

**PAGES
MISSING**

FEATURING THE SELLING OF MARMALADE SUPPLIES

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

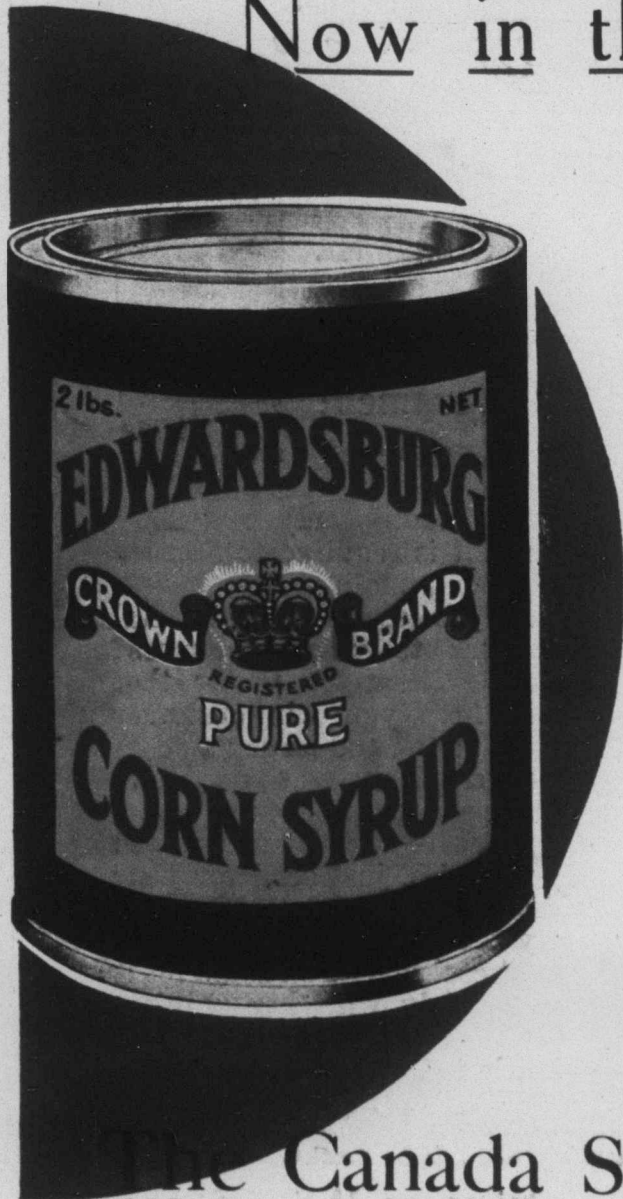
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXIX

PUBLICATION OFFICE: TORONTO, JANUARY 29, 1915

No. 5

Crown Brand Corn Syrup Now in the Spot-light



These days test the selling powers of every article in your store. The Brands that have established their reputation through years of quality—the brands that are backing up your efforts with strong, convincing advertising—surely these are the Brands you want to put to the fore to-day.

“Crown Brand” Corn Syrup is right in the front rank of the “best sellers.” You don’t have to “talk,” or “introduce,” or “push” this delightful table syrup. We have done this—and are doing it to-day—with our stirring newspaper and magazine advertising.

You have simply to sell “Crown Brand” and take your profits.

“Crown Brand” Corn Syrup has always been first—and is first to-day—in the esteem of the grocers, and in the regard of their customers.

Have you plenty of the 2 and 5-pound tins, as well as the 10 and 20s?

The Canada Starch Co., Limited

Manufacturers of the Famous Edwardsburg Brands

Montreal

Cardinal

Brantford

Fort William

Pure Cocoa
in
Glass Jars

THIS new jar gives you an added selling talk. It will build trade for you. It appeals to the thrifty housewife because the cocoa can always be kept in a sealed jar, and when empty the jar can be used for preserves, etc. Economical buyers will invariably buy this ½-lb. jar in place of the ordinary ½-lb. tin.

When you push Todhunter, Mitchell & Co.'s Pure Cocoa in glass jars you give your customers added satisfaction and *more* for their money.

The jar is good, but the cocoa inside the jar is better. It is absolutely pure and of the same standard of high quality demanded for all products sold by

**Todhunter, Mitchell
& Co.**

TORONTO

CANADA

*Will You Let Your Wife
Test Shirriff's True Vanilla
if We Send You a Bottle
Free?*

Send for your bottle to-day without obligation. Let her try it for flavoring cakes, puddings, sauces, ices — or anything with which she wishes to secure an unusually rich and pleasing flavor.

Shirriff's

**True
Vanilla**



**is 50% above
Government
Standard**

Consequently only a trifling amount is required to flavor a cake or pudding.

Surely these are points of vital concern to your customers? Surely these are points that will help you win customer satisfaction and large and continued sales? If you want to make sure Shirriff's is the best extract for your customers and your sales, just send for your free bottle and let your wife try this famous flavor on her next cooking. You could let it rest safely with her opinion, couldn't you? Write for your bottle to-day.

Imperial Extract Co.

[Steiner and Matilda Streets
Toronto

LENT

is fast approaching, and we believe you are safe in anticipating an even greater demand than last year for canned Haddies—"THISTLE" Brand, of course, in 1-lb. and $\frac{1}{2}$ -lb. tins, and you will do well to see that your stock is replenished without delay, for one of the best tributes that can be paid to the increasing popularity of "Thistle" Brand is the fact that there are times when the demand exceeds the supply.

"THISTLE" Brand FLAKED FISH

in 1-lb. tins.

Just as "Thistle" Brand Haddies won their popularity by Quality, Cleanliness and Natural Flavor, so "Thistle" Brand Flaked Fish is fast winning its way on the same merits. Only the finest selected Hake caught in St. Mary's Bay (right on the shores of the great Atlantic) is used in this Acadian Delicacy. It is going to prove a *big* seller and our only regret is that the quantity is very limited, so get in on it at once before our supply is exhausted—and it will be *soon*.

You are serving your best interests by stocking only the best class of Canned Fish—on the quality at this season depends the trade you will do throughout the year.

*The cleanliness of "Thistle" Brand Fish is proverbial—
their flavor is fine—they are genuine always.*

Arthur P. Tippet & Co.

Agents

Montreal

Toronto

YOUR CANDY DEPARTMENT Is it Profitable?



YOUR Confectionery Department, Mr. Merchant, can be made one of the most profitable in your store, not only in its direct sales, but in the patronage which it brings the other departments. But you must have good candies—candies of unimpeachable quality. The M. B. Co. Candies are this kind and, at the same time, offer an exceptionally wide range of choice. For example—

CANDIES

Mixtures, Mints,
An endless Variety, Staple and Fancy.

Delicious Drop Goods
In Bulk or Bottle.

CARAMELS

150 Different Lines of
Penny Goods
From 1c each to 10 for 1c.

CHOCOLATES

An unbeatable line of
High-Grade Chocolates
An almost endless assortment to choose from and
The Never-Falling

"BORDO"

with its irresistible and individual flavor.

Volume of Sales, Profit and Permanency of Patronage are the three things which make every Merchant who handles The M. B. Co. Candies an enthusiast. Write us and we'll have one of our salesmen drop in to see you.

THE MONTREAL BISCUIT COMPANY

Manufacturers of Biscuits and Confectionery

MONTREAL

IT PAYS TO SELL FISH

CURED, FROZEN OR FRESH, and, right now, with Lent coming on, is the most opportune time to start.

Price
\$27 Net



Fish handling pays best when the goods are properly displayed in an Arctic Three-Section Fish Display Case, as shown above. The cost is little compared with results. Order one to-day and let it pay for itself, even before the warm weather commences. May be used with or without ice.

Send us your order to-day and ask for refrigerator catalogue.

John Hillock & Co., Limited

Makers of High-Grade Refrigerators and Fish Cases

TORONTO

Don't Buy "An Electric Coffee Mill" Buy a COLES GUARANTEED ELECTRIC MILL



There's a tremendous difference — as great as there is between an unsigned check and a signed one.

When the name COLES is on your mill you're certain it's "right."

Have you a copy of Catalogue 913C?

26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

Recall if you can any more pleasant recollection in your boyhood days when tired, thirsty and hungry than a glass of sparkling, cold, spring water, right from the hillside, and a slice of home-made bread and butter deep with mother's raspberry jam.



Yes, you have been there, Mr. Grocer, and you have the very taste in your mouth that inspired the manufacture of E. D. S. Jams and Jellies.

Right from the sparkling, pure spring water drawn from the mountain at the rear of our factory to the fine-flavored, fresh-picked, ripe fruit, to the ground loaf-sugar, the clean, sweet conditions of the kitchens and utensils, to the careful sealing, not a stone is left unturned that will bring and keep our products up to the standard set years ago.

The very name E. D. S. is the housewife's cue for buying jams and jellies. Now is the time to give her the cue, for her stock is getting low. Put up a display to-day and refresh her memory.

She too remembers her childhood days and associates E. D. S. Jams with her early recollections.



E. D. SMITH & SON
Limited Winona, Ont.

Agents: Newton A. Hill, Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; A. P. Armstrong, Sydney Nova Scotia.

Why Not Try "EAGLE BRAND"

In Your Own Home?

You'll find Borden's Eagle Brand Condensed Milk, and all the Borden Lines, just as good, as wholesome, as convenient for you and your folks as it has proven for the many families round about you.

There is so much absolute goodness and purity about Eagle Brand Condensed Milk that three generations of physicians have prescribed it as the only safe substitute for mother's milk. Together with its uniform high quality, the utility and convenience of Eagle Brand will appeal to you hard-working, bite-and-run fellows as well as most families in your community.

And besides, you'll be able to recommend the Borden Lines to your customers all the more convincingly. That's certain. You'll try it TO-DAY, will you?

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.





The Original
and only
"Fruit Salt"

When you suggest "Eno's"
to your customers you
are simply renewing an
old friendship

For nearly half a century the people of Canada have known of and used Eno's "Fruit Salt"—to-day the mere suggesting of it to most of your customers is like reminding them of an old friend.

Eno's "Fruit Salt," the original and only Fruit Salt, is used all over the world. Why not share in its popularity in your town? Order a supply.

make a counter display and see how soon you'll have satisfied customers asking for it regularly, for this gentle aperient stimulates the organs of elimination—is a prevention of sea and train sickness, counterbalances the effects of sudden changes of water or climate. **No household should be without it.**

Order to-day.

J. C. Eno, Ltd., "Fruit Salt" Works
LONDON, ENG.

Agents for Canada:—Harold F. Ritchie & Co.
Limited, 10-14 McCaul St., Toronto

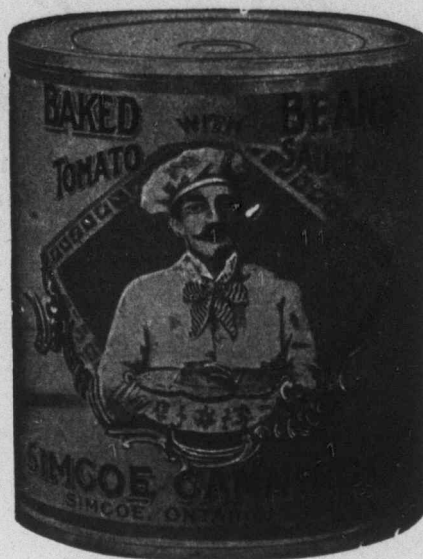
**GOLD
DUST**



GOLD DUST is the great cleansing machine that saves hard work for the housewife. GOLD DUST advertising is the great selling machine that saves hard work for the grocer, by sending sales to him. Keep GOLD DUST prominently displayed and get the benefit of our work on the consumer.

