely to let prices go down any further and that retailers would not go far wrong in keeping a good full stock of sugar on hand, but without speculating. Then if prices should go down, buying can be gone into more extensively. A local broker this week stated: "We do believe that present prices will be lowest prices of season. How many advances there may be is doubtful as not only tightness of money, but also European conditions are large factors in sugar market. One thing, however, that stringency in money has done, has been to shut out speculators from market."

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

SYRUP AND MOLASSES.—New York refiners have advanced prices 4 cents to wholesale trade, but this is not expected to cause any change in local prices. Molasses continue to move out steadily, but only the usual small amount of business is passing.

New maple syrup has appeared on Toronto market this week and is quoted at \$1.10 per gallon.

Syrups—	
2 lb. tins, 2 doz. in case	Per case.
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
Patna, 25 1/2 lbs. each	1 75
Patna, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 60
1/2 gal., 12 to case	5 40
1/4 gal., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 00
1/2 gallons, 12 to case	7 25

Quarts, 24 to case	7 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 00	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels		0 28
West Indies, half barrels		0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Trade in fruits is so dull that one broker this week stated that January, February and March had been the three quietest months the trade had known for some years. Open winter and abundance of evaporated apples throughout country were given as explanations.

Prunes hold firm with small demand; 30's to 40's are scarce and high; 60's to 90's are rather more plentiful and continue to rule firm.

Prunes—		
30 to 40, in 25-lb. boxes	0 13 1/2	0 13 1/2
40 to 50, in 25-lb. boxes		0 11 1/2
50 to 60, in 25-lb. boxes		0 10 1/2
60 to 70, in 25-lb. boxes		0 09
70 to 80, in 25-lb. boxes		0 08 1/2
80 to 90, in 25-lb. boxes		0 08
90 to 100, in 25-lb. boxes		0 07 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		

Apricots—		
Standard, 25-lb. boxes		0 13
Choice, 25-lb. boxes		0 16
Peaches—		
Standard, 25-lb. boxes		0 10
Choice, 25-lb. boxes	0 11	0 12 1/2
Candied Peels—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 16

Tapnets		
Bag figs	0 04 1/2	0 04 1/2
Fancy box figs, according to size	10	15
Evaporated apples	0 07	0 07 1/2
Currants—		
Fine Filiatras, per lb.		0 07
Choicest Amalas, per lb.		0 07 1/2
Patras, per lb.		0 07 1/2
Choice Vestizmas		0 10
Shade dried Vestizmas	0 10 1/2	0 11
Cleaned, 1/4 cent more.		

Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencia, selected, new	0 09	0 09 1/2
Valencia, old stock	0 07 1/2	0 08
Seeded, 1 lb. packets, fancy	0 07 1/2	0 07 1/2
Seeded, 1 lb. packets, choice	0 06 1/2	0 07
Dates—		
Hallowee, full boxes		0 05
Hallowee, half boxes		0 05 1/2
Fards, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Fards, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2

TEA.—Ceylons are showing a slight improvement. Primary market is strong owing to keen competition with Russian buyers. Fine teas and good teas are much dearer. Slump of a few weeks ago was accounted for by quality being rather down, and buyers holding off. These are now returning so that market is expected to go higher. Locally market conditions are unchanged.

COFFEE.—Primary coffee market is firmer than week ago, having advanced 1/2 cent. No further drop is expected. Fine coffees are in short supply and hold quite firm.

Rio, roasted	0 21	0 23
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricalbo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 27	0 28
Mexican	0 28	0 29
Gautama	0 28	0 29
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Spices continue to rule firm with upward tendency. Cream of tartar is firmer at from 27 to 30 cents. This is due to shortage of stocks. Tightness of money is said to have loosened pepper market slightly, causing a decline of 1 cent on both black and white.

THE CANADIAN GROCER

This is said to be only temporary and former conditions likely to rule shortly.

	5 and 10 lb.	¼ lb.	½ lb.
Allspice	14-17	65-80	75-80
Cassia	22-27	72-90	90-110
Cayenne pepper	23-28	72-90	90-115
Cloves	30-35	108-95	1-108
Creum tartar	27-30	90-00	
Curry powder	shrdln	mfwyp	rdln m
Ginger	22-27	65-85	75-85
Mace	75-100		0-2 75
Nutmegs	25-30	90-00	1 60-2 50
Peppers, black	19-22	67-75	80-91
Peppers, white	27-29	90-105	1 05-1 15
Pastry spice	20-27	65-95	75-100
Pickling spice	14-18	75-00	75-00
Turmeric	16-18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.
 Cardamon seed, per lb., in bulk..... 1 60 1 80
 Mustard seed, per lb., in bulk..... 0 10 0 12
 Celery seed, per lb., in bulk..... 0 50 0 60
 Shredded cocconut, in pails..... 0 17 0 20
 Standard B., from mills, 500 lbs. or over f.o.b. Montreal..... 3 75
 Rice, standard B., f.o.b. Toronto..... 3 83

RICE AND TAPIOCA.—Best rices are somewhat firmer. Poorer stuff has ceased to decline and appears to have struck bottom. Tapioca continues unchanged.

	Per cwt.	Per lb.
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 05 1/4
Japan	0 06	0 08
Carolina	0 06 1/2	0 07
Sago, medium brown	0 05 1/2	0 06
Tapioca—		
Bullet, double goat	0 06 1/2	0 07 1/2
Medium, pearl	0 06	0 07
Flake	0 06	0 08
Seed	0 06	0 05 1/4

NUTS.—Shelled nuts continue to hold firm with unchanged prices. Nuts in shell are quiet with almost no demand.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16 1/2
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 32	0 33
Chestnuts, Italian, large, lb.	2 85	0 12 1/2
Chestnuts, Canadian, peck	2 85	0 12 1/2
Filberts	0 12	0 12 1/2
Hickory nuts, per lb.	0 07	0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 05	0 05 1/2
Peanuts, green, jumbo	0 10	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Good quality beans fully maintain present prices. These are fairly scarce, but can be had if the high price is paid for them. Market is flooded with cheap stuff of inferior quality.

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

CANNED GOODS.

TORONTO, March 26.—Canned fruits, vegetables and salmon all continue dull. Large quantities of apples and fresh vegetables throughout the country have tended to cut down demand throughout season.

Some complaints are still being made about deliveries in evaporated milk, but conditions are gradually bettering themselves.

	Group A.	Per doz.
2's, Asparagus Tips	2 27 1/2	
2's, Asparagus Butts	1 62 1/2	
Beans—		
2's, golden wax	1 00	
3's, golden wax	1 40	
Gal., golden wax	4 05	
2's, Refugee, green	1 00	
2's, Refugee, green	1 40	
2's, Midgets	1 30	
2's, Beets, sliced	0 87 1/2	
2's, Beets, whole	0 87 1/2	
3's, Beets, sliced	1 32 1/2	

3's, Beets, whole	1 37 1/2	1 55
3's, Cabbage		1 00
2's, Carrots		1 00
3's, Carrots		1 30
2's, Cauliflower		1 67 1/2
3's, Cauliflower		2 10
2's, Parsnips		1 15
3's, Parsnips		1 30
3's, Turnips		1 15

2's, extra fine sifted, size 1	1 75
2's, sweet wrinkles, size 2	1 35
Early June, size 3	1 30
Standard, size 4	1 25
Gal., standard, No. 4	5 00
2's, Spinach	1 30
3's, Spinach	1 80
Gal., Spinach	5 32 1/2
3's, Tomatoes	1 37 1/2
Gal., Tomatoes	4 00
2's, Corn	0 97 1/2
3's, Squash	1 15
Gal., Squash	1 35
2's, Succotash	1 15
3's, Pumpkin	0 85
Gal., Pumpkin	2 65

FRUITS.

3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal., Apples, standard	2 55
Gal., Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal., Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal., Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 25 1/2
2's, Lawtonberries, preserved	2 25 1/2
2's, Peaches, white, heavy syrup	1 50
2 1/2's, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1 1/2's, Peaches, yellow, heavy syrup	1 27 1/2
2's, Peaches, yellow, heavy syrup	1 80
2 1/2's, Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77 1/2
3's, Peaches, pie, not peeled	1 27 1/2
3's, Peaches, peeled	1 47 1/2
Gal., Peaches, pie, not peeled	3 52 1/2
Gal., Peaches, pie, peeled	4 37 1/2
2's, Pears, Bart., heavy syrup	1 77 1/2
2 1/2's, Pears, Bart., heavy syrup	2 12 1/2
3's, Pears, Bart., heavy syrup	2 37 1/2
2's, Pears, Flemish Beauty, heavy syrup	1 77 1/2
2 1/2's, Pears, Flemish Beauty, heavy syrup	2 12 1/2
3's, Pears, Flemish Beauty, heavy syrup	3 77 1/2
2's, Pears, Keiffers, heavy syrup	1 67 1/2
2 1/2's, Pears, Keiffers, heavy syrup	2 02 1/2
3's, Pears, Keiffers, heavy syrup	2 27 1/2
2's, Pears, light syrup	1 22 1/2
3's, Pears, light syrup	1 62 1/2
3's, Pears, pie, not peeled	1 27 1/2
3's, Pears, pie, peeled	1 47 1/2
Gal., Pears, pie, not peeled	3 52 1/2
3's, Plums, Lombard, heavy syrup	1 45
Gal., Plums, Lombard, heavy syrup	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
Gal., Plums, Lombard, standard	2 35
2's, Plums, Egg, heavy syrup	1 45
2 1/2's, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27 1/2
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal., Plums, Damson, standard	3 55

Group B are 2/4c per doz. less than above.

Fruits.

2's, Black pitted cherries, heavy syrup	1 97 1/2
2's, Black, not pitted cherries, heavy syrup	1 75
2's, Red pitted cherries, heavy syrup	1 97 1/2
2's, Red, not pitted cherries, heavy syrup	1 55
Gal., Red pitted cherries	6 55
Gal., Red, not pitted cherries	6 05
2's, White pitted cherries, heavy syrup	1 97 1/2
2's, White, not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black Currants, preserved	2 30
Gal., Black currants, standard	5 30
Gal., Black currants, solid pack	5 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gal., Red currants, standard	5 30
Gal., Red currants, solid pack	5 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02 1/2
Gal., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 75
2's, Pineapples, whole, heavy syrup	2 27 1/2
3's, Pineapples, whole, heavy syrup	2 77 1/2
3's, Pineapples, sliced, Hygeian Brand	2 27 1/2
2's, Rhubarb, preserved	1 75
3's, Rhubarb, preserved	2 30
Gal., Rhubarb, standard	3 55 1/2
Raspberry—	
2's, black, heavy syrup	2 02 1/2
2's, black, preserved	2 40
2's, red, heavy syrup	2 15
2's, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gal., Strawberries, standard	7 82 1/2
Gal., Strawberries, solid pack	9 77 1/2

Group B are 2/4c per doz. less than above.

SALMON PRICES.

Socketts—	
1 lb. flats	2 92 1/2
1 lb. talls	2 87 1/2
1/2 lb. flats (5 case lots 2/4c doz. less.)	1 70
Red spring, 1 lb. talls	2 90
Red, 1/2 lb. flats	1 80
Coho, 1 lb. talls	2 30
Humpback, 1/2 lb. flats	0 90
Humpback, 1 lb. talls	1 25

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Mar. 25.—Business continues fair. Dealers expect an improvement on re-opening of navigation next week. Sugar holds same. Molasses are higher. The advance by some is thought to be caused by speculators and not because of crop conditions which are reported good. Pork is reaching practically record price, owing to scarcity. Quotations given below on canned goods refer first to the price to case lots and second to price of quantities less than case lots. This is necessary, claim the wholesalers, because of much small buying making profits less. Wholesale dealers are trying to induce buying by case lots. Eggs fairly stiff for Easter market and are still a shade scarce.

