

**PAGES  
MISSING**

THIS IS THE 1,311th ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, JANUARY 24, 1913

No. 4



## 19 YEARS OF "GOOD TEA"

**C**OULD you ask for any stronger proof of the sterling quality of Red Rose Tea than its outstanding position in the tea trade to-day?

This success has been due to the confidence and friendliness its quality has inspired in the trade and is the best guarantee that it will pay you to recommend Red Rose Tea to your customers.

**BRANCHES:**

7 Front St. E., TORONTO.  
322 Ninth Ave. W., CALGARY.  
156 Lombard St., WINNIPEG.

**T. H. Estabrooks Co., Ltd.**

St. John, N. B.

THE CANADIAN GROCER

# TEES & PERSSE LIMITED

ESTABLISHED 1884

**Manufacturers' Agents  
and Warehousemen**

— IF —

we assist in the distribu-  
tion of

- Eddy's Matches**
- Tuckett's Cigars**
- St. Lawrence Starch**
- Bee Hive Syrup**
- Gold Dust Washing Powder**
- St. Lawrence Sugar**
- Sunlight Soap**
- Holbrook's Sauces**
- Upton's Jams**
- Brigger's Jams**
- Cow Brand Soda**
- Tanglefoot Fly Paper**
- Cox's Gelatine**

**There is a Reason!**

and you also need us as your  
representatives in Western  
Canada. We have warehouses  
at all principal distributing  
points.

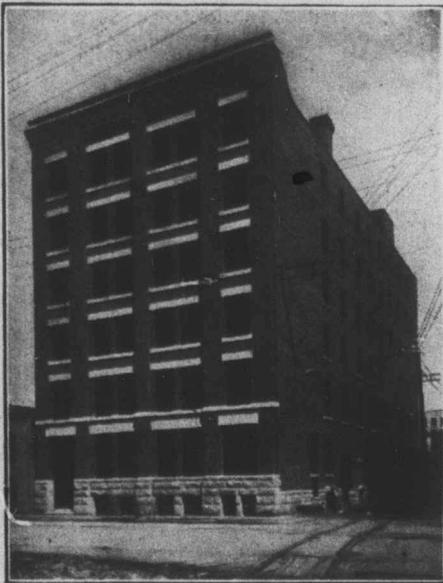
**AGENCIES SOLICITED**

Address

**TEES & PERSSE LIMITED  
WINNIPEG**

**TEES' & PERSSE of ALBERTA  
LIMITED, CALGARY**

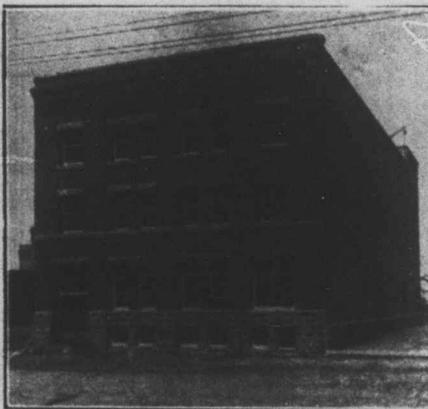
**"From the Great Lakes to  
the Rockies."**



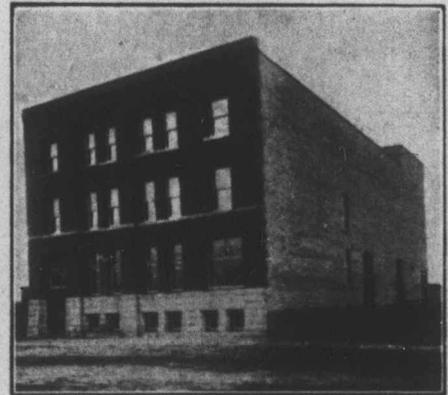
WINNIPEG WAREHOUSE



REGINA WAREHOUSE



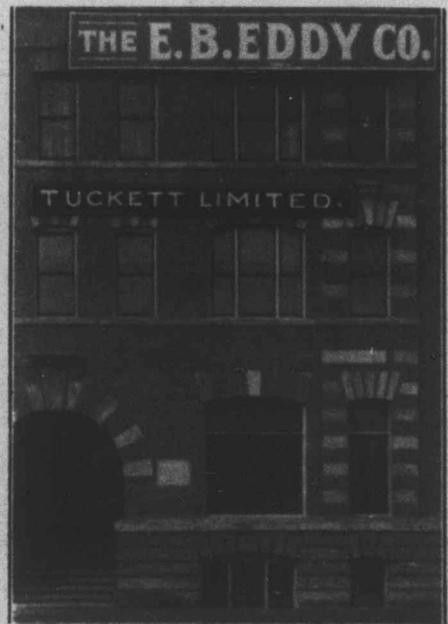
SASKATOON WAREHOUSE



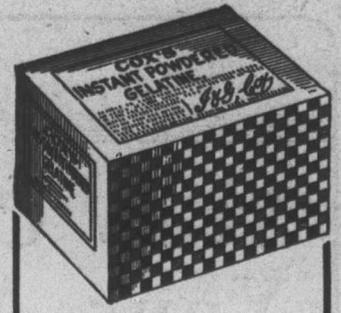
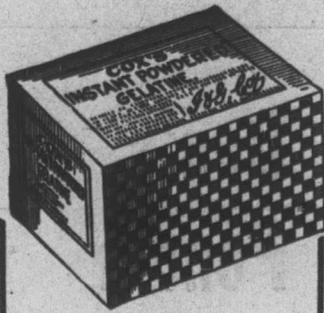
MOOSE JAW WAREHOUSE



CALGARY WAREHOUSE



EDMONTON WAREHOUSE



The Absolute Purity of

# COX'S GELATINE

makes it a standard product of world-wide fame. Only in powdered form, as free from foreign substances as the clearest rock crystal from mother earth.

It has never disappointed, and never will, because folks get what they expect and want when they buy the peer of all —“Cox's.” Highest quality to-day, to-morrow and all the to-morrows to come.

**“BRITISH MADE”**

A. P. TIPPETT & CO.  
Agents  
MONTREAL . . . TORONTO



# Stop Copying Your Accounts

Every time you copy an account (and in keeping books you must do this) you are taking chances—you are liable to make costly mistakes.

With Only **The McCaskey System** The End of One Writing Drudgery

puts an end to useless copying and posting. It saves time, because a charge needs to be written only once. With One Writing the customer is given an invoice of his purchase and is told what he owes in full. With One Writing you keep every account ready for settlement instantly. You prevent mistakes. You prevent forgetting to charge. You prevent misunderstandings with customers over their accounts. You improve collections. You protect yourself against loss of insurance in case of fire.

One of our 30 travelling men is near you. Let him show you where and how and why you need The McCaskey System and how it will pay for itself several times a year, as it does for a hundred thousand users.

Write to-day without obligation on your part.



Showing Electric Recorder and Cash Till

Manufacturers of "Surety" Carbon Back Counter Check Books

**The Dominion Register Co.**  
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

The Largest Manufacturers of Carbon Coated Salesbooks in the World



# Don't Ponder

and hesitate about getting in a stock of the match that is a match (a sure lighter)

## THE DOMINION SILENT MATCH

It has proven its good qualities over and over for years. Every match a light without a sputter or nerve-racking crack. The Dominion Silent Match is the match the people want. The sooner you start selling it and the more you push it, the more you will be in—the profit being good.

**Dominion Match Co., Limited**  
Deseronto, Ontario

### REPRESENTATIVES

The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gerham & Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Hithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Hallway, Reid & Co., Edmonton, Alta.; McKelvie & Stirratt, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.; Orr, Brocklesby, Dane & Co., Winnipeg, Man.





THE BEST  
THAT SCIENCE CAN PRODUCE

For over 56 years the Borden system for perfect milk production has been in progress—each year greater popularity, bigger sales and increased output is the result.

The system of producing Borden's milk products under the most sanitary conditions, reaches from the dairy to the home, the result is the best and purest milk products which receive the highest awards wherever exhibited.

## BORDEN'S

**Eagle Brand Condensed Milk** (the original) is the standard of its kind. It is prepared with scrupulous care for use as an infant food, and at the same time it meets all the requirements for general use.

**Reindeer Coffee** is packed in one pound tins, containing milk and sugar. It is the most delicious, most compact, convenient and economical drink for anybody, anytime and any place. Can be made at a moment's notice by simply adding boiling water.

The large percentage of butter fat or cream in **St. Charles Brand Evaporated Milk** (unsweetened), permits satisfactory whipping. Is delicious with coffee, chocolate, fruits, puddings cakes, etc.

Can you, as an aggressive dealer, overlook the profits, sales, and trade the Borden lines will bring you?

**Borden Milk Co., Limited**

"LEADERS OF QUALITY"

**MONTREAL**

Branch Office: No. 2 Arcade Building, Vancouver



## Well Advertised Goods Sell Best!

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

## “E. D. S.” Preserved Fruits

Through good advertising the demand has been created—and through their excellent flavor and genuine goodness repeat sales follow with rapidity. E.D.S. Fruit Products are guaranteed 100 per cent. pure (see Government Bulletin No. 194), no preservatives or coloring matter are added whatsoever.

### 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.



—just send a postal—  
now, saying—“send sample  
and advertising offer”—It will  
only take a minute  
and it's worth dollars  
to you.

**KIT COFFEE CO. GOVAN, GLASGOW**

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

**FREDERICK E. ROBSON & CO. TORONTO**

## ASK FOR DAPHNE

BRAND

**SEEDED  
RAISINS**

Your Customers like them

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

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

## WEIGHED IN THE BALANCE AND FOUND NOT WANTING

THIS IS THE VERDICT ON **SIMCOE BAKED BEANS**. THE VALUE IS THERE IN THE TIN. WHETHER IT BE THE ONE'S, TWO'S, THREE'S OR FAMILY SIZES. TASTY, DELICIOUS IN CHILI OR TOMATO SAUCE, SERVED HOT OR COLD, EVERYBODY LIKES THEM. HAND PICKED, OVEN BAKED, PACKED UNDER SANITARY CONDITIONS. A MAXIMUM OF QUALITY AT A MINIMUM COST.

**DOMINION CANNERS LIMITED**

Hamilton, - - - - - Canada



# LENT

This word means enough in itself. Buckle up and let **Fish** be your slogan throughout the coming

weeks. You'll not find any disappointments.

## Canada Brand Pure Boneless Cod

Hundreds of dealers find this an extra fine seller. The consumer soon realizes its nutritive value.

**BONELESS FISH.**

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

**SKINLESS FISH.**

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

# LENT

= =

HADDIES  
KIPPERS  
BLOATERS

OCEAN BRAND

FILLETS (BOUTILIER)

ASK YOUR WHOLESALER

**NORTH ATLANTIC FISHERIES, Limited**

**MONTREAL**



## SYMINGTON'S SOUPS

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

(MAIL THIS COUPON TO-DAY)

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

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

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

## You Want to Earn More, Don't You ?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

**THE MACLEAN PUBLISHING CO.**

143-149 University Ave.

Toronto, Ont.

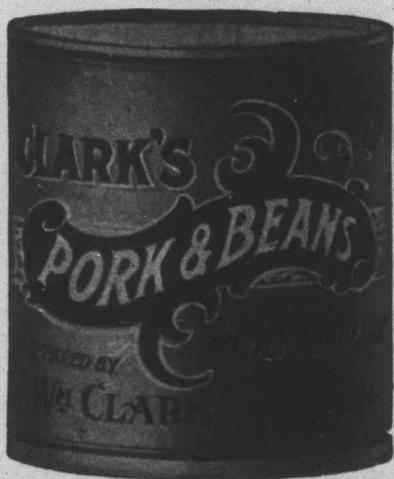
## Clark's Pork and Beans

If you desire, Mr. Grocer, to economise your time, if you wish to please your customers, if you are anxious to increase your Bean Trade, you can use no better method than selling



# Clark's Pork and Beans

PLAIN, CHILI, TOMATO SAUCE



The Standard Quality sells with the least effort.

CLARK'S ARE THE HIGHEST STANDARD. The simplest way to please your customer's is to give them the best.

CLARK'S ARE THE BEST.

QUALITY GOODS MEAN SATISFIED CUSTOMERS. THE RESULT IS SURE. TRY IT OUT WITH CLARK'S.

**W. CLARK, - MONTREAL**

THE CANADIAN GROCER

**WAGSTAFFE LIMITED**  
NEW SEASON'S 1913  
**SEVILLE ORANGE MARMALADE**  
NOW READY FOR DELIVERY.

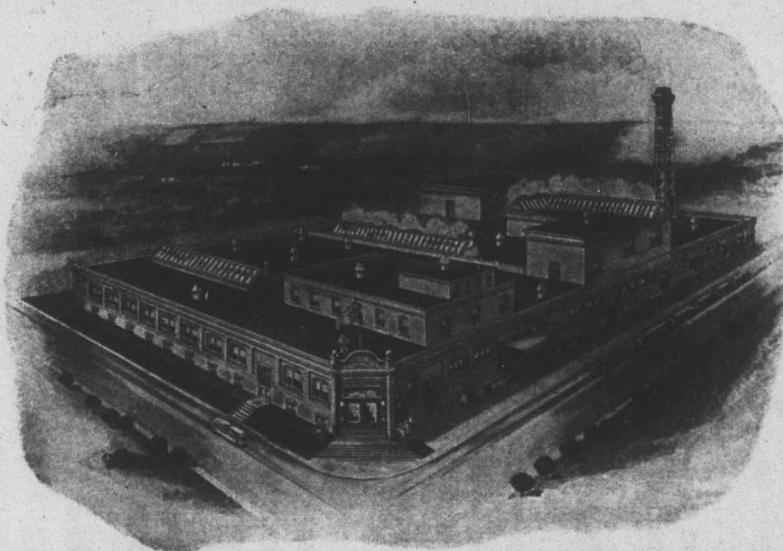
PREPARED IN

COPPER

KETTLES.

BOILED IN

SILVER PANS.



PACKED IN

GOLD LINED

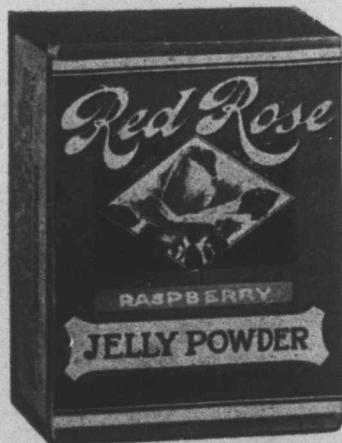
PAILS

AND GLASS.

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

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

## An Attractive Package



Sometimes you receive goods whose attractive packing is their only recommendation.

Things are different with Red Rose, because the quality of the goods was decided upon — and that the highest quality — before the package design was ever thought of.

## A DELICIOUS DESSERT

The housewife finds "Red Rose Jelly Powder" a pure, in fact the purest fruity flavored jelly on the market.

**A. W. Hugman, Limited**  
RED ROSE SPECIALTIES  
Montreal



## There Need Be No More Danger, Trouble or Waste

The consumer avoids danger by using Laurentia Milk because the milk passes through five distinct purification processes; trouble is avoided because the milk can be purchased from the dealer by the case and kept on hand like any other household staple; the keeping qualities of Laurentia Milk brings the possibility of waste to a minimum. The Dealer who sells Laurentia Milk or Cream does not have sour milk; he avoids the trouble of getting in each morning the daily milk supply; and as Laurentia Milk is non-perishable (keeps perfectly until opened in any temperature without ice), there can be no waste for the dealer.

Laurentia is nothing but a pure fresh cow's milk that has passed through the mechanical process of homogenization, then scientifically heated to make absolutely sterile.

**The Laurentia Milk Co., Ltd.**  
371 Queen Street West, Toronto, Ont.  
Telephone: Adelaide 2760

# The New Lot

of marmalade that we have made from this season's crop of selected Seville oranges is very fine. We believe we have surpassed ourselves this time. The color is very rich and clear. And the flavor of



## Shirriff's Scotch Marmalade

will make those who try one bottle eager for more. Shirriff's Marmalade has always been a good seller. The profits are sure and quick. Send in your order for some of this new lot.

**Imperial Extract  
Company, Toronto**

These are the days when

# OXO

**CUBES**

are bringing more friends  
to your store

These are the days when there's a national cry for "HOT OXO" after skating, skiing, snowshoeing, driving.

These are the days when clever housewives are using OXO CUBES for preparing all sorts of hot drinks and tasty dishes.

These are the days when advertising, window displays and signs win new customers for OXO dealers.

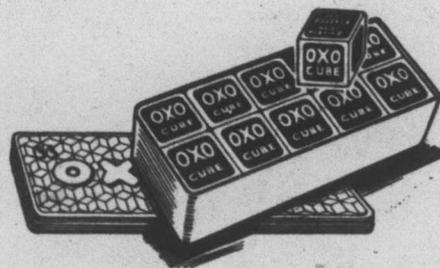
Are you helping yourself to make more profits by featuring OXO CUBES in your windows, on the counters, on the shelves?

Many homes—who buy a 10c tin to try—come back for the larger family sizes.

Have you plenty of all sizes?

Tins of 4 Cubes  
Tins of 10 Cubes

Tins of 50 Cubes  
Tins of 100 Cubes



**CORNEILLE DAVID & CO.**

TORONTO MONTREAL WINNIPEG ST. JOHN, N.B.

### MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

**ATTRACTS TRADE.**

### The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

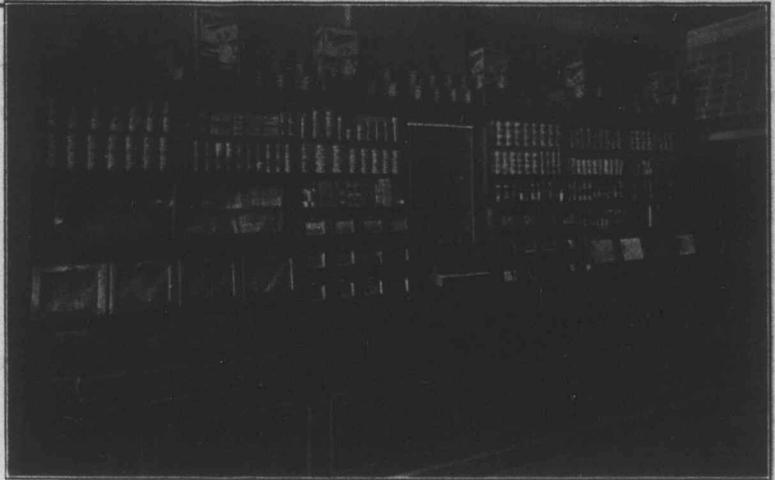
Write now for illustrated catalogue and estimates.

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



Berlin,

Ontario



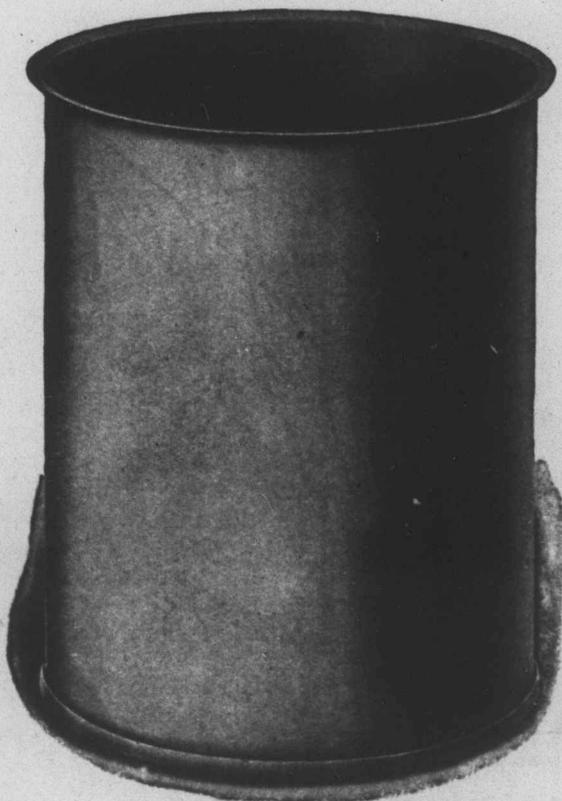
**REPRESENTATIVES,**

Manitoba: Watson & Truendole, Winnipeg, Man.  
Sask. and Alta.: J. H. Smith, Box 695 Regina, Sask.  
Vancouver: Western Plate Glass Co., 318 Water Street.  
Montreal: W. S. Siscock, 23 St. Nicholas Street.  
Maritime Provinces: R. H. Rankins, 4 Wright St., St. John, N.B.



# TWO CENTS PER WORD

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



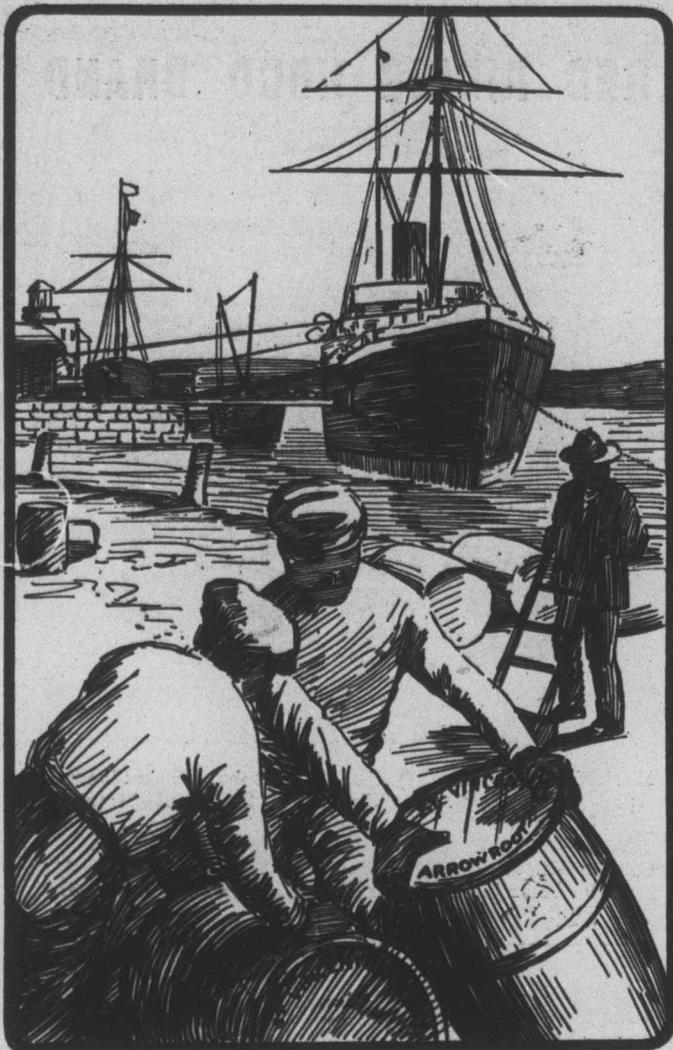
## Sanitary Cans

*"The Can of Quality"*

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

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

NIAGARA FALLS, ONT.