THE N.K. FAIRBANK COMPANY
LIMITED

*The
Standard
of
QUALITY
and
Deliciousness—*



SIMCOE BAKED BEANS

*Well worth
Pushing
Vigorously
and featuring
in your
displays*



Our Seal TUCKETT'S SMOKING Tobacco

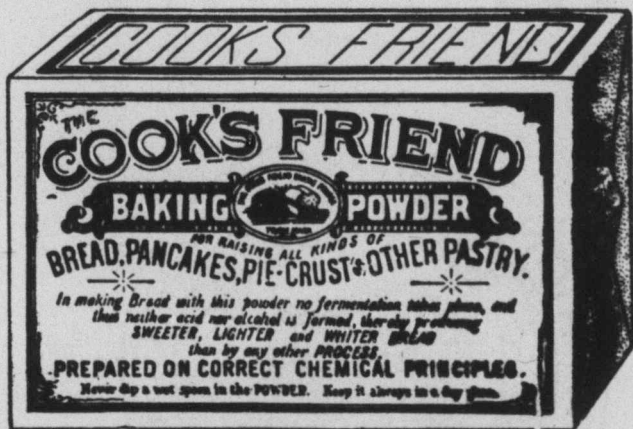
has a peculiarly delightful fragrance—not a straight one-kind tobacco but a blend of the choicest leaves which took years of testing and experimenting to achieve. "Our Seal" is well known throughout tobacco-using Canada. While new on the market as compared with some of our old established brands, it is rapidly gaining in popularity with smokers who know and appreciate a really good blend.



You should stock "Our Seal."
Ask your wholesaler.

Tuckett, Limited
HAMILTON

There is None to Beat



For over half a century this Baking Powder has—and is NOW—recognized as a leader for excellence, purity and highest quality.

It is made from PURE GRAPE CREAM OF TARTAR and is absolutely free from Alum and other deleterious substances.

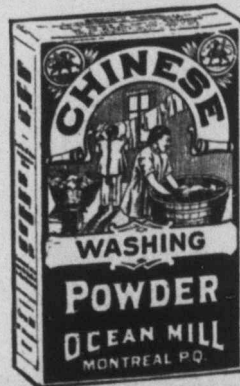
MADE IN CANADA

W. D. McLAREN, Limited, Montreal

GROCERS:

Here's a Trade Winner

that has brought customers back for "more of the same" to those grocers who have stocked it.



Is a trade stimulator of the highest order.

Women who have used it will take no substitute, because it replaces the smelly odor of hot suds with an odor that is pleasing, clean and wholesome, and it does not injure the hands. A big 8-ounce package for 5 cents.

Your jobber should have it—if not, write direct for prices.

OCEAN MILLS
MONTREAL -:- CANADA

Furnivall's

FINE
FRUIT
PURE JAM

Your business grows in proportion to the service it renders. The larger the service the greater the expansion. Our marmalade, made from fresh Seville oranges, is now ready. The purity and fine flavor of FURNIVALL'S marmalade is unsurpassed. Stock up your low lines to-day.



**Furnivall-New
LIMITED**
Hamilton, Ont.

AGENTS: Halifax, B. C. Woodworth, 533, Roble St.; St. John, N.B., W. W. Chase, 79 Paradise Row; Montreal, W. S. Silcock; Ottawa, J. A. Cote; Toronto, Dunn-Hortop Co.; Fort William, W. F. Elliot; Winnipeg, H. P. Pennock & Co., Ltd.; Edmonton, Alta., Geo. C. Benjamin, 629 Fourth St.; Jackson's, Limited, Calgary; Grocers' Specialty Co., Hamilton, Ont.

Coffee-selling is no child's play

40 to 50% profit seems good—but if the first sale is not made, the first and subsequent profits are not realized. You want a coffee you can boost with all your might and know that every mouthful of the amber effusion will clinch future business—**You want cup quality.** Coffee buying and selling is no child's play—it's a business that turns the scale for or against you.

Push McLarens "Ladies' Delight" Coffee

—the cup quality is always there and with it a steadily increasing business. **Send trial order and try it for yourself.**



We have an attractive contract proposition which should interest you.

McLarens Limited
HAMILTON and WINNIPEG

How Much is Your Patriotism Worth?



Canadian manufacturers are doing their duty under present stress in endeavoring to keep plants running and men employed regardless of profits.

Good Canadians will show enlightened patriotism, as well as sound business common sense, by buying only "Made in Canada" goods, thus building up their own prosperity and looking after those who remain at home.

Richards Pure Soap Co.,
LIMITED
Woodstock, Ontario



'CAMP'

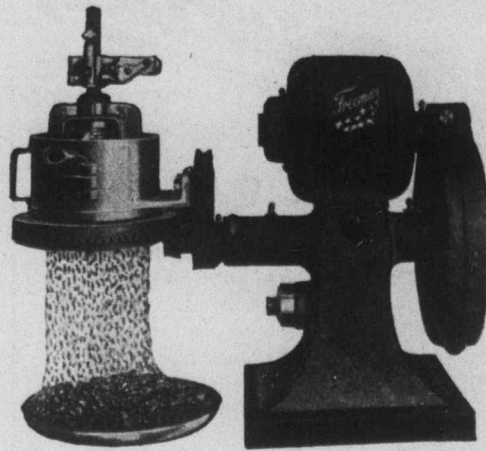
Don't Disappoint Customers —

There is already far greater business than ever in 'Camp' Coffee, and our advertising will send still more enquiries to your shop. Let your supplies of 'Camp' Coffee be equal to the big demand

'CAMP'
COFFEE

R. Paterson & Sons, Ltd., Glasgow.

Freeman's Electrical



**Driven
Meat
Chopper,
Bone
Grinder
and
Coffee
Mill**

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada



GOOD FLOUR

versus

Indifferent kinds

MAKES GOOD BREAD

Choose the best, invest in the best, sell no other kind but the best, and you are sure that your flour sales will improve every day to eventually control the trade in your district, because no discriminative buyer will bother with the inferior, no matter how much cheaper he can obtain it, even at his very door.

Anchor Brand Flour is not an experiment, nor the results of a day—nearly 20 years' experience in Manitoba Hard Wheat products were necessary to attain the high standard that to-day is admittedly the supreme "par excellence." Try it.

Leitch Brothers' Flour Mills
LIMITED
Oak Lake, Manitoba



Get in the Running

And start your tobacco department now. Many grocers are making good money by specially featuring

Rock City Lines

Why not do the same? In the family of practically every one of your customers there is at least one smoker who would appreciate your stocking his favorite brand.

Write for our proposition without delay. Rock City Lines prove winners wherever introduced.

Rock City Tobacco Co., Limited
QUEBEC and WINNIPEG

GIPSY Stove Gloss

will secure the trade, even of those who are most difficult to please—and retain it.

“GIPSY” is good enough for the most particular and discriminating.

It satisfies every user.

Order from your Wholesaler.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta:
Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary
and Edmonton. For British Columbia & Yukon: Creeden
& Avery, 117, Arcade Buildings, Vancouver, B.C.

“SOVEREIGN” SALMON



**FINEST
BRITISH
COLUMBIA
SOCKEYE**

**QUALITY
IS OUR FIRST
CONSIDERATION**

PACKED BY
**THE ANGLO BRITISH COLUMBIA PACKING CO.
LIMITED
VANCOUVER, B.C.**

Continental Quality

has never been questioned.

If you have satisfied yourself that

Continental Grocery Bags

have no superior in any feature, consider the prices which are no higher than are usually asked for bags of inferior quality and make.

Samples on request.

**The Continental Bag &
Paper Co., Limited**

Manufacturers **OTTAWA**

Branches: Montreal and Toronto
Agencies throughout Canada

When you sell

HEINZ 57

VARIETIES PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H.J. HEINZ COMPANY

Canadian Factory:—Leamington, Ont.

Warehouse:—Toronto

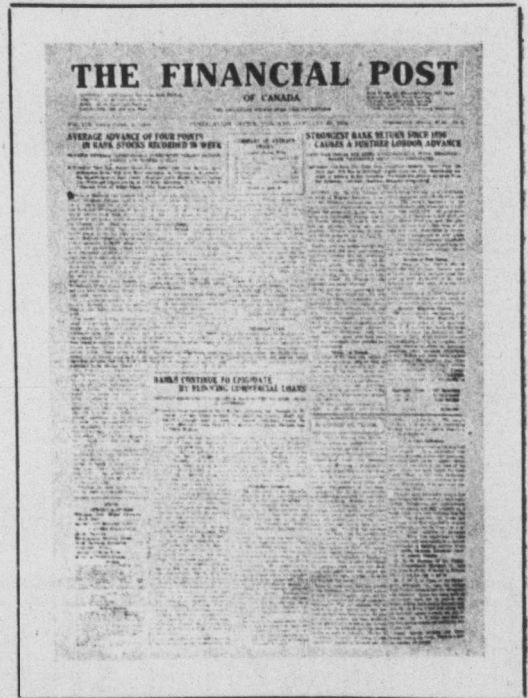
BEWARE OF FALSE PROPHETS

The daily sensational rumors from unauthoritative sources should not guide the proficient manufacturer or business man.

It is not sufficient merely to have "news"—

WHY NOT HAVE THE FACTS?

The Financial Post through its unexcelled sources of information, and its exact analyses and forecasts, coupled with its bymail Information Bureau which deals with financial or business problems, furnishes a service of unsurpassed value.



Annual Subscription \$3.00 the year

Date 1914

To:

THE FINANCIAL POST
143-153 University Ave., Toronto

Dear Sirs:

Please enter ^{my}our subscription to The Financial Post at the rate of one dollar for four months.

Name.....

Street or
Box No.....

City.....

WHY NOT HAVE THE FACTS?
c. g.

THE CANADIAN BUSINESS MAN

has never been in greater need of accurate knowledge of actual conditions—and of the best possible business and financial counsel!

LET

The Financial Post of Canada

serve you at least during the next four months.
Write for a free sample copy or

Sign ← the attached Coupon and return

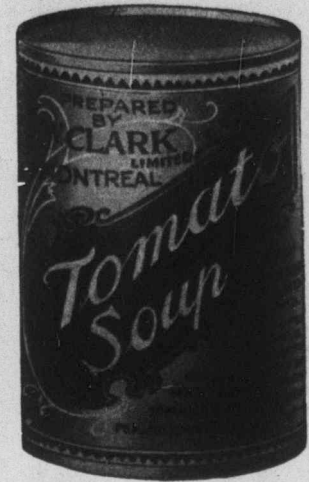
to us with one dollar for four months, or if more convenient pay on receipt of bill.

CLARK'S SOUPS

Highly Concentrated, Absolutely
Pure, and Prepared from the
Very Finest Ingredients

The quality is there, selling price is
popular, and your margin is good.

GET IN TOUCH—
THE SEASON IS ON



MADE IN CANADA



Have you paid any attention, Mr. Grocer, to the growth of the business in PEANUT BUTTER, an article which is rapidly increasing in favor with the public? It will pay you to look into the matter, and if you want your share of the business, it will pay you best to stock

CLARK'S PEANUT BUTTER

W. CLARK, LTD.

MONTREAL

Tartan
BRAND
THE SIGN OF PURITY

Our annual Tea Sale. All goods bought before advance. If our travellers don't call send for samples—it will pay you.

After-stocktaking bargains. Our travellers have a big list.

'Phone at our expense.

3595, 3596, 3597, 3598, 4656, 748; Night 'Phone, 1807.

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



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS.