Bacon, roll	0 15	0 18
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 65	3 15
Beans, yellow eye, bushel	3 16	3 16
Butter, dairy, per lb.	0 25	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., gray, bag	0 15	0 15 1/2
Cheese, lb.	0 15	0 15 1/2
Currants, 1's, lb.	0 97 1/2	0 95
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02 1/2	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 45 1/2	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 30	1 35
Peaches, 2's, doz.	1 55	1 40
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 20
Tomatoes	1 05	1 10
Cornmeal, gran.		4 75
Cornmeal, bags		1 00
Cornmeal, bbls.		2 85
Eggs, hennery	0 25	0 27
Eggs, case	0 24	0 25
Flour, Manitoba	5 25	5 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10 1/2	0 11
Lard, pure, lb.	0 15	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 30	0 40
Oatmeal, rolled	5 25	5 25
Oatmeal, std.	5 50	5 50
Pork, domestic mess	28 00	28 50
Pork, American clear	25 00	25 00
Potatoes, barrel	1 50	1 50
Raisins, California, seeded	0 07 1/2	0 08
Rice, per cwt.	3 85	3 85
Salmon, Case—		
Red Spring	9 25	9 25
Cohoos	8 40	8 75
Sugar—		
Standard granulated	4 70	4 80
Austrian granulated	4 60	4 70
Bright yellow	4 80	4 80
No. 1 yellow	4 20	4 30
Paris lump	5 60	5 75

NOVA SCOTIA MARKETS.

By Wire.

Halifax, March 25.—“Business is good and prices on the average firm” is report of Halifax wholesale dealers. Turnover at Easter was larger than usual. Prospects for continuance of brisk business are excellent, as vessels are now arriving from coastal points, and first of fishing vessels are here to fit out for Banks. Eggs sold at Easter at 22c. Hams and bacon are 1/2c higher. More apples are being offered now than trade can handle. Up to present time growers have been holding back for higher prices, but commission houses now decline to handle stock.

Apples, No. 1, per bbl.	4 00
Bacon, side, per lb.	0 19 1/2
Butter, creamery, per lb.	0 31
Cheese, per lb.	0 15
Cranberries, Cape Cod, per barrel	14 00
Currants, Vestizans, per lb.	0 98 1/2
Canned Goods—	
Corn, 2's, per doz.	1 30
Peas, 2's, per doz.	1 67 1/2

Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	1 40	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	0 22	0 22
Flour, Ontario, 90 per cent.	4 95	5 05
Flour, Manitoba best, per bbl.	6 05	6 05
Grapefruit, per case	4 00	4 00
Hams, per lb.	0 19½	0 19½
Lemons, per case	5 00	5 00
Oatmeal, std., per sack	2 55	2 55
Onions, Valencias, per lb.	0 02¾	0 02¾
Oranges, Florida, per case	4 00	4 00
Oranges, navel, per case	4 00	4 00
Potatoes, per bag	1 60	1 60
Raisins, Cal. fancy, per lb.	0 06	0 07
Roiled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	10 25	10 25
Sweet potatoes, per hamper	2 25	2 25

Analyst Says Butter was Adulterated

Samples Sent From Saskatoon to Ottawa—Two Short on Reichert Meissell and One Contains Too Much Water—An Important Question for City of Saskatoon.

Saskatoon, Sask., March 26.—This city has been having quite a time with its butter question, due to an allegation some time ago that adulterated butter was being freely sold here.

Samples were tested by the local health department and also sent for analysis to the Inland Revenue Department of the Dominion Government. Dr. T. Donald, of the latter department, has reported on the matter having examined the first lot of samples sent him. The following is an extract from his letter:—

"As stated on the certificates, all three samples that we have tested are adulterated, and contain other than butter fat. I may add that this work has been done very carefully, determinations being made in duplicate.

"Our sample B is also adulterated because of the large percentage of water it contains."

One Sample Lost.

In this first lot were four samples, but one had leaked out of its container in transit, and as a result was spoiled for any analysis. The other three, however, it has been proved, are adulterated with animal fats other than butter fat, while the second sample examined shows that the butter was also adulterated by the high amount of water it contained.

The report of Dr. Donald on the three samples is as follows:

SAMPLE "A."

Water, 10.70 per cent.
Salt, .79 per cent.
Reichert Meissell, 14.10 per cent.
N. B. adulterated. Contains foreign fat.

SAMPLE "B."

Water, 38.70 per cent.
Salt, .23 per cent.
Reichert Meissell, .15 per cent.

SAMPLE "C."

Water, 8.90 per cent.
Salt, 5.65 per cent.
Reichert Meissell, 18.90 per cent.
N. B. adulterated. Contains foreign fat.

Addition of Tallow.

An insufficient quantity of Reichert Meissell is what proves that the butter is adulterated, and that either tallow, lard or beef fat of some kind has been added to the mixture before it was actually put on sale as butter. The Adulteration Act prescribes that a greater quantity of Reichert Meissell than 24 per cent. must be in the butter before

it is judged to be pure. The water in all the samples is of the right amount with the exception of sample "B," which has over 38 per cent. According to the Dominion Act there must not be more than 16 per cent. of water in butter for it to be judged pure, while the middle sample has more than twice that amount.

This, however, is a comparatively unimportant part of the adulteration, for the chief suspicion directed against the butter of Saskatoon was that various animal fats had been added to it.

The butter in question is part of a consignment of 650 pounds which has been ordered to be held by Food Inspector Davies. It was bought at a west side butcher shop and was supposed to come from a small place in the country. That it did not come from the farmers at all and was simply shipped to this country point for a blind is the opinion of the food inspector.

Not After Retailers.

Although all parties selling this butter are liable under the Act, Mr. Davies does not intend to prosecute any retailers for the present, being sure that they know nothing of the deception. He proposes, however, to go after the manufacturer if he can trace him up and prosecute him heavily.

Mr. Davies has wired the analyst asking him whether any of this butter could be classed as oleomargarine, but as yet has received no reply.

TRADE NOTES.

Alberta wholesalers have requested the Government of that province to pass a Bulk Sales Act.

S. A. Kanauss, of the Fitsimmons Fruit Co., Fort William, was in Toronto during the first part of the week.

J. A. Morgan, of the J. A. Morgan Co., Seaforth, N. Carolina, was in Toronto early this week. He reports that the season in the south is fully two weeks ahead of last year, and shows every indication for a splendid fruit crop.

READER FOR MANY YEARS.

The MacLean Pub. Co.,

Dear Sirs:—

Kindly cancel my Canadian Grocer at the expiration of my subscription, as I have sold out after thirty-one years in the same town.

During the most of this time I have read your valued paper with a good deal of interest and profit.

JAMES WHITEHEAD.
Walkerton, Ont.



LOSING MONEY IN EMPTY BOXES.

By Old Scoop, Toronto.

An article in your last issue re sale of empty boxes appealed to the writer. This is something I have been doing for years. I endeavor to turn everything into money that I do not need in my business. Some seasons empty boxes are not required by some concerns, while there are others who do require them. I get from 5c to 10c for my empty boxes, and recently I found a customer who would take them even without covers at the same price. I know a grocer who had vinegar barrels accumulating on his premises and during the warm weather they all fell to pieces, which meant a great loss. If he had returned them promptly when empty look what he would have saved. That is one leak.

PAY AS YOU GO—USE OF THE COST BOOK SYSTEM.

(Continued from page 31.)

occasionally—but that he should really make anything must not be permitted.

For Betterment of Members.

Bah! Tell the people that your association is organized for the general betterment of the members and their customers, the same as every other organization of men is put together to accomplish some good for each; and that if such betterment requires the regulation of some of your charges, such regulation will be put through if possible, your advancement being predicted on precisely the same premises as the advancement of librarians, and school-ma'ams—each and all of whom are crying for better wages with which to meet the increased cost of living.

Remember well that "The Guilty Flee When No Man Pursueth" and be careful not to flee too soon.



[Serious Damage to April Tomato Crop

Heavy Rain Wipes Out Almost Total Crop South of Miami, Fla.—Loss Estimated at 50 Per Cent. of Whole Crop for April—Higher Prices Expected in Lemons—New Cabbage Appear on Toronto Markets—Roots Plentiful: Stocks Becoming Heavy.

During past week practically whole of the tomato crop south of Miami, Fla., has been wiped out through excessive rainfall. This means, according to advices from brokers, that about 50 per cent. of the total tomato supply for Canada and the States for April has been destroyed. Prices on the primary market have advanced 50c to 75c during the last two or three days, and are likely to go higher.

MONTREAL.

GREEN FRUITS.—Apples are advancing and selling well, but mostly for local consumption, as exporting is unprofitable at present. Oranges have advanced considerably, some grades increasing as much as \$1 per box. This is due to increased demand and milder weather, requiring icing of cars. Lemons are firm at last week's quotations. Florida tomatoes have been coming in quite freely, seven cars arriving this week. Business is brightening up with every week, and milder weather is opening up new trade.

Apples—			
Ben Davis XXX.	3 50	4 00	
Spies, first grade, per barrel	5 00	5 50	
Spies, second grade, per barrel	2 50	3 25	
Russets, No. 1, per barrel	5 00	5 00	
Russets, No. 2, per barrel	2 75	3 00	
Greenings, fancy, per box	1 00	1 25	
Greenings, No. 1, per bbl.	3 00	3 25	
Greenings, No. 2, per bbl.	1 75	2 75	
Baldwins, per bbl.	2 75	3 25	
Fancy imported, box	2 50	2 50	
Bananas, crated	1 75	2 50	
Cranberries	11 50	13 00	
Grape fruit, Florida, case	3 50	4 25	
Lemons	3 00	4 00	
Oranges, California navels	3 00	4 50	
Oranges, Valencia	3 75	5 00	
Oranges, Florida	1 50	2 50	
Pears, California, Winter Nellis, box 15 doz.	4 00	4 75	
Pineapples, Cubans, cases of 24	4 50	5 50	

VEGETABLES.—Strawberries are scarce on local market. Cause of this is heavy rains in Florida and other berry shipping points. The berries after being wet are soft and will not keep well enough to ship long distances. The few that are seen on local market are

of poor quality and mushy. The price varies all the way from 50c to 75c per quart. Rhubarb is coming on the market, and is bringing 15c a lb. New beets are selling at \$1 per doz. bunches. Cauliflowers are a little scarce. Potatoes are easier owing to small demand and liberal offerings. The milder weather has stimulated buying, and quite a little business is being transacted.

Asparagus, dozen bunches	7 00	9 00
Beets, old, per bag	1 00	1 00
Beets, new, per doz. bunches	1 00	1 00
Canadian oyster plant	1 20	1 20
American oyster plant	1 20	1 20
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01 1/4	0 01 1/4
Wax beans, in hamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	1 50	1 75
Cauliflower (for single cases \$2.00) double	3 00	3 50
Celery, per crate (3 to 6 doz.)	4 25	4 50
Cucumbers, per dozen	2 25	2 50
Leeks, per bunch	0 30	0 30
Peppers, green, crate	3 00	3 00
Radishes, dozen	0 60	0 60
Sweet potatoes, basket	2 50	2 50
Potatoes—		
Green Mountains, car lots, per bag	0 65	0 67 1/2
Quebec grades, car lots, per bag	0 60	0 62 1/2
Quebec grades, small lots, per bag	0 85	0 85
Spinach, bbl.	3 00	3 00
Tomatoes, Florida, fancy, per case	3 25	3 25
Tomatoes, Florida, choice, per case	2 50	2 50
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	1 75	2 00
Curly lettuce, crates, 4 doz.	1 75	2 00
Strawberries, qt.	0 65	0 65
New potatoes, 5c lb. or, bbl.	7 50	8 00
Horseradish, lb.	0 15	0 15
Garlic, bunch	0 15	0 15
Water cress, per doz. bunches	1 00	1 00
Rhubarb, 1/2 doz. bunches	1 50	1 75
Mushrooms, basket of 4 lb.	3 00	3 50
French Indive, per lb.	0 30	0 30
Artichokes, Canadian, bag	2 00	2 00

TORONTO.

GREEN FRUITS.—Dealers report business during past week as much better than expected. Holiday demand called for great quantities of fresh fruits, so that last week was easily the busiest week since the new year. This week grapefruit have advanced 50c, and Florida Valencias have gone up from 50c to 75c per case. One dealer this week sold a full car of Valencias at \$4.25 per case, which shows trend of market. Cranberries are still to be found on the market, but only in small quantities.

Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	2 50	2 50
Artichokes, Canadian, bag	1 00	1 00
Bananas, per bunch	1 75	2 00
Cranberries, crate	3 75	4 00
Cocoanuts, per sack of 30	6 50	6 50
Hothouse grapes, per lb.	1 10	1 10
Grapefruit, Florida, sizes 54, 64 and 80, case	3 50	4 25
Grapefruit, Jamaica, all sizes, per case	3 00	4 00
Lemons, Messina	5 50	4 00
Limes, per box of 100	1 00	1 50
Oranges, Florida, ordinary case	4 00	4 25
Oranges, Florida, Valencias, case	4 50	5 00
Oranges, California navels, per case	4 25	4 50
Oranges, bitter, case (200 and 150)	2 25	2 50
Oranges, Valencia, ordinary, 42c, case	3 75	3 75
Oranges, Valencia, large, 42c, case	4 75	5 00
Oranges, Valencia, 71c, case	5 25	5 25
Pineapples, per case	4 50	5 00
Pears, Cal., 1/2 boxes (35 to 50)	2 50	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, per quart box	0 45	0 55
Tangerines, per strap, 2 boxes	5 50	5 50

VEGETABLES.—First new cabbage from Florida and Charleston appeared on market this week. This, it is stated, is not only the earliest that new cabbage has ever appeared, but it is being offered at a lower figure than ever before at beginning of season. Usually opening prices are about \$4 to \$4.50 per crate. This week two car loads went legging at \$2.25.

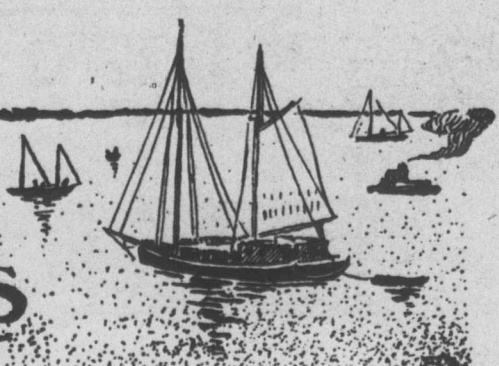
California celery is practically off market, only Florida varieties being offered.

All roots are getting plentiful in dealers' hands, and as result are easier.

Beans, wax and green, hamper	5 00	6 50
Beets, per bag	0 50	0 75
Beets, imported, per doz.	1 00	1 00
Brussel sprouts, per quart box	0 25	0 25
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	0 75	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75	1 00
Cabbage, Florida, new, crate 30 heads	0 75	1 00
Cabbage, Charleston, new, crate 5-6 doz.	2 00	2 25
Cauliflower, hamper of 15	2 00	2 25
Cauliflower, hamper of 25	3 25	4 00
Celery, Florida, per case	3 50	3 75
Celery, California, bunch of dozen heads	1 25	1 25
Chicory, doz.	0 75	0 75
Cucumbers, Boston, hot house, doz.	2 50	3 00
Egg plant, per crate of 30 to 45	3 50	4 00
French Indive, case of 18 to 17 lbs.	6 50	6 50
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 00
Mushrooms, per lb.	0 85	1 00
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 75
Onions, green, imported, per doz.	0 15	0 15
Peppers, green, basket	0 50	0 60
Peppers, green, hamper of 6 boxes	2 50	3 00
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Potatoes, Ontario, per bag	0 75	0 75
Potatoes, New Brunswick, per bag	1 00	1 05
Potatoes, new, Bermuda, hamper	3 00	3 00
Potatoes, new, Bermuda, barrel	8 50	8 50
Radishes, hamper	2 50	2 50
Rhubarb, according to size, doz. bunches	0 85	1 00
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Turnips, per bag	0 30	0 30
Tomatoes, hothouse, per lb.	3 50	3 50
Tomatoes, Florida, case	3 50	3 50
Sweet potatoes, 50 lb. hamper	1 75	2 00
Water cress, per doz. bunches	0 45	0 55



FISH & OYSTERS



A Large Fish Trade During Easter Week

Stocks of Fresh and Frozen Lines Well Cleaned Up—Fresh Caught Lake Fish Appear on Market in Small Quantities—Demand for Fish Easing Off Now That Lent is Over.

The past week has proved quite satisfactory to fish dealers, having been one of the best weeks throughout the whole of the Lenten season. Fresh lines were in especially heavy demand, and as at some points supplies of these were limited, stocks were pretty well cleaned up. Frozen lines, too, moved freely, as well as some fresh smoked.

Fresh caught lake fish are this week making an appearance on the larger markets, but only in small shipments. Owing to unfavorable weather conditions it is not expected there will be large quantities of these for sale for a week or two at least. Fishermen have already made all preparations, and are counting on a large catch as soon as the season really opens.

Demand for salt fish is quite limited, but with the opening of navigation is expected to pick up again.

Oysters are still on sale, but growers are not at all anxious to make shipments, as they are busy with planting beds for next season. Stocks on sale show fine firm quality.

MONTREAL.

FISH.—The demand for fish has slackened off a little, but there is still big demand for all lines of fresh fish, especially salmon. Holland and Scotch herring are selling well. Fresh smoked haddie are in excellent demand. Haddock and cod are in good supply, although halibut is still a little scarce. Lake fish are coming forward slowly. The demand for salt fish is almost nil, but it is expected to brighten up a little with the opening of navigation. Shell fish and oysters are quiet.

Some prices are lower than last week, and still lower prices are expected before the end of week.

FRESH AND FROZEN.

Black Sea bass, per lb.	0 12
Bluefish, fancy, per lb.	0 13
Barbotte (dressed), bullheads, per lb.	0 10
Market cod, cases, 250 lbs., per lb.	0 05
Less than case	0 05%
Steak cod, per lb.	0 05
Tom cod, new, per bbl.	1 25
Flounders, per lb.	0 04

Haddock, per lb., frozen	0 04	0 05
Haddock, fresh, per lb., by express	0 05	0 05%
Halibut, fresh, per lb.	0 13	
Herring, frozen, per 100 fish, medium	1 80	
Herring, large, per 100 lbs.	2 25	
Mulletts, per lb.	0 10	
Mackerel, per lb.	0 10	
Pike, dressed and headless, per lb.	0 07	
Pike, round	0 06	
Perch, dressed	0 09	0 10
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, red, B.C., per lb.	0 10	
Salmon, Gaspe, per lb.	0 15	
Salmon, Qualla, per lb.	0 07%	0 08
Trout, lake, per lb.	0 12	
Whitefish, large, per lb.	0 10	
Whitefish, small, per lb.	0 07	
Weakfish, fancy	0 10	

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06
Dry Pollock, 100 lb. bundle, per bundle	6 00
Acadia pure cod tablets, 20 lb. boxes, per lb.	0 10%
Halifax pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	0 07%

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1.	7 00
New Labrador herring, per bbl.	5 00
New Labrador herring, per half bbl.	2 75
No. 1 mackerel, 20 lb. kits	1 75
No. 1 mackerel, half bbls.	7 00
Lake trout, kegs	7 00
No. 1 green haddock, per 200 lbs.	5 00
Salt eels, per lb.	0 06
Salt sardines, bbls., 200 lbs.	5 00
Salt sardines, half bbls.	3 00
Scotch herring	7 25
Holland herring, bbl.	10 00
Holland herring, half bbl.	5 00
Holland herring, keg	0 70
Boneless new herring, 10-lb. boxes	1 00
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 25	
Haddies, extra fancy, per lb.	0 11	
Haddies, fancy, fresh cured	0 08	
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	0 12	
Fillets, regular, lb.	0 11	
Herring, new, smoked, per box	0 13	
Kippers (small), per box of 50 fish	1 00	
Smoked salmon, per lb.	0 22	
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10

SHELL FISH.

Solid meats—Standards, gal., \$1.70; selects, gal.	1 90
Bulk standards, gal., \$1.40; selects	1 60
Cape Cod Shell Oysters—	
Medium size, per bbl.	8 50
Boiled lobsters, per lb.	0 35

TORONTO.

FISH.—Fish trade during latter part of last week was especially brisk, all lines moving freely. Stocks of frozen fish were well reduced, and much of the fresh on the market moved out. A little fresh caught whitefish is found on the market this week but only in small quantities. Larger shipments are scarcely expected for at least a couple of weeks.

Trade in oysters during the past week was rather better than expected. Stocks

now arriving show great firmness and excellent quality.

FROZEN FISH.

Qualla salmon, per lb.	0 08	0 09
Halibut, per lb.	0 12	
Lake Erie herring, per lb. straight	0 06	
Lake Superior herring, per 100	3 00	
Pickrel, per lb.	0 09	
Restigoune salmon, per lb.	0 20	
Sea herring, per 100	1 50	1 75
Trout, per lb.	0 11	0 12
Coho salmon, per lb.	0 11	0 12
Whitefish, per lb. straight	0 10	0 12

FRESH CAUGHT FISH.

Haddock	0 07	0 08
Halibut, per lb.	0 13	0 15
Live lobsters, per lb.	0 45	
Red snappers, per lb.	0 20	
Roe shad, each	1 75	2 50
Steak, cod	0 09	0 09
Spanish mackerel, per lb.	0 20	
Tungston clams, per 100	1 75	

SMOKED.

Ciscoes, per basket	1 00
Finnan haddie	0 08
Kippers	1 25
Smoked bloaters, 60s	1 25
Smoked fillets	0 12

PREPARED.

Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 95%
Shredded cod, 2 doz. pkgs. to box	2 25
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Labrador trout, per keg	6 75	
Scottish herring, Loch Fyne, per kit.	1 00	
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	1 75	
Straights, 3 gal. lots	1 70	
Straights, 5 gal. lots	1 65	
Shrimps—		
1 gallon cans	1 25	
2 gallon cans	2 40	
3 gallon cans	4 60	
Extra, per lb.	0 16	

Through the passing in Victoria, B.C., of a number of forged bank money orders purporting to be issued by the Bank of Toronto, the fact of the theft at Winnipeg, late in January, of a book of such orders has been brought to the attention of the Victoria police authorities. It was the first the police had heard of the matter, and they had been, accordingly, in no position to warn the public against the possible attempt, by unscrupulous persons to pass the orders. One order for \$45 was purported to be issued by the Bank of Toronto and to be regularly signed by bank officials. Other orders, it is stated, were also passed, being in each case endorsed by the individual who passed them, though the name used, John Foster, is undoubtedly fictitious.

It is not the size of the window or the display that draws the crowd. It is novelty of arrangement or stock shown. You can make a small window pull as well as a big one.

FLOUR & CEREAL DEPARTMENT



Millers Are Not Anxious to Push Sales

Claim There is Little Profit at Present Figures—Demand Expected to Increase With Opening of Navigation—Large Quantities of Wheat Still in the States—Export Trade in Rolled Oats Reported Fair From Montreal.

The flour trade shows no improvement over last week. With prices low and freight rates high, millers are not anxious to push sales. As result they are selling only to their established trade who appear to be buying totally on a hand to mouth basis. Supplies in the hands of country buyers appear to be fair as they show no special interest in buying at present figures.

With the opening of navigation freight rates will be much lower and this should stimulate trade greatly, especially to Newfoundland, the Maritime provinces, and the West Indies where transportation can be made all by water.

Latest estimates of the wheat reserves in the United States shows that there still remains a large quantity of wheat over and above home requirements. It is quite commonly believed that during the next few weeks foreign buying will show an improvement and that both Canadian and American wheats will be in greater demand.

Season for heavy grinding is now over so that now with fair demand stocks are being kept fairly well cleaned up. In mill feeds stocks are said to be keeping better cleaned up than a few weeks ago.

Receipts of flour on the Montreal market for the week were 3,611 sacks, as compared with 24,509 for the same week of a year ago. The exports from St. John and Portland for the week were 16,652 sacks as against 42,983 for the corresponding week last year. The stock of flour in store on spot to-day showed an increase of 6,165 sacks as compared with a week ago and an increase of 116,983 over the same date of a year ago.

MONTREAL.