**FOR A CENTURY OR MORE**

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because St. Vincent Arrowroot is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have St. Vincent Arrowroot and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary.

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

KINGSTOWN

ST. VINCENT  
B.W.I



**Keep a Good Stock**

of Edwards' Soup this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good—they sell often because they are needed in the kitchen almost every day.

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

**EDWARDS' DESICCATED SOUPS**

Write for full particulars of trade terms to

**DISTRIBUTORS:**  
W. G. PATRICK & CO., Toronto and Vancouver.  
WM. H. DUNN, Montreal.  
ESCOTT & HARMER, Winnipeg.

*Edwards' Desiccated Soups are made in three varieties—Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.*



## Very Little Persuasion

is needed to make your particular customer try

**"GLOBE"**

### Macaroni and Vermicelli

because they are made from hard wheat with no maize or rice flour mixed with it and they are absolutely pure.

They possess a quality which gives distinctive flavor.

There is a big demand for "Globe" brand goods.

The profit makes it worth your while.  
Order from your jobber, or

**D. SPINELLI & CO.**

REGISTERED

MONTREAL

QUEBEC

## RED RIDING HOOD BRAND



5 lb.  
SLIP  
TOP  
CAN

5 lb.  
SLIP  
TOP  
CAN

### Samples and Prices from

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

Toronto—Lind Brokerage Co., 47 Wellington St. E.

Ottawa—E. M. Lerner & Sons, 11 York Street.

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

## THE MARKET

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

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

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

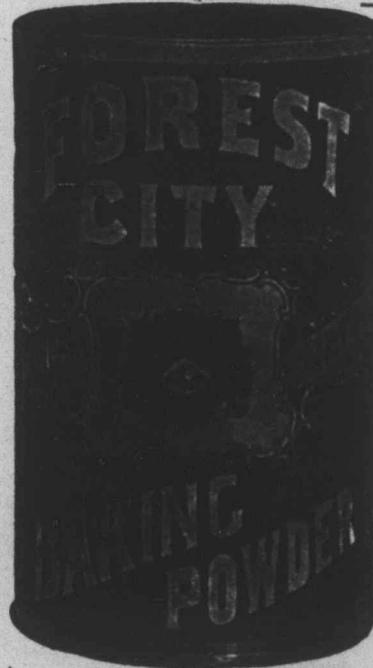
We also manufacture hand mills, and electric meat choppers.



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

## No Disappointments

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



**Gorman, Eckert & Co., Ltd.**

London, Ontario

Western Selling Agents:

**Mason & Hickey, Winnipeg**



The Grocer who makes a practice of filling all sugar orders with

*Redpath*

Extra Granulated **SUGAR**

is building for the future. Redpath sugar builds up a store's prestige and wins good will, because it never disappoints the purchaser.

In the 2-lb. and 5-lb. Sealed Cartons, Redpath Extra Granulated Sugar combines cleanliness and convenience with the weight of a long established reputation for superior quality.

If you haven't been handling Redpath Sugar you owe it to the future of your business to start *now*.

**The Canada Sugar Refining Co.**  
MONTREAL LIMITED



**Welcomed by  
the housewife**

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

# NUT-LARD

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

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

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

Send for prices to-day.

MANUFACTURED BY  
**ROCCA, TASSY & DeROUX**  
MARSEILLES, FRANCE

Dominion Agent:  
**J. RUSSELL-MURRAY, MONTREAL**



### If You're Shipping

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

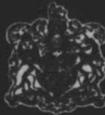
IT PAYS TO USE THE  
**REGINA STORAGE AND FORWARDING COMPANY LIMITED**  
 REGINA

**MR. DEALER**

for over fifty years Cook's Friend, "The Baking Powder With a Pedigree," has been a leader. To-day, through its quality and advertising, sales are increasing monthly. Are you getting your share?

*Purer than the Law Demands  
 —Contains No Alum.*

W.D. McLAREN, Limited  
 Montreal

By Royal  Letters Patent

# NELSON'S

## Crystal Leaf GELATINE

Unrivalled in the kitchen,  
 can be obtained from

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

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

## MATCHLESS LIQUID GLOSS

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

**Cleans and disinfects as well as polishes.**

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

Splendid, too, for renovating automobiles and carriage bodies.



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

**The Imperial Oil Co., Limited**  
 Toronto Winnipeg Montreal  
 St. John Halifax

**CAIRNS'**



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

THE GROWN UPWARDS OF SWEDEN AND FOR 22 YEARS TO HER LATE MARY QUEEN VICTORIA

MADE IN SCOTLAND

**MARMALADE**

PAISLEY SCOTLAND

# 'CAMP' COFFEE

**Be ready with your supplies**

Never let a customer who wants 'Camp' go without, for every sale of 'Camp' is of permanent advantage to your business. The public *will* have it, and they are bound to go where it is sure to be obtained.

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



## Why Don't You do Like Him?

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

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

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

*You should have Kingery's Book of Possibilities and Catalogue No. 39. They are free.*

**KINGERY MFG. CO.**  
Cincinnati, Ohio

Strength	Your	Purity
guarantee of profit lies in <b>"COW BRAND"</b> Baking Soda		
		
because of its popularity with the housewife! Order from your jobber. <b>CHURCH &amp; DWIGHT</b> LIMITED Manufacturers		
Uniformity	MONTREAL	Reliability

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

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

Canned Vegetables, Fruits and Salmon, Syrup Etc.

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

'Phone Numbers—462 Long Distance. Free to Buyers; 3595, 3596, 3597  
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**The Table Salt above the average**

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Get your supply of this dependable Table and Dairy Salt, and  
so have the happy smile.

We ship promptly. Get our prices.

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THE CANADIAN GROCER

# St. Lawrence

## Granulated

The Canadian standard of quality put up in all sized packages, barrels, half-barrels, hundred pound bags, twenty-five pound cotton bags, twenty pound cotton bags, five pound cartons, two pound cartons.

There has been a further slight increase in the estimates of the European Beet Crop.

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L. & B.  
BANNER  
BRAND



JAMS  
AND  
JELLIES

If you want to improve your trade.  
If you want to increase your profits.  
If you want to sell goods of quality.  
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If you want to sell repeatedly.

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## A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

### FOUR GOOD BRANDS

"Laurentia,"

"Daily Bread,"

"Regal,"

"National,"

One Cent. One Card. One Minute.

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.  
MONTREAL

## CENTURY SALT



### A Necessity of Life

As salt is one of the necessities of life, its purity is of as great importance as that of other foodstuffs.

Every grain of Century Salt is absolutely pure, no ingredients or adulterants are added whatsoever.

Sell the best (Century Salt), and keep the grade of your salt up to that of your general stock. It will pay.



THE DOMINION SALT CO LIMITED  
SARNIA ONTARIO

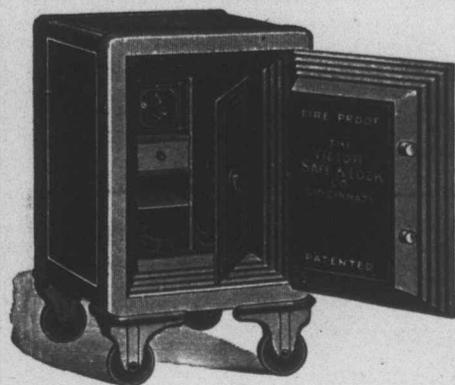
We have only a few lines remaining of  
Second, Third, and Fourth Crop Japan  
Teas of Last Season.

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### COLD WEATHER

**More fires at this season than any other**

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

**Canadian Scale & Fixture Company**  
SHERBROOKE, . . . . . QUEBEC

### “Pride of Canada”

(Guaranteed Pure)

**Maple Syrup Maple Sugar**



Get your orders in now. Last year's crop was short owing to adverse climatic conditions, and weather at present is so uncertain that no forecast as to probable new crop can be made.



Orders will be filled in rotation as received.

**Maple Tree Producers Assoc.**  
LIMITED  
Montreal

### White Swan

**Quality is Guaranteed**

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

**Coffee  
Spices**

**Baking Powder  
Yeast Cakes  
Lye**

**White Swan Spices & Cereals**  
Limited  
TORONTO

ESTABLISHED IN 1842



# TEAS



When you buy OWL CHOP Teas, you have the guarantee of our experience and the benefit of the most favorable conditions under which Japan Teas can be imported.

- OWL CHOP "Extra" H/C 80 lbs. { The best that can be bought in Japan.
- OWL CHOP "No. 1" H/C 80 lbs. { A tea with very delicate flavor and very good style.
- OWL CHOP "No. 50" H/C 80 lbs. { The recognised standard for a 40c lb. tea in Montreal.
- OWL CHOP "No. 100" H/C 80 lbs. { Good, strong liquor, at a medium price.

JAPAN TEAS:—If you need some cheap lines, we have special values at 15c and 17½c per lb.

*ASK FOR SAMPLES*

We have under private marks, a large assortment which will interest all Tea Dealers and Jobbers.

Our tea business is under the care of a special department, which has proved its worth, and always at your service.

**WRITE, OR ASK OUR TRAVELLERS FOR QUOTATIONS**

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

Importers

**MONTREAL**





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The mustards that have been the household favorites for several generations.

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

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Most grocers find that they can  
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# CROWN BRAND

THAN ANY OTHER

# CORN SYRUP

Because Crown Brand Corn Syrup has won a permanent place in the home, by reason of its unequalled purity and delicious flavor.

It is recognized as the ideal table syrup, and is especially desirable for children—possessing great value as a nourishing and wholesome food.

Crown Brand is a Canadian product that has made a national reputation by sheer merit. It is known and sold from coast to coast.

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

## The Canada Starch Co., Limited

Manufacturers of EDWARDSBURG Brands

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

*Canned Goods = Tomatoes*

DATE	DESCRIPTION OF GOODS	QUANTITY	PRICE	TOTAL COST		BOUGHT OF	SELLING PRICE
Oct 1/12	Garden Brand	10 c's	1.20	26	00	John Brown & Co	75
" 10/12	Farm "	15 c's	1.40	42	00	Wholesale Grocery Co	75

This illustration shows the various columns in Mr. Clark's Cost Book and how he operates it. It is made in loose leaf style, so that additions can be made at any time.

# Cost Book: Valuable Guide to Buyers

**How it is Operated by One Retailer and the Important Information it Supplies  
—Saves Time of the Retail Buyer and Traveler and Cuts Short Disputes Over  
Last Prices Paid—Losses Prevented Because Mistakes are Less Likely to Occur.**

When information regarding cost of goods and total amount of each variety purchased during any period of time, is tabulated in a separate book, the retailer has knowledge at his elbow that will help him overcome too heavy buying and assist him greatly in buying carefully. Such a book is known as a Cost Book and is now in use in a number of Canadian stores.

In the Fall Campaign Number of The Canadian Grocer of October, 1912, a description of the Cost Book of A. G. Bain & Co., Hamilton, Ont., was given. Herewith is an outline of the one D. W. Clark, Avenue Road, Toronto, operates. Mr. Clark states that a Cost Book is one which every member of the trade should use because of the advantages of the knowledge it provides whenever purchases are made.

Each page of Mr. Clark's book is devoted to one particular line of goods. With a line such as canned goods, subdivisions are made—a page for tomatoes, one for corn another for peas, etc.

From the illustration shown on this page it will be seen that there are columns from 'date of purchase,' 'description of goods,' 'quantity purchased,' 'price,' 'total invoice cost,' the firm from whom the goods were bought and the 'selling price.'

The advantage of knowing at a moment's notice the dates of all purchases of canned goods or any other lines is self-evident. The next column shows the brand of tomatoes, dried fruit, baking powder, etc., purchased. By watching the stock on hand of each brand the dealer knows exactly how well or how

slowly each brand is moving out. Goods with merit invariably sell well, so that if a shipment of any line is received behind which the retailer added his selling power, and which did not bring the necessary repeat orders, buying in such a line will be curtailed in future.

Mr. Clark calculates that to know the quantities of various goods bought the preceding year is most valuable information. When buying time for Christmas dried fruits comes round, his Cost Book is brought into commission and without keeping the traveler waiting a minute knows exactly what and how much to order. The Cost Book shows too, the price at which each line was bought, the last time the traveler called. For instance, a particular line of a certain brand of coffee is quoted at 30 cents.

The Cost Book is consulted and it is found that at time of last purchase this was only 29 cents. The dealer then, of course, desires to be "shown" why the difference.

In case a city retailer where goods are purchased through local wholesale houses there is no necessity for a column for freight. Where, however, there are no wholesale distributors, there should be such a column between 'price' and 'total cost.' The 'total cost' column would then show 'invoice cost' plus 'freight.' The next column shows the name of the firm from whom the goods were bought, which information is frequently desired. The 'selling price' is figured out from the 'total cost.' It is the price at which each line referred to can be sold so as to make a fair profit over total cost.

Mr. Clark's Cost Book is made on the loose-leaf plan, so that its pages can be added to or taken from at will. Each sheet is about a foot long by 8¼ inches in width, the illustration here showing simply the top. The holes on the left are for the pins on which the sheets are filed. The book is indexed in alphabetical order so that any article can be found easily.

Another good feature of the Cost Book is that it obviates the necessity of looking up old invoices to get at quantity of goods to purchase. Couple with this the fact that there is no time lost in arguing with the traveler over price last paid, it will be seen the retailer has a valuable time saver in his possession. Mr. Clark's bookkeeping staff looks after the insertion of every purchase which is, of course, taken from the invoice.

### SOME FEATURES OF A COST BOOK

*It shows at a glance amount of each variety of goods bought at any time.*

*It gives the quantity of each line and the price paid.*

*It shows selling price at which a net profit can be made.*

*It eliminates necessity of looking up old invoices to see quantities purchased.*

*It saves time of retailer and traveler and prevents dickering over past prices paid.*

*It supplies absolute knowledge and lessens tendency to make errors, and therefore prevents losses.*

# Criticism of Joint Work of Retailers

How Dealers in a Certain Town are Working Together to Maintain Prices and Operate Delivery Together—Twenty Per Cent. Obtained on Sugar — Writer Claims That the Opposition to such a System Have Better Chance of Success —What Do Others Think of It?

\*By Henry Johnson, Jr.

Here are excerpts from a remarkable letter from one whose name, for obvious reasons, I cannot publish:

Will wide-open competition draw more than enough trade to offset the following conditions:

1. Six of the nine grocers in town pay the same price for all butter, eggs, potatoes, poultry, farm produce.

All six sell at the same price to consumers. The other three do as they please.

2. The six grocers sell flour, feed, meal, soap, lard, syrups, fruits (not canned), all staples and probably 75 per cent. of our sales at the same price. Costs are figured on all these items to make a fair profit. Thus at present we have 20.5 per cent. on sugar (selling price.)

3. Potatoes, cabbage, etc., are bought in car lots and divided among the six grocers. All sell at the same price. Thus we do not carry such large stocks and keep it fresher.

4. The individual grocer must depend on his store management, service, personality, and quality of his groceries to pull and hold his trade. Of course we all use advertising. We have a co-operative delivery system by which we keep almost exact tab on our customers. We exchange all information about deals, prices, quality, money-saving stunts, etc., very freely. We each take some brand of a particular article and try to beat each other to the trade with quality talk.

As a rebuttal:

## No Price-Cutting Done.

We have no costly cut-price wars; our trade is established and it takes an extra good cut-price man to make the least impression. (We have one here now but he has decided to about give it up because price talk does not influence our trade. This case has been decided strictly on its merits for we all have gone ahead talking quality and not price). You will not find any town in several states which has as good stores, with as evenly leveled prices (not low on sugar and a few staples, then high on other things) as this town. Every fall we have a barbecue which costs \$700 to \$800, with free

\*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.

attractions, and we fed about 6,000 people this fall.

8,000 buns, a ton of beef, 150 gallons of soup and 230 gallons of coffee, disappeared in one hour.

There are no failures among the legitimate grocers here. We have three grocers in business here who have been over 20 years; one 27 years, one 21 years; one 19 years; all still in business and doing pretty well. We lump our eggs together during egg season and make the wholesale egg buyers bid on them against each other. Thus we beat surrounding towns in produce prices, because we get 150 cases on Saturday, sometimes more. Also we make 30 or 40 cents per case on them.

## Question of Co-operative Delivery.

There certainly is a concise statement of what may be done through combined effort. It surely looks good. One question that occurs to me to ask, is: How long has this general condition prevailed?

I ask this because I am familiar with a case wherein several merchants fooled themselves badly on a co-operative delivery scheme and did not wake up until the mischief was done.

I met the main promoter and sponsor of the plan in 1904, after the scheme had been operative for some months, but less than one year. He was the most thoroughly enthusiastic man you could wish to see. He was not loudly happy—did not talk a lot; but for that very reason his conviction was impressive, he was so completely pleased and convinced that the merchants of his town were on the right track that his enthusiasm was very contagious. I was so well impressed that I returned home filled up with it and took it up with some of my neighbors with the idea of pushing it through. Somehow, I could not interest the other biggest dealer here so the scheme was never tried. But how about the other man?

## Unsuccessful in This Case.

In 1909 he managed to sell out, thereby "saving his face" by the narrowest margin. And why?

Because the few who stayed out of the delivery agreement won the trade of the town.

These things work with exceeding deliberation. They move so slowly as to be almost imperceptible. Certainly

those men did not see the trend. They were so taken up with what they thought was the success of the plan that they must have failed to notice the undercurrent of dissatisfaction on the part of their customers.

You see, people say very little. When the plan is first outlined to the housekeeper, she thinks little about it; is inclined to agree that it is all right, etc. First time the plan interferes with her convenience the disappointment may not be actually as great as she has submitted to many times in the past and might put up with again; but the cause of her inconvenience is new and she has something to hang her trouble on. She lets it go once or twice, maybe oftener. Then she drifts away to one of the stores where deliveries are individually controlled. Presently others do likewise and when the "ring" grocer wakes up, many have left him. It is liable to be too late to recall them by that time.

## Opposition Was Strong.

In this case, the outsiders were good merchants—hustling fellows who saw and made the most of their opportunity. They were of the kind to succeed in any event. In the case now before us, this may not be true. The co-operators may be the king pins all the way through, so they may get away with it; but I should feel more certain of the probable outcome if I knew just how long this ideal condition had obtained.

## Is Sugar Margin Correct?

I fear for that margin of over 20 per cent. on sugar, because it is an unnatural margin.

On the one hand we have advantages which are true, obvious and therefore strong. On the other hand, we have a margin which is artificially high, not based on true economics, therefore untrue, fictitious and unjustifiable. This is weakness and weakness should be eliminated. If such things are not corrected where and when we see them, the plan as a whole is apt to fail sooner or later, no matter how promising it all looks now. This is the one point I should want to be assured about if I were doing business there.

## Some Contrasts Made.

For the rest, I cannot see any argument of special strength because:

In our town there are no failures among legitimate grocers.

A number of us have been here a long time. Johnson's has been here 56 years—38 years since a failure—and I have been in it for 35 years with 20 years of management. Another has been in the same store, clerk and owner, for over 50 years, 34 years as proprietor. Another is in the second generation, dating under present control since about 1885 and going back to about 1854 without break or failure. Another very successful firm is continuous since 1891. Others run back from six to eighteen years with prosperous records.

#### Have Early Closing Agreement.

Yet we have no agreements whatever except the early-closing plan which was instituted about 15 years ago. Even this is violated whenever we want to keep open late, to clean up, etc., and nobody thinks anything about it because the people have become thoroughly accustomed to early hours and nobody could make his light bill keeping open evenings nowadays.

We make good margins, but that is the result of being wide-awake and well-grounded in the principles of our business. We know what it costs to do business and none of us care to work only for our health; hence, we make legitimate margins on our goods. We trade back and forward in a friendly way all the time, without excessive rivalry or any "feeling" against one another; but there is nothing special about this, nor do we make much of it—it is just our way.

All of which goes to indicate that the customs of Rome may be good for Romans without being specially planned for or adapted to Gauls.

#### Eliminate the Obstacles.

It is undoubtedly true, nevertheless, that good management, pleasing personality, efficient service and all the other items of a good business will win. These will win over many obstacles. But why have the obstacles?

A legitimate margin is indispensable but that is no argument for an excessive margin. The set price plan is theoretically ideal, but its practical application must be wise, or it will fail. If prices are maintained at a level that is fair and equitable, neither merchant nor customer can complain, and both will prosper. But the great trouble is that we cannot stand—human nature cannot stand—a condition wherein we have control of what we shall exact from others. So any excessive price simply breeds active competition and the merchant or lot of merchants who get out to maintain a margin on sugar of 20 per cent. will, I think, sooner or later simply "hold the umbrella for competitors."

That is the way it looks to me. What do others think about this picture of Utopia?

## The Clean Store an Incentive to Sales

**Lindsay Grocer Endeavors to Make Interior as Inviting as Possible—Oil Cloth Floor Mopped Every Morning—How Purchasing is Induced by Salesmanship — New Goods Introduced Over the Counter.**

"It is necessary these days to have the store bright and clean if you want to get the trade," is a statement recently made by James Dwyer, a Lindsay, Ont. grocer. "People like to deal at a clean, bright store; it is conducive to greater buying," he maintains.

Everyone knows that laws in regard to cleanliness in the store are becoming stricter every year. In some parts of the United States, for instance, regular and careful inspections of premises where food is sold are carried on, and some heavy penalties have been imposed for non-compliance with regulations, established for the purpose of guarding public health. Here in Canada, a similar advance is noticeable. The authorities are gradually enacting stricter laws regarding the manner of storing and selling food.

What is the reason for all this? Because the people of to-day are demanding that their food be stored in sanitary premises, and handled in a sanitary manner. Each year they are becoming more particular in this respect. The wise grocer, in all things, should aim to lead rather than follow public opinion, and for this reason, grocers, seeing the trend of public demand in regard to the environments of the grocery store, should not only make their premises comply with the laws of health, as well as of the country, but take a step in advance and have them such that they will commend themselves to the now exacting public in their cleanliness and brightness. Such an attempt to follow the wishes of the public cannot help but be to the advantage of the dealer.