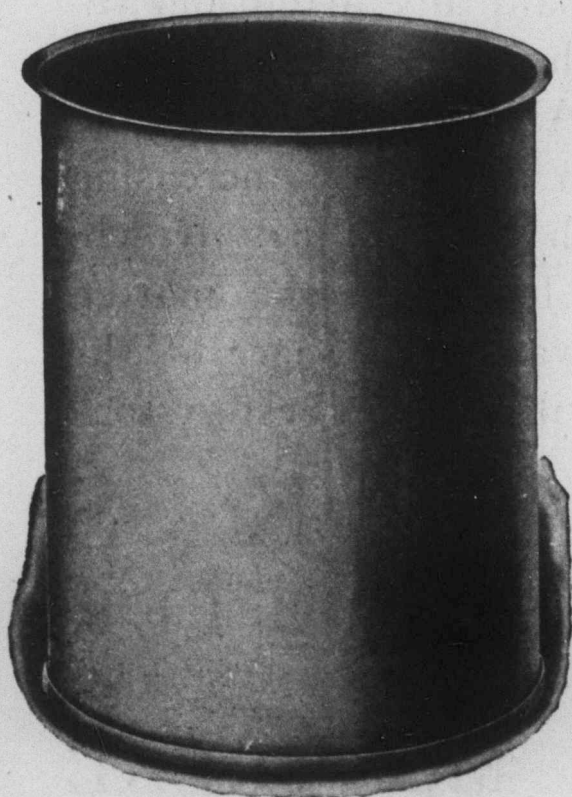
SMITH & PROCTOR

HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax - N.S.



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Company
LIMITED

NIAGARA FALLS, ONTARIO

CANADIAN GROCER

St. Lawrence

Granulated

When you are buying you might as well
buy the best



ELGIN NATIONAL COFFEE MILLS

are handled by the best Canadian Jobbers.
Ask your Jobbers for Catalog and Prices.

CALGARY—Campbell, Wilson & Horne, Ltd.; P. D. McLaren, Ltd. EDMONTON—H. H. Cooper & Co.; The A. Macdonald Co.; Revillon Wholesale, Ltd. FERNIE—The Western Canada Wholesale Co., Ltd. HAMILTON—Balfour, Smye & Co.; James Turner & Co.; Macpherson, Glasco & Co.; Walter Woods & Co. LONDON—Gorman, Eckert & Co., Ltd. MONTREAL—L. Chaput, Fils & Cie., Ltd.; Minto Bros.; Canadian Fairbanks Co. (and branches). MOOSE JAW—The Codville Co., Ltd. REGINA—Campbell, Wilson & Strathdee, Ltd.; H. G. Smith, Ltd. ST. JOHN—Dearborn & Co.; G. E. Harbour Co., Ltd. SASKATOON—Campbell, Wilson & Adams, Ltd.; The Codville Co., Ltd.; North-West Specialty Co. TORONTO—Eby-Blain, Ltd.; R. B. Hayhoe & Co.; Minto Bros., Ltd.; Medland Bros., Ltd. VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Empress Mfg. Co., Ltd.; Kelly, Douglas & Co. WINNIPEG—Blue Ribbon, Ltd. (and branches); The Codville Co. (and branches); Walter Woods & Co.

Woodruff & Edwards Co., Elgin, Ill., U.S.

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE

A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

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

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and
sizes

Metal Bottle Capsules—any
size, color or stamping

Collapsible Tubes—plain or
colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities —
We will give you **BEST QUALITY — BEST DELIVERY — BEST PRICES**

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road

LONDON N., ENGLAND

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

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

The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver

TEA

You are interested in buying tea or should be. The market is advancing. We have a large assortment of tea and are in a position to look after your business to your entire satisfaction. Get our samples and quotations.

John Duncan & Co.

Established 1866

MONTREAL

Sell mothers a powerful, yet harmless disinfectant to safeguard the home from disease

CONDY'S FLUID

Nearly every home keeps a disinfectant, but owing to its poisonous nature is kept high up, away from the reach of the children, with the result that it is not used effectively.

Condy's Fluid is non-poisonous and does not contain permanganate of potash. There is no substitute. It has been recognized in all European homes for 100 years as the safe disinfectant.

Order a supply to-day.

Condy and Mitchell, Limited, - London, England
Canadian Agents: Harold F. Ritchie Company, Limited, 10-14 McCaul Street, Toronto

In our Classified Columns on page 59, there is almost sure to be a proposition which will interest you.

You should use our Condensed Ad. page for making your wants known. Whether it be a partner, clerk or salesman required, or a buyer for your business, or if you have bought a cheese-cutter or a showcase, etc., and want to sell your old one, you will find Canadian Grocer's Classified page most productive of replies.

Manufacturers' Agents and Brokers' Directory

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

ONTARIO.

W. G. A. LAMBE & CO.
TORONTO

Established 1885

SUGARS FRUITS

"We are large buyers of Sun-dried Apples. Ship all your good stock to us charging us whatever other dealers are offering, and we will send you our cheque promptly."

W. H. Millman & Sons
Grocery Brokers
TORONTO

The Harry Horne Co.
GROCERY BROKERS
Manufacturers' Agents
and Importers

309-11 King W., Toronto, Can.

We can place your goods on the market successfully.

(Correspond with us.)

W. G. PATRICK & CO.
Limited.

Manufacturers' Agents
and Importers.

51-53 Wellington St. W., Toronto

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

HENRI DE LEEUW

28 Front Street E. TORONTO

Importer - Foodstuffs - Exporter

I am a buyer for Beans, Peas, Seeds, Dried and Evaporated Apples, and pay cash. Send me samples and wire what you have to offer.

WESTERN PROVINCES.

GEORGE E. MEASAM

Wholesale Grocery Broker
and
Manufacturers' Agent.

Splendid warehouse space. Cold Storage in connection.

P. O. Box 1721,

Edmonton - - - - - Alberta.

H. P. PENNOCK & CO.,
Limited

Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG.

We solicit accounts of large and progressive manufacturers wanting live representatives.

W. H. Escott Co.,
LIMITED

Wholesale

Grocery Brokers and
Manufacturers' Agents

Commission Merchants

WINNIPEG REGINA
CALGARY EDMONTON

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

120 Lombard Street

WINNIPEG MAN.

Domestic and Foreign Agencies
Solicited.

FRANK H. WILEY

Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from Spot
stock Winnipeg or for import.
757-759 Henry Avenue, Winnipeg

RUTTAN, ALDERSON & LOUND, Ltd.
COMMISSION BROKERS

Representing Canadian and British
Houses

Agencies Solicited

WINNIPEG. - MAN.

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

BRITISH COLUMBIA.

The Campbell Brokerage Co.

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and track-
age. Shipments stored and distributed.
Can give special attention to a few
good agencies.

857 Beatty Street, - Vancouver, B.C.

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.

QUEBEC.

W. J. McAULEY

Commission Broker

Flour, Feed, Grains, Potatoes.

We are open for a good agency in food-
stuff line, calling on the retail trade.

522 Board of Trade Bldg., Montreal.

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.
143-153 University Ave., Toronto

You can talk across the Continent for two cents per word with a want ad. in this paper.

India's Gift to Canada

is the rich, vigorous tea of the Indian hillsides, the choicest of which comes from the province of Assam. And it is to the Assam tea that must be largely given the credit for the distinctive flavor, richness and strength of Red Rose Tea.

If Red Rose Tea were a straight Ceylon tea, instead of an Indian-Ceylon, you would altogether miss the characteristic "Assam" qualities.

Red Rose Tea

"is good tea"

JONAS' EXTRACTS

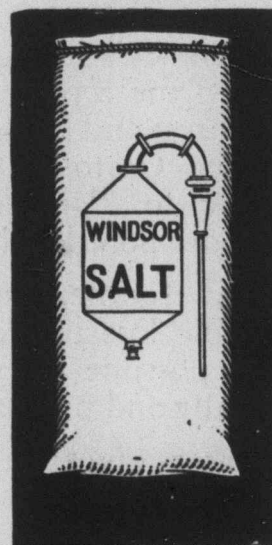
never gather dust on your shelves. Their purity and richness of flavor mean quicker turnovers, better satisfied customers, more gratifying profits. Sold everywhere for forty-five years. Better keep your stock well up.



HENRI JONAS & CO.

MONTREAL, QUE.

ESTABLISHED 1870



Ninety-nine people out of a hundred in Canada use

WINDSOR TABLE SALT

Isn't it better for you to make ninety-nine sales, than only one?
MADE IN CANADA

When you trim that special
Marmalade Window back
up the Oranges with

Redpath Sugar Cartons

REDPATH Extra Granulated Sugar in these handsome Sealed Cartons goes as well with the oranges in the window as in the marmalade jars. It gives life and snap to your window trim, and a new idea of purity to all who see this happy combination.

More than half a century's use throughout the country has established the reputation of REDPATH as Canada's purest and best sugar. These 2 lb. and 5 lb. Sealed Cartons, protecting its purity from Refinery to Pantry, have made REDPATH Sugar more popular than ever.

By saving time and trouble, and eliminating waste and the inevitable loss in weighing, these Cartons have made it possible for you to handle sugar more economically and profitably.

The marmalade season gives you an excellent chance to introduce REDPATH Packet Sugar to people who have not realized its many advantages. It will improve the quality of their marmalade, and the result will be increased sales for you.



Canada Sugar Refining Co., Limited
MONTREAL

Quality Wins Its First Victory in the New Year

All previous records for the sales of "**SALADA**" were broken by the splendid achievement of the first fortnight in 1915.

In these two weeks no less than 442,055 pounds of "**SALADA**" were shipped in fulfillment of orders. This represents a sale of **4,420 chests in two weeks.**

Surely this, once and for all, effectually dispels any suggestion that the public are contenting themselves with "inferior" tea. There could be no more conclusive proof of the public appreciation of our persistent policy of **QUALITY FOREMOST.**

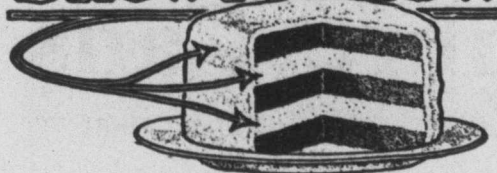
We have just published our annual report, giving a brief digest of the past season, and an interesting pictorial history of "**SALADA**" since its first appearance. If you have not already received a copy, send us a card.

"SALADA"

TORONTO

MONTREAL

Snow-Mellow



Are you selling this new product that makes the most delicious meringue, icing and filling

Without Eggs and Without Cooking

With just one tablespoon of "Snow-Mellow," one cup of granulated sugar and flavored to suit the taste, the housewife can make a score of dainty desserts with rich, fluffy tender icing and filling.

And handling "Snow-Mellow" leaves you a generous margin of profit.

Get a line on this Winter party trade and push "Snow-Mellow."

The W. T. Ott Co., Inc.
32-34 Front St. West
TORONTO

54 J.

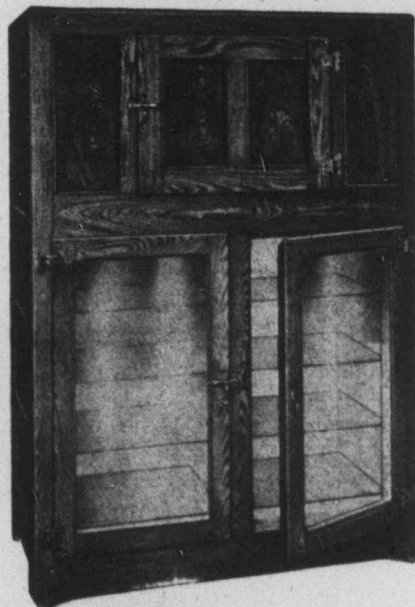
Triumph and Value—

That's what you get when you buy a EUREKA Refrigerator. **Triumph** over all competition for above 28 years. **Value** that is not equalled in any other refrigerator on the market. The fact that there are more Eureka's in use throughout the Dominion by Grocers and Butchers than any other make substantiates all we claim. Let the experience of the majority of your fellow-grocers decide you—what's

the use of experimenting, anyway, when you can get the thing first time?