FLOUR.—There is no feature in local flour market and prices remain same as quoted last week. Prices are steady under a good demand and quite a large volume of business is being transacted, both for immediate and future delivery.

Buyers appear to be purchasing quite conservatively and seem to be neglecting to lay in stocks. This is probably result of weakness in grain markets which seems to have given buyers impression that flour will go lower rather than higher, but this is rather doubtful.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags ..	4 30	4 50
Manitoba 1st Spring wheat patents, bags ..	5 40	
Manitoba straight patents, in bags ..	4 90	
Manitoba strong bakers, in bags ..	4 70	
Manitoba second, in bags ..	4 10	4 30

CEREALS.—Rolled oats market is steady with a fair volume of business passing. Demand for export is fair and considerable business has been accomplished. Demand for cornmeal continues fair. Some firms have advanced their prices slightly, but volume of sales is being made on the \$2.05 basis. The exports of rolled oats from Portland and St. John for the week were 5,700 sacks, as compared with 2,400 sacks and 12,145 cases for corresponding week last year.

Cereals—		
Rolled oats, in 25 sack lots ..	2 05	2 28
Rolled oats, in single bag lots ..	2 20	2 38
Rolled oats, in bbls. ..	4 35	4 60
Standard oatmeal, in single bag lots ..	2 25	2 30
Granulated oatmeal, in single bag lots ..	2 25	2 30
Fine oatmeal, in single bag lots ..	2 25	2 30
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels ..		2 70
Hominy, in 98 lb. sacks ..	2 00	2 15
Cornmeal, in 98 lb. sacks ..	1 85	2 05
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—There is no change in the mill feed situation and prices remain the same as last week. Demand is very good Market is healthier with prices ruling very steady.

Bran, in car lots, per ton ..	20 00
Shorts, in car lots, per ton ..	22 00
Middlings ..	24 00
Wheat moules, per ton ..	25 00

TORONTO.

FLOUR.—Trade during past week has been steady, but only quietly steady. Mills are running continuously, but are doing no heavy grinding. At present demand is almost heavy enough to take care of on-coming supplies. Most of the domestic trade, especially in the city is from contract. Very little export business is being accomplished. At present price levels mills are not getting any too much profit and for that reason are not anxious to put the price down.

Whether such a move would stimulate business under present conditions is doubtful anyway.

Manitoba Wheat.		
1st patent, in car lots, 100 bbl. bags ..	5 40	
2nd patents, in car lots, per bbl.	4 90	
Strong bakers, in car lots, per bbl.	4 70	
Feed flour, in car lots, per ton ..	28 00	
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption ..	4 70	4 90
Patents, 90 p.c., domestic consumption ..	4 55	4 85
Straight roller, domestic consumption ..	4 35	4 65
Blended domestic consumption ..	4 85	5 15

CEREALS.—Trade in cereals is running along without feature and with little sign of change. Buyers are not stocking heavily, but are carrying on a rather hand to mouth trade. Millers considering prices low enough, and in some cases too low at present figures, are making no great effort to push sales. Price generally quoted is \$2.15 for 90's in jute. One firm, however, is asking \$2.20 for 80's in cotton. Export trade is dull. Cornmeal market is practically without feature.

Rolled oats, small lots, 90 lb. sacks ..	2 15
Rolled oats, 25 bags to car lots ..	2 05
Standard and granulated oatmeal, 98-lb. sk., small lots ..	2 35
Rolled wheat, 50 lb. boxes ..	1 50
Rolled wheat, small lots, 100-lb. bbls.	2 75
Rolled wheat, 5 barrel to car lots ..	2 85
Cornmeal, 98 lb. bags, 25 bag lots, best quality ..	1 70
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades ..	1 50
Rolled oats in cotton sacks, 5 cents more.	1 00

MILL FEEDS.—Demand for bran has eased off slightly during past week, but still continues fairly heavy. Shorts is running along without change. Demand is expected to increase materially in next couple of weeks.

Bran, in car lots, per ton ..	20 00
Shorts, in car lots, per ton ..	21 00
Middlings, in car lots, per ton ..	24 00
Wheat moules, in car lots, per ton ..	25 00

It is all very nice to have a good time as you go along if you don't care about going very far along.

The store full of customers may mean a big business but it is worth remembering that big business is not the same thing as profitable business in every case.

The man who is always worrying for fear he won't get his money's worth out of his employees is very likely to find his fears coming true.

SALESMEN WANTED.

SALESMEN WANTED—CALLING ON GROCERY trade, to sell an article of daily consumption. Box 150, Canadian Grocer.



Produce & Provisions



Provisions Firmer---Good Butter Scarce

Increased Demand For Hog Products Puts Up Price—Hogs Advancing—Offerings of Finest Grade Butter Are Light—Storage Stocks Greatly Reduced—Export in Cheese Renders Market Firmer—Buckwheat Honey Scarce.

The drop in hogs reported last week from Toronto was destined to be short-lived and this week prices have again resumed their former levels. In Montreal prices on raw material have all advanced also, so that a firmer tone prevails. As result of these increases, and the growing demand now that Easter is past hog products are much firmer. In Montreal these have all gone up a cent or more. In Toronto there has also been a slight advance, but not so marked.

Finest quality in fresh butter is reported as scarce on all large markets. No. 2 stuff is offering in fairly large quantities, but for this there is little demand. Storage stocks too are becoming greatly reduced so that altogether matters appear to be shaping for firmer markets and higher prices until fresh makes begin to come in more freely.

Much to the relief of all those who went heavily into the egg business a year ago, storage stocks are now practically all cleaned up, and as pickled have been scarce for some time most of the eggs now appearing on the market are new laid. These are offering freely, and as Easter demand is now over it is expected that lower prices will prevail from now on.

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

	Eggs, cases.	Butter, pgs.	Cheese, boxes.
Week ending March 22, 1913....	4,729	824	9
Week ending March 15, 1913....	6,010	1,630	235
Week ending March 23, 1912....	5,078	1,921	143

MONTREAL.

PROVISIONS.—Expected advance in pork products went into effect at end of last week and by comparing quotations of last week with those given below great number of changes will be noted. This revision has been upwards, and amounts to 1c per pound on several lines. Lard has not followed advance for reason that America market is weak at present.

Packers are not pushing sale of lard as they are losing money at present prices. They are making money by holding it. Hogs have taken a big jump and are now quoted at \$10.25 per hundred live weight, and are selling at \$15 dressed.

Demand for nearly all lines of provisions is quite heavy now that Lenten season is over. Mild weather is favorable to increased sales.

Long clear bacon, heavy, lb.	0 15%	
Hams—		
Extra large sizes, 28 to 40 lbs., per lb....	0 15%	0 16
Large sizes, 20 to 28 lbs., per lb.	0 16%	0 16%
Medium sizes, 15 to 19 lbs., per lb.	0 19	0 19
Extra small sizes, 10 to 14 lbs., lb.	0 19%	0 19%
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18	0 18
Bone out, rolled, small, 9 to 12 lbs., lb.	0 21	0 21
Breakfast bacon, English, boneless, lb.	0 19	0 22
Windsor bacon, skinned, backs, lb.	0 22	0 22
Spiced roll bacon, boneless, short, lb.	0 16%	0 16%
Picnic hams, 6 to 12 lbs.	0 15%	0 15%
Ham, cooked, per pound	0 23	0 23
Wiltshire bacon (50 lb. sides)	0 18	0 18
Cottage rolls, small, about 4 lbs.	0 18	0 18
Hogs, live, per cwt.	10 25	10 25
Hogs, dressed, per cwt.	15 00	15 00

Pure Lard—		
Boxes, 50 lbs. net, per lb.	0 14%	0 15
Cases, tins, each 19 lbs., per lb.	0 15%	0 15%
Cases, tins, each 5 lbs., per lb.	0 15%	0 16
Cases, tins, each 3 lbs., per lb.	0 15%	0 16
Pails, wood, 20 lbs. net, per lb.	0 15	0 15
Tubs, 50 lb. net, per lb.	0 14%	0 15%
Tierces, 375 lbs., per lb.	0 14%	0 14%
One pound bricks, 60 lbs. to case.	0 16%	0 16%
Compound Lard—		
Boxes, 50 lbs., per lb.	0 09%	0 09%
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10%	0 10%
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10%	0 10%
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10%	0 10%
Pails, wood, 20 lbs. net, per lb.	0 10	0 10
Pails, tin, 20 lbs. gross, per lb.	0 09%	0 09%
Tubs, 50 lbs. net, per lb.	0 09%	0 10%
Tierces, 375 lbs., per lb.	0 09%	0 09%
One pound bricks, 60 lbs. to case.	0 11%	0 11%

Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	27 00	28 00
Canada short cut back pork, bbl., 45-55 pieces	27 00	27 00
Heavy short cut clear pork, bbl.	27 00	27 00
Clear fat backs, bbl.	27 00	27 00
Heavy flank pork, bbl.	28 00	28 00
Dry Salt Meats—		
Green bacon, flanks, lb.	0 15%	0 15%
Plate beef, barrel 100 lbs.	10 00	10 00
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.	0 28	0 28
Headcheese, per lb.	0 10	0 10
English brawn, per lb.	0 12%	0 12%
Jellied hock, 6 lb. tins, per tin	0 75	0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.	0 07	0 07
Tripe, in kits of 25 lbs., per lb.	0 06	0 06

BUTTER.—There is a firmer tone to butter market this week owing to scarcity of better grades. It begins to look as if prices will have to be advanced. Demand is quite heavy. New Zealand butter is still being imported but as it is selling for more than Canadian grades it is losing in favor. It sold this week at 33c, while the best Canadian makes were selling at 32½c.

Receipts of butter this week were 806 packages less than last week and 1,097 packages less than for same week year ago.

Creamery blocks, Sept. and Oct. make....	0 28	0 28%
Dairy tubs, lb.	0 30	0 30%
Creamery, winter made	0 32	0 33
New Zealand	0 32	0 33

EGGS.—New laid eggs declined another cent a dozen this week and are now selling at 25c per dozen. The price is rather weak and is likely to decline at short notice if receipts of new laid become heavy. While receipts of week show a decided falling off it is due to shortage of storage stocks which are practically off market. Nearly all the stocks of storage eggs have been cleaned up and receipts recorded this week were nearly all fresh laid eggs.

Demand for eggs is quite heavy and stocks are being turned over quickly.

New laid eggs, per doz. 0 25

CHEESE.—There is no change in the cheese situation. Demand continues good with prices firm at last week's quotation. Factories advise that the make this year will be small as owing to high price of butter, factories will open up on this line in preference to cheese. Receipts of cheese from May 1st up to date show a decrease of 44,486 boxes over the receipts for same period of preceding year.

Cheese—	New.	Old.
Large	0 14	0 14%
Twin	0 14%	0 15%
½ Twin	0 15	0 15
Stilton	0 18	0 18

POULTRY.—The market for poultry is firm, but prices are unchanged. Supplies are coming forward fairly well but the trade could handle more if pushed.

Poultry, Dressed—		
Turkeys, per lb.	0 25	0 25
Ducks, per lb.	0 20	0 20
Chickens, per lb.	0 19	0 19%
Fowls, per lb.	0 17	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	0 24	0 24

HONEY.—There is no change in honey market. Demand is limited.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13%
White, extracted	0 12	0 12%
Buckwheat honey	0 10%	0 11

THE CANADIAN GROCER

TORONTO.

PROVISIONS.—Now that holiday is past trade in provisions is beginning to pick up a little and firmer tone prevails. Stocks are moving out freely, but as yet no great effort is being made to push sales. Prices on some lines are higher than week ago, and market remains firm at higher level. Lard is steady and fairly firm.

Decline in price of hogs week ago didn't amount to anything. Prices have now regained their former level and are likely to continue high for some time. While one packing house claims that they are turning away offerings, others state that hogs are still scarce and that they are taking all they can get their hands on.