#### How Cleanliness is Maintained.

Mr. Dwyer's store is a small one, comparatively speaking, but in respect to cleanliness and brightness, it is one from which many other dealers might take pattern. The metallic ceiling and high walls assist in brightening up the interior. The floor is covered with oilcloth, the reason being that it improves the appearance and is easier kept clean. It is mopped over every morning. Goods as well as counters and other fixtures are kept well dusted. Shelves and displays are maintained in good condition. Goods are classed so as to show to best advantage. For instance, the shelves at the front are given over to glass goods. Canned goods are symmetrically arranged along the upper ledge. All these things have made the store quite a

model of neatness and cleanliness for its size.

The results secured in this establishment since it was opened about a year and a half ago, would indicate that the feature of cleanliness has proved a trade attractor. During the first year a business of \$15,000 was done. An important contributing factor to the success has been the employment of salesmanship methods.

The Grocer, while in the store had an example of the value of it in increasing sales. Goods are kept on the counter, so that when purchasing has been finished, they may be introduced to customers.

"Here is a new ammonia powder," said one of the clerks, picking up a package after an order had been given. He went on to explain its qualities to her. A sale resulted.

She expressed the opinion that certain raisins were too high. "But these are new ones," he explained, and then went on to point out the difference between the old and new, and the desirability of purchasing the latter. While on the subject of new fruit, he drew her attention also to new dates which had just come in. She purchased three pounds. This was salesmanship—the power to sell goods over and above actual demand. A dominant feature in the Dwyer store.

Some attention is also given to window display, but Mr. Dwyer admits, not the attention that it deserves. "The grocery store is a busy place, and we sometimes neglect this important phase of the business," he says.

"The window is valuable as a selling agent though. The proof of the fact is that if a certain line is displayed in the window, it immediately takes on new life. We have frequent examples of this."

#### WHITE PHOSPHORUS MATCHES EXCLUDED.

The Secretary of the Treasury, Washington, D.C., has issued regulations governing the importation of matches into the United States so far as white phosphorus matches are concerned. These are excluded and the invoice of each exporter to the United States must state that the matches are not made of white phosphorus. This regulation took effect on January 1, it being in the interests of working men in view of the claim that these matches are injurious to health.

# The CANADIAN GROCER

Established - - 1886

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PUBLISHED EVERY FRIDAY.

TORONTO, JAN. 24, 1913

## ADAPT COST BOOK SYSTEM.

Every store should have some system for keeping track of cost of goods without having to go back over an invoice file. This is a tedious, dirty job, and if it has to be resorted to frequently means considerable loss of time to both retailer and traveler—and time is money in these days of aggressiveness.

In this issue is shown the Cost Book system of D. W. Clark, a Toronto grocer for a good many years, and one who has made a close study of store management during his long career. By this book, which is in loose leaf form, he has at hand at a moment's notice buying information which would otherwise necessitate the digging out of old invoices, awkward additions and consequent loss of time. Such a system tends to eliminate over as well as under-buying, which is an asset to any store.

The Grocer would suggest to every reader who does not now operate a Cost Book, that he carefully look over the article referred to with a view to establishing a somewhat similar system. Its advantages are manifold and considering the short time required to keep it posted with the invoices, there seems no reason why it should not become universal.

If other retailers have adopted a system along this line, The Grocer would appreciate hearing from them with sample pages and benefits derived.

## SERIES ON PARCEL POST.

The announcement has been made by Hon. L. P. Pelletier, Postmaster General for Canada, that he will introduce legislation some time in the near future calling for the establishment of a parcel post system in this

country. This is a significant statement so far as the retail trade is concerned, because of the adverse effect it is sure to have on the smaller retailers. Every effort should therefore be made, before it is too late, to counteract the influence at work among the mail order houses and large dailies to effect the early bringing in of the legislation and its passing.

With this in view this paper is arranging for a series of several articles on parcel post, showing what it is in the United States, the harm it will do to the smaller merchants and therefore the country towns and villages, comparing conditions here with those in the Old Country, and submitting methods to defeat the proposed legislation.

The first of this series will appear in next week's issue. This will deal with the system of operation in the United States, because it is after this system that a Canadian parcel post law will be formulated, if it is formulated at all. Every retailer should be on the lookout for these articles. They will go thoroughly into the question.

## PUSH COLD WEATHER LINES.

During the coming month we must surely experience considerable real cold weather. In Eastern Canada up to present, the rain has enjoyed the upper hand for the major portion of the winter, but there must be colder weather ahead. In the West there has been much cold weather, which has augmented sales of winter lines, such as condensed and canned soups, meat extracts, cocoa, etc.

While these lines have been selling well throughout the country there will be a still better sale during February, and every dealer should get behind them with displays and newspaper advertisements. Now is the time to push these lines because there is little resistance to their sales. By displaying a few condensed soups on a conspicuous part of the counter, or a package of meat extract, cocoa, etc., where customers will see them, there will be considerable quantities sold.

## FISH PROSPECTS DURING LENT.

In a couple more weeks, Lent will be ushered in with all its possibilities for big sales of fish. Every advantage should be taken of it by the retailer. During the winter months, fish can be handled with little trouble, as refrigeration difficulties are reduced to a minimum. Every retailer who has a regular fish department should now begin plans for increasing sales during the forty days prior to Easter and those who have not yet had the department could not do better than establish one this year.

In an article in the fish department of this issue, some methods for displaying fish are indicated. These as well as others which retailers can originate might be utilized. The glass case in front of the store is a plan adopted by many. The fish are shown on platters under the glass covers so that everyone coming into the store cannot miss seeing them.

Oysters too, should be pushed strongly during February and March. Displays in clean enamel containers invite purchasing and every advantage should be taken of this method of making sales. Neat display cards should be adopted for both fish and oysters. Placed in conspicuous locations in the store they will certainly make sales.

**SITUATION IN EGGS.**

New laid eggs on the Toronto market are quoted today, wholesale, at from 30 to 33 cents. A year ago they were 35 to 40 cents. The reason is not far to seek. The exceedingly mild winter weather up to present has brought the hen from her lair and she has been depositing new laids more abundantly than is her custom in January.

A wholesale dealer in provisions told The Grocer this week that he has 27 hens, and on Monday last got 11 eggs. On Sunday 9 were laid. Another case has come to the notice of this paper where a farmer in Ontario has 400 hens and they are practically all laying eggs.

These two instances indicate why the supply of new laid eggs is heavy. They also demonstrate why some provision men are a little uneasy so far as their storage stocks are concerned. If no severe cold weather comes, the hen will continue to be energetic, and as high prices were paid the farmer last year for eggs to go into cold storage, there may be some produce men who will experience difficulty in getting out with a profit.

The egg market is, however, largely a weather market, and if we have some cold weather, as we no doubt will have, eggs should firm up a little. Prices, however, cannot be expected to advance much in any case in view of the fact that United States stock can be brought in so easily.

**USEFULNESS OF A WANT BOOK.**

An incident which occurred in a retail store the other day—one which came under the writer's notice—exemplifies the necessity of the dealer operating a want-book of some description for use when the traveling salesman call.

In this store, at the time, there were several customers waiting to be served while the proprietor was giving an order to a traveler. There was one clerk in the store, but he was away behind in his service; nevertheless the dealer went on talking to the traveler.

When the latter had gone a customer asked for a package of washing soda. There wasn't a bit in the store. "Why didn't I think to ask that traveler," was the remark of the retailer, "to send me some washing soda, for I knew it was out of stock." The customer simply had to go elsewhere for her soda. The dealer lost the sale, and moreover he stamped himself as somewhat careless.

We all rely too much on memory. If a want-book had been kept in this store where every article found to be almost out of stock was jotted down, there would be little occasion to tell a customer, "I'm just out."

**DESTRUCTIVE POWER OF KING FROST.**

In California last winter the temperature went down to a certain point on the coldest day. The citrus growers noted this and provided during the year for enough smudges among the orange groves to counteract that degree of frost this and succeeding winters.

A few weeks ago along came a frosty night with a strong wind blowing at the same time and the calculations of the citrus growers were found to greatly miscarry. Many thousands of smudges were kept burning, nevertheless a large area of the fruit was frost bitten, reducing the supply of good California navel oranges and lemons greatly. One packer is known to have dismissed his employees and closed his plant for the season. Another firm state to their Canadian agents that they will be away short in their shipments to Canada of their two quality brands. While the total extent of the damage is not fully known, yet there is no doubt it

has been great—and all because of an absence of a little heat.

All of which tends to remind us that the "best laid plans of mice and men gang aft agley."

**ELIMINATE FAULT FINDING.**

There are some merchants who are continually complaining. If it is not one thing, it is another. It is either lack of trade, poor collections, the mail order house or something else.

Towards the end of 1912 a friend remarked to a grocer that he had surely no complaint this year, as business was extremely brisk and collections were good.

"Yes," replied the grocer, "but I have had to hire another clerk in order to handle the extra business."

This is just another example of the fault finding grocer who is such a pessimist that people hate to deal with him.

The merchant should remember that he creates his own atmosphere. If he is cheerful, it will help to put his customers in a similar state of mind. If he cries hard times, he will surely, to some extent, bring his customers to think the same. This is detrimental to business and affects sales.

It is well for the grocer to look on the bright side of things, to be an optimist, as many of them are. If he has fault to find, let him keep it from his customers.

**AIM FOR BETTER RESULTS.**

If men had been content in past generations to allow things to remain as they found them, we would still be little advanced above the savage. It has been the striving for greater things, both by the individual and the world at large that has brought us to the present state of civilization.

In the same way it is the man who is not satisfied to allow business to remain at the same point that makes the greater success. An aim to achieve something better is a commendable quality in every man.

However, it is also well that a person learn to tell the difference between ambition and discontent. The germs of each are somewhat akin, although one is commendable while the other is decidedly not. To aim honestly for something better is ambition, while to be unduly dissatisfied with present conditions and surroundings, is discontent.

Take for instance your own business. Aim to increase sales over previous records, to gather into the fold a greater number of customers, to make a larger total profit, and to generally extend your business. Aim for greater results. That is ambition.

**EDITORIAL NOTES.**

Use the display card freely. A well written card is sure to attract attention.

The new laid egg is not so valuable as it was a year ago. The weather man is the cause.

In less than two weeks Ash Wednesday—and the opening of Lent—will be here. Fish stocks should be looked to.

Be sure of what you bought last time and how much you paid for same by using a Cost Book. Many a minute and many a dollar will be saved, too.

# Discuss Methods of Biscuit Manufacturers

**London Retailers Make Claim That They Are Overcharged in So Far as Glass Front Tins Are Concerned—They Want, Too, Gross and Tare Marked on All Tins as Well as Nett Weights—How a Grocer was Fined for Selling Plug of Tobacco to a Minor.**

London, Jan. 22.—(Special.)—There was a good attendance at the last regular meeting of the Retail Grocers' Association. President John Diprose was named to go to Ottawa with a large deputation that will interview the Minister of Agriculture with regard to a grant of 50,000 to the Western Fair.

A lengthy discussion took place with regard to biscuit manufacturers charging fifty cents for glass front tins. It was pointed out that often the retailer would have \$25 tied up in empty tins, and sometimes twice that amount when he considered the partly empty tins on his shelves. Some of the members who claimed to know, said those tins cost only 19 cents. They thought it only fair to the retailer to charge him cost price for the tins, instead of more than double. Grocers who have boarding-house or hotel trade claim they cannot charge for tins, and also claim they lose many. Consequently, if they had to pay the manufacturer 19 cents instead of 50 cents they would not be so much out of pocket. The Executive Committee were named to wait on the local biscuit manufacturers with regard to the above matter.

## Want Gross Weight and Tare.

Another complaint was made against certain biscuit manufacturers who mark only nett weight on tins of biscuits. The meeting thought they should follow the example of those biscuit men who mark gross, tare, and nett—then the retailer can weigh the tins when it comes in stock, and when empty see if the tare is correct. Retailers claim it is a well-known fact that there is a great difference in the weights of tins. Often one-half pound difference is found. The manufacturer who does not mark the nett weights, the retailers say, takes an average weight, which is not fair to the retailer. They think it is quite simple to check the gross weight, when checking the goods and check the tare when empty.

The secretary was instructed to write to the firms mentioned asking them to comply with their wishes.

## Legal But Not a Moral Wrong.

Another matter taken up was the fining of a local grocer by the police magistrate for putting a plug of tobacco in a little girl's basket without an order from the father. The mother sent the girl to the store with the grocery list, and among the articles ordered was

the tobacco. The grocer did not wrap the tobacco, and on the way home the girl met a policeman, who made himself so officious as to have a summons served on the grocer, with the above result. Adam Palmer was named to wait on Police Magistrate Judd with regard to the law in question and report to the next meeting.

## MANUFACTURER'S VIEWPOINT.

In view of the discussion which took place at the above meeting The Grocer gave the biscuit manufacturers an opportunity to present their side of the case so that the trade would be in possession of all the facts from both standpoints.

One manufacturer stated that if biscuit men charged glass front tins out to grocers at actual cost there would be an absolute loss to them. "In the first place," he declared, "the original cost of the tin is only a part of the actual cost in connection with the handling of the goods in this package. In the returning of the tin to the manufacturer the glass is nearly always broken, entailing the necessity of us furnishing a new sheet of glass for every tin. There is also the labelling of this package, which of course costs something, likewise, the return freight on the tins which is paid by the manufacturer. Then each time the tin is returned it must be thoroughly washed and sterilized before being refilled, and the proportionate freight charges in respect to the quantity of biscuit carried in this package is quite out of proportion to any other package put up by the manufacturer. That is, this tin will only hold from four to ten pounds of biscuit and very much more care must be exercised in the packing of these than in any other package, and for this reason, this method of sending them out, so far as the manufacturers are concerned, is not at all a profitable one. It has the advantage of displaying the goods on the grocer's shelves to the customers, but other than this, it is quite a costly proposition and all biscuits sold in this manner ought to carry a higher rate of cost than if sold in any other package or manner.

"However this is not done. The biscuits are sold at the same figure put up in this way as they would be in a wooden box so it is not hard to realize that while the tin itself may in some respects show

a profit, it is very short lived, and the whole loss must be sustained by the manufacturer. It is necessary to renew the package from time to time which makes the proposition not an overly-desirable one from the manufacturer's standpoint."

## Many Thousands Destroyed.

"It must be borne in mind," states another manufacturer, "that glass fronted tins are returnable at invoice price, the manufacturer pays freight both out and in, and tins are frequently returned without glass or in a damaged condition.

"We maintain a special staff composed of men who do nothing but repair tins returned to us in a damaged condition. This cost, while considerable, does not provide for the loss as we have to destroy many thousands of tins annually that are either worn out or returned to us in such a condition that they are unfit for further use.

"Re suggestion to mark gross and tare weights as well as the net weight on the tins. In view of the fact that our tins are made of uniform weight we do not see that the proposed additions would be an advantage."

## The Price for a Generation.

One manufacturer gives as the reason for the 50 cent price of tins the fact that this price has been in vogue for a good many years without complaint before and that if changed now it would cause great confusion in credits.

"The price of 50c for a glass front tin," he says, "is a little high, as they do not cost much more than half that, but we suppose the reason is that this price has been in effect for a generation, and there has never been any complaint, and besides if it were changed, it would mean great confusion in the credit of empties. The merchant anyway doesn't have to pay for them as he returns them at our expense and gets full credit."

## Says Cost is Higher Than Stated.

Another biscuit firm states that the assertion regarding the cost of the glass front tins is incorrect. "Suitable tins," he says, "cannot be purchased for any such money to-day. They are costing considerably more than they have for a number of years. While it is true they

## Suggests Night Shipment of Fruit

**President D. W. Clark in Inaugural Address Says that Growers, Railways and the Trade Should Get Together on the Question—Thinks It Good Idea to License Grocery Stores—Too Many Retailers in Toronto to Operate Markets Successfully, He Maintains—Election of Officers.**

are not to-day costing 50c each, the prices have remained on these packages for years, and were set at these figures when tin was considerably higher and the package was considerably larger.

"To simplify credits on returned empties, we, some years ago, adopted a three priced tin line, namely, 25c, 35c, and 50c.

"If we were charging according to cost, we would charge on some of these packages, 75c, some of them 60c, some of them 40c, and so on, but to avoid confusion and errors in credits, which are of as much advantage to the retail trade as to us, we adopted, as stated, these uniform prices.

### Money Tied Up In Tins.

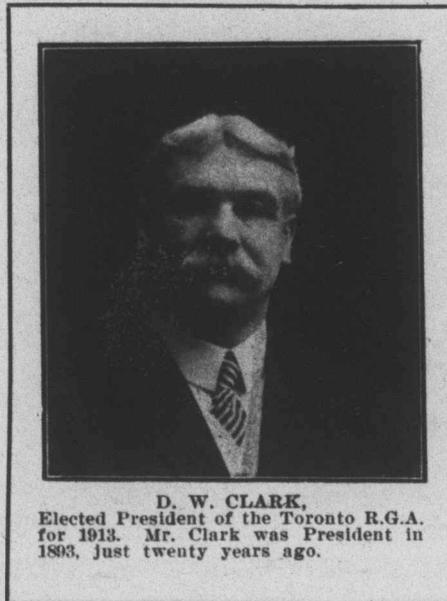
"As regards the assertion that dealers have from \$25 to \$50 tied up in tins alone, we think this is rare, and when it does occur, it is largely the fault of the dealer himself in not returning his empties more promptly. It also occurs from the fact of the larger variety of goods that are in demand to-day, compelling the dealer to carry a much larger stock than he formerly has done."

One firm does not think it necessary for the dealer to give tins to hotels and boarding houses. That he considers a matter of financing between the dealer and customer rather than dealer and manufacturer. This firm state that it is to the interests of every manufacturer to make these matters run as smoothly as possible between themselves and the retailer. They do not believe the retailer takes the proper course sometimes when price of biscuits advance. "If a change in price of biscuits takes place," stated their representative, "the dealer seems to think he cannot advance the price. But if canned goods, for instance, are put up there does not seem to be any difficulty in selling them at an odd figure."

H. Miller, Sackville, N.B., who was burned out recently is again doing business. His recent ad. in the Sackville paper under the heading "Burned Out, but still in Business" effectively calls attention to this.

The McCormack Biscuit Co.'s Montreal branch was totally destroyed by fire last week. The fire started about six a.m., and soon the interior of the building was gutted. Tellier, Rothwell and Co., importers and manufacturers, next door, was much damaged with fire, smoke and water, but fared better than their neighbors.

Toronto, Jan. 23.—(Special.)—The important item of business at the regular meeting of the Toronto Retail Grocers' Association on Monday night was the election of the 1913 officers. The decisions were arrived at by ballot except in case of acclamations, and as it necessitated some four or five ballots to elect the vice-president and the fourth member of the executive committee, the election was quite interesting. The officers for 1913 are:—



D. W. CLARK,  
Elected President of the Toronto R.G.A. for 1913. Mr. Clark was President in 1893, just twenty years ago.

President—D. W. Clark (acclamation); vice-president—N. Carmichael; sec.—C. F. Thorne (re-elected by acclamation); treas.—J. S. Bond (re-elected by acclamation) executive committee—D. McLean, David Bell, W. C. Miller, C. Fry; trustees—D. Bell, D. W. Clark, F. Johnston; auditors—W. J. Coutts, S. W. Hall.

Before stepping down from the presidential chair, Past President R. W. Davies reviewed the work of the year 1912, referring particularly to the successful launching of the Ontario Retail Grocers' Association.

The new president, D. W. Clark, in his inaugural address, urged that the support of every member be given to the chair in 1913.

### Ship Fruit in the Night.

"There are a great many questions," said Mr. Clark, "that will require your attention during the year, a few of which I will mention. The fruit sec-

tion of the business is one of the most important and requires a great deal of regulation. The very unsatisfactory way in which the fruit is brought on to the market causes a great deal of dissatisfaction, and an effort should be made to bring the grower, railways, wholesalers and retailers together to see if we cannot have all fruit shipped in during the night. The growers could pick all day, place the fruit in refrigerator cars, and have it come in so that the market could be opened by six o'clock in the morning. We could, therefore, have our goods in our stores before eight o'clock and know the price at which we have to sell.

"I would recommend that a special effort be made this year to greatly increase our membership. I would suggest that the city be divided into sections for organization and other matters such as early closing, buying to advantage, and reporting on delinquents, etc."

### Favors Licensing of Stores.

The Medical Health Officer recommends that all retail shops be licensed. "I think," said Mr. Clark, "that the association should back him up in this matter, as everything in this way tends to elevate the standard of the grocery business.

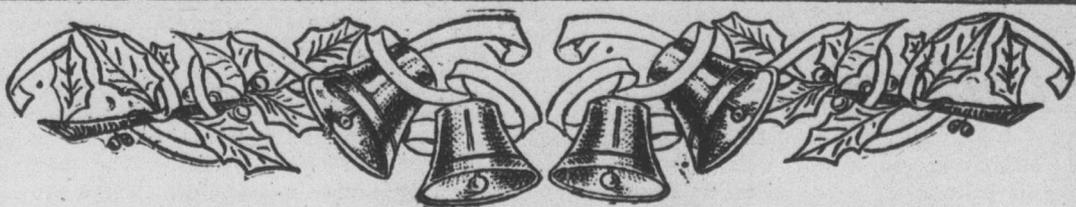
"The Ontario Retail Grocers' Association will hold their annual meeting on Good Friday in this city and would ask that you appoint a special committee to make arrangement for the same."

Mr. Clark stated that a strong effort should be made to stop the practice of wholesalers selling retail, and that a fine should be paid for every charge proven. He also maintained that a strong deputation should wait on the Provincial Government and urge them to amend the law re garnishee.

### More Markets Unnecessary.

"An effort is being made," he said, "to establish markets in different parts of the city in order, as the exponents claim, to reduce the cost of living. The city's efforts in the past in that direction have not been very successful, with the large number of stores doing all kinds of retail business, and it is not necessary to establish any more markets. The profits of the grocers have not permitted very many to retire."