In the EUREKA are embodied exclusive features not obtainable in any other. Let us tell you about them—they are sure to interest, and you will profit materially by the information.

Mail your letter to-day—right NOW.



Eureka
Refrigerator
Company
Limited
31 Brock Ave.
TORONTO

CANADIAN GROCER



Just as her parents and grandparents knew KEEN'S as the acknowledged favorite, so to-day's housewife feels your personal interest when you suggest KEEN'S—*The best* she can buy in washing blues.

Write your nearest wholesaler to-day.

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

Tin Cans

Plain or Decorated

Fibre Cans

All Fibre or with Metal Ends

Two Completely Equipped
Factories Well Located to
Serve the Canadian Trade

AMERICAN CAN COMPANY

MONTREAL . . . HAMILTON

CANADIAN GROCER

VOL. XXIX

JANUARY 29, 1915

No. 5

Selling Campaign on Marmalade Oranges

Methods of the Jepson Store for Increasing Sales on Oranges, Sugar, Fruit Jars and Marmalade During the Month of February—Personal Salesmanship Backed up by Good Window Trims and Attractive Interior.

Written for Canadian Grocer by HENRY WILLIAMS.

ONE day shortly after the selling campaign on cold weather goods had been successfully launched, I peeped through the grating of the private office of Thos. Jepson to find the proprietor sitting in his easy chair with stoic quiet and gazing on a certain spot on the well-polished floor. He was wrapped in silence—in Olympic silence, as the poet might say. His ear must have heard me breathing—I had made no other noise that I was aware of—for he turned in the swivel chair and looked my way, a blank stare at first and then he recognized me.

"Hello, Williams," he said, "come in and take a chair."

"Do you know what I was just thinking of?" he asked, when I had accepted his invitation. I disclaimed any ability to participate in mind reading stunts; so he told me.

"I have just been thinking what a fool I have been all these years in figuratively lying down here and waiting for the business to come along. My father, as you may know, was recognized as a pretty shrewd merchant, and so he was for his time. I felt that all I had to do was to follow in his footsteps and there would be no occasion for worry. Neither was there very much. But you know, Williams, during the past few years competition has been keen here and I realized that if I was to do anything better than hold my own the policy of passive selling would have to be terminated. That was why I so readily accepted the services of Haslam, whom I have already told you about. But what I am sore at myself about is that something wasn't done along aggressive lines years ago.

"You see we have been too content here with the passing business. While the windows were attended to in a kind of way and we have always used an advertisement in the paper, there was lit-

tle actual selling ginger put into the displays and talks. Now I can see daylight ahead."

Marmalade Time

February is the big Marmalade month. Now is the time when the bitter oranges so necessary for the making of fine orange marmalade are at their best. We have some choice fruit to show you. Order your marmalade supplies from this list, by phone if you prefer:

Bitter Oranges—Fine and beautifully colored fruit direct from Seville in Spain, per doz.—c.

Sweet Oranges—These are necessary to give the proper flavor to your marmalade. Large juicy navels at per doz.—c.

Lemons—A dash of lemon juice to a pot of marmalade is recommended by many housewives. A fresh supply just in, at—per dozen.....—c.

Fine Granulated Sugar—Sugar is one of the all important items in the making of good marmalade. Make sure of the quality of your selection. Sugar at — lbs. for \$1.00.

Fruit Jars and Paraffin—When you go to the trouble of making marmalade be sure that you preserve it in good jars. Make assurance doubly sure by covering the mouth of every jar with a thin layer of paraffin. Fruit Jars at —c for pints and —c for quarts.

Tested Marmalade Recipe Given Away on Request to Any Store Customer.

Thos. JEPSON

87 Bradley Street

Phone 111

A newspaper advertising suggestion on marmalade oranges and supplies.

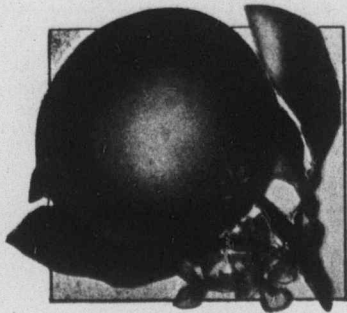
Jepson continued enthusiastically in that strain for a long time, dilating on the sprouting of the new germ that promised a great harvest for the future.

In the meantime the new salesman was busy on his next selling campaign. The logical goods to pick upon were marmalade and other oranges fruit jars, sugar, grape fruit, as well as marmalade itself, in view of the proximity of February, the marmalade month.

"I must make this store just breathe marmalade this week," he said to himself when he decided the basis of his next sortie. And when the story of the campaign has been told you will agree that he fully accomplished the task.

An Orange Atmosphere.

Let us take a glance first at the interior arrangement. The work was designed to compel—not, of course, in the sense of against one's will—every regular and casual customer who entered the store to think of marmalade time. The first thing that struck one was the profuse display of orange-colored ribbon that adorned the interior. This was tissue-paper ribbon about three inches in width and it stretched from shelf to shelf across the store a few feet apart. At the rear of the store in front of the provision counter was a fairly large fruit and vegetable display-stand facing the door. This was entirely given over to oranges, the display-stand being wrapped attractively with more orange-colored ribbon. On the end of the counter was a small display stand made of glass with three shelves. It tapered towards the top so that while ten or a dozen oranges decorated the bottom shelf, there was room only for about 5 or 6 at the top. This made an exceedingly neat trim for the counter and one that did not fail to get the eye of the



**Choicest
Oranges
for the
Marmalade**

Show card suggestion for a window display.

customer immediately—even though it was not very large.

On the counter too, just where the majority of the store's patrons stood to give their orders, were a couple of pretty looking plates with two cut oranges, one containing the bitter marmalades and the other sweet oranges. A third plate held a grape fruit cut in two. The idea was to show the purchasers the juicy character of the fruit and at the same time give the salesman taking the order an opportunity to introduce oranges to the customer who did not voluntarily include them in her regular order.

Here was one selling argument of Has-

lam's when the usual voluntary order of the customer had been given: "How about some oranges for marmalade today?"—picking up a half of a fine, juicy specimen from the plate at his elbow—"You will see that they are a splendid color and have plenty of juice. Oranges, you know, are quite a bit cheaper, too, this year than last." Or he would say, "If your supply of breakfast fruit is running low you will find a nice marmalade tasty."

A short talk like this usually brought a favorable response. Haslam had before hand armed himself with a good marmalade recipe. The store stood the cost of getting a couple hundred of them printed, and whenever a sale of oranges was made the customer was handed one. From the recipe, too, one could judge the quantity of oranges required which was a service that could not be secured in every store.

Associated Lines Not Overlooked.

But two or three dozen oranges was not always the extent of the extra sale over and above the actual demand of a customer. There are other things closely allied with marmalade, and every salesman should take advantage of them. For instance, no one would care to eat boiled oranges alone. The preserve must be sweetened and there was always the opportunity for fruit jars and rings—all these lines are associated with one another and all must be used in the production of marmalade. Samples of sugar were close at hand as well as various sized fruit jars, so that the entire marmalade order could be taken without shifting position or wasting time.

**A GOOD MARMALADE
RECIPE.**

The following recipe has been successfully tested. It will make 12 or 15 pint jars so that if double the quantity is required the recipe should simply be doubled:—

- 6 Bitter Oranges;
- 7 Sweet Oranges;

Slice and let stand in four quarts of cold water for 36 hours. After boiling for two hours add 9 pounds of granulated sugar, and juice of four lemons; boil 2 hours. If when cutting the oranges the seeds are saved, steep in warm water and the liquid added to the mixture when boiling the second time, the flavor is improved and the marmalade jellies better. When cold in jars put thick layer of paraffin on top of marmalade.

The Window Displays.

Probably I may have gotten a little ahead of my story in not previously describing the window display. In fact, there were two window trims bearing on marmalade. One was a neat tasty window on marmalade in tins and jars—for there are many people who do not care to go to the trouble of making their own marmalade. The other was a clever blending of oranges, fruit jars and rings with a few jars of the completed marmalade.

(Continued on page 32.)



An attractive looking marmalade window can easily be made by arranging the tins and jars temptingly and amid clean surroundings.

From the Customer's Viewpoint

Story of a Merchant Who Failed and of His Neighbor Who Succeeded—A Contrast in Methods Bringing Out Prominently the Importance of Service—Knowledge of the Stock Versus Ignorance.

Written for Canadian Grocer by E. A. HUGHES.

THERE is a town called Brockleton—and it isn't a thousand miles from Western Ontario—which has about three thousand people. It has also the usual overplus of stores. Instead of one hardware store it has five, and goodness only knows how they all make a living. The grocery trade is in the same condition. There are ten grocers, but there is not enough trade for those ten grocers. However, it is the way of small towns—this display of many tradesmen all struggling instead of one or two succeeding.

When we went to Brockleton some six years ago we were strangers within the gates. We landed there, I remember, pretty late at night, and went to the hotel. The next day we went to the house we had bought, and set about unpacking.

The first thing to do was to get some food in the house. I put on my hat and coat and sallied down the main street till I noticed a grocery store. Truth to tell I hesitated before I went in, because the exterior wasn't particularly inviting. The shade was half way up and half way down. The windows were dingy, even dirty. Doubtless the things displayed in them were fresh, but the woman who was gifted with an imagination would be more able to believe this than she who was severely practical. The thing which struck me more than anything else was the absolute lifelessness of the place. No one seemed to be around. Either the store was so dark and dismal, or else the windows were so dirty that I couldn't discern anybody in the store, either behind the counter or before it.

However, I went in. I stood in front of the counter and waited. Then I waited some more. After that I waited again, but since I had an idea that my time was valuable, I knocked my impatience out on the counter. Bye and bye a man emerged from some dim and dark unknown and shuffled along to where I was standing. Anybody would have gathered from the aimless way in which he shuffled around that he was very old, but I saw a man of about forty, as dull and dingy as his store. The only animation in his face was caused by the moving of his jaws necessary to the chewing of tobacco in which he was engaged.

In this article Mr. Hughes has given a fine contribution to the series on "Why Retailers Fail." It is No. 3. Two types of merchants are presented—the one who through slovenly methods and ignorance of the goods he carries on his shelves, loses the confidence and respect of his customers; the other with his affable character and the faculty he possesses in being able to place himself in the shoes of the customer in front of the counter, gains that respect and confidence. There is a splendid moral in this article and we commend it to the close consideration of every reader of Canadian Grocer—The Editor.

"Mr. Rose," I said, for I had noticed that that was the name over the store outside. (I ought to mention perhaps, that his full name was Mr. Mo Rose.) "Yep!" this laconically.

It wasn't a very encouraging beginning, but I sailed in on the business I had on hand.

"I want a long list of groceries sent up to the house. I am new here in town. I guess you can look after me?"

"Guess so," he said, and the tone was so grudging, so curt so impressive of the fact that he was doing me a favor that I was all for leaving him then and there. But I stayed.

"Well, have you the Juno cleanser?"

"No"—Only that and nothing more. The rest—except for a sort of accom-



"He improved the shining hour by asking me to try this and that, or had I ever used so and so"

paniment in a lower register, caused by the continuance of the chewing—was silence.

I wasn't particularly anxious to get the Juno brand; anything else that would perform the work and which he would recommend would have been satisfactory. It was the only one I knew of so I asked for Juno.

But I said, "Well, if you haven't got it, why I can't have it—can I?" I finished up rather lamely.

"I got the Ruby."

"Oh! Is that good?"

Didn't Know His Own Goods.

"Supposed to be," he shot out at me in this same dull-as-ditchwater sort of tone. He didn't have a good word to say about his own goods.