Smoked Meats—

Light hams, per lb.	0 18	
Medium hams, per lb.	0 17½	
Large hams, per lb.	0 16½	0 22
Bacon, plain, per lb.	0 22	0 24
Bacon, pea meal 0 22		0 21
Breakfast bacon, per lb.	0 19	0 15½
Roll bacon, per lb.	0 19	0 14½
Shoulders 0 15½		0 14½
Pickled Meats—lc less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams 0 28		0 27
Long clear bacon, light 0 15		0 15½
Long clear bacon, heavy 0 14½		0 14½
Long clear bacon, extra heavy 0 13½		0 13½
Lard, tierces, per lb.	0 14	0 14½
Lard, tubs, per lb.	0 14½	0 14½
Lard, pails, per lb.	0 14½	0 15
Lard, compounds, per lb., tierces 0 08		0 09½
Live hogs, fed and watered 9 50		9 15
Live hogs at country points 9 15		14 00
Dressed hogs 13 50		

BUTTER.—Butter is much firmer than week ago. Report from Chicago at first of week states that Chicago is pretty well cleaned up on storage, and not enough fresh is coming in to meet demand. Shortage is due to a great extent to delay on part of railroads. Sentiment in Chicago, it is stated, favors lower prices and dealers are buying cautiously. Locally, stocks are running low and so far as good stuff is concerned, storage is almost exhausted. Creamery solids are scarce, nothing but rough No. 2's being left. Farmer's separator, too, is scarce and holds firm at about 30 cents. One dealer this week states that during the past eight years he has never seen so little butter coming in at this season nor so great difficulty in getting No. 1 grades.

	Per lb.	
Fresh creamery print	0 34	0 35
Creamery solids	0 29	0 31
Creamery prints, per lb.	0 31	0 32
Farmer's separator butter	0 27	0 30
Dairy prints, choice	0 28	0 27
Dairy solids	0 20	0 22

EGGS.—With Easter demand over a great slump was expected in the egg market. This, however, has not come yet, although prices are again easier. Storage and pickled are both practically off local market now, it being reported that only one firm is still selling storage to any extent. New laids are coming in freely, but heavy demand up to the present has not allowed stocks to increase greatly.

Eggs—Strictly new laid, per doz..... 0 21. 0 22

CHEESE.—Cheese market is rather more active than week ago owing to in-

creased export demand. Domestic trade holds practically unchanged with prices same as last week.

Cheese—		
Old, large	0 14%	0 15
Old, twins	0 15%	0 15½
New, large	0 14	0 14½
New, twins	0 14%	0 14%

POULTRY.—Firmness continues to prevail in poultry market and fresh birds are being rapidly snapped up. During last week a great amount of business was done and although a slight falling off has been noted, demand is still brisk with limited supplies. One dealer had on sale this week a turkey weighing 31

pounds, so far as he knew the heaviest at present on the market.

Chickens, milk fed, lb.	0 22	0 22
Chickens, dressed, lb.	0 20	0 20
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 14	0 15
Turkeys, dressed	0 23	0 25

HONEY.—Honey situation is practically without feature. Buckwheat honey is in great scarcity and is likely to continue so until after the Passover. Comb honey is scarce with slightly increased demand.

Honey, strained—		
Clover honey, 50-lb. pails, per lb.....	0 12½	
Clover honey, 10-lb. pails, per lb.....	0 12½	
Clover honey, 5-lb. pails, per lb.....	0 13	
Buckwheat, 50-lb. tins, lb.	0 10½	

Selling Provisions Easy at this Season

Lent is Over and Warm Weather Rapidly Approaching—Use of Glass Swing Shelving for Window Displays—Value of Addition of Greens—Separate Provision Counter Concentrates Attention of Purchasers.

Now that Lent has gone for another year and the spring season is with us again, the grocer has a splendid opportunity to make some money out of cooked and smoked meats, glassed and canned meats and sausage. Those who have forbid their appetite these tasty foods during Lent are now free to take advantage of its passing. With spring the housewife will gradually eliminate the work of the kitchen fire and there will be many meals that will contain cold meats or easily prepared bacon or sausage.

Glass Shelves in the Window.

These are things that every retailer should make work towards his own advantage just now. Provisions should be placed to the front. A window display occasionally of cooked and smoked meats will undoubtedly be worth while. The window that contains a display of provisions should be made as inviting as possible. Many dealers use plate glass swing shelves in form of a stair with the lower step near the bottom of the window. On these are shown platters of cooked meats and bacon with a slice or two off each piece and the cut side turned outwards. This demonstrates just what kind of meats they are and is sure to create demand from many passers-by. The addition of a little lettuce, garden cress or other greens gives the meat display even a more inviting appearance. In fact, many dealers claim that the greens really make the display a strong selling one.

With warm weather approaching, a variety of stocks should be arranged for. There are cooked ham, jellied hock, jellied tongue, corned beef, and all the cooked lines in cans and glass to bring to the front. With a little extra attention these will sell.

Counter for Provisions Only.

The separate provision counter is more and more coming to the front. Its value lies in the fact that it draws special attention. It is like the single line or associated lines display in the window. A neat, clean marble-top provision counter with a platter adorned with greens for each variety of meat cannot help but sell goods.

At any rate, now is the time to sell provisions. The good season for them is here and they can be disposed of with little trouble. Make hay while the sun shines.

YARD AND POUND SHRINKING.

The strict watch kept on weights and measures in the British Isles has led to the discovery that even the standard weights and measures are not to be relied on.

The only four official copies of the imperial standard yard in existence here have shrunk. The standard yard is kept in the strong room of the Standards Department at Westminster. The copies which like the standard itself, are made of bronze alloy, have decreased in length, according to the annual report on weights and measures issued by the Board of Trade in the following proportions: The Royal Mint copy, 23 millionths of an inch short; Royal Society copy, 49 millionths short; Greenwich Observatory copy, 43 millionths short; Standards Department copy, 215 millionths short.

The copies of the standard pound weight also have been found to vary, but not so much as the yard measure.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

W. H. GILLARD & CO.
Diamond.
1-lb. tins, 2 doz. in case .. \$2 00
¼-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

Sizes. Per doz.
Royal—Dime .. 0 95
" ¼-lb. 1 40
" 6-oz. 1 95
" ½-lb. 2 55
" 12-oz. 3 85
" 1-lb. 4 90
" 3-lb. 13 00
" 5-lb. 22 35

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

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

UN-NUMBERED.

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

F. COWARD,

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

DOMINION CANNERS.

Aylmer Jams. Per doz.
Strawberry, 1912 pack \$ 2 15
Raspberry, red, h'vy syrup 2 15
Black currant 2 00
Red currant 1 85
Peach, white, heavy syrup 1 50
Pear, Bart., heavy syrup 1 7½

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry 0 12
Black currant 0 12
Raspberry 0 12

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

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

Unsweetened Chocolate—
Supreme chocolate, ½'s 12-lb. boxes, per lb. 0 23
Perfection chocolate, 20c size, 2 doz. in box, doz.. 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90

Sweet Chocolate— Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes 0 40
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes 0 35
Diamond, 8's, 6 and 12-lb. boxes 0 23
Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24
Diamond, ¼'s, 6 and 12-lb. boxes 0 23
Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz.. 0 90

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 25
Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil Wafers, No. 2, 5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO'S.

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

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

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 30c lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

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

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co. Per Case.
Canada First Baby Evaporated Milk 2 00
Canada First Family Evaporated Milk 3 90
Canada First Medium (20 oz.) Evaporated Milk.... 4 60
Canada First Hotel Evaporated Milk 4 25
Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
Canada First Condensed (sweetened) 5 25
Rose Bud Condensed Milk. 5 15
Beaver Condensed Milk ... 4 60

THE CANADIAN GROCER

COFFEES.

EBY-BLAIN, LIMITED.
Standard Coffees.

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

King Edward 0 34
Club House 0 33
Nectar 0 32
Royal Java and Mocha. 0 32
Empress 0 30
Duchess 0 29
Ambresia 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,
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
do. 0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. 0 36
Mo-Ja, ½-lb. tins, lb. 0 32
Mo-Ja, 1-lb. tins, lb. 0 30
Mo-Ja, 2-lb. tins, lb. 0 30
Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean— W.S.P. R.P.
1 and ½ 0 25 0 30
1 and ¼ 0 32 0 40
1 and ½ 0 37 0 50
Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHERIFF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.
Small size\$1.50 per doz., net
Large size\$3.00 per doz., net
in 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, \$3; No. 23, \$4.50.
Post Toasties—No. T3, \$2.85.
Postum Cereal—No. 6, \$2.25; No. 1, \$2.79.

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 per doz.
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 00
Medium (each 2 doz.) 1 35
Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz. 1 00
2 oz. (all flavors) doz. 1 75
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. 7 00
32 oz. (all flavors) doz. ... 8 00

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.

No. 1, 4 doz. in case 0 60
No. 2, 2 doz. in case 0 95
No. 3, flats, 2 doz. in case 1 15
No. 3, talls, 2 doz. in case 1 35
No. 6, 1 doz. in case 4 00
No. 12, ½ doz. in case 6 50

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

BASSIN DE VICHY WATERS.
La Capitale, 50 qts. 5 00
St. Nicolas, 50 qts. 7 00
St. Nicolas, 50 pts. 9 00
La Neptune, 50 qts. 6 00
La Sanitas Sparkling, 50
quarts 8 00

Claret, qts., Crown, 50s. 7 50
Claret, pts., Crown, 50s. 5 10
Claret, qts., Cork, 50s. 7 50
Claret, pts., Cork, 50s. 5 00
Champenoise, qts., Cork, 50s 8 00
Champenoise, pts., Cork, 50s 5 50
Champenoise, sp., Cork, 120s 9 50

Lemonade Savoureuse, 50 qts 8 00
Lemonade, St. Nicolas, 50 qts. 7 50
Lemonade, St. Nicolas, 50 pts. 5 50
Lemonade, St. Nicolas, 100 pts. 10 00
Lemonade, St. Nicolas, 100 Splits 7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.
Cs. 200 7-oz. pieces, cs. 7 50
Cs. 200 10-oz. pieces, cs. 12 00
Cs. 100 10-oz. pieces, cs. 6 50
Cs. 50 ¼ lb. pieces, cs. 3 75
Cs. 50 1-lb. pieces, cs. 4 50
Cs. 12 3-lb. bars, lb. 0 00
Cs. 25 11-lb. Bars, lb. 0 08
Cs. "Le Lune," 65 p.c. olive oil.
Cs. 50 ¼-lb. pieces, cs. 3 35
Cs. 12 3-lb. Bars, lb. 0 08½
Cs. 25 11-lb. Bars, lb. 0 08

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 00
Grape Juice, 36 splits 4 75

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

Sparkling Cider, 12 qts. 4 50
Sparkling Cider, 24 pts. 4 75
Sparkling Cider, 36 sp. 4 90
Extra Fins, 100½ 16 00
Apple Vinegar, 12 qts. 2 40
These prices are F.O.B. Montreal. Imported Peas "Soleil"

Per case

Tres Fins, ¼ kilo, 100 tins 13 50
Fins, tins, ½ kilo, 100 tins 12 50
Mi-Fins, tins, ¼ kilo, 100 tins 11 50
Moyens No. 1, tins, ¼ kilo, 100 tins 10 50
Moyens No. 2, tins, ¼ kilo, 100 tins 10 00
Frs. "Petit" Peas.

Fins, tins, ¼ kilo, 100. 10 00
Moyens, tins ½ kilo, 100. 7 50
Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—
12 litres 8 00
12 quarts 6 00
24 pints 6 50
24 ¼-pints 4 25
Tins— Gall.
5 gals. 2s 2 00
2 gals. 6s 2 05
1 gal. 10s 2 10
20s, ¼ gal. 2 00

CANNED HADDIES, "THIS-TLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, ¼-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ¼-lb. tins, \$1.25; 1-lb. tins, \$2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.
Tierces 0 10
60 lb. tubs 0 10½
20 lb. wood pails 0 10½
20 lb. tins 0 10
Cases, 3 lbs., 20 to case. 0 11
Cases, 5 lbs., 12 to case. 0 10½
Cases, 10 lbs., 6 to case 0 10½

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 ds case) \$1.90 \$1.80
2 lb. glass (1 ds case). 3.20 3.00
4 lb. tin (1 ds case)... 5.50 5.35
7 lb. tin (¼ ds case).. 8.00 8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 ds case) \$1.00 \$1.55
2 lb. glass (1 ds case). 2.80 2.70
4 lb. tin (1 ds case)... 4.80 4.65
7 lb. tin (¼ ds case).. 7.75 7.50

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

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

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

VERMICELLI AND MACARONI

D. SPINELLI C.Y., MONTREAL

Fine.