Mr. Clark's address was followed by talks from other newly-elected officers, (Continued from page 27)



## The Climax Will Ring With Big Values

**Sugar**  
We are still selling the finest grade of sugar  
**19 lbs. for \$1.00**

From now until Xmas and there are only five shopping days in which to make preparations for the big holiday event. Let us assist you from our well assorted stock.

24 lb. bags Flour, Purity, Five Roses, Royal Household, all fresh.  
**Thursday 75c**

**New Fruits**

Fine Valencia Raisins, per lb. .... 10c  
 Finest Valencia Raisins, 2 lbs. .... 25c  
 Seeded Raisins, 16 oz. pkgs., 2 for ... 25c  
 Seedless Raisins, 16 oz. pkgs., 2 for ... 25c  
 Fine Cleaned Currants, per lb. .... 10c  
 Sultana Raisins, per lb. .... 15c

**Cheese**

Limberger Cheese, per brick ..... 40c  
 Roquefort Cheese, per lb. .... 50c  
 Trappist Cheese, per lb. .... 30c  
 Swiss Cheese, per lb. .... 40c  
 Edam Cheese, per lb. .... 50c

**Jam**

5 lb. pail Pure Raspberry ..... 75c  
 5 lb. pail Pure Strawberry ..... 75c  
 5 lb. pail Pure Black Currant ..... 75c

**OLD SANTA CLAUS**

Will need lots of Candy, Xmas Stockings, Nuts, Oranges, etc., to fill the stocking of the little folk.



Send him to the "Climax."

**New Nuts**

Shelled Filberts, per lb. .... 40c  
 Shelled Almonds, per lb. .... 40c  
 Jordan Shelled Almonds, lb. .... 60c  
 Blanched Almonds, per lb. .... 60c  
 Shelled Walnuts, per lb. .... 35c  
 Finest Mixed Nuts, per lb. .... 20c

**Xmas Dainties**

Crystalized Cherries, lb. boxes ..... 50c  
 Glace Cherries, lb. boxes ..... 50c  
 Strictly Fresh Eggs, per dozen ..... 60c  
 Crystalized Pineapple, per lb. .... 75c  
 Preserved Ginger, lb. jars ..... 25c

**Butter**

Finest Creamery, per lb. .... 35c  
 Choice Dairy, in prints, 2 lbs. .... 65c  
 Dairy (by the box) per lb. .... 30c

## The Climax Grocery

EVANS & HAYES

Phone 94                      113 S. May St.

**Pickle Specials**

Horse Radish, two bottles ..... 25c  
 Celery Relish, two bottles ..... 25c  
 Small Gherkins, bottle 20c  
 Dill Pickles, per doz. 20c

**Cereal Specials**

Rolled Wheat, 6 lbs. .... 25c  
 Rolled Oats, 7 lbs. for 25c  
 Quaker Oats, 2 pkg. .... 45c  
 Corn Meal, 7 lbs. for 25c

Christmas newspaper advertisement—first prize winner of Canadian Grocer's advertising contest. Evans & Hayes is a Fort William, Ont., firm.

### WINNERS IN CHRISTMAS AD. WRITING CONTEST.

1. J. J. Freed, Evans & Hayes, Fort William, Ont.
2. Forsyth, Jr., Dartmouth, Nova Scotia.

Among the other well written advertisements were those of J. A. McCrea & Son, Guelph, Ont.; Dowling & Reed, Brandon, Man., and E. S. Little, Preston Co-operative Ass'n., Preston, Ont. The winning advertisements will be reproduced in our Fall Campaign Number in October, as well as some of the others. That will be the time when they will be of the greatest advantage in giving Christmas advertising suggestions to others.

The judges point out particularly the attractive layout of the above ad. It is well balanced, has a good heading and introduction, and must have appealed strongly to those who read the paper containing it. The Climax Grocery, Fort William, is a cash store, and Mr. Freed claims that a great deal of business is secured through advertising in the papers.

# Practical Suggestions for the Clerk

The Clerk of To-day is the Merchant of Tomorrow

How many young men fail to-day because of their fear of failure! There is no such thing as failure in the make-up of the man who is brim full of ambition and enough steel in his backbone to back him up.

The accompanying cards represent the first attempt of a young Nova Scotia grocery clerk and a suggested re-arrangement for it. We are not going to criticize his work for he does not hang up his shingle as a cardwriter, but we will offer a few suggestions which undoubtedly will prove beneficial to him as well as to all beginners and pave the way to success for young men who are anxious to break into this pleasant profitable work.

You may say, "Oh, I haven't an iota of artistic ability in me—I could never learn to write cards in a lifetime." But you can and much more easily than you imagine. You do not, as a matter of fact, need to be artistic, nor yet do you require to be a good writer.

Cardwriting, no matter how crude has been proven invaluable to the grocer. How much more so will it be if it is nicely executed! The laying out of a

*Suggested Re-arrangement for a show card—"Better to try and fail than not to try at all," is a good motto for the grocery clerk who has cardwriting aspirations.*

BY J. C. EDWARDS.

card is easy to learn and with proper tools to work with and practical instruction, any clerk can make his spare time a valuable asset to his employer.

There are two things evident in the making of card No. 1. The first being the lack of proper cardboard to work on and the second, the lack of proper brushes and paint. In the absence of these the writer of the card utilized the back of an advertising card with a coffee advertisement pasted on to avoid any more lettering than was really necessary. The lettering below was apparently executed with a brush not used for such work and ordinary writing ink.

Now with the improved facilities of proper brush, pens, good cardboard, and regular cardwriter's paint, the card would have been made 100 per cent. better.

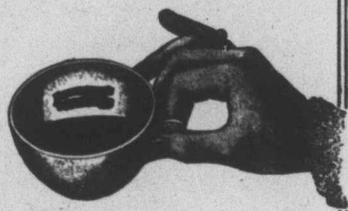
The accompanying illustration (card No. 2), shows an ordinary quarter size

white card with black lettering, using the same inscription and the same illustration. This card while possibly not above criticism shows a wonderful improvement over the other in as much as the proper utensils were used and the knowledge of letter formation and layout were brought into use.

The illustration is much improved by the elimination of the frill and the inscription which was obliterated from the inside of the cup in the one by the use of ink was whitened over in the other. Card No. 2 shows a balanced layout on a regulation size card, while in No. 1 no attempt is made to give a balanced or uniform effect. The proper display is given to the words which require the most attention in the suggested card and an abundance of white space is used around the outside to bring the inscription out more prominently.

The brush used in lettering the lower word coffee is a square end red sable, while the smaller lettering was executed with two different sizes of Soenneken pens and the best satin-finished lettering paint was used for both pens and brush.

Coffee quality  
is measured in the cup



That's why—

YOU-WILL-LIKE-  
OUR-COFFEE-  
IT-TASTES-GOOD

Fig. 1. Reproduction of card submitted by a Sydney, C.B., clerk for criticism. Work was done without the proper tools.

Coffee Quality  
is measured in the cup

That's why  
you will  
like our



COFFEE

It Tastes Good

Fig. 2. Suggestion for better layout of the card submitted. This was made with proper ink, pens, brushes and cardboard.

# Current News of the Week

## Quebec and Maritime Provinces.

It is expected that actual work in connection with the construction of the Atlantic Sugar Refinery here will be begun in St. John, N.B., within a very short time, possibly a fortnight. Some of the officials of the company, F. H. Anson, managing director, Henry Holgate, chief consulting engineer, H. L. Trotter, engineer in charge, and L. R. Wilson, were in the city last week to attend to certain matters of importance in connection with the work. It is thought that Mr. Trotter and Mr. Wilson will remain during the constructing period.

"Large quantities of Ontario apples have been shipped through St. John, N.B., this winter," states S. L. Peters, Dominion fruit inspector in St. John recently, "but at the present time many Ontario companies are placing their stocks of apples in cold storage there for a month or two, anticipating an improvement in prices. Owing to fact that the English market was flooded about Christmas time, the price over there just now is low, and consequently Upper Canadian shippers do not want to deliver until there is an upward movement.

The following are the directors of the Pure Maple Syrup and Sugar Co-operative Agricultural Association formed recently at Waterloo, Que., to further the maple industry in Canada: W. F. Goddard, Waterloo; Chas. Fisk, Abbotsford; B. T. Brownlee, Hemmingford; Luc Dupuis, L'Islet; and John H. Grimm, Montreal, the first two being President and Vice-President respectively. At the opening meeting held a short time ago at Waterloo a resolution was drawn up for presentation to the Federal Government, asking that legislation be passed to prohibit the use of the word maple on any package, which did not contain absolutely pure maple syrup. The resolution also embodied a clause asking that offending parties be fined \$200 or imprisoned. It is expected that petition will be put forward at Ottawa within a month.

## Ontario.

H. Johnson has purchased the grocery of W. Eddy at 365½ Yonge St., and took possession this week.

L. V. Camfield, who was in business for some years at 395 Brock Ave., Toronto, has purchased the grocery business of Mr. Jaffrey, 1025 Gerrard St. E. He has remodelled the store and everything looks quite inviting.

The Paris Co-operative Society General store, Paris, Ont., started about a year ago, have assigned for the benefit of their creditors.

Jno. Blood, 419 Yonge St., Toronto, has purchased the grocery business of W. Davidson at 386 Huron St. Mr. Blood is remodelling the store. The business will be run in connection with the Yonge St. store.

J. Munholland, grocer, 455 Yonge St., Toronto, has leased the premises at 144 Avenue Road, and is having them fitted up with a number of modern grocery conveniences. It is his intention to install a fruit stand after the model of the one described in Jan. 10 issue of The Grocer, which attracted the favorable attention of Mr. Munholland, Jr., at the time. It is in use in store of W. H. Stone Co., Winnipeg. The new store will be ready for business about Feb. 1.

## Western Canada.

W. N. Reid, general merchant, Alexander, Man., is succeeded by T. Morris.

The grocery store of Stevens & Allan, Kamloops, B.C., has been taken over by R. McCall. Stevens & Allan have been in business there for nearly ten years.

It is stated that some Winnipeg financiers are behind the erection of a large departmental store at Brandon, Man. It will be 100 feet by 20 feet in dimensions, and 9 storeys high.

The Western Brokerage and Manufacturer's Distributing Co., Calgary, Alta., have changed their name to Cardell, Nutting, and Free, Ltd. Under the former style there was considerable confusion in receipt of mail, and the new name was decided on to obviate this.

## Annual Staff Gatherings

On Saturday night last, the Toronto staff of T. H. Estabrooks & Co., Ltd., held their fourth annual dinner at McConkey's, Toronto, and the usual good time was of course realized. The menu card was an appropriate one, the cover being made of mottled paper overlaid with tea lead and tied with red and blue ribbon. T. H. Estabrooks, of St. John, N.B., was present, and several

toasts were fittingly observed in neat speeches by members of the travelling, office and warehouse staffs. Mr. Estabrooks responded to the toast to "Our Chief."



## SEPARATE BUTTER TASTERS NEEDED.

An ex-grocer who has occasion to make many calls on the retail trade reports a leak which on the spot caused the loss of a sale.

Two women were in a store, acquaintances evidently, and were buying butter. They wanted to taste it and a fork was handed one of them. After the testing operation, it was passed to the grocer, who without any hesitation pulled out a pocket handkerchief and wiped the fork. The second customer naturally declined to use it. She declined to purchase butter.

Not only was this 32 or 35-cent sale lost, but in future that dealer will never again make a sale of butter to that particular woman. The leak is almost sure to mean loss of butter sales to others because women are sometimes communicative. Whether the entire trade of the customer will be lost, only the dealer will know, but the tendency is that way.

There are many stores kept in such a make-shift manner that people will buy only canned and package goods. For such lines as bulk cereals, bacon, open dried fruits, etc., they go somewhere else.

## OF UNTOLD VALUE.

The MacLean Pub. Co.,  
Toronto, Ont.  
Gentlemen:—Enclosed please find postal note for \$2 to cover our subscription for The Canadian Grocer.  
It has been of untold value to us in many ways. Could not possibly do without it.  
Yours sincerely,  
WILSON M. CONN.

Langdon, Alta.

## A BOUQUET FROM N. Z. SUBSCRIBER.

Editor, Canadian Grocer.—We would like to express our appreciation of your valuable paper and to compliment you on what we consider a vast improvement in the "get up" during the past few months.

HILL & BARTON, LTD.,  
H. G. HILL,  
Managing Director.  
Wellington, New Zealand.

# General Review of the Grocery Markets

Raw Sugar Market Temporarily Strong, But Weakness is in Sight For Future  
 —Syrups Selling Well—Canadian Beans Not Being Given Much Attention —  
 May be Some Declines in Tapioca in Near Future—Tea Market Stronger —  
 Collections Good.

## QUEBEC MARKETS.

### POINTERS:—

Tea.—Indias and Ceylons going up.

Coffee.—Strong.

Sugar.—Nominal.

Decline in evaporated peaches and pears.

Montreal, Jan. 23.—There is a general activity in wholesale grocery trade at this centre, and business is assuming its regular volume. There are few price changes and stocks everywhere are heavy, with possible exceptions of teas, coffees and sugars. Rice is quite active and there is a weakness in dried fruits. The trade at present is good, and there are very few complaints.

SUGAR.—The market on sugars is nominal and dealers are buying only for immediate needs, as there is an uneasy tone to market. Some predict a further decline, but the foreign markets are not so weak and there are no importations of raw sugar, consequently the local refineries are short of raw sugar and should this shortage continue prices might advance. There has been no change in prices from last week, and trade is quiet, as buyers are afraid to stock up with such uncertain market indications.

The United States canners have appealed to President-Elect Wilson to reduce the duty on sugars, in the event of which a curious condition will manifest itself. Cuba now receives a preferential duty, and if the duty on other sugars is reduced it will mean that Cuba sugars will enter the United States free of duty. This condition, so local men state, would mean lower prices for sugars in Canada, as this sugar would be imported very largely here.

Granulated, bags	4 60
Granulated, 30-lb. bags	4 70
Granulated, 5-lb. cartons	4 90
Granulated, 2-lb. cartons, per cwt.	4 90
Granulated, Imperial	4 45
Granulated, Beaver	4 45
Paris lumps, boxes 100 lbs.	5 35
Paris lumps, boxes 50 lbs.	5 55
Paris lumps, boxes 25 lbs.	5 65
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 20
Crystal diamonds, 100-lb. boxes	5 35
Crystal diamonds, 50-lb. boxes	5 45
Crystal diamonds, 25-lb. boxes	5 55
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominica, cartons	7 10
Extra ground, bbls.	4 85
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 00
Powdered, 25-lb. boxes	5 20
Phoenix	4 60
Bright coffee	4 85
No. 3 yellow	4 45
No. 2 yellow	4 35
No. 1 yellow	4 20
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUP AND MOLASSES.—Conditions are unchanged and prices remain same. There is no likelihood of any

changes until new crop comes on market early in March. There is a good demand for syrups due to the demands of season, bu. molasses is quiet.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03 1/2	0 03 1/2
Corn syrups, half-barrels	0 03 1/2	0 03 1/2
Corn syrups, quarter-barrels	0 03 1/2	0 03 1/2
Corn syrups, 25-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 65	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60	2 60

DRIED FRUITS.—There is good demand for apricots, and for this reason they did not sympathize with the other evaporated fruits—peaches and pears—in the decline. The demand is keeping up for currants and raisins, with a slight decline in fancy selected. Other prices remain the same.

Evaporated apricots	0 14 1/2	0 14 1/2
Evaporated apples	0 07 1/2	0 07 1/2
Evaporated peaches	0 12 1/2	0 12 1/2
Evaporated pears	0 08 1/2	0 08 1/2
Currants, fine filiatras, per lb., cleaned	0 08 1/2	0 08 1/2
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08	0 08 1/2
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizaa, per lb.	0 08 1/2	0 10
Dates, 1-lb. packages	0 07	0 07
Dates, Hallowee, loose	0 05 1/2	0 05 1/2
Figs, 3 crown	0 11	0 11
Figs, 4 crown	0 08	0 08 1/2
Figs, 5 crown	0 10 1/2	0 10 1/2
Figs, 6 crown	0 11 1/2	0 12
Figs, 7 crown	0 12 1/2	0 13 1/2
Figs, 8 crown	0 13 1/2	0 14
Figs, 9 crown	0 14 1/2	0 15
Madre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 07 1/2	0 08
Prunes—		
20-30	0 12	0 12
30-40	0 11 1/2	0 11 1/2
40-50	0 09 1/2	0 09 1/2
50-60	0 09	0 09
60-70	0 09	0 09
70-80	0 07 1/2	0 07 1/2
80-90	0 07	0 07
90-100	0 06 1/2	0 06 1/2
Bosnia prunes	0 07	0 08
Raisins—		
Choice seeded raisins	0 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 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08 1/2	0 08 1/2
Seedless, new, in packages	0 07 1/2	0 07 1/2
Select raisins, 1-lb. box, per lb.	0 07 1/2	0 07 1/2
Sultana raisins, loose, per lb.	0 11 1/2	0 12 1/2
Sultana raisins, 1-lb. cartons	1 91	1 91
Malaga table raisins, clusters, per box	0 75	0 75
Malaga table raisins, clusters, per 1/4 box	0 75	0 75
Valencia, fine, off stalk, per lb.	0 08	0 08
Valencia, select, per lb.	0 08 1/2	0 08 1/2
Valencia, 4-crown layers, per lb.	0 09	0 09 1/2

TEA.—Indias and Ceylons are going up, and all other good grades are strong. Low grades have been neglected and are weak. Japans are moving well here and there is a decided shortage of siftings and fannings. Pekoes continue strong, with good demand for better grades of all teas. Prices remain unchanged from last week.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashino	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 19	0 30

Ceylon Greens—		
Young Hysons	0 24	0 28
Hyson	0 20	0 22
Gunpowders	0 19	0 25
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—Coffee is high and market firm, notwithstanding some reports to contrary. Mochas are selling at 24c. for the poorer grades and 28c. to 29c. for better grades. Mexicans are higher and the prices stiffer. It is interesting to note that over 1,000,000 bags of Valorization coffee were recently sold in New York without perceptibly affecting the coffee market. This fact seems to bear out the assertion that prices are firm. It is admitted that some stocks are low in expectation of decline which does not appear to be forthcoming very soon.

Mocha	0 28	0 29
Rio	0 21 1/2	0 23 1/2
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	0 24	0 27

RICE.—There is a good demand for rice, with prices remaining firm. This is best season of year for rice, and on account of the high cost of living the poorer classes are using more and more of this food.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 85	3 85
Rice, grade B, bags 100 lbs.	3 85	3 85
Rice, grade B, bags 50 lbs.	3 85	3 85
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	4 05	4 05
Rice, grade B, pockets 25 lbs.	3 95	3 95
Rice, grade C.C., bags 250 lbs.	3 75	3 75
Rice, grade C.C., bags 100 lbs.	3 75	3 75
Rice, grade C.C., bags 50 lbs.	3 75	3 75
Rice, grade C.C., pockets 25 lbs.	3 85	3 85
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 95	3 95
Patna, polished	4 45	4 45
Pearl	4 95	4 95
Imperial Glace	5 35	5 35
Sparkle	5 50	5 50
Crystal	5 25	5 25
Snow	5 35	5 35
Ice Dips	5 60	5 60
Carolina Rice	7 35	7 35
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—There is no change in prices and demand is light.

In Shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	0 13	0 13
Filberts, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 43	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37 1/2
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/2	0 08 1/2
Coon, roasted	0 08	0 08
Diamond G, roasted	0 09	0 09
Bon Ton, roasted	0 10	0 12
Sun, roasted	0 11	0 12
Spanish No. 1	0 12	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 18	0 18
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

BEANS.—Trade in beans is not brisk, but there are a few moving. Canadian beans are plentiful, but of rather poor quality. Imported Austrians are of much better quality.

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Beans—	
Imported Vienna brown beans, bush.....	3 25
Yellow beans, bush.....	3 00
White beans (Ontario), bush.....	2 80
Green peas.....	2 75
White peas.....	2 75

## ONTARIO MARKETS.

### POINTERS—

- Sugar—Situation still weak.
- Syrups—Selling well.
- Prunes—Market easier.
- Tea—Firmness reported.
- Tapioca—Lower prices anticipated.

Toronto, Jan. 23.—Wholesalers report business this week still on the quiet side, although nothing out of the ordinary for January. Many maintain that the holidays do not make such a big difference as years ago, and that with the first of the New Year trade goes on same as before the holiday rush. Sorting up orders for winter trade are now coming in freely. Collections here are reported as quite good, there being little indication, so far as local wholesalers can see, of tight money.

Changes so far as the markets are concerned are slight. The sugar situation is being watched closely by the wholesale trade who believe another decline is due. Beans also present an interesting situation in view of the inferior quality of Canadian stock and the importations from the Old Country. Some grades of tapioca are expected to decline when new shipments arrive from Singapore. Cloves are a little firmer in primary market.

**SUGAR**—There is a temporary firmness to the raw market, but the future of the sugar market seems to be for lower prices. The firmness during the week is due shyness of raws and refiners running a little 'close to the wind.' Some have not the raws to hand they had expected before this, and local troubles in Cuba are also named as a reason. With the bright prospects continuing as at present, however, the next move in the market should be downwards. Dealers are therefore buying from hand to mouth.

Extra granulated, bags.....	4 70
Extra granulated, 20-lb. bags.....	4 80
Extra granulated, 5-lb. cartons.....	5 00
Extra granulated, 2-lb. cartons.....	5 00
Imperial granulated.....	4 55
Beaver granulated.....	4 55
Yellow, bags.....	4 30
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.....	5 10
Extra ground, 50-lb. boxes.....	5 30
Extra ground, 25-lb. boxes.....	5 50
Powdered, bbls.....	4 90
Powdered, 25-lb. boxes.....	5 45
Powdered, 50-lb. boxes.....	5 10
Red Seal, 5-lb. box.....	0 37
Crystal diamonds.....	7 35
Paris lumps, in 100-lb. boxes.....	5 45
Paris lumps, in 50-lb. boxes.....	5 55
Paris lumps, in 25-lb. boxes.....	5 85

**SYRUPS AND MOLASSES**—Good quantities of both syrups and molasses are going into consumption in view of the appropriateness of the season. There are no price changes and none likely for some time yet.