"Well, I'll try it," I said. "Now, what about sugar, and tea, and soap and—?" I went on, giving him a complete list of things I wanted.

In a few seconds he lumbered to the sort of tank arrangement whence he had come, and lumbered back with a pencil in his hand. All the time I went on talking. He just left me in the middle of what I was saying. There was no hint that he was going to get a pencil. There was no "Pardon me a moment." He lumbered back, I say, and took out his order book.

I started again, and he finally got down my order. We had about 'steen halts on the way. Either he hadn't got this, or else he was running short of that and wouldn't be sure if he had enough, and so forth—and all the time he mumbled and rumbled what he had to say and generally made himself objectionable, although I am quite sure that he didn't know it.

"Now, I am waiting for those things, Mr. Rose," I said. "Can I have them in an hour?"

He nodded his head. I took it to mean yes, or "yep," which was a word he had a particular fondness for.

"In an hour's time, then Mr. Rose?"

The head nodded again.

"Good morning, then."

"Morning"—I heard a word which I took to be that. And I left the store.

I went home, and started to unpack and generally get the house ready. It was very dirty and I needed soaps and powders and so forth from Mr. Rose before I could really do very much to get

CANADIAN GROCER

straight. Bye and bye the hour passed, and no groceries came. Then another hour passed, and still no groceries came. A third hour passed—and my! how I apostrophized Mr. Rose. "A rose by any other name"—but I swear I don't agree with the Immortal Bard.

By this time it was about two o'clock. I put on my hat and coat and I stalked down the main street again. I was annoyed. I was angry. You know the aphorism about "the woman scorned." I made a bee line for Mr. Rose's store.

And the Door Was Closed.

But the door was closed. More, it was locked. I stood still, wondering whether my crusty old friend had locked the door and gone to sleep or what. By and by, after peering here and there and everywhere I spotted a ticket attached to the window. "Gone to dinner. Back at one o'clock." As it was about 2.15 I figured that Mr. Rose had embarked on a seven-course dinner. Anyway, here I was, without any groceries in the house. They ought to have been there three hours ago. They were promised for three hours ago. And when, after kicking my heels, and doing my best to possess my soul in patience, I had at last come down to find out why Mr. Rose hadn't sent according to promise, I was faced by a closed door. Who ever heard of it?

I took out a piece of paper, and I wrote on it. This is what I said, "Please cancel the order I gave this morning." Then I signed it, and pinned it over his notice about "Gone to dinner," and went down Main street very perturbed and feeling in the colloquialism of Brockleton "good and mad."

An Eye Open for Business.

A little further down the street I came across another grocer's store. It looked bright, and busy. The windows were nattily dressed. The place was lighted well. The paint was sufficiently new, and the whole store reflected comfortable business. I went in, and a man about thirty was serving another woman, but he beamed across at me, and said, "Good morning!" as if it really was a good morning for him, and he hoped I agreed with him. Bye and bye the customer went and he turned to me. Before he spoke I knew I should like him. His store was clean and airy, bright, and attractively set out. The man himself seemed very pleased with things, and gave you the impression that, so far as he was concerned, it was a jolly old world.

"Yes madam, what can I do for you?"

"I suppose you don't stock Juno cleanser, either?" I said.

"Well, no, we don't. But I can send to London for it for you if you want it

very badly. We have several other good lines, and I would strongly recommend the Globe, for instance. Ever try it?"

"No, I don't think I have."

"Well it's mighty good stuff, I know and am positive it will please you. Try a tin and I'll order the Juno for you meanwhile. Then you can compare the two."

I went on with the rest of the order, and he took it down. When I paused for a moment, he improved the shining hour by asking me to try this and that, or had I ever used so-and-so?

"We've got a new canned corn here that some of my customers speak very highly of. Shall I send a can. By the by aren't you Mrs. N——, who has just taken that house up on Locke street?"

I said I was.

"Oh yes, well, I live up that way, and I can call if you like in the mornings and see what you need until you get straightened around and that will save your coming down town, for every little thing you want."

A Man Who Looked Ahead.

And so on. You get the moral of this story already, of course. Here was a man who desired my custom. He was willing to put himself out of the way to get it. He was bright and energetic, modern and business-like.

"Those things shall be up to you in half an hour, Mrs. N——," he said.

"You won't fail me, Mr. Able?" (His full name was Mr. Aff Able.)

"Not if I have to bring 'em myself, Mrs. N——."

I went home, and sure enough in fifteen or twenty minutes a boy who was as bright in his way as Mr. Able and as Mr. Able's store, brought up my groceries.

I hardly need to say that my grocer was Mr. Able. It was not Mr. Rose.

A couple of years later we heard that Mr. Rose had failed. Why had he failed? He started at the same time as Mr. Able. He had as much capital. He had the same opportunities for making good. Yet he had failed. The reason was that he never looked at his business from his customers' viewpoint. That was the root of the whole matter. The fundamental idea for a successful retail store is the faculty of pleasing customers, and if it isn't observed there will never be any customers to serve.

SELF EVIDENT

"Shoes are made from all kinds of skins."

"What kind are made from banana skins?"

"Why, slippers, of course."

—Selling Sense.

WANT LAW ENFORCED.

Pure Maple Syrup Society in Quebec Province Approaches Government.

Montreal, Jan. 27.—Members of the Pure Maple Sugar Syrup Co-operative Agricultural Society are urging the Dominion Government to take steps to put their new law respecting the purity of maple products into effect as soon as possible.

They claim many adulterated products, sold under names including the words "maple sugar," are on the market, and ask the Federal Government to put inspectors on the lookout for such products, in order to "put an end to such outlaws' nefarious work."

Last week, one member purchased ten different samples in Montreal, containing adulterated syrups, most of them being labelled "Pure Maple Syrup." The law passed by the last session of Parliament prohibited the use of the word "maple" on labels of any package containing food which is not the product of the maple trees. This act came into force on January 1 last.

At the third convention of the society, held at Beauceville, a resolution was passed claiming "that as extracts of oils, bearing names suggestive of the maple products, are sold to hotels and restaurants throughout Canada for mixing with cane syrups, to give them a maple flavor; and that as the sale of such is detrimental to the producers of the maple goods in Canada, the Federal Government be requested to provide redress."

GAMBLING IN WHEAT.

James Carruthers, a large grain dealer in Montreal, says there is a lot of gambling in wheat going on.

"There always has been gambling in futures," he said, "and it has increased enormously since the war broke out. People buy on May wheat and sell again in a few weeks, on the rise of the market. I don't think this has had anything to do with the increase in the price of wheat. That is caused solely by the actual demand for supplies for foreign countries. It is a thing that cannot be stopped. People are not gambling much on stocks and shares at present, and so they are gambling on wheat.

"The Government cannot control the price of wheat, as it is governed by the demand from abroad, and it is absurd to try to prevent the farmers from selling their produce at the best price they can obtain. There is all the wheat we want in this country and enough to supply outside people. The difficulty is they can't get it away very well."

Annual Statements Analyzed

The Assets and Liabilities of a Quebec Merchant for the Past Two Years—A Splendid Business Increase—A Low Expense and High Net Profit Percentages—Some Conclusions Drawn.

THIS is the season for the drawing up of annual inventory. Here is a letter bearing on the statements of the past two years of a Quebec Province general merchant:

Editor Canadian Grocer:

Dear Sir,—As I have had at times the pleasure to figure out statements which have appeared in your issues, I have often thought I would like to see what you had to say of mine. So I am enclosing you two years' statements, that you might possibly be in better position to figure on them.

My running expense amounts to \$1,700 per year. My business paid me \$5,678. Gross besides my living amounting to \$600. I might say that the item of investments appearing on the statement of \$4,800 is not an earning feature in the business, being my home, etc. I will thank you to advise me what you have to offer in the way of suggestions.

A. E. H.

An Encouraging Year.

The two statements mentioned appear herewith and it is certainly satisfactory to note the gratifying improvement of the business during 1914 over that of 1913. It will be seen that the amount of stock on hand Jan. 1, 1915, was \$13,671.10 as compared with \$14,377.31, or almost a thousand less. Outstanding accounts have been reduced more than \$270, reliable notes are about the same but cash on hand is enhanced by more than \$500. From the liability column it will be observed that accounts payable were over \$3,000 less on the first of January last than on the corresponding date of 1914—something that must be exceedingly gratifying to the general merchant who has sent us the state-

JAN. 1, 1914 STATEMENT.	
ASSETS.	LIABILITIES.
Merchandise on hand	Bills Payable
Outstanding accts.	Bank Note
Notes, reliable value	Individual Loan
Cash on hand	Accepted bank drafts, not due
Fixtures \$110.97 less 10% or \$41.00	
Invested real estate, etc.	
	Insurance on Liquid Assets
	Sales for year
Total	Total

ments. Accepted bank drafts this year are about \$600 greater than last, but there is sufficient cash on hand to entirely cover that liability, apart from the other encouraging figures mentioned above.

The favorable balance on Jan. 1, 1915 was \$17,238.08, whereas a year ago it was only \$14,216.17—an increase in the year, if assets and liabilities have been carefully recorded, of \$3,021.91.

The two statements show also another encouraging feature. The sales during 1913 were \$29,117.09, whereas last year, war and all, they were \$34,000, an increase of about \$5,000. This is further evidence to show that business in rural Canada has been splendid despite the temporary depression elsewhere.

From the information contained in the letter at the beginning of this article taken in conjunction with the figures in the Jan. 1, 1915 statement, some interesting deductions are made. There is, however, scarcely sufficient information given to make these deductions complete.

Running expenses, he points out, were \$1,700 last year which apparently were apart from his living which amounted

to \$600. Supposing that he allows himself this as salary for himself, the total expenses would then be \$2,300, which would be only about seven per cent. of the \$34,000 turnover as given on the statement. Either this is a remarkably small expense or a number of items have been omitted from the list. We would like to see a tabulated list of expenses.

A Substantial Net Profit.

Another statement says that gross profits last year were \$5,678, which on the turnover of \$34,000 amounts to about 16 per cent. This is not a large gross profit but if expenses amount only to 7 per cent., it shows the substantial net profit of 9 per cent. On a general store business where dry goods, boots and shoes, etc., form a considerable part of the turnover this might be possible, and this Quebec dealer is a general merchant. But on groceries alone it would no doubt be an impossibility.

Reverting to the statements again: should private property such as a residence be included in the list of business assets? Property that is actually used for the operation of the business is different, but the private residence asset should be included in a separate real estate statement. There are also two items on the last statement which we are not sure were purchased for use in the business or not. They are the auto and the motor boat. It may be that the merchant in question uses both for delivery purposes—the boat for service to cottagers and campers in summer as the name of the town sounds like that of a resort. If, however, they are not used for the business they should not be included in the list of business assets, but in that of private assets.

JAN. 1, 1915 STATEMENT.	
ASSETS.	LIABILITIES.
Stock on hand	Accts. Payable
Outstanding accts.	Note
Notes at reliable value	Individual Loans
Cash on hand	Accepted drafts
Fixtures \$350.00, less 10% \$38.00	
Invested	Insurance on Liquid Assets
Motor Boat	Sales for year
Auto	
Total	Total

CANADIAN GROCER

ESTABLISHED 1886

Only Weekly Grocery Paper Published in Canada.

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TORONTO, JANUARY 29, 1915

1915 RESOLUTIONS OF A. LIVE WIRE.

My window costs me money every year. It is a silent salesman, but as it sells goods in proportion to the attractiveness and timeliness of the display and the frequency with which it is changed, I have determined that during 1915 it shall be a SELLER every minute. I shall see that it is always trimmed to SELL. There will be no hap-hazard displays and no empty windows in future.—A.L.W.

Who Will Get the Blame?