4-lb. box "Special," per box 0 22
8-lb. box "Special," box... 0 44
5-lb. box "Standard," box. 0 27½
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbis., per lb. 0 60
25-lb. cases, 1-lb. pkgs.

(Vermicelli), per lb. 0 60
Globe Brand.

5-lb. box "Standard," box 0 30
10-lb. box "Standard," box 0 60
25-lb. cases (loose), per lb. 0 60
25-lb. cases, 1-lb. pkgs., lb. 0 60½

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER

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

IMPERIAL DESSERT JELLY.

Ontario Prices.

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box 3 00
6 dozen to box 7 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 85

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

1-16 gall., doz. \$ 3 00
¼-gall., doz. 6 00
½-gall., doz. 10 50
1 gall., doz. 19 20
1-16 gall. gross lot 28 00

DATES: We have 25 full sized boxes of Sair Dates. Some of the boxes show signs of dryness on the outside layers and could be used to advantage for manufacturing purposes. We quote same at 2½ cts., per lb., subject to approval of sample, previous sale and prompt acceptance.

COCOANUT: Strictly fresh shredded, quality guaranteed, at 15 cts., per lb., in barrel lots.

DOMESTIC SARDINES: In oil, quarter lb., tins, 100 tins to the case at \$2.75 per case.

WHOLE RIO COFFEE: Standard Quality, 20 cts., per lb., in bag lots and over.

CANNED SALMON: One lb., tall tins Red Sockeye, at \$2.62½ per dozen, extra good quality and popular brand.

COHOE SALMON: One lb., tall tins, attractive labels, Standard Quality, at \$2.12½ per dozen.

VALENCIA RAISINS: Finest selected, good sound fruit, at 7½ cts., per lb., only a limited quantity left.

CURRENTS: We are offering 100 half cases, dry cleaned Filiatra Currants, at 6½ cts., per lb.

SPECIAL

50 Chests flavory, Ceylon Pekoe black tea, good heavy cup quality at 14½ cts., per lb., usually sold at about 18 cts. This would make a splendid line to sell at 5 lbs., for \$1.00. Samples and quotations submitted upon application.

WE GET THE BUSINESS BECAUSE WE HAVE THE VALUES.

R. SIMPSON & COMPANY

Wholesale Grocers and Importers of Teas, Coffees and Spices.

29 - 31 Charles Street

Hamilton, Ontario

THE CANADIAN GROCER

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

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

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz 1 40
 5 lb. tins, 1 and 2 doz., crates, per doz. 3 90

STARCH.

EDWARDSBURG STARCH CO.
 Boxes Cents
 Laundry Starches—
 40 lbs. Canada Laundry.. .05 1/2
 40 lbs., Canada white gloss, 1 lb. pkgs.06
 48 lbs., No. 1 white or blue, 4 lb. cartons06 1/2
 48 lbs., No. 1 white or blue, 3 lb. cartons06 1/2
 100 lbs., kegs, No. 1 white06
 200 lbs., bbls., No. 1 white06
 30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. .07 1/2
 48 lbs., silver gloss, in 6-lb. tin canisters08
 36 lbs., silver gloss 6-lb. draw lid boxes08
 100 lbs., kegs, silver gloss, large crystals07
 28 lbs. Benson's satin, 1-lb. cartons, chromo label07 1/2
 40 lbs. Benson's Enamel (cold water), per case .. 3 00
 20 lbs. Benson' Enamel (cold water), per case .. 1 50
 Celluloid—boxes containing 45 cartons, per case 3 00
 Culinary Starch.
 40 lbs. W. T. Benson & Co.'s prepared corn07 1/2
 40 lbs. Canada pure corn starch (20-lb. boxes 1/2c higher.) .05 1/2

BRANTFORD STARCH.

Ontario and Quebec.
 Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs.... .05 1/2
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs.06
 First Quality White Laundry—
 3-lb. canisters, cs of 48 lbs .06 1/2
 Barrels, 200 lbs.06
 Kegs, 100 lbs.06
 Lily White Gloss—
 1-lb. fancy cartons, cases 30 lbs.07 1/2
 6-lb. toy trunks, lock and key, 8 in case08
 6-lb. toy drums, with drumsticks, 2 in case... .07 1/2
 Kegs, extra large crystals. 100 lbs.07
 Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case 3 00
 Celluloid Starch—
 Boxes containing 45 cartons, per case 3 00
 Culinary Starches—
 Challenge Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .05 1/2
 Brantford Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .07 1/2
 "Crystal Maize" Corn Starch—
 1-lb. pkts., boxes of 40 lbs. .07 1/2
 (20-lb. boxes 1/2c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.00; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6 75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 9-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.00.

SOUPS—CONCENTRATED.

CHATRAU 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.

SYRUP.

EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 40
 5-lb. tins, 1 doz. in case... 2 75
 10-lb. tins, 1/2 doz. in case. 2 65
 20-lb. tins, 1/4 doz. in case. 2 60
 Barrels, 700 lbs. 3 1/2
 Half barrels, 350 3 1/2
 Quarter barrels, 175 3 1/2
 Pails, 38 1/2 1 75
 Pails, 25 lbs. each 1 25
LILY WHITE CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 75
 5-lb. tins, 1 doz. in case... 3 10
 10-lb. tins, 1/2 doz. in case. 3 00
 20-lb. tins, 1/4 doz. in case. 2 95
 (5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

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

Terms: 30 days net. No discount for prepayment.

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

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

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.
 Quebec, per case \$ 1 85
 Ontario, per case 1 90
 Manitoba, per case 2 20
 Saskatchewan, per case ... 2 60
 Alberta, per case 2 70
 British Columbia, per case 2 40

DOMOLCO BRAND.

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

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

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

HOLBROOK'S IMPORTED PUNCH SAUCE.

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

HOLBROOK'S IMP. 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. Doz
 Polish, Black and Tan ... 0 85
 Metal Outfits, Black and Tan 3 65
 Card Outfits, Black and Tan 3 25
 Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s .. 45
 Black Watch, 12s 45
 Bobs, 6s and 12s 46
 Bully, 6s 44
 Currency, 6 1/2s and 12s.... 46
 Stag, 5 1-3 to lb. 30
 Old Fox, 12s 44
 Pay Roll Bars, 7 1/2s 50
 Pay Roll, 7s 50
 War Horse, 6s 42
 Plug Smoking—Shamrock, 6s, plug or bar 45
 Rosebud Bars, 6s 45
 Empire, 6s and 12s 44
 Ivy, 7s 50
 Starlight, 7s 50
 Cut Smoking—Great West Pouches, 8s 50
 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.
 Orange Label, 1/2's34 .30

Brown Label, 1/2's and 1's .28 .30
 Brown Label, 1/4's30 .40
 Green Label, 1/2's and 1'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 pkgs., black or mixed24
 Black Label, 1-lb., retail at20 .25
 Black Label, 1/2-lb. retail at21 .26
 Blue Label, retail at24 .30
 Green Label, retail at .. .30 .40
 Red Label, retail at35 .50
 Brown Label, retail at... .42 .60
 Gold Label, retail at.... .55 .80

JAMS AND JELLIES.

T. UPTON & CO.

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

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

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

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

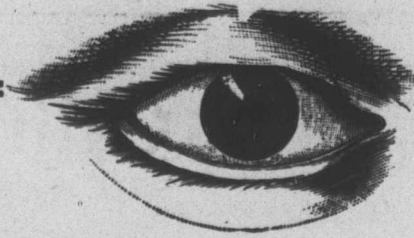
White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen \$0 90

List Price.

"Shirriff's" (all flavors), per doz. 0 90
 Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15



WE ARE

THE EYE

Of the CANADIAN WEST

and a wide awake eye at that. We have our finger on the pulse of the fastest growing country in the world—the Golden West. We are so closely in touch with the trade, through our many representatives covering the territory often that nothing misses us—we see everything that will be of benefit to you and your line.

The Canadian West with her immense fortune in Wheat, is attracting your competitors. You, too, should jump in and get your share of the golden harvest.

Let us handle your line—Write now

NICHOLSON & BAIN, Wholesale Commission Merchants
'and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY

HAMS and BACON

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

“Star Brand”

Cured under Government inspection by

F. W. FEARMAN CO.
LIMITED
HAMILTON

Established 1854.

Try Us on
**BULK
MINCE MEAT**

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

J. H. WETHEY, Limited
ST. CATHARINES

“THE MINCE MEAT PEOPLE.”

Florida Tomatoes

Ripe Fancy Stock

We are handling only the best that comes from Florida.

Ripe Pineapples Celery
New Cocoanuts

New Maple Syrup

We can ship you direct from the bush.
Get our prices.

WHITE & CO., LIMITED
TORONTO

SWEET California Navels

SIZES, 64s, 80s, 96s, 126s, 150s, 176s, 200s.
These Oranges are fine eating and full of juice.

FANCY Florida Tomatoes

Hard, Ripe, Sound, Smooth Stock.

Celery

Very Fancy, Well-Bleached—Green Tops

BANANAS GRAPE-FRUIT LEMONS
PINEAPPLES COCOANUTS
GREEN VEGETABLES

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861
GUELPH and NORTH BAY



Let us prove to you that this will be a popular and profitable line for your meat counter.

Write for a trial order and be convinced of their Absolute Purity.

Prices and shipping terms sent on request.

J.M. Schneider & Sons Limited.
HIGH GRADE GERMAN SAUSAGE
PORK PACKERS

BERLIN, ONTARIO

Fresh Fish Commands Trade

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

Georgian Bay Apples

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

LEMON BROS.

Owen Sound, Ontario

TRACUZZI'S MOTTO

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

St. Nicholas

J. J. McCABE

Agent

Toronto, - Canada



Smoked and Cooked Hams

The increasing demand for quality goods makes it imperative that you offer the best you can secure to your patrons. Our Smoked and Cooked Hams have no equal. Only the finest quality pork is used in the manufacture of our pork products, and the greatest care is taken in the manufacture. We absolutely guarantee our products to be the finest quality made.

Send for our Post Card Order Book. It is convenient for the grocer as well as serving as a reminder.

The St. Thomas Packing Co., LIMITED

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

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

THE British Columbian Fisheries, Limited

Salmon Packers

**SALMON
BRANDS:—**

“Location”
“Dreadnaught”
“Aliford Bay”

**FRESH
FISH**

**FISHING
STATIONS:—**

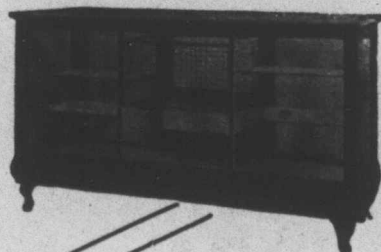
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
**FISHMEAL, FERTILIZER, and
SKIDEGATE DOG FISH OIL
and RAT FISH OILS**

**OFFICES—
Bank of Ottawa Building
VANCOUVER**

**25 Victoria St.
LONDON, ENG.**

Telegrams “Fishfoods” Vancouver



**For Sanitary
Display of all
Perishable
Goods**

there is nothing that will take the place and give the service that you can get by using the

Silent Salesman Arctic Refrigerator

Our new 1913 designs and stock are ready. One or two of these salesmen in your store will add wonderfully to the appearance of your store and will keep perishable goods in a sanitary condition as well as giving them proper display. Send for New Catalog.

**JOHN HILLOCK & CO., Limited
TORONTO, ONTARIO**

AGENTS IN WEST:

J. UPRICHARD, Regina, Sask.

Quebec and Maritime Provinces.
WOLF, SAYER & HELLER, MONTREAL;

IT IS NOT EASY

to cut exactly the amount of cheese a customer asks for. Oftentimes you cut more than the order requires and let it go—this is lost profit. Then again you very often cut less—this is a loss in sale. Another time a small piece is left to dry up and waste; all these losses will continue as long as you cut cheese by guesswork.