Syrups—		Per case.
2 lb. tins, 2 doz. in case.....		2 40
5 lb. tins, 1 doz. in case.....		2 75

10 lb. tins, 1/4 doz. in case.....	2 05	
20 lb. tins, 1/4 doz. in case.....	2 60	
Barrels, per lb.....	0 03 1/2	
Half barrels, lb.....	0 03 1/2	
Quarter barrels, lb.....	0 03 1/2	
Pails, 35 1/2 lbs. each.....	1 75	
Pails, 25 lbs. each.....	1 25	
Maple Syrup—Compound—		
Gallons, 1 to case.....	4 80	
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, 1 to case.....	6 80	
1/2 gallons, 12 to case.....	7 25	
Quarts, 24 to case.....	7 25	
Pints, 24 to case.....	4 00	
Quart bottles, 12 to case.....	3 50	
Molasses, per gallon—		
New Orleans, barrels.....	0 27	0 29
New Orleans, half barrels.....	0 29	0 31
West Indies, barrels.....	0 25	0 25
West Indies, half barrels.....	0 25	0 25
Barbados, fancy, barrels.....	0 45	0 47
Barbados, fancy, half barrels.....	0 40	0 50

**DRIED FRUITS**—In some sizes of prunes stocks appear to be fairly plentiful with others not so much so. This has tended towards a possible weakening in prices, but no general changes have as yet been made. It is generally believed that supply of evaporated apples is quite heavy, but some wholesalers are inclined to believe that good quality apples are not obtainable to a large extent. One stated that prices of good firm evaporated stock were liable to advance to 8 cents before summer. As yet there has been little export business and when this begins market will rule firmer. Sales of dried fruits are light from wholesaler to retailer, the latter being stocked up fairly well, prior to holiday season.

Prunes—		
40 to 40, in 25-lb. boxes.....	0 12 1/2	0 13 1/4
40 to 50, in 25-lb. boxes.....	0 13 1/2	0 14 1/2
50 to 60, in 25-lb. boxes.....	0 14 1/2	0 15 1/2
60 to 70, in 25-lb. boxes.....	0 08	0 08 1/2
70 to 80, in 25-lb. boxes.....	0 08 1/2	0 09 1/2
80 to 90, in 25-lb. boxes.....	0 08	0 08 1/2
90 to 100, in 25-lb. boxes.....	0 07 1/2	0 07 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		
Apricots—		
Standard, 25-lb. boxes.....	0 13	0 13
Choice, 25-lb. boxes.....	0 15	0 15
Peaches—		
Standard, 25-lb. boxes.....	0 10	0 10
Choice, 25-lb. boxes.....	0 11	0 12 1/4
Candied Peels—		
Lemon.....	0 11	0 12 1/4
Orange.....	0 12	0 13
Citron.....	0 15	0 18
Tapnets.....	0 04 1/2	0 04 1/2
Bag figs.....	0 06	0 07
Fancy box figs, according to size.....	0 10	0 15
Evaporated apples.....	0 07	0 07 1/4
Currants—		
Fine Filiatas, per lb.....	0 07	0 07
Choicest Amalas, per lb.....	0 07 1/2	0 07 1/2
Patras, per lb.....	0 07 1/2	0 07 1/2
Choice Vostizzas.....	0 10	0 10
Shade dried Vostizzas.....	0 10 1/2	0 11
Cleaned, 1/4 cent more.		
Raisins—		
Sultana, choice.....	0 10	0 12
Sultana, fancy.....	0 12	0 14
Valencias, selected, new.....	0 09	0 09 1/2
Valencias, old stock.....	0 07 1/2	0 08
Seeded, 1 lb. packets, fancy.....	0 07 1/2	0 07 1/2
Seeded, 1 lb. packets, choice.....	0 06 1/2	0 07
Dates—		
Hallowee', full boxes.....	0 05 1/2	0 05 1/2
Hallowee', half boxes.....	0 05 1/2	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**—A local firm received cable from their London house during the week to effect that there was a stronger market ruling for both medium and fine Ceylons. The tendency in these was 'firm and upward.' This was report of the third auction since the holiday, sales being quite heavy. Indian teas are now pretty well marketed for season with probably last of past crop on the way to England. Supplies of Indi-

an teas will therefore soon disappear from the London market.

**COFFEE**—There seems to be little hope for any decline in coffee situation, the Valorization scheme being evidently strong enough to hold prices firmly in its grasp. Even when the million bags of coffee were placed recently on the United States market, they were scarcely perceptible so far as prices were concerned. Local roasters and grinders are buying in small lots, fearing lest they should be caught in a declining market, but they entertain little hopes of coffee going down in near future at any rate.

Rio, roasted.....	0 21	0 23
Green, Rio.....	0 20	0 20
Santos, roasted.....	0 24	0 25
Maricao, roasted.....	0 25	0 25
Bagotas.....	0 27	0 28
Mocha, roasted.....	0 30	0 32
Java, roasted.....	0 32	0 32
Mexican.....	0 27	0 28
Guatemala.....	0 28	0 28
Jamaica.....	0 24	0 25
Chicory.....	0 11	0 13

**SPICES**—There are no price changes in spice market and few prospects of any just now. Cloves are firmer in primary market.

	5 and 10 lb. Tins.	1/4 lb. pks.	1/4 lb. tins doz.
Allspice.....	14-17	65-70	75-80
Cassia.....	22-27	72-80	85-90
Cayenne pepper.....	22-35	72-80	90-1 15
Cloves.....	30-32	1 05-1 05	1 05
Cream tartar.....	25-25	90-0 00	0 00
Curry powder.....	25-30	65-0 85	75-0 95
Ginger.....	22-27	65-0 85	75-0 95
Mace.....	65-80	0 00	0 2 75
Nutmegs.....	25-30	90-0 00	1 00-2 80
Peppers, black.....	25-25	67-0 75	80-0 80
Peppers, white.....	25-30	90-1 05	1 05-1 15
Pastry spice.....	25-27	65-0 95	75-1 10
Pickling spice.....	14-15	75-0 00	75-0 00
Turmeric.....	18-18	0 00	0 00

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

**RICE AND TAPIOCA**—Rice is selling pretty well now, being a substantial Winter food. No changes in prices are noted. There is, however, the probability that medium pearl and seed tapioca will rule lower when new shipments anticipated arrive from Singapore. The decline may be about half a cent.

	Per lb.
Rangoon.....	0 03 1/2
Fancy rangoon.....	0 05 1/2
Patna.....	0 06 1/2
Japan.....	0 06
Java.....	0 06 1/2
Carolina.....	0 08
Sago, medium brown.....	0 05 1/2

Tapioca—	
Bullet, double goat.....	0 09 1/2
Medium, pearl.....	0 06 1/2
Flake.....	0 08
Seed.....	0 06 1/2

**NUTS**—Market is quiet in nuts, and so far as nuts in shell are concerned will rule quiet throughout the year. Shelled varieties have a good sale the year round. Almonds are firm, but there is some easiness in shelled walnuts.

Almonds, Formigetta.....	0 15	0 18
Almonds, shelled.....	0 35	0 38
Almonds, Tarragona.....	0 15	0 18
Walnuts, Grenoble.....	0 15	0 18 1/2
Walnuts, Bordeaux.....	0 15	0 15 1/2
Walnuts, Marbots.....	0 14	0 15
Walnuts, shelled, fresh cracked.....	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.....	0 35	0 35
Chestnuts, Italian, large, lb.....	0 12 1/2	0 12 1/2
Chestnuts, Canadian, peck.....	2 25	2 25
Filberts.....	0 12	0 12 1/2

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Hickory nuts, per lb.	0 07
Peanuts	0 18
Peas	0 15
Peanuts, roasted	0 10
Peanuts, green, extra	0 05 1/2
Peanuts, green, jumbo	0 10

**BEANS.**—There is not much business passing in Ontario beans for reason of inferior quality. The wet weather last fall spotted a lot of them and it is difficult to keep them from spoiling. One bean man estimates that not more than 40 or 50 per cent. of them will be marketed. The rest may have to be fed to hogs. On other hand, Austrians are of good quality and are selling well.

Beans, Canadian—	
Prime beans, per bush.	2 65
Austrian, hand-picked	2 75

**CANNED GOODS.**

Toronto.—So far as fruits and vegetables are concerned, canned goods are not moving very briskly. There is an impression among the trade that the supply is quite plentiful and that there will be no trouble in supplying the full demand.

Canned salmon has been selling well in spite of high price and it is believed there will be little held over, if any.

**MANITOBA MARKETS.**

**POINTERS — PRUNES, DECLINE; SUGAR, WEAK.**

Winnipeg, Jan. 23.—The wholesale grocery business is fairly active; all staple lines moving freely. Retailers sum up the holiday business as having been satisfactory and are well satisfied with volume of trade being transacted since opening of the new year.

Collections are reported to be fairly good, and volume of cash trade satisfactory. Travelers are now out on the road and are sending in good line of orders and anticipate a good sorting business during the balance of month.

Past year's crop of sugar is reported to have been good and this fact, together with satisfactory outlook for the present year's crop has caused sugar to have easier feeling. There will undoubtedly be heavy returns from cane crop of 1913 when it is manufactured.

Prunes have declined. Small sized prunes are said to be plentiful, but larger sizes scarce.

There is nothing of special interest in other staple lines.

**SUGAR**—Sugar is for present steady at decline reported last week, but prices are not yet in line with those of last and further decline is looked for. Trade in sugar is for present somewhat quiet, the consumptive demand being low.

Montreal and B.C. granulated, in bbls.	5 25
Montreal and B.C. in sacks	5 20
Montreal and B.C. yellow, in bbls.	4 85
Montreal yellow and B.C. yellow, in sacks	4 80
Iceing sugar, in bbls.	5 60
Iceing sugar, in boxes, 25 lbs.	5 85

**SYRUPS AND MOLASSES**—There is nothing new to report in syrups this

week. There is a good retail demand as is usual during winter months.

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

**DRIED FRUITS**—A decline in prime prices is feature in dried fruit business this week. Small sized prunes are reported as plentiful in California and the larger sizes as scarce. The demand for dried fruits is active.

<b>Prunes—</b>		Per lb.
90-100s, 25s, s.p.	0 05 1/2	
90-100s, 10s, s.p.	0 05	
80-90s, s.p.	0 05 1/2	
80-90s, 10s, s.p.	0 05 1/2	
70-80s, 25s, s.p.	0 05 1/2	
70-80s, 10s, s.p.	0 07	
60-70s, 25s, s.p.	0 05 1/2	
50-60s, 25s, s.p.	0 07 1/2	
40-50s, 25s, s.p.	0 09 1/2	
<b>Cooking Figs—</b>		
Choice boxes	0 05 1/2	
Half boxes	0 05 1/2	
Half bags	0 05 1/2	
<b>Valencia Raisins—</b>		
Fine, f.o.s., 25s, s.p., per box	2 75	
Fine, selected, 25s, s.p., per box	2 70	
4-crown layers, 25s, s.p., per box	2 65	
4-crown layers, 14s, s.p., per box	1 35	
4-crown layers, 7s, s.p., per box	0 75	
Ne plus ultra, 62s, s.p., per box	2 20	
<b>Sultanas—</b>		
California	0 09 1/2	0 09 1/2
Smyrnas	0 13	0 15
<b>Currants—</b>		
Dry clean, per lb.	0 07 1/2	
Washed, per lb.	0 07 1/2	
1-lb. package	0 08 1/2	
2-lb. package	0 17 1/2	

**COFFEES AND TEAS**—There is nothing new to note in coffees and teas. The fluctuations in coffee options in New York have no appreciable local effect. The Valorization commission seems quite powerful enough to control market and nothing but extraordinary yield is likely to bring about reduction in price.

<b>Coffee—</b>	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 11 1/2

<b>Teas—</b>	
China blacks, choice	0 25
India and Ceylon, choice	0 32
Japans, May picking	0 35
Japans, choice	0 35

**BEANS**—Beans seem to have steadied down to a fixed price for a time. There is a normal demand, but brisk trade is expected when the great railroad contracts for the year are organized and being supplied.

Beans, hand-picked, per bushel	2 95
Beans, 3 lb. pickers, per bushel	2 85
Split peas, sack, 36 lbs.	4 25
Whole peas	2 90

**NUTS**—Since holiday season trade in nuts has been comparatively quiet. Brazils are scarce.

<b>Brazil</b>	0 13	0 14
Tarragona almonds	0 12	0 16 1/2
Peanuts, roasted, Jumbos	0 12	
Peanuts, choice	0 09 1/2	
Pecans	0 17	
Marbot walnuts	0 13 1/4	
Grenoble walnuts	0 16	
Sicily filberts	0 11 1/4	
Shelled almonds	0 35	
Shelled walnuts	0 30	
Chestnuts	0 20	

**WINNIPEG.**

**FISH**—Coarse fish, such as pike, perch and other lake fish are plentiful on market as is usual at this time of year, but the products of the winter lake fishery are mostly sold by itinerant pedlars. There is, however, a quite

normal demand for staple lines and trade in oysters is particularly good.

<b>Fish—</b>	
Oysters, per gallon	2 75
Frozen salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 05 1/2
Fresh pickerel	0 09
Block cod	0 10
Haddock	0 05
Finnan haddies	0 05
Holland herring, keg	0 60
Kippers, box	0 12
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 50
Fresh trout	0 12

**WINNIPEG.**

**PRODUCE AND PROVISIONS**—Storage eggs are a little dearer, domestic eggs unchanged. Lard remains at the reduction noted in the last report and there is an easier feeling in cured meats. Live hogs should go down during the next two months and hog products likewise.

<b>Lard, tierces</b>	0 13 1/2
3 lb. tins, cases	8 70
5 lb. tins, cases	8 65
10 lb. tins, cases	8 55
20 lb. pails, cases	2 80
50 lb. tubs	0 15
1 lb. bricks	0 15
<b>Cured Meats—</b>	
Hams	0 15 1/2
Long clear	0 15 1/2
Short clear	0 15 1/2
Shoulders	0 14 1/2
Bacon	0 20
<b>Cheese—</b>	
Ontario, large	0 15 1/2
Ontario, twins	0 15 1/2
Manitoba large	0 15
Manitoba twins	0 15 1/2
<b>Butter—</b>	
Creamery	0 34
Dairy	0 29
Eggs, fresh laid, Manitoba	0 30
Southern eggs, shortage	0 22

**WINNIPEG.**

**FRUITS AND VEGETABLES**—California lemons have advanced \$1.00 per crate, but oranges are at last week's figures. Imported strawberries are a little cheaper and California lemons off 25 cents. There is no great activity in green fruits at present. Potatoes remain unchanged.

<b>Frozen cranberries</b>	10 00
Malaga grapes, kegs	8 50
Navel oranges, case	4 00
Bananas, per bunch	2 50
California lemons, crate	8 00
Washington apples	1 50
Ontario tomatoes	0 75
Ontario apples	4 50
Cranberries	14 00
Spanish onions	3 75
Florida grape fruit	5 00
Pears	4 00
Valencia onions	2 00
Imported rhubarb, lb.	0 20
Strawberries, quart	0 60
Sauerkraut, lb.	0 04
California tomatoes, case	2 50
<b>Potatoes—</b>	
Potatoes, per bushel	0 40
Load lots	0 35
Jersey sweet potatoes, barrel	4 50

**NEW BRUNSWICK MARKETS.**

(By Wire.)

St. John, N.B., Jan. 23.—Business has improved during the week. Travellers are again on road. This has caused better orders, though collections none too encouraging as yet. Markets for most part are firm. Stronger tone is noticeable in flour market, though sales are slow at present as usual after Christmas trade. Transportation of flour has relieved market, and situation is much brighter, with better supplies on hand. Price of cornmeal is low and demand

brisk. Present quotations will likely prevail for some time and will have influence on feed trade, making easier tone to brans, etc. Better supplies of rolled oats are on hand, mills shipping in better quantities. Prices are lower.

Refined sugar quotations are lower by 10 cents and raw market is weak. Advices are that trend will be downward. Cuba crop prospects are for enormous harvest which will influence market. West Indies advices show indications for good molasses crop, but will be later than usual.

Pork products are easier. Lard dropped half to three-quarters of a cent. Advices to local dealers from fruit brokers say that frost in California will make higher prices and cause increases most immediately. Influences are already being felt in lemons and particularly in California oranges. Latter are up 75 cents a case. Even orders in transit are affected by change. Fact that Western trade takes supply of lemons from California and now have to draw on Messina will influence local markets, which formerly bought mostly Messina stock.

Prince Edward Island butter and eggs are offering at slightly easier prices than local, many eggs being shipped from the island here.

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

ASSOCIATION ON THE WATCH

Chilliwack, B.C., Jan. 15 (Special).—The Retail Merchants' Association of Chilliwack has requested that the city council more rigidly enforce the agents' and pedlars' license by-law and this has drawn the reply that the law will be sternly carried out in all cases brought

to the attention of the police. The council in its reply stated that the police and other civic officials have strict instructions to collect all licenses, including agents, hawkers and pedlars, but to gather them all in it is necessary that the local retail merchants co-operate with the council in the work.

The complaint of the association was founded on the fact that many outside firms did a considerable volume of retail business in the city and were not assessed the necessary tax according to by-laws. The opinion was expressed that the city license by-laws regarding agents and pedlars should receive more attention from the civic authorities. Members who spoke on the subject did not object to outside firms doing business in the city, but claimed that these firms should not be given an advantage in not being required to pay a license, while the local dealer is regularly taxed.



Following items are from The Grocer of January 27, 1893:—

“Fred R. E. Dearborn has been admitted partner into the firm Dearborn & Co., spice grinders, St. John, N.B.”

Editorial Note.—This firm is in business to-day in St. John.

“At the annual meeting of the Edwardsburg Starch Co. in Montreal, the following board of directors were elected: Richard Bolton, Warden King, Robert Anderson, Wm. Strachan, George F. Benson, W. E. Cheese, and John Fairbairn. Mr. Richard Bolton was elected president and Mr. Warden King vice-president.”

Editorial Note.—This is still another of the large firms in business to-day which were well known to the trade twenty years ago.

“D. R. Wilkie was unanimously elected president of the Toronto Board of Trade to succeed H. N. Baird. Hugh Blain, of Eby-Blain & Co., was also re-elected first vice-president without opposition. William Ince and John I. Davidson are among the nominees of the council.”

Editorial Note.—Mr. Blain is to-day an active member of the Toronto Board of Trade, but the passing of time has

eliminated the last two named wholesale grocers from among us.

“Before the Dairymen's Association at Kingston, Mr. Taylor, M.P. for Leeds, said that through his efforts in Parliament he had got a law passed preventing the manufacture of oleomargarine in Canada and the importation of it into the country. This has benefited the country very materially and they had the local and English markets for good butter. It was the custom of United States dairymen to ship cheese through Canada to England without having the place of manufacture branded on the goods. People in England were led to believe that this cheese was manufactured in Canada and sold more readily in consequence. He had a regulation passed by the Government to the effect that all United States cheese passing through Canada in bond for England must be branded the product of the United States.”

Editorial Note.—Oleomargarine is not allowed to-day to be manufactured or sold in Canada.

SUGGESTS NIGHT SHIPMENT OF FRUIT.

(Continued on page 34.)

including Neil Carmichael, C. F. Thorne, J. S. Bond, W. C. Miller, Donald McLean, David Bell, and C. Fry.

Mr. Miller, who is secretary of the Ontario R.G.A., referred to the hearty manner in which the garnishee and scale inspection petitions were being signed and asked for the support of the Toronto members when they were being placed before the trade here.

Mr. Fry referred to the fact that in 1893, just twenty years ago, Mr. Clark had been elected president of the same association.

Other Business Transacted.

A committee consisting of S. W. Hall, W. J. Coutts, and C. F. Thorne was named to bring in a report at next meeting night to amend the by-laws if necessary.

On the motion of W. C. Miller and R. A. Dutton, the executive committee was named to look after arrangements for the annual dinner.

S. W. Hall called attention to aggressiveness on the part of the peddlers around the city hall, and advised that an eye be kept on the by-laws. It was generally considered, however, that the city council this year would not on the whole be opposed to the legislation which the association had placed in the city's books in 1912.



# Little Change in Flour and Cereals

**Wheat Market Has Been Firm But Eased Off at Beginning of Week—Flour Prices Lower Than This Time Year Ago—Rolled Oats on the Easy Side, But Steady—Lower Price on Cornmeal in Montreal.**

There is little change to the flour market since a week ago. No price alterations have been named, but market is still a little on the firm side in sympathy with raw material, although wheat declined a little on both Chicago and Winnipeg markets at first of the week. The weakness is attributed to the heavy world's shipments, favorable reports from Australia and Argentine and quiet export demand. Winter wheat patents are now quoted in Montreal at \$4.50 to \$4.75, whereas a year ago the price was \$4.80. In Toronto price is \$5.30 for first patents, car lots, per bbl. as compared with \$5.50 a year ago. Yet in latter city majority of the bakers have advanced price of bread from 5 cents to six cents.

The rolled oat situation is same as week ago. There is a plentiful supply of oats and prices are on the easy side. Some manufacturers of package goods are still having difficulty in obtaining supplies of premium dishes for the packages.

Cornmeal is still weak, with a slight decline announced in Montreal. Mill feeds are also easy. In some cases millers are quoting bran below figures herewith.

## MONTREAL.

**FLOUR**—Prices remain rather firm. There is also a firm tone to wheat. Orders are coming in fairly well, but trade is usually quiet at this season of the year, but with the opening of navigation trade will liven up.

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 30	

**CEREALS**—There is no change in the cereal market other than an advance in rolled oats in barrels and a decline in cornmeal. Demand is light and trade

generally quiet. There will be a quiet tone to the cereal market until navigation opens.

Fine oatmeal, single bag lots	2 44
Standard oatmeal, single bag lots	2 44
Granulated oatmeal, single bag lots	2 44
In 25 bag lots prices of above are 10 cents lower.	
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots	2 12½
Rolled oats, jute bags, 90-lb. single bag lots	2 22½
Rolled oats, bags, 90-lb. single bag lots	2 27½
Rolled oats, barrels	4 70
Rolled wheat, barrels	2 60
Hominy, 98 lb. sack	2 15
Boiled cornmeal, 100 bags	2 05

## TORONTO.

**FLOUR**—There is considerable talk among the millers about the raise in prices of bread here. Flour is 20 cents a barrel below figure ruling year ago, yet bread has been advanced by many bakers from 5 to 6 cents. First patents Manitoba wheat flour is quoted here at \$5.30, but bakers buying in quantities can purchase at around \$5. Flour is fairly firm on the whole.