WHAT will the commission on the High Cost of Living tell us? Ottawa advices say its report will be tabled at the next session of parliament. It is also asserted that the war, which so seriously disturbed commercial conditions throughout the world, makes the report of less value than under ordinary circumstances.

This advance notice is probably intended to let the thing down light in so far as those, who were expecting a great deal, are concerned. Canadian Grocer would nevertheless like to make the prediction that the retailer will not be very seriously involved when the conclusions arrived at by the commission are presented. We have always taken the stand that the advance in the cost of living of recent years has been due chiefly to a higher standard of living on the part of the general public, and that the increase in production has not been commensurate with increase in population.

At any rate it is going to be a difficult proposition to show that the retail grocery trade is making extortionate profits. The commissioners would have to perform some clever contortion acts to prove that.

Bag of Potato Standard

THE Canadian trade should remember that there is now a standard weight for a bag of potatoes. This is 90 pounds and it holds good in every province of the Dominion. The new standard came into effect on the first of January last, as

Canadian Grocer has previously stated. In the past there has been no standard weight for potatoes in Canada, but for a number of years Quebec province had one of its own—80 pounds. An effort was made by the Retail Merchants' Association to have a uniform Canadian standard of 75 pounds because it was felt that in such a case sugar bags, when empty, could be utilized for potatoes. This proposition was taken before the Government by Secretary Trowern, of the R.M.A., and what do you suppose the objection was? Government officials intimated that if the standard weight were lowered below the generally accepted weight of 90 pounds in some of the provinces, the public might think that they were being cheated. Wise Government, wasn't it?

At the time that the above legislation was effected a standard was fixed for a barrel of potatoes at 165 Dominion standard pounds. Standards were also fixed for bags of other vegetables as follows:

Artichokes	84 pounds
Beets	75 pounds
Carrots	75 pounds
Onions	75 pounds
Parsnips	65 pounds
Turnips	75 pounds

The penalty connected with the sale by the bag of any of the articles mentioned—if the weight does not come up to the standard mentioned—is not exceeding \$25 for the first offence and for each subsequent offence not exceeding \$50.

All dealers in vegetables should see that sales of vegetables are governed by these standard weights, to avoid the chance of a penalty and, what is still worse, the chance of lowering a good reputation.

The Cutting of Bread Profits

IT is but natural that following the rise in wheat and flour, bread should also advance. There is, however, a tendency on the part of the large bakers in some Canadian cities to advance prices of bread only to the retailer and not to the consumer.

Retailers should not stand for this. There is in the majority of centres little enough net profit on

retailing bread and if the bakers want to cut it still further, concerted action on the part of the trade is absolutely necessary. Bakers who are adopting this policy are apparently afraid to put up prices to the consumer, and as the increase in flour demands that they get more money somewhere for their bread, they are taking it from the retail grocer instead of the consumer.

This is most unfair and grocers who are affected should do something at once to counteract this new raid on their diminishing net profits.

Clean Oyster Cases

HAVE a look at your oyster display case? Is it inviting to the eye and does it keep the dirt out of the goods? These are exceedingly important matters in this day and age, for if they are not attended to properly there is every chance that customers will be lost.

In a Western Ontario daily paper of recent date was found the following, bearing on the appearance of oysters:

"Yes, said the lady, to a local storekeeper, "these are very nice oysters, but aren't they dirty?"

"Dirty!" replied the vendor, "do you think I can wash 'em and part their hair down the middle for fifty cents a quart in these war times?"

This conversation carried the writer to a mark that was on the outside of the tub, but which had escaped the notice of the lady. Might I suggest to the Health Inspector that he compel the vendors of oysters to keep their tubs above the level of the street or off the pavement entirely. They make an attractive mark of observation for every passing dog out for a morning or afternoon exercise. The storekeeper, 'tis true, is not expected to give his oysters a daily bath, nor part their hair down the centre for the edification of his customers, but he should be compelled to keep them beyond the pole of temptation when curious canines meander their way.

The retailer who is careless in his methods of displaying goods that are subject to contamination as are oysters, should reflect on the impression that slovenly methods make on particular people. This is an age of cleanliness in foodstuffs, and it is up to the dealer to satisfy the most exacting customer in this respect, if he is out to get the maximum benefits from his time and labor.

Government Relief

THOUGH there is general commendation of the course the government is taking in sending relief to farmers in certain Western sections which yielded no crop last year, it yet seems that a hardship is being brought upon dealers, wholesalers and manufacturers, and indirectly upon the people whom the government want to help by certain actions of the government in this connection.

When relief is necessary the government sends an order to the local merchant, and the merchant, very frequently, sends this order—or a collection of such orders—to the wholesaler or manufacturer in payment for the goods required. The trouble with this is that the wholesaler or manufacturer, upon sending these orders to the government, gets back a cheque which is made out to the dealer who originally supplied the goods to the needy farmer. The

wholesaler or manufacturer thereupon has to send that cheque to the dealer for his endorsement. The difficulty, of course, is that wholesalers are taking a certain risk with those dealers whose accounts are in bad shape. It seems the government is not paying for this relief work any too speedily—two or three months being the usual time. Now in three months some dealers are going to go into liquidation. Therefore, by the time the governments' cheque, which is really in payment of goods the merchant received from some wholesaler or manufacturer, is forwarded for endorsement to the merchant, by the wholesaler or manufacturer, said merchant may be in another part of the country.

There is one Winnipeg house which has shipped goods to the value of \$65,000 against these orders on the government. It would seem that such an order is about as safe as anything could be, but in view of the fact that cheques are made out to the dealer, the order in reality is only as safe as the dealer. As far as can be made out, these orders are not a prior claim, and in case of liquidation would go in as any other claim against the merchant.

So much for the hardship of the wholesaler and manufacturer. The hardship on the dealer is that these wholesalers and manufacturers are showing some hesitancy in shipping goods against these government orders. As a result merchants are losing some business, and the farmer, who needs the goods badly in many cases, is being deprived of this assistance.

On the face, it would appear the government might in the first place make prompter payment against these orders, and in the second place, might issue cheques to whoever holds the order—not necessarily in favor of the merchant to whom the order was first made.

Editorial Notes

FEBRUARY is the great marmalade month.

THERE IS A principle involved in the tomb-stone story on another page.

HOW WOULD YOU like to be a target for a British naval gunner?

THE GROCERS CAN get even with the bread manufacturers by pushing the sales of flour.

THE NET PROFIT margin should be guarded as jealously as the British navy does the Eastern coast.

IF THE STAFF of life advances much more we may have to lean on something else—possibly Mrs. Murphy.

WE HAD ALMOST forgotten about the commission that was appointed by the Government to find out why our meals were costing us more.

LET THE STORE breathe marmalade and marmalade oranges during the coming month—give a marmalade tint to the atmospheric conditions.

WHILE IT MAY not be necessary to wash their faces or comb their hair down the centre, nevertheless oysters should be shown in scrupulously clean containers.

How Other Grocers Do Things



Adding a Meat Department

"Put your dinner all in one basket—buy your Meats where you get your groceries," the heading of a recent large newspaper advertisement used by Le-cuyer & Calder, Simcoe, Ont. Following this up the introduction of the advertisement reads:

"That is what our customers will be able to do in the future. We have come to the conclusion that most women have too much to bother them and the store that can help them or make things easier for them is the store that gets the business. We have joined hands with Mr. J. A. Calder and our customers can now leave their entire provisions order with us and have no more trouble about what they are to have for dinner. We have put in a complete equipment for handling a full line of fresh and cooked meats and we will be able to supply the housekeeper with meats as well as groceries."

A Fine Ad. on Cleanliness

Many grocers when they install a new piece of store equipment which facilitates the handling of groceries or which is designed to keep them clean, advertise the fact in their regular newspaper space. J. D. Stark, a Chatham, Ont., grocer, is doing this. In a recent advertisement he says:

Our New Sanitary Grocery
Counter Insures
CLEAN GROCERIES.
You Are Invited to
Inspect It.

"It is not enough that provisions are pure and unadulterated. Dirt, flies, insects, animals or promiscuous handling may easily contaminate the purest food and make it unfit for use.

"Let others do as they may. We are taking no chances. We have bought this **SANITARY COUNTER** because we believe it furnishes absolute protection to our goods.

PURE AND CLEAN.

"It is the business of the manufacturer to produce **PURE** goods—but we make it **OUR** business to furnish **CLEAN** goods.

"If your goods come from this store you are assured that they are Good Goods and Pure Goods and Clean Goods."

• • •

An Effective Talk.

The grocer who writes copy for the newspaper advertisement is frequently at a loss as to what to say. As a result he often delays doing it until the last minute and then hasn't time to get anything into it worth while. The following, however, is an advertisement not of that calibre:

A LARGE SHARE OF YOUR EARNINGS GO FOR EATABLES.

So why not see that this money is wisely spent?

There is freshness, cleanliness and economy to think about.

This suggests to us that this store might be of service to you because its aim is to deal in grocery goodness.

How well it succeeds is a matter for each customer to decide personally.

We would be glad to have your opinion.

A. M. GRANDY
Georgetown

Phone 26

Mr. Grandy has hit upon a good heading and a convincing follow-up. The Freshness, Cleanliness and Economy of the goods are emphasized and the words "Grocery Goodness" is an exceptionally catch phrase. It is to be hoped that this advertisement will be followed up with more special reasons why people should deal at Grandy's. This does not mean that prices should be cut, as anybody can give goods away, but that the distinctive quality and goodness of particular lines should be dwelt upon. The aim of every advertisement should be to create a desire on the part of the reader to possess the goods advertised.

Around the original advertisement was a heavy star border—one, in fact, which detracted from the general effectiveness. The retailer should see that the printer is careful in his border selections.

Splendid Results from an Ad.

In writing Canadian Grocer recently about the success of his newspaper advertising, F. H. Simpkins, a grocer of Ingersoll, Ont., says in part: "I have great faith in newspaper publicity. The Christmas Gift item at the bottom sold us a large quantity of these chocolates. Of course, in addition we had a good window display."

The talk on chocolates ran like this: "A CHRISTMAS GIFT that is always appreciated by both young and old is a box of **GOOD CHOCOLATES**. For this year we have an attractive box put up especially for us by the — — Co., containing $\frac{3}{4}$ lb. of the very best finest assorted chocolates, at 25 cents per box."

No wonder it got business.

Another part of the advertisement dealt with mincemeat, the sales from this being excellent. Mr. Simpkins says that previously the store sold at Christmas time around two thirty-pound pails of mincemeat, but when he wrote in reference to the matter he had already sold 300 pounds and "it is still going strong." "It is not only the big sale of the meat," he added, "but it brings into the store many new people. While some buy the meat only, there are many to whom we make sales of other goods." Two of the statements in the ad about mincemeat were: "This is rich, pure and delicious," and "Everybody who tries it is highly pleased with it."

To the sceptic who considers newspaper advertising an expense instead of an investment, these statements of Mr. Simpkins will be of considerable interest.

An executive meeting of the Grocers' Section, Ontario Retail Merchants' Association, was held in Hamilton last Wednesday evening in the Board of Trade rooms. Arrangements were made for the annual convention in April. Representatives from several Ontario cities and towns were present and a lively meeting the result. A complete report will appear in next week's issue.

Is He Liable for the Tombstone?

Point of Law Involved in a Purchase of a Stone for Which There Was Given a Verbal Order
—There Was Some Delay in the Delivery—What Is Your Opinion?

IS a verbal agreement binding on the buyer of an article, or can he decline to accept it before or after delivery? If there is delay in delivering, is he bound to accept?

Bearing on these questions the following letter from a subscriber to Canadian Grocer will be interesting to our readers:

MacLean Publishing Co:

Dear Sirs,—Enclosed please find \$2, for which please send me a copy of the Digest of Canadian Mercantile Laws, Eastern Edition.