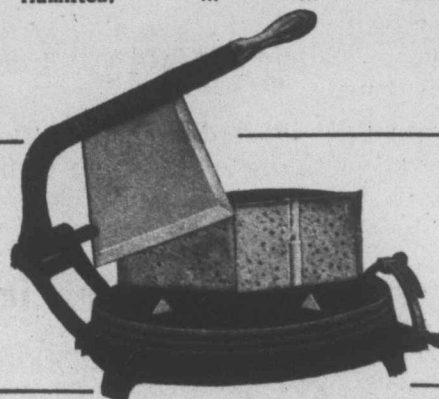
THE PERFECTION CHEESE CUTTER

can be depended upon to cut just exactly the amount required, eliminating all loss of cheese by guesswork.

Send for particulars and prices.

**The American Computing Co.
of Canada**

HAMILTON, .. CANADA





Litster Goods

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

Litster Pure Food Co.,
Limited
TORONTO

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

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

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

Rock City Tobacco Co., Limited
Quebec



EVERY POUND OF
ANCHOR BRAND FLOUR
IS ESSENTIALLY GOOD

and to make it so it is indispensable that all departments involved in modern Mills be absolutely and strictly keyed up to the top-notch, high-grade development. Wheat must be well selected to yield "quality" and the machinery in perfect condition to secure "uniformity" at all times.

Anybody can make good flour, but it requires experience and technical knowledge to uphold this feature incessantly against all odds. Our Millers have made Anchor Brand Flour during 25 years and nothing else—it is second nature to them to make it good.

3 lb. free samples given for tests.

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

OAK LAKE :: MANITOBA, CANADA

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

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

WINN & HOLLAND, LIMITED

SOLE AGENTS
MONTREAL

Grocers! Attention!

Have You Ever
Featured Our

SOAPS?

	Per case.
Wonderful Soap (100 cakes) ...	4.15
Royal City Bar (24 bar).....	2.85
Peerless Bar (30 bar).....	2.45
Standard Soap (100 cakes).....	2.30
Crystal Soap Chips (100 pkg.)...	3.75

Freight Paid 5 Case Lots.

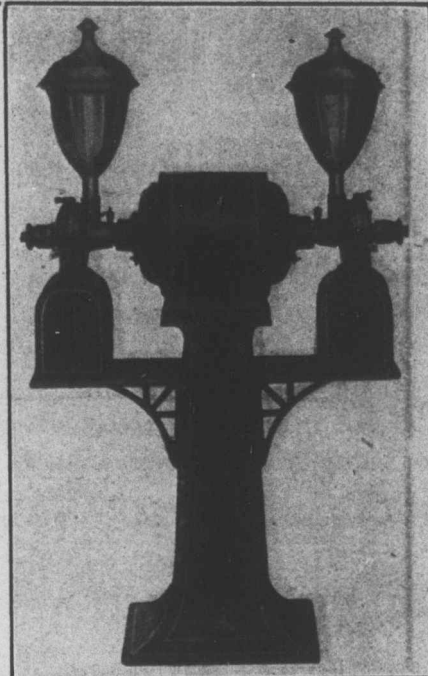
Crystal Soap Chips (200 lb. bbl.) ^{per lb.} 5 1/2¢
Freight Paid.

Yours for Quality.

GUELPH SOAP CO.
GUELPH, - - - ONTARIO

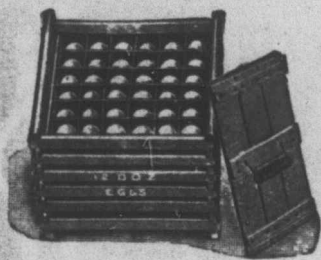
Are You Satisfied

with the equip-
ment in your
store—your Cof-
fee Mill, Scales,
Spice, Tea, and
Coffee Bins, etc.
We are agents
for the renowned
Henry Troemmer
Mills, Scales,
etc., and can
equip your store
at the lowest pos-
sible cost.



Get our quotations and prices — estimates and
catalog gladly sent on request.

J. A. FLESCH & SON
1300 Medinah Building
178 W. Jackson Blvd. **Chicago**



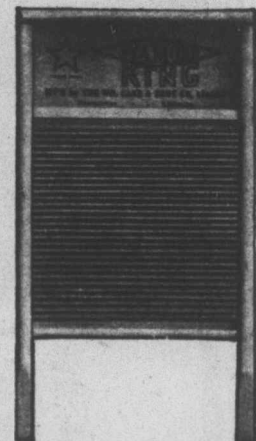
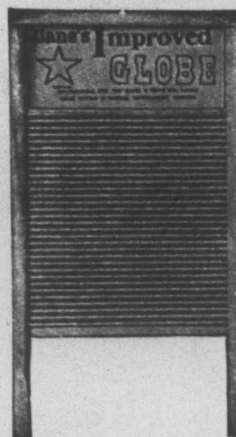
Humpty Dumpty EGG CRATES

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

Walter Woods & Co.
HAMILTON and WINNIPEG

THE QUALITY OF **CANE'S WASHBOARDS**

MAKES THEM
QUICK SELLERS
AND SATISFAC-
TION GIVERS.



Among the 13 different
styles and grades we
have a board at a price
which every class of
trade can afford.
Customers can tell at a
glance that Cane's Wash
Boards are superior to
others.
Your jobber has them in
all styles and grades.
Write us for catalogue.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, - - - ONTARIO



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

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.



Oakey's

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

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited

Manufacturers of

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

Wellington Mills, London, England

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S
CHOCOLATE
& COCOA



Registered
 Trade-Mark

of all Pure Food Laws.

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

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

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

**Apply the
 brake to your
 bad accounts**



by giving them to
 us to collect. We
 collect accounts
 anywhere in Can-
 ada and the
 United States.

No collection—no fee.

Special forms sent on request.

Write To-day.

The Nagle Mercantile Agency
WESTMOUNT, QUE.

Headquarters
 for
Maple Flavor

We can supply anything wanted in
 Maple Flavor

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

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

THOMAS HENDERSON
 Manufacturing Chemist
 86 FULTON ST., NEW YORK

THE NAME "FAIRBANK"
MEANS SOAP SURETY

FAIRY SOAP



When we tell you that you can depend on **FAIRY SOAP** as a lively
 steady seller, sure to satisfy your customers, it's because we know posi-
 tively that the white, sweet, floating oval cake is the **BEST** soap a nickel
 ever bought, and, because **YOUR CUSTOMERS** know it.

We've advertised **FAIRY SOAP** so extensively that the slogan "Have
 you a little 'Fairy' in your home?" stands for the "**BEST SOAP I CAN
 BUY**" in the minds of women everywhere.

Be sure **FAIRY SOAP** is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, MONTREAL

American Cans

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

American Can Company
MONTREAL, QUE. HAMILTON, ONT.



**Superlative
 Quality
 Consistently
 Maintained**

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

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

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

St. George Evaporated Milk, 4 doz. in case\$3.50
 Princess Condensed Milk, 4 doz. in case...\$4.50
 Banner Condensed Milk, 4 doz. in case...\$3.00

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

HIT UP TRADE

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

ANTI-DUST Sweeping Powder

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

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

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits:—

**Quality
Freshness
Service**

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

McVITIE & PRICE, Ltd.
Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:

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



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

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.



5. Uniformity of size.
6. Tasty, Nutritious, Zesty.
7. Satisfaction for your customers.
8. Profit for you.

By Special Royal Permission.

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

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

YOU ARE THE MAN WE WANT

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

ELGIN National Coffee Mill

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



Ask any of the following jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); the Codville Co. (and branches).
VANCOUVER—The W. H. Malin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McEherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

**Woodruff & Edwards
CO.**

ELGIN, ILL., U.S.A.

MASON'S 'O.K.' SAUCE

THE ORIGINAL

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

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



THE MARK OF QUALITY

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

10 Cts.

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

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 800-804 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.

BLACK JACK

**QUICK
CLEAN
HANDY**

½-lb. tin—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBER



BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches — the plant is modern and strictly sanitary, and is operated under the most ideal conditions. BRUNSWICK BRAND SEA FOODS come perfect to the consumer.

Our Chief Sellers:

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

CONNORS BROS., LIMITED

Black's Harbor, N.B.

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





So Good So Appetizing

that is what the customers say when they once try a bottle of **STERLING BRAND** Relish. It leaves a lasting impression and gives full satisfaction.

There seems to be a motion Sterling-wards in the Canadian public that makes the sale of Sterling Relishes, Pickles, Catsups, Extracts, Jams, etc., so exceedingly successful.

Have you sent in your spring order—specify and insist on getting Sterling Brand from your wholesaler.

THE T. A. LYTLE CO.
Limited
Sterling Road, - Toronto

Everyone Who Buys Sauce

shows a cultivated taste which demands the best in quality.

PATERSON'S WORCESTERSHIRE SAUCE

has that piquant deliciousness that appeals to the masses. In selling a food luxury it never pays to sell an article of dubious quality.

Sell Paterson's Worcestershire Sauce and get the trade.

ROWAT & CO.
GLASGOW, SCOTLAND



CANADIAN DISTRIBUTORS:

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

EUREKA

Twenty-seven years of Eureka Refrigeration



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

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO

Montreal Representative

JAMES RUTLEDGE

Telephone St. Louis 3076

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

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



Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oily boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED

Hamilton, Canada

Buffalo, U.S.A.



It's Selling Fast

And it will move in your territory, too. Have you seen this new delicacy that the housewives are all so pleased with? If not you are making a mistake that you do not accept our offer of

6 tins, freight prepaid, for 50 cents, as a trial lot.

PARIS PATÉ SANDWICH

is one of those delicacies which have made French cuisine famous.

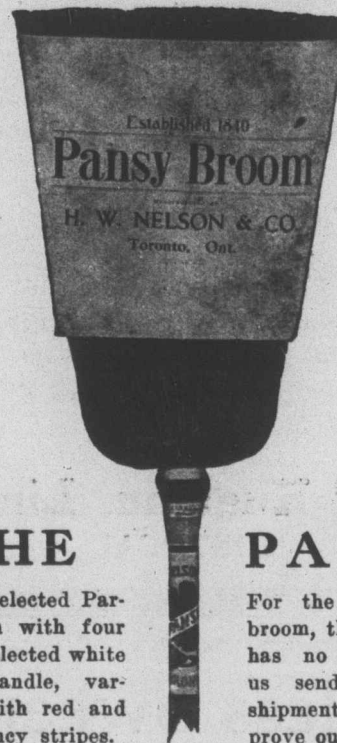
The Purest Meats and Spices

only enter into its production, and the cleanly sunshine factory also go towards a further guarantee of purity.

**La Société Française
de Spécialités Alimentaires**

MONTREAL

THE BEST GOOD BROOMS



THE PANSY

This is Selected Parlor brush with four strings, selected white maple handle, varnished with red and green fancy stripes.

For the Best Good broom, the "Pansy" has no equal. Let us send a sample shipment. It will prove our claim.

Made in the largest and best equipped factory in the country.

We have a very wide experience in the manufacture of all kinds of brooms, brushes, woodenware, etc., having been established in 1840. Nearly three-quarters of a century has served to make the Pansy Brand the standard by which all other lines are judged.

H. W. NELSON & COMPANY
LIMITED
TORONTO - ONTARIO

A Conviction

has been reached by a great majority of dealers that

Brodie's British Plate Powder
Brodie's Furniture Polish
Brodie's Cloudy Ammonia

are three of the best selling lines of Polishers and Cleaners. They sell because they do the work. Are you supplied?

Write

A. W. Hugman, Limited
MONTREAL

A Friend of the Grocer

because it sells without much pushing—quality and advertising make it popular. Sales are numerous and continual.