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

<b>Winter Wheat.</b>	
Fancy patents, domestic consumption	4 85 5 15
Patents, 90 p.c., domestic consumption	4 55 4 85
Straight roller, domestic consumption	4 35 4 65
Blended domestic consumption	4 85 5 05

**CEREALS**—There is no change in cereal prices from week ago, but market cannot be said to be strong. Since recent decline demand has been somewhat stimulated, but generally the average January selling is in vogue.

Rolled oats, small lots, 90 lb. sacks	2 22½
Rolled oats, 25 bags to car lots	2 12½
Standard and granulated oatmeal, 98-lb. sk., small lots	2 35½
Rolled wheat, small lots, 100-lb. bbls.	2 75
Rolled wheat, 5 barrel to car lots	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 65
Rolled oats in cotton sacks, 5 cents more.	

**MILL FEEDS**—Some millers are disposed to quote bran at \$19, but prices below rule generally.

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

## WINNIPEG.

**FLOUR AND CEREALS**—Flour business both domestic and export is quiet. Western mills are still running full time, but are likely to ease off a little. Rolled oats are down 5 cents as is oatmeal.

<b>Flour—</b>	
Best patents, per bbl.	5 40
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	2 00
Standard Granulated, 98 lbs.	2 50
Cornmeal, sack of 98 lbs.	1 95

## ATTRACTIVE CHEESE WINDOW.

Woodstock, Ont., Jan. 23.—(Special)—Poole & Co., Dundas Street, had a particularly attractive dairy window during the days of the Western Ontario Dairy-men's convention. The principal feature was cheese. More than a dozen white and colored Canadian 80-pound cheeses were used, and one of these was cut vertically and the halves turned outward. About as many of the 10-pound Stilton cheeses were pyramided in the foreground, and in little piles about the window floor were packages of cream and limburger cheese. One or two flat Roqueforts were also to be seen. A couple of wrapped boiled hams and numerous bottles of olives finished off a decidedly well worked-out provision display. There were no price tickets.

At the dairy exhibit auction in connection with the convention, the following prizes were realized:

**Cheese**—September white 12¼c; September colored, 12½c; October white, 12; October Colored, 12¾c; Flats, 13; Stiltons, 14c.

**Butter**—Winter creamery, 29¼c; October, 28c; Prints, 30½c.

W. Miller has recently purchased the business of C. A. Turner, Milestone, Sask. Mr. Miller came from Iowa.



## Extensive Shortage of Good Navels

One California Packer Closing Down for Season—Another Shipper Informs Canadian Agent That Shipments of Best Brands Will be Small—Lemons and Celery Also Damaged—Firm Market in All These Lines—Apples and Potatoes Moving Briskly.

Effect of the frost on the California citrus fruits has undoubtedly been quite large. One large Western Ontario importer informed The Grocer he was advised by a California packer that his plant had been closed down and staff dismissed for the season on account of the damage. As yet, none of the frozen fruit has come on the Canadian market, but the prices of good oranges here have advanced in view of the future scarcity of good California navel stock.

The representative of a large California firm states he has been advised that the shipments of the company's two best brands will be considerably curtailed as the quality of the brand must be maintained. Nevertheless, he says the exact extent of the damage will not be determined for a couple of weeks yet.

Much damage has also been done to lemons. At same time, Italian lemons are higher. There is a possibility that the United States Government will lower the duty on foreign lemons from about \$1.20 to half that and in such a case Italian shippers would be disposed to add on as much of this reduction as would seem advisable. In any event, lemons will remain firm.

The California frost has also affected celery. The Toronto market alone buys from 50 to 75 cars of California celery every year and as the frost has injured a great deal there is naturally a firmer tone. Florida celery will soon be arriving, however. It is estimated that annually the Toronto market brings in about 300 cars of United States celery.

### MONTREAL.

**GREEN FRUITS.**—Apples are weaker with light demand due mainly to the high prices charged by the retailers which in some instances is twice the

wholesale price. While there may be some justification for maintaining present high level from the retailers' standpoint, yet it is very apparent that with lower retail prices the increased turnover would tend to give the merchants more profit.

Almeria Grapes are scarce with a fair demand for this season of the year.

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

**VEGETABLES.**—Tomatoes are coming in from the Bahamas and are of good quality. Prices remain unchanged at \$3.00 per crate repacked. The volume of business in potatoes is not very large as the dealers are pretty well stocked up and consequently the demand is somewhat limited. Green Mountains are quoted in car lots at 75 to 80c and Quebec grades at 65 to 70c per bag and in a jobbing way at \$1.00 per bag.

There are very few vegetables on the market and nearly all the quotations are for foreign goods.

Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01 1/4	0 01 1/2
Wax beans, in hamper, imported	5 50	
Carrots, bags	0 75	1 00
Cabbage, dozen		1 75
Cauliflower, doz.		2 75
Cucumbers, basket, per dozen		2 50
Peppers, green, basket		2 50
Radishes, dozen		0 22
Sweet potatoes, per basket		2 50
Potatoes, bag	1 00	1 05
Spinach, bbl.		2 75
Parsnips, bag	3 00	3 75
Tomatoes, hothouse, lb.		0 35
Turnips, per bag		1 25

### TORONTO.

**GREEN FRUITS.**—Since the frost affected oranges in California, market here has firmed up considerably although no advance has taken place since week ago. Prices are now some 50 cents ease higher than first of the year. After

awhile there are likely to be some frost-bitten oranges on the market and dealers should be careful to make good selections leaving the others to the peddlers. Lemons are also firmer.

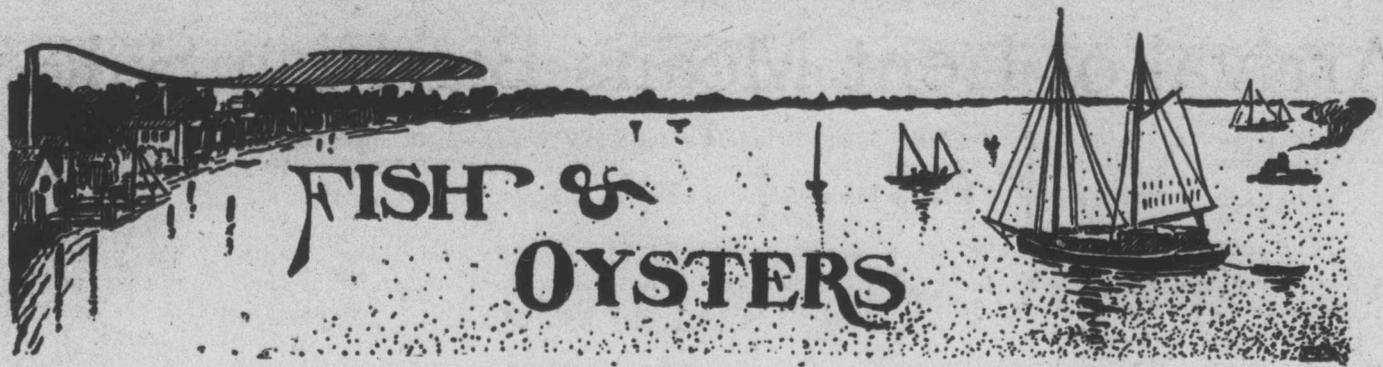
No. 1 Spy apples are rather scarce and are marked up 50 cents this week. There are, however, plenty of other varieties and trade is rather brisk.

Cranberries are held higher this week most dealers cutting out the \$11 quotation. Grapefruit is also firming up while Florida strawberries are quoted higher than week ago.

Apples—		
Spies, per barrel	3 00	4 00
Russets, per barrel	2 75	3 00
Greenings, fancy, per box		1 25
Greenings, No. 1, per bb.	2 50	3 00
Greenings, No. 2, per bbl.		2 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box		2 50
Artichokes, Canadian, bag		1 00
Bananas, per bunch	1 75	2 25
Cranberries, per bbl.		12 00
Cranberries, crate		3 75
Grapes, Almeria, per bag	6 50	8 00
Hothouse grapes, per lb.		0 75
Grapefruit, sizes 54, 64 and 80, per case.	3 25	3 50
Kumquats, per quart		0 25
Lemons, Messina	3 25	3 50
Oranges, Florida, case		3 25
Navels, per case	3 25	3 75
Mexican oranges, per box		2 50
Pineapples, per case		4 00
Persimmons, per case		2 50
Pomegranates, per doz.		0 90
Strawberries, per small box	0 50	0 60
Tangerines, per strap, 2 boxes	4 00	5 50

**VEGETABLES.**—Some new carrots and beets from Louisiana are on market selling at 75 cents per dozen. They certainly look good enough to eat, too. Celery is higher because of frost damage, but there will soon be the Florida stock coming on.

Beets, per bag	0 65	0 75
Beets, imported, per doz.		0 75
Carrots, per bag	0 45	0 65
Carrots, imported, per doz.		0 75
Cabbage, per bbl. (about 3 doz. heads)		1 25
Celery, California, per crate		7 50
Cucumbers, Boston, hot house, doz.		2 75
Lettuce, doz. bunches		0 40
Lettuce, Boston heads, hamper		3 25
Mushrooms, per lb.		0 75
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 85	1 00
Potatoes, Ontario, per bag	0 99	1 00
Potatoes, New Brunswick	1 00	1 10
Parsnips, per bag		0 75
Turnips, per bag	0 25	0 30
Tomatoes, hothouse, per lb.		0 30
Sweet potatoes, 50 lb. hamper		1 00
Cauliflower, per case		4 25



# Mild Weather Hard on Fish Business

During Past Few Weeks Many Retail Dealers Have Not Been Pushing Sales—Some Lack Refrigeration Facilities—Lateness of Frozen Lakes in West Cut Down White Fish Supply—Halibut Still Scarce—Quoted at 10 Cents at Pacific Coast—Approach of Lent Will Boom Business.

The scarcity of halibut and white fish are among the features of the fish market. Halibut is quoted 10 cents at the coast in car lots and on Eastern markets a rise is easily within the bounds of possibility.

The lateness of the freezing over of Western lakes accounts for scarcity of white fish. There was little ice until January, while it usually forms in November. One estimate is that the average catch has been cut in two on this account. This makes white fish quite firm.

Lent begins with Ash Wednesday, February 5, and naturally fish and oyster business will pick up before that time. More retailers will be pushing these lines and a good six weeks' trade is anticipated.

Storms on the Atlantic coast have interfered with lobster fisheries and supplies are not plentiful.

## MONTREAL.

FISH.—Trade in fish is active and orders are coming in quite lively. Prices have declined on some lines and small advances are quoted on others. Halibut is very scarce and supplies are rapidly being picked up and there is every indication of higher prices for this fish. Salt green cod is also scarce. The principal trade is in frozen fish as there are few fresh fish coming in. A few haddock and steak cod have been received from local sources of supply while carp and mullets are coming in from United States. There are good supplies of herring and of the smoked fish. It is estimated that with favorable weather conditions there will be over 1,000,000 pounds of haddock sold within the next two months on the local market.

The bulk of the trade in oysters is over and the demand is quiet at present but will liven up with the advent of the Lenten season.

FRESH AND FROZEN.	
Flounders .....	0 05
Dressed perch .....	0 09

Fancy spring salmon, per lb. ....	0 14	0 15
Large herring, per 100 .....	1 80	
Market cod, cases, 250 lbs., per lb. ....	0 04	
Less than case .....	0 04½	
Smelts, fancy .....	0 12	
Haddock .....	0 05	
Halibut, per lb. ....	0 11	
Herring, frozen, per 100 fish, medium .....	1 75	
Mullets .....	0 04½	0 05
Pike, dressed and headless, lb. ....	0 08	
Pike, round .....	0 06	
Steak, cod .....	0 06	
Mackerel .....	0 12	
B. C. red salmon .....	0 10	
Gaspé salmon, per lb. ....	0 15	
Qualla salmon .....	0 07½	0 08
No. 1 smelts, per lb. ....	0 10	
Lake trout, per lb. ....	0 12	
Whitefish, large, per lb. ....	0 10	
Whitefish, small, lb. ....	0 07	
Pure cod tablets, 20 1-lb. tablets .....	2 30	
Barbotte (dressed) bullheads, per lb. ....	0 09	
Black Sea bass .....	0 12	
Fancy bluefish .....	0 13	
Fancy weakfish .....	0 10	

PREPARED FISH.	
Boneless cod, in blocks or pkgs., lb. ....	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle .....	6 00
Shredded cod, 2 doz., in box, per box .....	1 80
Boneless strip cod, 30-lb. box .....	0 10

SALTED AND PICKLED.	
New green cod, per bbl., 200 lbs. ....	10 00
New Labrador herring, per bbl. ....	5 75
New Labrador herring, per half bbl. ....	3 10
No. 1 mackerel, pall .....	2 00
No. 1 mackerel, half bbls. ....	8 50
Lake trout, kegs .....	7 00
No. 1 green haddock, per 200 lbs. ....	7 50
Salt cels, per lb. ....	0 05½
Salt sardines, bbls. ....	5 00
Salt sardines, half bbls. ....	3 00
Scotch herring .....	7 00
Scotch herring, keg .....	1 10
Holland herring, bbl. ....	10 50
Holland herring, half bbl. ....	6 00
Holland herring, keg .....	0 75
Boneless new herring, 10-lb. boxes .....	1 00
Salt cels, per lb. ....	0 05½
Labrador salmon, bbls. ....	15 00
Labrador salmon, half bbls. ....	8 00
Sea trout, half bbls. ....	7 00

SMOKED.	
Bloaters, box .....	1 10
Yarmouth bloaters, fancy, per box .....	1 25
Haddies, fancy, 15-lb. boxes, per lb. ....	0 07
Fillets, fancy, 15-lb. boxes, per lb. ....	0 11
Herring, new, smoked, per box .....	0 13
Kippers (small), per box of 50 fish .....	1 35
Smoked salmon, per lb. ....	0 22
Boneless smoked herring, 4 lb. boxes, per lb. ....	0 10

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

## TORONTO.

FISH.—The recent wet weather put somewhat of a damper on fish sales here. Retailers without adequate cold storage facilities didn't purchase fish and having no stocks didn't sell them. With the colder weather on Tuesday business picked up somewhat. Among the best selling lines are frozen herring, halibut, qualla salmon and smoked fish. Oysters, too, have been moving out well.

FROZEN FISH.		
Halibut, per lb. ....	0 11	0 12
Trout, per lb. ....	0 11	0 12
Coho salmon, headless and dressed .....	0 12	
Qualla salmon, per lb. ....	0 10	0 10½
Sea herring, per 100 .....	2 00	2 20
Lake Superior herring, per 100 .....	2 00	2 20

Cod, per lb. straight .....	0 06
Haddock, per lb. straight .....	0 05
Whitefish, per lb. straight .....	0 10
Headless pike, per lb. straight .....	0 07
Pickrel, per lb. straight .....	0 09
Lake Erie herring, per lb. straight .....	0 06

FRESH CAUGHT FISH.	
Steak, cod .....	0 08
Haddock .....	0 07
SMOKED.	
Ciscoes, per basket .....	1 00
Finnan haddie .....	0 05
Smoked fillets .....	0 12
Smoked bloaters, 60s .....	1 25
Kippers .....	1 25

PREPARED.	
Shredded cod, 2 doz. pkgs. to box .....	2 25
Acadia cod, 2-lb. boxes, 12 to crate .....	2 80
Cod in loose strips, 25-lb. to box, lb. ....	0 05½
Skinless, cwt. (100 lb. boxes) .....	7 00

SALTED AND PICKLED.	
Labrador herring, per keg .....	3 25
Labrador herring, per barrel .....	5 75
Labrador trout, per keg .....	7 25
Scottish herring, Loch Fyne, per kit. ....	1 10
Holland herring, per keg .....	0 80
Oysters—	
Selects, per gallon .....	1 75
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
Smelts—	
No. 1, per lb. ....	0 11
Extra, per lb. ....	0 16

## HALIFAX, N.S.

FISH.—Some fine fresh halibut was offered for sale on local market during week. A disabled United States fishing vessel arrived and disposed of catch of halibut, about 500 pounds, to local dealers. The retail price was 20 cents per pound, and it found ready sale. This is the highest price paid for halibut here for many years.

## ST. JOHN, N.B.

FISH.—Supply of fish in past week was well up to standard and dealers were pleased with the better results accruing. Despite the interference of the weather on some days there was a fairly good run on some lines, and sales were encouraging. With ice in the river freezing fairly solid a large number of fishermen were rewarded with good catches of smelt and gaspereaux, which were quickly taken up by local dealers even though the price was a little stiff. Smelt are also being received in good quantities from the North Shore so that the market was well stocked.

# Arrival of Lent Means Big Fish Sales

Season Opens February 6, and Retailers are Getting Ready—A Couple of Displays Used by Montreal Dealers—Scarcity of Halibut—How One Retailer Prepares a Fish to Take its Place—Supplies Received in Better Condition.

Montreal, Jan. 23.—(Special) — With the Lenten season looming up on the horizon, it is appropriate that fish be given a prominent place in all window and store displays. The high prices of fresh meats also add a great selling point, and will aid in making many sales.

The Stanford Market in Montreal recently had an attractive and tasty display of fish. In the centre of the display were placed bloater, mackerel and Spanish mackerel, which are a very showy fish and added a delicate touch to the display with the delicate black tracings running symmetrically over their scaly backs. Four of these mackerel were placed head to head at right angles. Around each fish were placed prawns and scollops which added color and variety to the display.

Fresh fish of all seasonable varieties filled in the balance of the display which was trimmed with touches of parsley and had a border of vegetables and fruits. Fillets were used on either side of the centre arrangement, in profusion.

## Scarcity of Halibut.

Fresh halibut selling at 40c per pound wholesale is something to make any dealer sit up and take notice. This is the price quoted in some of high water price lists from New York. This is high water mark for Halibut and is the highest quotation in many years. There are few Halibut on the market and New York advises the supply would soon be exhausted. Even Grey Halibut, 300 lbs. each, are selling at 28c per lb. Frozen halibut is almost as scarce as the fresh in New York.

To relieve this shortage of halibut The Stanford Market, skinned and boned haddock and it takes the place very well. In fact, this market has a hard job in keeping up with the demand for this line and one day last week sold about 350 pounds of fish prepared in this way. The writer saw some of this fish and it certainly was very tempting, and it is well worth the dealer's while to prepare haddocks in this way.

## New Equipment Produces Better Grades

Some Montreal fish companies have commenced operations this year with better equipment and the result is a very decided improvement in the quality of their goods over those in the past. Instead of depending upon the old sailing trawlers, these concerns use steam trawlers and are thus able to land their catches every other day and still do

more fishing than in the old way. The sailing trawlers had to depend on the wind and as a rule only landed their catches once or twice a week. Thus the dealers get their supplies in less time and the fish are in a better state of preservation than formerly. The Government is assisting the fish companies by paying one-third of the express charges from Halifax and other fishing centres to the point of consignment. This expedites the transportation of fish and eventually this will be extended to Ontario consignments. This is a big step forward and the Government is to be commended for its progressiveness in thus assisting this important industry.

Smoked haddies and bloaters are much improved. This is the result of the installation of up-to-date machinery which reduces the cost of preparing the fish and also saving time in curing the

fish. The quality of the product is said to be the finest seen in years which is a good indication that the fish will sell well. The Montreal market is well supplied just now.

The fresh shad are due this week, which is most unusual as they do not appear as a rule before March. The prices are quite high, New York quotes \$2.50 each, F.O.B. in New York.

Other fresh fish coming in are haddock and cod.

Goodwins, Limited, a large department store here, are using a novel display in the form of suspending over the counter a large sword fish which has been loaned them by one of the fish companies. This display is sure to attract considerable attention. Many people have never seen a sword fish and are attracted to the counter by this unique fish.

## Methods for Speeding-Up Oyster Sales

Good Use Made of Show Cards on the Inside of the Door and in the Windows—How Sanitary Containers Assist in Selling—As Many Sales as possible Should be Made Ahead of Receipts.

Oysters, like all other perishable goods must be distributed with the least possible loss of time, if the dealer is to realize the greatest margin of profit on these lines. The waste from spoilt goods is often sufficient to make the profit on the sales a minus quantity but when the product is handled in an efficient up-to-the-minute way this loss is turned into profit.

The oyster companies have assisted the dealer very materially in the matter of receptacles and packages and some of the cases in which the oysters are received are really "silent salesmen" The oyster companies have also widely advertised the sanitary way in which their product is handled till the public has come to have confidence in the clean way in which these delicious eatables are distributed.

The wise merchant loses no time in selling his stock of oysters and by intelligent handling he is able to stimulate the demand and quickly turn over his stock.

The dealer who gets his oysters in the enamel container usually places it at the store entrance where every customer will see it when entering the store, A Montreal merchant places attractive signs on his front door and windows stating that he would have a shipment of fresh oysters on a certain day. When

they arrived he placed other signs stating that the oysters had arrived and that they were fine specimens. Attractive cards were placed at vantage points in the store reminding the customer again and again that fresh oysters had been received that day. And then to cap it all he placed on the inside window of the store door a sign worded like this:

"DID YOU FORGET THOSE  
OYSTERS?  
"MY BUT THEY ARE FINE FAT  
FELLOWS.  
"REALLY NOW—DOESN'T YOUR  
MOUTH WATER FOR SOME.

Who with a liking for oysters could resist the insistent call when presented in this manner. That sign on the inside door made many a sale that was otherwise lost because it was an appeal from a different angle and the very novelty of it carried the day.

Keep the price cards in plain sight for people who otherwise would go home without buying if they had to ask the price.

In handling these perishable goods it is wise to get as many orders in advance as possible, and by specialising and concentrating on them immediately upon arrival any dealer can speed up the sales 50%.



# Produce & Provisions



## Eggs and Butter Still on Weak Side

Mild Weather Increasing Receipts of New Laid Eggs—United States Supplying Much of the Western Trade—Butter Stocks Seem Adequate With New Make In Large Volume—Firmier Situation in Hog Market—Cheese Somewhat Easy—Poultry and Honey Quiet.

Hogs are a little on the firm side yet with deliveries none too brisk. The tone of the provision market is better than a week ago, with steadiness underlying conditions. In Montreal lard has taken a slight decline, probably in sympathy with lowness of butter for cooking, but greater strength in the future is probable.