I wish you would favor me by giving your point of view or your legal opinion on the following question. Some time in April, 1914, Mr. _____ of the _____ Co. called at my home and canvassed me to give him an order for a tombstone. I did not really want the stone. In fact, I needed the money I had for another purpose, and I could do without the stone until I was on a better financial footing. However, he coaxed me so much that I finally consented to take a tombstone costing \$25. Mr. _____ booked the order but did not ask me to sign it and promised to send the stone to my nearest railway station. After he went away I felt sorry that I had given the order, but as it was too late to be sorry I decided to put \$25 to one side to pay for the stone when I got it.

However, time passed until some time in August I called at his office, and in our conversation he referred to the tombstone. He said that he was sorry he did not get the stone shipped to me before that time, that the stone was finished, but that he lost my order and could not letter it. So taking out his book he asked me the age of the deceased and date he died. I gave him this information and he said the stone would be shipped to me in a short time.

That was all I heard of the stone until Nov. 6, when I received a letter that he had shipped the stone that day, and that he was sorry for delay in sending it off. At that time I had no money to spare to pay for the stone on account of Mr. _____'s delay, so I refused to take delivery of the stone, as I considered that if he had lived up to his first agreement or even the last, the stone would have been paid for, and as he violated his contract he should pay for it. The stone is at the station yet, as I refused to take delivery of it.

Can Mr. _____ make me pay for the stone? Have I a good case to defend

myself? Give me your advice in the matter.

Thanking you beforehand for your kindness, etc.

Extracts From Law Synopsis.

In response to this inquiry, Canadian Grocer wrote him as follows:

Dear sir:

We have your letter of recent date, in reference to whether you would be liable for the tombstone you bought or not. While we would ask you not to take our opinion as final, we are glad to have had an opportunity of discussing the transaction in its various aspects.

From your letter, we observe that you admit having given the order for the tombstone, but it does not say at what date the stone should have been delivered to you. Later on, when you called at his office, the question of the stone came up again, but your letter does not state that any second date for its delivery was fixed. Had you done this, there might have been some reason for your breaking the contract, when it was broken by the other party.

In the first place you are aware that a verbal agreement is binding on personal property up to a certain sum. This is the case in so far as every Province of Canada is concerned, but this sum varies in different Provinces. For instance, in Ontario, New Brunswick and Nova Scotia, a verbal agreement in regard to anything under \$40 is binding, and as the price of the tombstone was to be only \$25, the agreement you made would necessarily be considered binding in a court of law. On page 145 of the book which you bought from us entitled "The Digest of Canadian Mercantile Laws," under the section—When a Verbal Agreement is Binding—you will note that it says this: "Retail merchants and other traders, giving verbal orders to commercial travellers or others for a smaller sum than those respectively for the different Provinces named above, cannot cancel their order, except by permission of the wholesale house or the manufacturing firm, and if the goods are not received, when shipped in accordance with the order, the shippers have an action for damages, which would naturally be the price of the goods, but if the amount is over the sum named here for each Province, the order may be cancelled any time before the goods have been actually shipped, and

the wholesale house or manufacturers have no option in the matter."

It goes on further to say that "If either party should violate a binding contract for purchase or sale, he would incur a penalty to the amount of damages the other party could prove he suffered by the breach of contract, which amount would naturally be the price of the article."

It seems to us that your transaction would come under the above.

Then there is the fact that even after the stone was not delivered at the time you expected it, you did not cancel the contract, which, it may be, you were at liberty to do, if you had in the first place set a date for the delivery of the tombstone. This is our opinion, as we cannot find anything to cover such a situation in the Digest of Mercantile Laws.

If you feel that you do not care to fight the matter, and if you do not want to take the tombstone, we would suggest that you submit a proposition to the company from whom you purchased it, offering to cover the expense of the inscription on the stone, and any further expense that would have to be incurred in removing it.

Canadian Grocer would appreciate opinions and experiences of others on the point of law involved in the above transaction.

U.S. GROCERS HELPING THE BELGIANS.

Eighty thousand retail grocers throughout the United States are cooperating in the campaign launched by the woman's section of the commission for relief in Belgium to obtain boxes of food for adults and babies to be shipped to the Belgian sufferers.

In an announcement to this effect made to-day by the commission it was stated that placards instructing the public where to buy and how to ship the food boxes have been placed in all retail grocery stores. Committees in forty-eight States have been notified to receive the donations and turn them over to shipping agents.

A BRITISH WAR SONG.

Mutton chop and steak and peas,
Strawberry jam and Stilton cheese,
Schwecken Tom und Bess und Fred.
How many Germans are there dead?



The Clerks' Page



Answers to Salary Question

SAYS B IS BETTER OFF.

Editor Clerks' Page,—Re your question:—

A gets $\$500 + 50 + 50 = \600 ; B gets $\$500 + 200 = \700 . Therefore B is the better off by \$100.

Why:—A receives \$600 per year; B receives \$700 per year. Therefore B is the better off, because he receives the highest salary.

Jan. 21, '15. Alex. C. P.—, Griswold, Ont.

ANOTHER FAVORS B.

Editor Clerks' Page,—I herewith enclose my answer to the salary question in regard to the two clerks. Now it does not state how long they worked under those conditions, but should they work a period of five years, B would be much better off than A; but A would be the better off the first year. The second year they would break even (i.e., \$700), and from that time on B would be the better off—\$50 the 3rd year, \$100 the 4th year, and \$150 the 5th year, according to the following figures:

First six months A gets \$250 and B \$250.

Second six months A gets \$300 and B \$250.

For the year A gets \$550 and B \$500. First half of second year A gets \$325 and B \$250.

Second half of second year A gets \$375 and B \$450.

For second year A gets \$700 and B \$700.

First half of third year A Gets \$400 and B \$350.

Second half of third year A gets \$450 and B \$550.

For third year A gets \$850 and B \$900.

First half of fourth year A gets \$475 and B \$450.

Second half of fourth year A gets \$525 and B \$650.

For fourth year A gets \$1,000 and B \$1,100.

The answers sent in by L. Vanvelson, Austen Duffy, J. H. A. Lloyd and S. Godfrey are correct, as were those of J. Cecil Bradley and Russel E— in last week's issue. A is fifty dollars better off each year. Several correspondents have assumed that A's raise was one of \$50 a year granted every six months, but the problem as originally given distinctly stated it was to be \$50 every six months.

A raise of \$50 every six months is a raise of \$100 a year, granted every six months, so that each year A gets two raises of \$100 a year and B gets one raise of \$200. Thus A gets \$50 a year more than B because half of his total annual raise starts 6 months before B's starts. Otherwise their raises are the same, two raises of \$100 being equivalent to one of \$200.

First half of fifth year A gets \$550 and B \$550.

Second half of fifth year A gets \$600 and B \$750.

For fifth year A gets \$1,150 and B \$1,300.

B is therefore \$150 better off.

NORTH BAY CLERK.

Editorial Note.—In these calculations the error was made in giving A a raise of only \$25 every six months after the first year.

A LITTLE WRONG ON B'S RAISE.

Editor Clerks' Page.—Answer to the salary question:—

A's 1st 6 months brings him $\$250 + \$50 = \$300$.

A's 2nd 6 months brings him $\$300 + \$50 = \$350$.

1st year brings him \$650.

A's 3rd 6 months brings him $\$350 + \$50 = \$400$.

A's 4th 6 months brings him $\$400 + \$50 = \$450$.

2nd year brings him \$850.

A's 5th 6 months brings him $\$450 + \$50 = \$500$.

A's 6th 6 months brings him $\$500 + \$50 = \$550$.

3rd year brings him \$1,050.

In three years A gets \$2,550.

B's 1st year brings him $\$500 + \$200 = \$700$.

B's 2nd year brings him $\$500 + \$200 = \$700$.

B's 3rd year brings him $\$500 + \$200 = \$700$.

In three years B gets \$2,100.

A gets \$2,550 less \$2,100 = \$450 more than B.

TORONTO CLERK.

Jan. 23, '15.

JUST A LITTLE ASTRAY.

Editor Clerks' Page:

Dear Sir,—I send the following answer to your question figured for three years:—

A gets \$500 divided by 2 = \$250 1st six months.

A gets \$550 divided by 2 = \$275 2nd six months.

Equals \$525 for 1st year.

A gets \$600 divided by 2 = \$300 3rd six months.

A gets \$650 divided by 2 = \$325 4th six months.

Equals \$625 2nd year.

A gets \$700 divided by 2 = \$350 5th six months.

A gets \$750 divided by 2 = \$375 6th six months.

Equals \$725 3rd year.

B gets \$500 1st year.

B gets \$700 2nd year.

B gets \$900 3rd year.

1st year A is ahead \$25.00.

2nd year B is ahead \$75.00.

3rd year B is ahead \$175.00.

E. D. M.,

Campbellville, Ont.

A's RAISE WAS \$50.

Editor Clerks' Page,—Replying to "A Question in Mathematics," I figure at the end of one year A is the better off by \$25.00, while at the end of five years B has earned \$875.00 more than A.

Below please find such earnings for five years:

B 1st year	\$ 500.00
B 2nd year	700.00
B 3rd year	900.00
B 4th year	1,100.00
B 5th year	1,300.00
	\$4,500.00

A 1st 6 month

A 2nd 6 months

CANADIAN GROCER

A 3rd 6 months	300.00
A 4th 6 months	325.00
A 5th 6 months	350.00
A 6th 6 months	375.00
A 7th 6 months	400.00
A 8th 6 months	425.00
A 9th six months	450.00
A 10th 6 months	475.00

\$3,625.00

As this question has raised some discussion here, will be pleased to have a reply.

Yours sincerely,
Jan. 21, '15. C. A. R.,
North Bay, Ont.

Editorial Note.—In this an error was made by inferring that A received an advance of only \$25 every six months instead of \$50 which was announced in the question.

A YOUTHFUL MATHEMATICIAN.

Editor Clerks' Page.—Solution to clerk's salary problem is as follows:—

A's SALARY.

From Jan. 1, 1st year to June 30,	
A's wages are	\$ 250
From June 30, 1st year, to Dec. 31	
A's wages are	300
From Jan. 1, 2nd year, to June 30	
A's wages are	350
From June 30, 2nd year, to Dec. 31,	
A's wages are	400
From Jan. 1, 3rd year, to June 30,	
A's wages are	450
From June 30, 3rd year, to Dec. 31,	
A's wages are	500
From Jan. 1, 4th year, to June 30,	
A's wages are	550
From June 30, 4th year, to Dec. 31,	
A's wages are	600
From Jan. 1, 5th year, to June 30,	
A's wages are	650
From June 30, 5th year, to Dec. 31,	
A's wages are	700
<hr/>	
A's total wages	\$4,750

B's SALARY.

From Jan 1, 1st year, to Dec. 31,	
B's wages are	\$ 500
From Jan. 1, 2nd year, to Dec. 31,	
B's wages are	700
From Jan. 1, 3rd year, to Dec. 31,	
B's wages are	900
From Jan. 1, 4th year, to Dec. 31,	
B's wages are	1,100
From Jan. 1, 5th year, to Dec. 31,	
B's wages are	1,300

B's total wages\$4,500
At the end of five years A is better off by \$250.

Laurie Vanvelson,
(Aged 14 years).

Wroxeter, Ont.

Editorial Note.—Laurie adds to his letter: "You can't 'cod' me;" his

answer is correct, but we have another good problem for him—soon.

QUITE CORRECT.