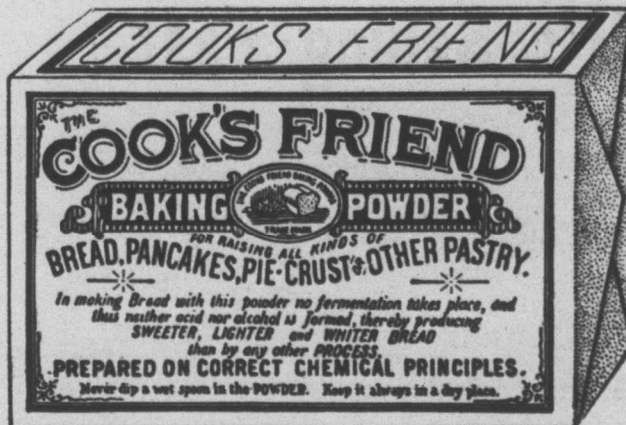
A Friend of the Cook

because **Cook's Friend Baking Powder** always puts the the baking at its best. Made from pure grape cream of tartar and contains no alum or other deleterious ingredients.

Purer than the Law Demands. Contains No Alum.

W. D. McLAREN, Limited **MONTREAL**
 Agents

JOHN J. GILMOR **WINNIPEG, MAN.**



Dustless Sweeping



is an assured fact when the dustless sweeping compound is used.

SOCLEAN

Extra large pail, 25c.

The dealer who sweeps his store with this compound fully realizes the many benefits derived from it. Dusting of stock is reduced to a minimum; dust depreciates the value of bulk goods and spoils the appearance and selling of packaged goods. Your customers at once notice and are attracted to the store with the sweet, fresh, SOCLEAN atmosphere. Sold in barrels for dealers' use.

Order a stock now. It pays well.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"
TORONTO

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



THE biggest and best selling, the most perfect and practical jar for you to stock and sell is the "Queen" Square Fruit Jar. Made of clear white flint glass with large mouth, and equipped with adjustable fastener. Your patrons will be delighted with the practicalness of this container, giving you excellent opportunity to do a big trade during this coming season. Profits are good. Get your orders in now.

Manufactured by

SMALLEY, KIVLAN & ONTHANK
BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

OLIVE OIL

**NOW IS THE TIME TO PLACE YOUR ORDERS FOR
SPOT, SPRING AND SUMMER SHIPMENTS**

We offer the finest and purest quality guaranteed.

PURE FRENCH AND ITALIAN OLIVE OIL

L. A. PRICE & CO., Shippers, Bordeaux.

Extra Superieure, French.

Bottles, cases, 1 doz., 16 oz.....	per doz., \$5.50
Bottles, cases 2 doz., 8 oz.....	per doz. 2.95
Bottles, cases 4 doz., 4 oz.....	per doz. 2.00

Extra Imperiale, French (Wine measure).

Tins, cases 2 tins, 5 gallons	per tin, \$11.00
Tins, cases 10 tins, 1 gallon	per tin, 2.40
Tins, cases 20 tins, 1/2 gallon	per tin, 1.25

L. A. PRICE & CO., Italian Lucca Oil.

Bottles Extra Lucca, cases 1 doz. qrts.	per doz. \$7.00
1/2 Bottles Extra Lucca, cases 2 doz. pts.	per doz. 4.00

L. A. PRICE & CO., Italian Pure Lucca Oil.

Bottles Pure Lucca, cases 1 doz., 16 oz.....	per doz. \$4.50
Bottles Pure Lucca, cases 2 doz., 8 oz.....	per doz. 2.40
Bottles Pure Lucca, cases 4 doz., 4 oz.....	per doz. 1.50
Bottles Pure Lucca, cases 2 doz., 9 oz. (Silver Cord)	per doz. 4.00

L. A. PRICE & CO. Italian Lucca (Tins), (Wine Measure).

Tins, cases 2 tins, 5 gallons	per tin, \$10.50
Tins, cases 10 tins, 1 gallon	per tin, 2.20
Tins, cases 20 tins, 1/2 gallon	per tin 1.10
Tins, cases 40 tins, 1/4 gallon	per tin .65
Tins, cases 40 tins, 1/8 gallon	per tin .35

F. BERTOLLI Pure Italian Lucca Oil, Tins (Wine measure).

Tins, cases 2 tins, 5 gallons	per tin, \$9.00
Tins, cases 10 tins 1 gallon	per tin, 1.90
Tins, cases 20 tins, 1/2 gallon	per tin, 1.00

PRIMUS Pure Italian Lucca Oil, Tins (Imperial measure).

Tins, cases 2 tins, 5 gallons	per tin, \$10.25
Tins, cases 10 tins, 1 gallon	per tin, 2.20
Tins, cases 20 tins, 1/2 gallon	per tin, 1.15
Tins, cases 40 tins, 1/4 gallon	per tin, .62 1/2
Tins, cases 80 tins, 1/8 gallon	per tin, .32 1/2

TERMS: Net 30 days, f.o.b. Montreal.

We will book orders now at above prices, delivery up till 1st August.

Don't forget, "QUALITY FIRST."

L. CHAPUT, FILS & CIE., LIMITEE

Wholesale Grocers. Distributors for Canada.

212 DeBresoles Street, - - MONTREAL

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS CHANCES

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

FOR SALE - GROCERY BUSINESS IN growing district, east side Toronto; good corner; \$17,000 turnover last year; about \$1,500 stock. Apply Box 470, Canadian Grocer, Toronto.

FIRST CLASS LARGE COUNTRY STORE—Nine miles from railway; stock \$5,500; turnover \$18,000; established 15 years; made some money; want to get near high school. Apply Box 472, Canadian Grocer.

REPRESENTATIVES WANTED

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

SIDE LINES WANTED

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

SITUATION WANTED

GROCERY CLERK, 10 YEARS' EXPERIENCE, desires position in West as manager or head clerk in grocery or grocery department. Good references. Apply Box 149, Canadian Grocer, Toronto.

MISCELLANEOUS

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 256 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 214, Stair Building, Toronto.



TANGLE-FOOT

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

The Sanitary Fly Destroyer, Non-Poisonous.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

A SAFETY-CHECK ON THE CREDIT CUSTOMER

There's no harm in running a credit business, IF YOU ARE SAFEGUARDED. The danger lies in letting the credit customer get you "into deep water." The remedy is a Safety-Check, and the one perfect Safety-Check is found in



ALLISON
Coupon Books

Here's How They Work

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

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

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

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.

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

PICKLES & CATSUP

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for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

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ESTD. 1825

The Original Makers of
BELFAST GINGER ALE

Agents in Western Canada
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Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.
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Satisfy every user. Let's tell you why.

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

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Agents.

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Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada



Your Customers will Like—

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Recommend it to them with a money back guarantee for a "Flavor" that is dainty and different,—

Or to make table syrup by adding to white sugar and water.

Order from your jobber or
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TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"NO-DUST"

MEANS NO DUST, NO GERMS

A strong, pleasant, disinfectant sweeping compound, in bulk only

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PURE MAPLE SUGAR and SYRUP
Write us.
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TWO CENTS PER WORD

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LYE
SPICES, COFFEE,
EXTRACTS, JELLY POWDERS,
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Moyens No. 2, 1/2 kilo	10.00
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Extra Choice, First Choice, Choice, Gallipeds.

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We offer for immediate delivery, full assortment of 1912 packing. We will appreciate your future orders for 1913 packing.

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Tel. Main 3766

568 St. Paul St., MONTREAL

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The Big Annual Spring Sales Number OF THE CANADIAN GROCER

is beginning to take shape. For months our editors have been on the still hunt for the right sort of material.

Actual instances of Creative Salesmanship,
Interesting Old Customers in New Goods,
Attracting the Public through the Window,
How some of the best Salesmen among the Retail Grocers secure
their results.

Each year we have raised the standard of these articles. Each year we have received more congratulations from our readers. Each year our annual Spring Sales Number has become

**MORE PRACTICAL
MORE LOOKED-FORWARD-TO
MORE APPRECIATED**

by the retail grocers and their clerks throughout Canada.

April 18th—Date of Publication this Year—April 18th

Every Manufacturer should have his announcement in this issue.

Every retailer will be expecting it.

Here is your opportunity to speed up your Spring trade, by enthusing the retail grocers and their clerks, priming them with your selling points, and getting most results from your whole sales organization by securing the hearty co-operation of the man behind the counter.

Use a Double Page Spread

Show you have confidence in your goods and you will put confidence in the retailer who is recommending your goods to the customer.

Our advt. writing department will gladly assist in preparing copy for this issue. Drop us a line and we shall have a representative call with further particulars.

Canadian Grocer

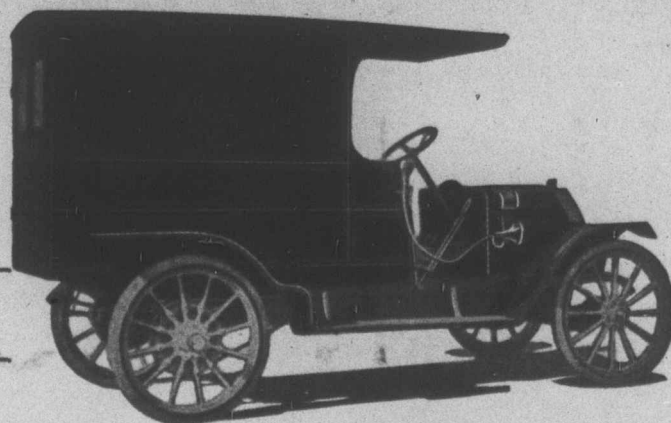
Montreal

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Winnipeg

Publication Office: 143-149 University Avenue TORONTO

THE CANADIAN GROCER



The Menard Commercial Car

WE COULD MAKE A LENGTHY STORY

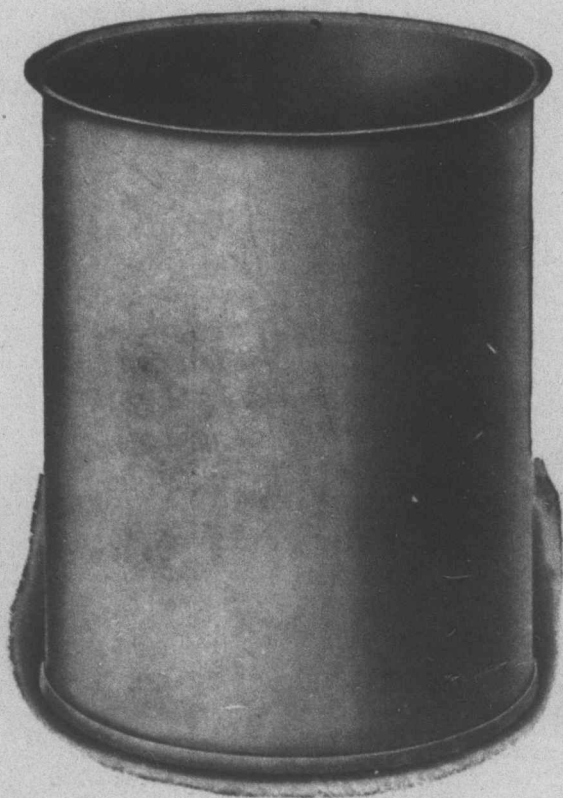
on the mechanical and technical qualities of the **Menard Commercial Car**, but owing to limited space we cannot give all the facts here and therefore invite correspondence of all dealers interested and we will gladly supply full information and details of the **Menard Delivery Cars**— the cars that have made good.

The **MENARD COMMERCIAL CAR** is a quiet, reliable car with good speed and great power. It reduces delivery expenses and enables the dealer to give a much better service.

Write for information to-day.


It costs nothing.

MENARD COMMERCIAL MOTOR CAR COMPANY
WINDSOR, ONTARIO



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.



Have YOU ever tried to switch her from FIVE ROSES?

Thousands of grocers sell this flour simply because they *couldn't* make her change.

Who has lost sales thereby?

Not he who sells FIVE ROSES, Brother Grocer, since its sales have increased *faster* than the population.

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

Why have the FIVE ROSES sales increased from 800 barrels to 11,500 since 1888, from 1,600 bags to 23,000 bags every selling day?

Every woman has a different reason for sticking to FIVE ROSES—and it is all these reasons put together that have made FIVE ROSES the *best-selling* flour in Canada to-day.

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

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

Won't YOU ask your jobber to-day, or write our nearest office?

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

Five Roses Flour

Not Bleached



Not Blended