The butter situation is still an interesting one. There is no scarcity in Montreal and Toronto, owing to the demand from the west. Only a few samples of New Zealand stock have reached Eastern Canadian markets, but this butter has become a big factor in the West, so much so that eastern stock is not in such demand there. "There is lots of butter," was the statement of one wholesale man this week, but others were inclined to believe that there wouldn't be much storage stock on hand after first week in February. At any rate butter market can scarcely go higher in immediate future.

As with butter there are also controversial statements regarding eggs. Supplies, of course, depend to large extent on the weather and winter, so far, has been conducive to good quantities of new laid eggs arriving. And they are arriving, too. Receipts have lowered prices and made less firm the storage stocks. One man gave as his opinion that many wholesalers who had paid too high prices to producers last year for storage stock were now trying to get their own out of them and were having difficulty. The fact that western buyers have been purchasing on Chicago market has also tended to reduce prices in the east. They bought there because Chicago prices were lower.

The Grocer was shown a letter from a London, Ont., firm offering a wholesale merchant 100 cases of what the shipper claimed to be good storage eggs at 20 cents, cases free. The same dealer states he has received many com-

munications of this character, indicating that out through the country eggs were not scarce. Should, however, real permanent cold weather set in, receipts of new laids would be curtailed and the market would take on firmer feeling.

### MONTREAL.

PROVISIONS.—There is a better tone to the market this week than last and a few more hogs are coming in. Last week the receipts were light, and one firm reports that their factory was only running half capacity, but with larger receipts this week the outlook is much brighter. Other factories state that they have been getting all the hogs they needed. Live hogs are bringing \$8.75 to \$8.90, according to quality and dressed hogs are selling at \$13 to \$13.25, which is an advance over last week.

Lard is easier, but with the Chicago market advancing 2c, local prices should firm up correspondingly. Smoked meats are selling freely for the Easter trade. All other provisions remain firm and the market active.

The fire of last week in the West did not turn out to be as destructive as first reported, and only about ten carloads of provisions were shipped from here to supply the shortage caused by the fire.

The demand for hams seems to be somewhat limited as the buyers appear to have sufficient stocks.

Long clear bacon, heavy, lb. ....	0 14
Long clear bacon, light, lb. ....	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb. ....	0 13½
Large sizes, 20 to 28 lbs., per lb. ....	0 15
Medium sizes, 15 to 19 lbs., per lb. ....	0 16½
Extra small sizes, 10 to 14 lbs., per lb. ....	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb. ....	0 16
Bone out, rolled, small, 9 to 12 lbs., per lb. ....	0 10
Breakfast bacon, English, boneless, per lb. ....	0 18½
Windsor bacon, skinned, backs, per lb. ....	0 21
Spiced roll bacon, boneless, short, per lb. ....	0 15½
Picnic hams, 6 to 12 lbs. ....	0 13½
Wiltshire bacon (50 lb. sides) ....	0 17½
Cottage rolls, small, about 4 lbs. ....	0 16½
Boiled ham, small, skinned, boneless ....	0 24
Hogs, live, per cwt. ....	8 75
Hogs, dressed, per cwt. ....	13 00
Pure Lard—	
Boxes, 50 lbs. net, per lb. ....	0 14½
Cases, tins, each 10 lbs., per lb. ....	0 15
Cases, tins, each 5 lbs., per lb. ....	0 15½
Cases, tins, each 3 lbs., per lb. ....	0 14½
Pails, wood, 20 lbs. net, per lb. ....	0 14½
Tubs, 50 lbs. net, per lb. ....	0 14½
Tierces, 375 lbs., per lb. ....	0 14½
One pound bricks ....	0 15½

Compound Lard—	
Boxes, 50 lbs., per lb. ....	0 09½
Cases, 10-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb. ....	0 10½
Pails, wood, 20 lbs. net, per lb. ....	0 10
Pails, tin, 20 lbs. gross, per lb. ....	0 09½
Tubs, 50 lbs. net, per lb. ....	0 09½
Tierces, 375 lbs., per lb. ....	0 09½
One pound bricks, 60 lbs. to case. ....	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 50
Canada short cut back pork, bbl., 45-55 pieces	28 00
Heavy short cut clear pork, bbl. ....	None offered
Clear fat backs ....	28 50
Heavy flank pork, bbl. ....	28 00
Dry Salt Meats—	
Green bacon, flanks, lb. ....	0 15½
Plate beef, barrel ....	None offered
Cooked Meats—	
Jellied tongue, 10 lb. open tins, per lb. ....	0 28
Headcheese, per lb. ....	0 10
English brawn, per lb. ....	0 12½
Jellied hock, 6 lb. tins, per tin ....	0 75
Cooked picked pigs feet (in vinegar), kits 25 lb., per lb. ....	0 07

BUTTER.—Current receipts of butter have decreased and as quality is not up to usual standard, the produce merchants are falling back on their September stocks which are claimed to be better quality than current receipts. Creamery blocks are quoted two cents less than the last week and there are plentiful stocks in the warehouse.

Creamery blocks ....	0 30½
Dairy tubs, lb. ....	0 26

EGGS.—More fresh laid eggs are coming in and there is a decline of several cents in the egg prices for the week. The total receipts of eggs for last week were 1,831 cases as compared with 2,804 for the week before. There is an unsettled feeling in the market which is due to weather conditions. The mild weather of last week weakened the market considerably, but it is the general opinion that prices will strengthen somewhat.

New laid eggs, per doz. ....	0 35	0 40
Selects ....	0 27	0 28
No. 1's ....	0 25	0 25

CHEESE.—Trade in cheese is fair but prices are none too firm. The demand is weak and there has been a decline of ½ to 1c. on some lines. The foreign cheese is selling about as usual. Little business is passing this week, but with the coming of Lent the trade will pick up.

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

**TORONTO.**

**PROVISIONS.**—During past week there has been a fairly good demand for smoked meats, nothing of course, out of the ordinary. Delivery of hogs is generally on the light side, and live hogs are somewhat firmer than two or three weeks ago. Naturally, as Lent comes on, there should be less call for smoked meats, but provision men state the decrease in demand is scarcely appreciable. Lard is likely to firm a little.

<b>Smoked Meats—</b>		
Light hams, per lb.	0 16%	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.		0 21½
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 14%
Shoulders	0 12½	0 13%
<b>Pickled Meats—</b> less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 13½	0 13%
Lard, tubs, per lb.	0 14	0 14
Lard, pails, per lb.	0 14	0 14½
Lard, compounds, per lb., tierces	0 08%	0 09%
Live hogs, local		8 50
Live hogs, at country points	8 15	8 25
Dressed hogs		13 00

**BUTTER.**—Receipts of winter dairy butter are quite heavy and produce men have cut off a cent or more a pound since week ago. The same does not apply to creamery which has remained steady. With some wholesale men, there is no doubt, storage stocks are fairly large, but others expect to have surplus sold off pretty well by first week in February. That the demand will be fairly well supplied, there is no question.

	<b>Per lb.</b>	
Fresh creamery print	0 30	0 32
Creamery solids		0 30
Farmers' separator butter	0 27	0 28
Dairy prints, choice	0 25	0 26
Dairy solids	0 23	0 25

**EGGS.**—According to some members of the trade, the egg situation is not promising for many wholesale men. With receipts of new laid increasing in view of mild winter so far, consumption of these has tended to lessen demand for storage and as substantial prices were paid last spring for eggs for storage, some are finding it a little difficult to get out at a profit. During past week local wholesalers have lowered prices. New laids are quoted from 5 to 7 cents less than week ago, and in some cases storage are down. The reason is hens have been laying during mild weather. One wholesale man who has 27 hens of his own got 11 eggs the other day and during the entire winter he has not been without one or two a day. This is an indication of why prices have receded.

<b>Eggs—</b>		
Strictly new laid, per doz.	0 30	0 33
Storage, per doz.	0 24	0 27
Pickled, per doz.	0 22	0 25

**CHEESE.**—There is little change in cheese market with prices on the weak side.

	<b>New.</b>	<b>Old.</b>
Large	0 14½	0 15½
Twin	0 14%	0 15%
¼ Twin	0 15	0 16
Stilton	0 15	0 16

## Review of the 1912 Provision Situation

Considerable Information on this Subject in Address of Montreal Produce Merchants' President—Why Cheese Prices Eased off—Passing of the Butter Exports—United States Eggs Going Into Western Canada—Canadian Produce Men Have Bought In 150 Cars of Eggs This Season and Paid Duty of \$60,000.

Montreal, Jan. 23.—(Special.)—The events of the past year in the produce trade were reviewed by John A. Gunn, president of Gunn's Limited, Toronto, Ont., and Gunn, Langlois & Co., Ltd., Montreal, Que., at the annual meeting of the Montreal Produce Merchants' Association, of which he has been president for past two years.

The season of 1911 recorded the highest prices until then paid to the farmer for his produce, but the past year has established new records for high prices and, while proving the most remunerative in the history of the produce trade as far as the producer is concerned, it has been an unsatisfactory one from the exporter's standpoint. Many conditions existed which when summed up and the results combined constituted a situation that turned out poorly for the exporters.

### The Year in Cheese.

While the high prices paid for Canadian cheese were justified at the opening of the season on account of extreme scarcity, Canadian as well as British operators seemed to lose sight of the fact that the extremely high prices would curtail consumption, and further, that it could hardly be expected that the same conditions which prevailed last year would occur again this season. In 1911 dry weather in England greatly curtailed make of English cheese, while weather was favorable throughout the whole season of 1912, result being that the quantity of English made cheese was the highest on record and the price reasonable when compared with price being paid for the Canadian product. As the season advanced, the demand for Canadian cheese fell off, and Canadian operators have since found the trade dragging and unprofitable.

In sympathy with the high prices which prevailed for cheese and butter at the opening of the 1912 season, cheese sold in May at an average price of 13½c. per pound, as against 11c. in 1911, making a difference of nearly 2½c. per pound, while butter averaged 26c. in May, 1912, as against 23c. in 1911, being nearly 3c. per pound higher.

Nineteen hundred and twelve, in Mr. Gunn's estimation, will go down in history as season which saw the passing of the export butter trade. There were only 70 packages exported and these

went to South Africa, as against 134,000 packages in 1911.

The value of cheese and butter exported in 1911 was estimated at \$23,299,395, as against \$17,312,844 for 1912, showing a reduction in exports of \$5,986,551, even though prices were higher. While our export trade amounted to practically nothing, our trade with the Canadian Northwest and British Columbia showed a substantial increase representing a total of nearly 175,000 packages.

It is interesting to note that the increased consumption of milk and cream has caused a decrease in the receipts of butter at the Montreal market during the year of 33,000 packages.

### Source of Western Egg Supply.

While there has been increased interest shown by farmers and producers in quantity and quality of poultry kept on the farm, as shown by increased production of eggs during past year, still the quantity falls away short of the Canadian demand. During 1911, a large proportion of the eggs stored in Eastern Canada were shipped to the Northwest and British Columbia, while during the past season this trade has been practically lost to the Canadian producer, the United States farmer capturing the business in spite of the duty of 3c. per dozen; yet the 1912 season just closed with only enough eggs in Eastern Canada to supply the current demand until about February 1.

### Imports from United States.

It is estimated that Canadian dealers have imported into Canada one hundred and fifty cars of eggs this season, representing nearly 2,000,000 dozen, upon which a duty of \$60,000,000 was paid. "Why should this be?" asked Mr. Gunn. "Is the farmer awake to the possibilities? This matter is becoming of such import that the Department of Agriculture at Ottawa is looking into the matter and has already prepared a bulletin 16 entitled "The Care of Market Eggs" in an attempt to educate the dealers and producers throughout the country on advanced methods of eliminating the annual loss from 'bad eggs.'"

Statistics are now being obtained to show the loss which dealers sustained. Mr. Gunn's tenure of office concluded with this meeting.

# If You Want Anything

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**To Buy a Business**

**To Sell a Business**

**To Rent a Store**

**To Hire a Clerk**

**To Get a Position**

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Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

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

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

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

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

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## THE CANADIAN GROCER

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# 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 60
5-lb. ....	22 35

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

## WHITE SWAN SPICES AND CEREALS, LTD.

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

## BORWICK'S BAKING POWDER

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

## COOK'S FRIEND BAKING POWDER.

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

## In Tin Boxes—

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

## FOREST CITY BAKING POWDER.

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

## BLUE.

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 ¼ cent.

## CEREALS.

### WHITE SWAN SPICES AND CEREALS, LTD.

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

## 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 69 0 95
Black currant .....	0 69 0 95
Raspberry .....	0 69 0 95

## 14's and 30's per lb.

Strawberry .....	0 13
Black currant .....	0 13
Raspberry .....	0 13

Freight allowed up to 25c per 100 lbs.

## COCOA AND CHOCOLATE.

### THE COWAN CO., LTD.

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

Unsweetened Chocolate—  
Supreme chocolate, ½'s 12-lb. boxes, per lb. .... 0 33  
Perfection chocolate, 20c size, 2 doz. in box, doz. ... 1 80  
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. .... 0 90

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

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

Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes .....	0 30
Chocolate wafers, No. 2, 5-lb. boxes .....	0 25
Nonpareil wafers, No. 1, 5-lb. boxes .....	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes .....	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes .....	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box..	1 35
Nut milk chocolate, 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 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors .....	20 30
" Sweet chocolate coatings .....	0 20

## WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinqueme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, 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 50  
Jersey Brand, tall, ea. 4 doz. .... 4 50  
St. Charles Brand, Hotel, ea. 2 doz. .... 4 25  
Peerless Brand, Hotel, ea. 2 doz. .... 4 25  
Jersey Brand, Hotel, ea. 2 doz. .... 4 25  
St. Charles Brand, gallons, each ½ doz. .... 4 75  
"Reindeer" Coffee & Milk, ea. 2 doz. .... 5 00  
"Regal" Coffee and Milk, ea. 2 doz. .... 4 50  
"Reindeer" Cocoa & Milk, ea. 2 doz. .... 4 80

## CANADA FIRST BRAND.

The Aylmer Condensed Milk Co. Per Case.  
Canada First Baby Evaporated Milk .... 2 00  
Canada First Family Evaporated Milk .... 3 00  
Canada First Medium (20 oz.) Evaporated Milk ... 4 80  
Canada First Hotel Evaporated Milk .... 4 25  
Canada First Gals Evaporated Milk, Manufacturer's Special ..... 4 75  
Canada First Condensed (sweetened) .... 5 25  
B. se Bud Condensed Milk 5 15  
Bever Condensed Milk ... 4 80

PURE LARD is a staple where a little waste wipes out a profit not very great at the best. Why not try the best lard substitute ever known—

## EASIFIRST SHORTENING

made from the choicest vegetable fats, pure white in color with no waste, taste or smell. Thousands have been convinced that Easifirst is easy first in quality and lowest in price. Made under government inspection.

### GUNNS Limited

Packers and Refiners

## TORONTO

## OLD CHEESE

---

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

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

---

### F. W. FEARMAN CO.

LIMITED

Curers of "Star Brand"  
Hams and Bacon

HAMILTON

## Try Us on BULK MINCE MEAT

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

### J. H. WETHEY, Limited

ST. CATHARINES

"THE MINCE MEAT PEOPLE."

# THE CANADIAN GROCER

## COFFEES.

### EBY-BLAIN, LIMITED.

#### Standard Coffees.

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

King Edward .....	0 34
Club House .....	0 38
Nectar .....	0 32
Royal Java and Mocha. 0 32	
Empress .....	0 30
Duchess .....	0 29
Ambrosia .....	0 28
Plantation .....	0 26½
Fancy Bourbon .....	0 26
Crushed Java and Mocha 0 19	

#### Package Coffee.

Gold Medal, 2-lb. tins. whole or ground .....	0 31
Gold Medal, 1-lb. tins, do .....	0 32
Gold Medal, ½-lb. tins do .....	0 33
Anchor Brand, 2-lb. tins, 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 SHEREEF 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. 0, \$2.25; No. 1, \$2.70.

## CONFECTIONS.

### PEANUT BUTTER.

Ontario Prices	
MacLaren's Imperial— Per doz.	
Small, 2 doz. ....	0 95
Medium, 2 doz. ....	1 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.

Maple— 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

### LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

These prices are F.O.B. Montreal. Imported Peas "Soleil"

Per case	
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 00
Mi-Fins, tins, ½ kilo, 100 tins .....	11 00
Moyens No. 1, tins, ½ kilo, 100 tins .....	10 50
Moyens No. 2, tins, ½ kilo, 100 tins .....	10 00
Moyens No. 2 .....	9 00
Frs. "Petit" Peas.	
Fins, tins, ½ 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 ½-pints .....	4 25
Tins— Gall.	
5 gals. 2s .....	2 00
2 gals. 6s .....	2 05
1 gal. 10s .....	2 10
20s, ½ gal. ....	2 60

## BASSIN DE VICHY WATERS.

La Capitale, 50 qts. ....	5 00
La Neptune, 50 qts. ....	6 00
St. Nicholas, 50 qts. ....	7 00
La Sanitas Sparkling, 50 quarts .....	8 00
Lemonade Savoureuse, 50 qts	8 00
Lemon ade, St. Nicholas, 50 qts. ....	7 50

## CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil. Case 12 lbs., 3-lb. bars, lb. 0 00	
Case 25 lbs., 11-lb. bars, lb 0 08	
Case 50 lbs. ¾-lb. bars, cs 3 75	
"La Lune," 65 p.c. olive oil. Case 12 lbs., 2½-lb. bars, lb 0 08½	
Case 50 lbs., ¾-lb. bars, case 3 35	

## ALIMENTARY PASTES.

### BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc. ....	0 08
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 00
Matts Golden Russet— Sparkling Cider, 24 pts. ....	4 00
Apple Vinegar, 12 qts. ....	2 40

## 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, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
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## BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces .....	0 10
60 lb. tubs .....	0 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.	

## GUNN'S "EASIFIRST" SHORT-ENING.

Tierces .....	0 00½
Tubs .....	0 00½
20-lb. pails .....	0 10
20-lb. tins .....	0 09½
10-lb. tins .....	0 10½
5-lb. tins .....	0 10½
3-lb. tins .....	0 10½
1-lb. cartons .....	0 11

## MARMALADE.

### SHIRRIFF BRAND.

#### "SHREDDED."

1 lb. glass (2 dz case) .....	\$1.90 \$1.80
2 lb. glass (1 dz case) .....	3.20 3.00
4 lb. tin (1 dz case) .....	5.50 5.35
7 lb. tin (½ dz case) .....	8.00 8.35
"IMPERIAL SCOTCH."	
1 lb. glass (2 dz case) .....	\$1.60 \$1.55
2 lb. glass (1 dz case) .....	2.80 2.70
4 lb. tin (1 dz case) .....	4.80 4.65
7 lb. tin (½ dz 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 95
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. bbls., per lb. ....	0 65
25-lb. cases, 1-lb. pkgs. ....	0 66
(Vermicelli), per lb. ....	
Globe Brand.	

5-lb. box "Standard," box .....	0 30
10-lb. box "Standard," box .....	0 60
25-lb. cases (loose), per lb. ....	0 06
25-lb. cases, 1-lb. pkgs., lb. ....	0 06½

## JELLY POWDERS.

### JELL-O.

Assorted case, contains 2 doz. ....	1 80
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.	
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## SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS. SNAP HAND CLEANER.	
3 dozen to box .....	3 00
6 dozen to box .....	7 20
30 days.	

## RICHARDS PURE SOAP.

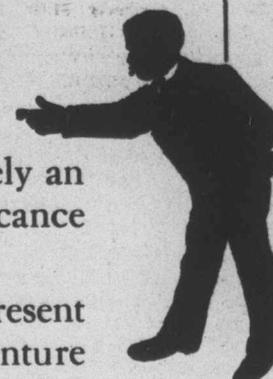
5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium. Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.	
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## FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases .....	\$ 5 00
Five cases or more .....	4 95
SAPHO MFG. CO., LTD., MONTREAL.	
REAL "SAPHO" INSECTICIDE.	
1-16 gall., doz. ....	\$ 2 00
¼-gall., doz. ....	6 00
½-gall., doz. ....	10 00
1 gall., doz. ....	19 20
1-16 gall. gross lot .....	20 00

**Mr. Manufacturer, Mr. Shipper:**

**Do you want a Successful Western Market?**—————



We can increase your sales in Western Canada. This is not merely an idle boast on our part, but a statement that bears some significance because we "make good."

We have the experience, the staff, money, aggressiveness to represent you in this good market in a way that will prove beyond peradventure that you can do a successful selling business in Western Canada.

**WRITE TO-DAY**

# NICHOLSON & BAIN

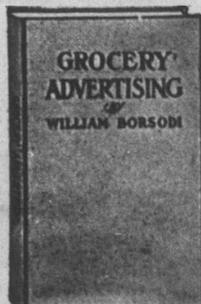
Wholesale Commission Agents and Brokers

Head Office - - - WINNIPEG, Man.

WINNIPEG      REGINA      SASKATOON      EDMONTON      CALGARY

## Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

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A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

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**An Invaluable Book for the Manufacturer, Jobber and Retailer.**

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

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Technical Book Department

**MacLean Publishing Co.**

143-149 University Avenue, Toronto

# 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 00

### STARCH.

#### EDWARDSBURG STARCH CO.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05 1/2
40 lbs., Canada white gloss, 1 lb. pkgs. ....	.06
48 lbs., No. 1 white or blue, 4 lb. cartons .....	.06 1/2
48 lbs., No. 1 white or blue, 3 lb. cartons .....	.06 1/2
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07 1/2
48 lbs., silver gloss, in 6-lb. tin canisters .....	.08
36 lbs., silver gloss 6-lb. draw lid boxes .....	.08
100 lbs., kegs, silver gloss, large crystals .....	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ...	.07 1/2
40 lbs. Benson's Enamel (cold water), per case ..	3 00
20 lbs. Benson' Enamel (cold water), per case ..	1 50
Celluloid—boxes containing 45 cartons, per case .....	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn .....	.07 1/2
40 lbs. Canada pure corn starch (20-lb. boxes 1/4c 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 case .....	.08
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 60
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 1/4c 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., \$1.00; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.00.

### SOUPS—CONCENTRATED.

#### CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, 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 30  
Saskatchewan, per case ... 2 60  
Alberta, per case ..... 2 70  
British Columbia, per case 2 40

## DOMOLCO BRAND.

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

### SAUCES.

#### PATERSON'S WORCESTER SAUCE.

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

### H. P.

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

### HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

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

### HOLBROOK'S IMP. WORCES- TERSHIRE SAUCE. Per doz.

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

### STOVE POLISH.

JAMES DOME BLACK LEAD.  
6a size, gross ..... \$2 40  
2a size, gross ..... 2 50

### NUGGET POLISHES. Dos

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 COM- PANY OF CANADA.

Chewing—Black Watch, 6s...	44
Black Watch, 12s .....	45
Bobs, 6s and 12s .....	46
Bully, 6s .....	44
Currency, 6 1/2s and 12s....	46
Stag, 5 1-3 to lb. ....	38
Old Fox, 12s .....	44
Pay Roll Bars, 7 1/2s .....	56
Pay Roll, 7s .....	56
War Horse, 6s .....	42
Plug Smoking—Shamrock, 6s, plug or bar .....	54
Rosebud Bars, 6s .....	54
Empire, 6s and 12s .....	44
Ivy, 7s .....	50
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's ..... .30 .40  
Red Label, 1's and 1/2's.. .36 .50  
Gold Label, 1/2's ..... .44 .60  
Red-Gold Label, 1/2's .... .55 .80  
LUDELLA CEYLON TEA.  
Orange Label, 1/2's ..... .34 .30

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

### MELAGAMA TEA.

#### MINTO BROS.

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

### Wholesale R't'l

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

### "KOLONA" TEA.

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

### JAMS AND JELLIES.

#### T. UPTON & CO.

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

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

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

### JELLY POWDERS.

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

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen ..... \$0 90  
List Price.  
"Shirriff's" (all flavors), per doz. .... 0 80  
Discounts on application.  
YEAST.  
White Swan Yeast Cakes, per case, 3 doz. 5c packages ..... 1 15

Ripe, Sweet, Juicy  
California Navel  
and Florida  
**ORANGES**

We are well supplied with finest  
Navel Oranges secured before  
the freeze in California.

**Marmalade Oranges Ripe Pineapples**  
**All the Early and Hothouse Vegetables**  
**The best in everything**

**White & Co., Ltd.**  
TORONTO  
Branch at Hamilton

**LEMONS**

The market is advancing and we advise  
buying now. They will keep and make  
you good money. This is especially so of

**Buster Brown Brand**

Let us put some aside for you to go for-  
ward as wanted.

**ORANGES, BANANAS, GRAPES,**  
**GRAPEFRUIT, PINEAPPLES,**  
**CRANBERRIES**

**ONIONS (Spanish and Domestic)**  
**Figs, Dates, Oysters and Smoked Fish.**

THE HOUSE OF QUALITY.

**HUGH WALKER & SON**

GUELPH and NORTH BAY  
Established 1861

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

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

**HEINZ 57 VARIETIES**  
PURE FOOD PRODUCTS

are always well advertised.

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

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

**H. J. Heinz Company**

**BAINES' PATENTED  
SHELF BRACKETS**

This improved system has many and great advantages  
over old methods of displaying goods. The brackets  
occupy no space needed for goods; are easily put up, taken  
down, adjusted to fit a given space or carry a different  
class of goods; in fact, they perfectly serve their purpose.

DETAILED DESCRIPTION, PRICES, ETC., FOR THE ASKING.

State whether building is brick or frame.

**THE PIQUA BRACKET CO.**  
SOLE MANUFACTURERS. PIQUA, OHIO



# ? ARE YOU GETTING ? QUINQUINOL PROFITS ?

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

Recommended by the Minister of Agriculture.

\$4.00 per doz. gallon tins. Retails at \$6.00. 50 per cent. profit.

### NO LOSS FROM VERMIN OR MOISTURE

Packed in tins, attractively got up, making a nice display for shelves. It will attract customers. You are at liberty to "money back" the goods. We will make it right. But you will have no cause.

One dealer in each town wanted. Advertising matter provided. Exclusive territory. Your sales safeguarded.

## QUINQUINOL STOCK FOOD CO.

69 ST. TIMOTHEE ST., MONTREAL



### Large Shipments of Soclean Are Continually Going Out

Soclean is increasing in popularity daily—hundreds of dealers are raking in the profits, and thousands of housewives are appreciating the disinfecting, dust-laying and labor-saving qualities of Soclean (the original sweeping compound).

Are you getting your share of the profits?

## SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

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

# EGG Cases and Fillers

## Buggy Egg Carriers

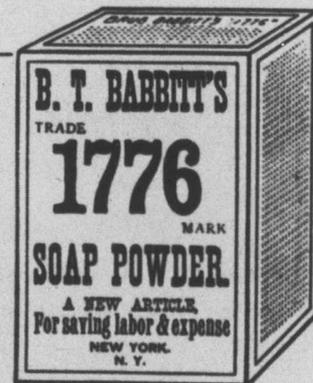
## Humpty Dumpty Egg Case

Car Lots or Dozens

???? Ask us about  
these Goods

Walter Woods & Co.  
HAMILTON - WINNIPEG

Our  
Premium Store  
No. 336  
ST. PAUL ST.,  
MONTREAL, CANADA



### Helps to Sell "Babbitt's" The Original Soap Powder

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

**B. T. BABBITT, INC.**  
NEW YORK

CHINESE  
STARCH

## THE STARCH

For the Household

- † It has stood the severest tests in hundreds of households.
- † Always gives satisfaction.
- † The quality is unsurpassable. Customers are satisfied with no other after they once use Chinese Starch.
- † Each package contains full 16 oz.
- † Pays good profit to the dealer.

O. Lefebvre, Prop.  
**OCEAN MILLS**  
Montreal

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



JAM

that sells, gives all round satisfaction; Jam that tickles the palates of your customers and makes them come back for more is

## KING (Compound) BRAND

Let us hear from you. We can supply all varieties at unusually attractive figures. They are excellent goods. Ask for Samples.

**Labrecque & Pellerin, Montreal**

AGENTS:

J. J. Gilmor & Co., Winnipeg  
The Harry Horne Co., Toronto J. Hunter White, St. John, N.B.

## SYMINGTON'S COFFEE ESSENCE

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

**Thos. Symington & Co., Edinburgh and London**

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



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

## AURORA COFFEE

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

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

**Wholesalers**

**HAMILTON, ONT.**

WORLD RENOWNED  
  
 BRAND STUHR.  
**STUHR'S**  
**GENUINE CAVIARE,**  
**ANCHOVIES IN BRINE**  
*(Salted Sardels).*  
 In Tins and Glasses.  
 Sold by all High-Class Provision Dealers.  
**C. F. STUHR & CO., HAMBURG.**

  
**Oakey's**  
 The original and only  
 Genuine Preparation  
 for cleaning Cutlery,  
 6d. and 1s. Canisters.  
**'WELLINGTON'**  
**KNIFE POLISH**  
**JOHN Oakey & Sons, Limited**  
*Manufacturers of*  
 Emery, Black Lead Emery Glass  
 and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**

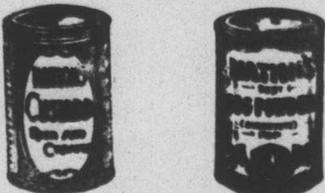
One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way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

Read any  
 Advertisement of  
**MAPLEINE**  
 And you'll see why  
 you can safely re-  
 commend it.  
 Order of your jobber, or  
**Frederick E. Robson & Co.,**  
 25 Front St. E., Toronto, Ont.  
**Mason & Hickey,**  
 283 Stanley St. Winnipeg Man.  
**The Crescent Mfg. Co.**  
 SEATTLE. - WASH.



**NATION'S CUSTARD  
 POWDER**  
 The dainty, delicious  
 dessert sold by leading  
 grocers from coast to  
 coast, and always in  
 season.

**Nation's Egg Powder**



**AGENTS:**  
 C. Gyde, St. Xavier St., Montreal  
 F. Coward, Toronto  
 (For Ontario.)  
 The W. H. Escott Co.,  
 Winnipeg, Man.  
 McKelvie, Cardell, Ltd.,  
 Calgary, Alta.  
 Distributors, Ltd.  
 Edmonton, Alta.  
 Samples free by post.

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



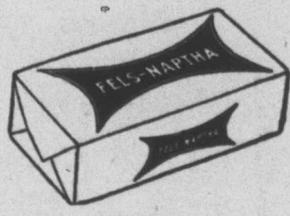
**ALLISON**  
**Coupon Books**  
 will persuade him to pay up, and  
 without offense.  
**HOW THEY WORK**  
 A man wants credit. You think he is  
 good. Give him a \$10.00 Allison Cou-  
 pon Book. Have him sign the receipt  
 or note form in the front of the book,  
 which you tear out and keep. Charge  
 him with ten dollars—no trouble. When  
 he buys a dime's worth, tear off a ten  
 cent coupon, and so on until the book  
 is used up. Then he pays the \$10.00  
 and gets another book. No pass books,  
 no charging, no lost time, no errors, no  
 disputes. Allison Coupon Books are  
 recognized evrywhere as the best.  
 For sale by the Jobbing Trade  
 Everywhere.  
**Manufactured by ALLISON COUPON  
 CO., Indianapolis, Indiana, U.S.A.**

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

**Becoming the  
 Housekeeper's**

choice was the log-  
 ical consequence  
 of Fels - Naptha  
doing just what  
 its makers claim-  
 ed: saving work  
 minus boiling and  
 hot water; plus  
 ease, comfort and  
 rapidity.

The wrapper's  
 directions should  
 be attended.



Keep in mind the domin-  
 ant fact that mankind from  
 its first appearance on the  
 earth has been schooled by  
 nature to look for signs;  
 for invitations to taste; for  
 suggestions as to what to  
 wear. Tell your story briefly,  
 forcibly, truthfully, and ad-  
 dress it through the proper  
 media and you can success-  
 fully apply advertising as a  
 means to increased distri-  
 bution.





### Three Lines You Should Know and Introduce to Your Customers

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

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

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

**J. MALCOLM & SON**  
St. George Ontario



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

### The Hall-Mark of Sardine Superiority



By Special Royal Permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND

CANADIAN AGENTS:

**J. W. Bickle & Greening**

(J. A. Henderson)

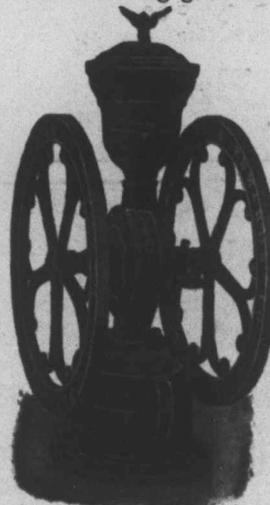
Hamilton, Ontario

### 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.

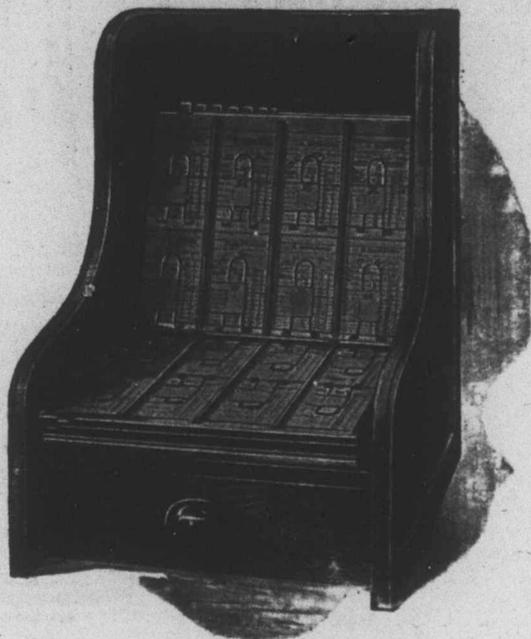


Ask any of the following jobbers for our illustrated catalogue  
**WINNIPEG**—G. F. & J. Galt (and branches); The Codville Co. (and branches)  
**VANCOUVER**—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.  
**HAMILTON**—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.  
**TORONTO**—Eby, Blain, Ltd.; E. B. Haybee & 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, U.L., U.S.A.

## Feed Your Bookkeeping Worries to



### The ULLMAN Account Register

The machine with brains.

It will save money for you because it will keep your collections up and your bad accounts down. It will do away with forgotten charges and will cut out concessions to customers over disputed accounts.

The Ullman Register is a perfect watchdog against leaks and losses. It is small in size, great in capacity, compact and quick. It will collect your old accounts and still retain the friendship of your customers. With every Register is furnished a fireproof safe, giving protection in case of fire. Write us for further information and for special mail order proposition.



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

**The Hamilton Incubator Co., Ltd.**  
Hamilton, Ontario



## BRUNSWICK BRAND FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

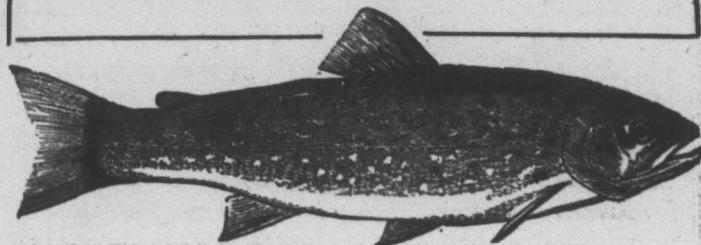
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connors Bros' Brands you sell goods that are trade winners.

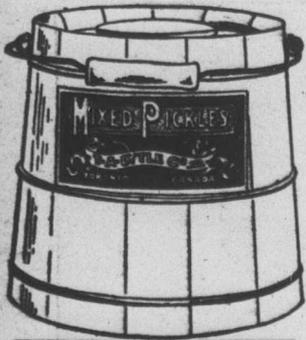
Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

### CONNORS BROS., LIMITED

Black's Harbor, N. B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. 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.





THE  
**PICKLE**  
With the Flavor

There is something delightfully different about

**STERLING BRAND**  
Mixed Pickles

that never fails to appeal to the public taste. The reason for which is not far to seek. We buy only the choicest condiments and vegetables, and the pickling process from beginning to end is one long chain of care, skill and up-to-date sanitary methods.

"Sterling Brand" products will influence business to your store. Get our prices.

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

The most piquant  
of appetizers

Paterson's  
Worcestershire  
Sauce



needs no recommendation to the grocer who handles the best. If you have not stocked it you will find Paterson's Worcestershire Sauce a winning item on your list for profitableness and quick selling.

**ROWAT & CO.**  
GLASGOW, SCOTLAND

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

**EUREKA**

Twenty-seven years of Eureka  
Refrigeration



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

WRITE FOR CATALOGUE AND PRICES

**Eureka Refrigerator Co., Ltd.** 54 NOBLE STREET  
TORONTO

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

Think It Over!

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

**Black Knight Stove Polish**

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

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



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

# ANTI-DUST Sweeping Powder

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

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

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

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

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

Lauro Chemical & Perfumery Co., City of Ottawa, Ont.

Fenwick, Hendry & Co., Kingston, Ont.

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

## ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

and

## KING GEORGE

NAVY PLUG

A Chewing Tobacco

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

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

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

# Tuckett's Orinoco Tobacco

NO BETTER  
JUST  
A LITTLE Milder  
THAN



## Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

### TUCKETT LIMITED

HAMILTON,

- - - - -

ONTARIO

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

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

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

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

**SITUATION VACANT**

**GROCERY SALESMAN**—THOROUGHLY EXPERIENCED, capable taking charge if necessary. Send references, full particulars with application. W. E. Baker, Lindsay, Ont.

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

**MISCELLANEOUS**

**YOU DON'T BUY A NATIONAL CASH REGISTER**—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

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

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

**BUSINESS-GETTING TYPEWRITTEN 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.

**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.

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**MISCELLANEOUS**

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

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

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

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

**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; 253 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

**ADDING TYPEWRITERS WRITE**, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

Your card in our **MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY** pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

The  
**CONDENSED AD.**  
PAGE  
**WILL INTEREST YOU**



**TANGLE-FOOT**

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

**The Sanitary Fly Destroyer, Non-Poisonous.**

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

**Grocery Advertising**

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

**PRICE \$2.00**

ALL ORDERS PAYABLE IN ADVANCE.

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

# Buyers' Guide

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

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

**WRITE TO**  
10 Garfield Chambers, Belfast, Ireland,  
for Sample Copy of the  
**Irish Grocer, Drug, Provision and General Trades' Journal**  
if you are interested in Irish trade.

**COMTE'S COFFEES**  
Satisfy every user. Let's tell you why.  
Address  
146 St. Urban St. - Montreal

We have the only **FIREPROOF WAREHOUSE** in **WESTERN ONTARIO**, and solicit your business for Storage and as Forwarding Agents.  
**THE FIREPROOF WAREHOUSING CO., LTD.,** London, Can.

**FLY CATCHERS**  
SEASON 1913  
Don't buy until you see our samples and prices  
**WRITE NOW DON'T DELAY**  
Agents for Canada  
**KIDD & KIDD, Vancouver, B.C.**

**THE "WANT AD."**  
The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.  
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.  
The "want ad." gets work for workers and workers for work.  
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.  
The "want ad." is the great force in the small affairs and incidents of daily life.

**VOL-PEEK**  
Mends Holes in **POTS, PANS, KETTLES &c**  
Mends Granite, Tin, Iron, Copper, Brass, Aluminium, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils.  
25c per package postpaid, enough to mend 60 holes.  
**H. NAGLE & Co. Montreal**  
**AGENTS WANTED.**



**DEALERS:** You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

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

**OLYMPIA AND BEN BEY CIGARS**  
are good smokers and sellers  
**Ed. Youngheart & Co., Limited.**  
Montreal, P. Q.

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

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

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

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

**O. E. Robinson & Co.**  
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.  
Ingersoll, - - - - Ontario  
Established 1886.

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

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

**BAKE OVENS**  
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.  
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.  
Write for General Catalog.  
**The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada**



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

**"NO-DUST"**  
PUT UP IN BULK ONLY  
It is a powerful disinfectant powder for sweeping purposes. Pleasant odor.  
**No-Dust Mfg. Co.**  
8 Market Sq., St. John, N.B.

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



# 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.

**WESTERN PROVINCES.**

**ESCOTT & HARMER**  
 Successors to W. H. ESCOTT CO.  
 WHOLESALE GROCERY  
 BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS  
 OFFICES:-  
 Winnipeg, Regina, Calgary, and Edmonton

**JOHN J. GILMOR & CO.**  
 Wholesale Manufacturers' Agents and Commission 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.  
 290 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**

**WESTERN PROVINCES—Continued.**

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

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

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

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

**DISTRIBUTORS, LIMITED**  
 P. O. Drawer 90  
**EDMONTON, ALBERTA.**  
 Manufacturers' Agents, Commission Merchants, Warehousemen.  
 Track connection with all Railroads.

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

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

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

**ONTARIO.**

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

**NORMAN D. McPHIE**  
 Merchandise Broker  
 27 Federal Life Bldg., Hamilton, Ont.  
 Established 1903  
 Offers for prompt shipment in wholesale lots  
 1912 Crop {  
 White Beans  
 Split Peas  
 Evaporated Apples  
 Split Lentils

Leading Brokers in Canada  
 for  
**Evaporated Apples**  
 Wire or write us for Prices.  
**W. H. MILLMAN & SONS**  
 Wholesale Grocery Brokers  
 Toronto, Ont.

**W. G. A. LAMBE & CO.**  
**TORONTO**  
 Grocery Brokers and Agents.  
 Established 1885.

**MacLaren Imperial Cheese Co. Limited**  
**DEPARTMENT AGENCY**  
 Agents for Grocers' Specialties and Wholesale Grocery Brokers  
**TORONTO, Ont. DETROIT, Mich.**

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

# Manufacturers' Agents and Brokers' Directory

(Continued.)

**MARITIME PROVINCES.**

**C. E. CREIGHTON & SON**  
 Brokers and Commission Merchants  
 Manufacturers' and Millers' Agents  
**HALIFAX, - NOVA SCOTIA**  
 Domestic and Foreign Agencies Solicited

**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.

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**McLEOD & CLARKSON**  
 Manufacturers' Agents and Wholesale  
 Commission Agents  
 222-6 Cambie St., Vancouver, B.C.  
 Can give strict attention to a few first-class  
 Grocery Agencies. Highest References.

**QUEBEC.**

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

**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.

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

**Mathieu's Nervine Powders**



a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders*. Be sure and stock them, as they are quick sellers. Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffer from headaches.

Remember there is nothing equal to *Mathieu's Syrup of Tar* and *Cod Liver Oil* for breaking up colds.

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

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

# Increase Your Salary

Do you wish to make from \$10.00 to \$50.00 in addition to your present monthly income?

By devoting your spare hours to our work you can easily do so.

We have hundreds of energetic young men throughout Canada making big money taking subscriptions for MacLean's Magazine.

Many of these commission men join our regular sales force at a high salary.

You can secure a position in your town which will enable you to earn a good salary and put you on the road to success.

**Write now for particulars**

**MacLean Publishing Company**  
 143-149 University Ave., - TORONTO, ONT.

## *Business Development*

¶ *Do you ever feel that your present occupation prevents the development of your business talent?*

¶ *Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.*

¶ *We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.*

**MacLean Publishing Co.,**  
143 University Ave.  
Cir. Dept. **TORONTO**

## **QUALITY AT LOWER PRICES THAN EVER**

### **LAST WEEK BEFORE INVENTORY**

Glance through following list of goods which must be disposed of before Feb. 1st. Then get in touch with us right away, because you cannot afford to lose such bargains.

#### **2,000 Boxes ASSORTED TEAS.**

N.B.—We will prepay freight on all orders of 200 lbs. or more to points in Ontario and Quebec.

#### **25,000 cases CANADIAN CANNED VEGETABLES.**

All kinds.

#### **5,000 cs. CANADIAN CANNED FRUITS.** Excellent quality.

#### **7,500 cases CANADIAN CANNED FISH.** Full assortment.

#### **15,000 boxes DRIED FRUITS.**

Raisins, evaporated fruits, nuts, almonds.

#### **IMPORTED CANNED GOODS.**

#### **5,000 cases "Le Soleil" Vegetables.**

#### **800 cases "Frs. Petit Cie.," Paris, SMALL PEAS.**

#### **400 cases "F. Lecourt," Paris, MUSHROOMS.**

#### **CASTILE SOAP.**

(Imported from Marseilles.)

#### **1,000 cases. Very best quality.**

"Le Soleil" and "La Lune" Brands.

Write, 'phone or wire at our expense.

**LAPORTE, MARTIN & CIE, LIMITEE**  
568 St. Paul Street  
**MONTREAL**

Tel. Main 3766

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