Editor Clerks' Page,
Canadian Grocer:

Dear Sir,—I read your question on the clerk's page and think it is a splendid one. I consider that A is the better off. I figured it for three years' time thus:—

A makes \$250 and B \$250 first 6 months.
A makes \$300 and B \$250 2nd 6 months.
A makes \$350 and B \$350 3rd 6 months.
A makes \$400 and B \$350 4th 6 months.
A makes \$450 and B \$450 5th 6 months.
A makes \$500 and B \$450 6th 6 months.
Total A makes \$2,250 and B makes \$2,100 in 3 years.

A makes \$150 more in 3 years.

If the system was continued for a greater length of time A's advantage would be greater. A makes \$50 more every year.

AUSTEN DUFFY,
Jan. 25, '15. Grand Valley, Ont.

HE WOULD ACT WISELY.

Editor Clerks' page.—Here is what I think is the solution to the problem:—

First Year.

A—1st six months \$250, 2nd six months \$300, 1 year \$550.
B—1st six months \$250, 2nd six months \$250, 1 year \$500.

Second Year.

A—1st 6 month \$350, 2nd 6 months \$400, 1 year \$750.
B—1st 6 months \$350, 2nd 6 month \$350, 1 year \$700.

Third Year.

A—1st 6 month \$450, 2nd 6 month \$500, 1 year \$950.
B—1st 6 months \$450, 2nd 6 month \$450, 1 year \$900.

I would accept A's proposition as I would get \$50 more than B each year, and have the use of the money for six months.

J. H. A. Lloyd,
Jan. 20, '15. Nanaimo, B.C.

LOGICAL REASONING.

Editor Clerks' Page — In answering your problem of Jan. 15, 1914, I would like my result to be considered.

A is the better off.

At the end of the 1st year, according to agreement B gets \$500. A gets \$250. at the end of 6 months and his \$50 raise at the end of the other 6 months, which added to his 2nd 6 months' salary of \$250, altogether totals to \$550.

Therefore A is \$50 better off than B. Similarly B gets \$700 at the end of his second year while A gets \$350 for the first 6 months and \$400 for the second totalling entirely to \$750 for that year.

He therefore has \$50 more again.
This will be found at the end of every year, i.e., A is \$50 better off than B at the end of each year.

S. GODFREY,
371 Spadina Avenue, Toronto.

THE ENCYCLOPEDIA

THE SEVILLE OR BITTER ORANGE.

The first orange known to civilization was the Seville or Sour Orange (the French Bigarade), which was brought into Spain by the Moors early in the eighth century, nearly seven hundred years before the sweet orange made its appearance in Europe.

The Seville orange tree is smaller than that bearing the sweet orange, more inclined to be spiny, and with leaves more nearly elliptical in shape. The oil cells of the fruit are concave and both the pulp and rind are heavier and coarser.

Unless very ripe and considerably sweetened, the Seville orange is not to the average palate a pleasing fruit to be eaten raw, but it is grown very largely throughout Southern Europe, and to some extent here, for use preserved and in liqueurs, perfumery, etc.

In the preserved form it is best known as Marmalade, but great quantities of green fruit are also preserved and candied whole.

The Spaniards brought the Seville orange to Florida, and there it found a soil and climate so well suited to its requirements, that wild groves were soon to be found all over the State—to such an extent, indeed, that many authorities held for a long time that the tree must be native to the country. The wild groves have, however, almost entirely disappeared—many of them killed by the severe freezing spells of a few decades ago and a majority of the remainder have been budded to the sweet variety.

The sour-sweet orange is merely a local variety or adaptation of the Seville.

The first record of the use of marmalade is found during the reign of Henry VII, the original marmalade having been made from the quince, the Portuguese name for which is marmelo.

LETTER BOX.

Jan. 23rd, 1915.

Editor Canadian Grocer:

Will you please tell me where I can purchase tinned mackerel?

Toronto, Jan. 25, 1915. S. P. W.
Editorial Note.—H. P. Eckardt & Co., Toronto, will be able to supply you.

The British Sugar Deal

After Market Had Been Boosted Government Found Itself Heavily Stocked and Hence Embargo Against Imports.

When the British Government placed an embargo against further imports on sugar last fall, it was generally understood that this was done to prevent Germany realizing indirectly on her large quantities of beet sugar. At the time Canadian Grocer advanced the suggestion that there might have been another reason for this embargo move. It will be remembered that after the outbreak of war Great Britain took over the sugar business of the nation—fearing a famine—and bought up large stocks at high prices. Later these prices were found not to be justified by the market conditions and the Government stood to lose on the sugar deal. This, as we pointed out at the time, probably had much to do with the embargo against imports.

The following report of the year in sugar of James Dunn, Ltd., of Glasgow, read in this connection will be found interesting:

"It early became plain," says the report "that the Government purchase and the Royal Commission's arrangements to supply refiners was not working satisfactorily, competitive offers coming from second-hand sellers at relatively lower prices. Toward the end of October the commissioners reduced values 2s. 6d. per cwt. in order, they say, to contend with the opposition from independent holders.

"It had become clear that the transference by purchase of 1,000,000 tons of sugars by Government account was not sufficient to dominate the situation. The world's visible supplies and the invisible accumulations from the overproduction of former years were too heavy to be easily held in check, so that, with prices double those of quite recent times, offers to sell began to pour in from all sorts of places at rates so much under those quoted for Government sugars as to place the latter in a position which rendered them practically unsaleable.

"In a word, an operation considered necessary in order to prevent a sugar famine was overborne by conditions dead against any such conclusion, so that, what with Government prices maintained at a high level, offers from producing countries of ready, near and forward delivery sugars much under Government rates, and finally by the most mysterious remedy against famine, the prohibition of further imports, an artificial situation was established

which reduced everything connected with the trade to what may be described as a state of suspended animation.

"It may appear strange, seeing their position towards the trade gave them not the slightest claim for consideration, that it was to arbitragists the Home Office authorities committed the manipulation of the Government speculation, and equally so that the subsequent disposal of the sugar had all but fallen into the same hands. As regards the latter part of the affair, however, the Royal Commission had by the time it became necessary to attempt liquidation come into existence, and appeals for consideration having been made to its members through a coalition, astutely formed of claimants who had really suffered through the action of the Government, and those whose business had been upset in quite another way, this point in the affair became interesting.

"As the result of these appeals the work and emoluments affecting this section of the transaction underwent a process of distribution, which, perhaps, because it did something to fill the gap made in the business of the former and provided a gift in the shape of the lion's share in the spoil for the latter class, is being carried out with as much gravity as such a position of affairs can properly support.

"As to the world's probable supplies for 1915, the reductions in European production arising from the war are not likely to be so great as to drive up prices to any very extreme point, or, in fact, even to maintain them under fair conditions at their present level. The supply, now practically restricted to cane sugar, required to meet the drafts on account of this country need give no concern.

"It was recently made abundantly clear how much was possible in this respect when the Government adventured upon the business of sugar dealing, and judging by the readjustments which are taking place in the matter of supply the facilities for purchasing are certain to be as great as they were then seen to be. The 1,800,000 tons required to meet the consumption of the United Kingdom will easily be obtained from the 7,200,000 tons of cane sugar which from all reliable accounts appears as the minimum production available for 1915, so that with the assistance of the British Navy in keeping the trade routes open

a return to normal conditions and lower prices may be anticipated."

SELLING MARMALADE ORANGES.

(Continued from page 22.)

The rear of the window was banked up with several cases of oranges both bitter and sweet, the cases being on the slant and the wooden ends covered with cloth so that they did not show. On a step in the centre were two candy glass jars filled with granulated sugar and on a still higher platform behind that again was a display of glass jars. Just inside the plate glass were some half dozen pyramids of glass jars of finished marmalade with four to a pyramid. The whole marmalade story was told in that trim and with a show card made with a cut of a small orange-branch in natural colors, which the cardwriter had cut from an old card that had come with a shipment of marmalade some time before, it was difficult to resist. Beneath was merely written "All REQUIREMENTS for FINEST MARMALADE." The window, too, was trimmed with the same orange-colored paper ribbons as the interior—in fact, the entire store certainly breathed oranges and marmalade.

Then there was the advertisement in the paper to complete the campaign. Can't you imagine how successful the whole thing would be?

Jepson never sold so many oranges before in such a short space of time. And he didn't cut a price either. That was against his principles. He always made it a strict rule as his father before him had done to make a net profit on everything—so that the orange, sugar, fruit jar and marmalade sale was a particularly profitable one for him.

HEARD IN A RESTAURANT.

"Where's my baked potato?" asks a customer. "Mrs. Murphy in a sealskin coat!" shouts the waiter.

"Two fried eggs. Don't fry 'em too hard," says a customer. "Adam and Eve in the garden! Leave their eyes open!" shouts the waiter.

"Hash," says a customer. "Gentleman wants to take a chance!" shouts the waiter. "I'll have hash, too," says the next customer. "Another sport!" shouts the waiter.

"Glass of milk," says a customer. "Let it rain!" shouts the waiter.

—Kellogg's Square Dealer.

GOOD READING FOR THE TRAVELER.

The Canadian Grocer:

Dear Sir.—I read Canadian Grocer each week and find lots of news to interest me, even if I am not a grocer. I wish you all success for the present and future years.

JAMES MCKENZIE.

London, Ont.

Annual Meeting Saskatoon R.M.A.

Banquet and Annual Meeting of the Saskatoon Retail Merchants' Association Held on Jan. 21
— Endeavoring to Make City Big Retail Centre — Preparations for
Forthcoming Convention in May.

THE annual meeting of the Saskatoon Retail Merchants' Association was held on January 21. J. L. S. Hutchinson, of the Saskatoon Hardware Company, Limited, who for the past two years has been president of the association, retired from the presidency, and C. T. Woodside was unanimously elected for the next twelve months, and in addition to the other officers appointed, committees were elected to carry out the arrangements for the Retailers' Convention, which is to be held in the city, May 11, 12, and 13, when between 500 and 600 delegates are expected to be present from all parts of the province. One of the most important proposals dealt with was that of running frequent excursions into Saskatoon during the summer from various country points, in order to build up Saskatoon as a retail centre, the excursionists to be repaid a certain percentage of their purchases from members of the association.

Mr. Hutchinson's Address.

Before the business proceedings an excellent luncheon was served. J. L. S. Hutchinson afterwards presided, and the success of the association during the past year, as reflected in the large attendance at that gathering, was the note which ran through his opening address. Regina, Moose Jaw, and Weyburn were also, he said, meeting with great success in the work of the association. Referring to the benefit which accrued to Saskatoon by the head office of the association being located in this city, he reminded the retailers that they also derived benefits from membership in the Provincial and Dominion Association. He referred to the reciprocal benefits to be derived by the retailer and the farmer, and hoped the membership of the association during the ensuing year would be trebled. He believed that within a few months' time they would be able to place an insurance scheme before the members which would save them in premiums from 25 to 50 per cent., and would not depreciate their policies one iota, because they would be standardized, and would not contain any catch clauses.

Mr. Hutchinson also touched upon various phases of the year's work of the association, and the saving which was effected to retailers especially by taking advantage of the credit rating system. Past and prospective legisla-



J. L. S. HUTCHINSON,

*of the Saskatoon Hardware Co., Ltd.,
Saskatoon, Sask., retiring president Sas-
katoon Retail Merchants' Association.*

tion in the interests of retailers was also touched upon. Speaking of the forthcoming Retailers' Convention, to be held in Saskatoon on May 11, 12, and 13, he said he believed that it would be the largest retailers' convention ever held in the province, and hoped every member would do his best to make it a huge success. As he retired from the position of president of the association, after two years, he hoped that the officers to be elected for the ensuing year would be "live wires," increase the membership of the association, and keep the good work going.

F. E. Raymond, secretary, gave a very comprehensive report of the year's work of the association, dealing with all the questions which had been brought before them during the twelve months, and showing that the association is very much alive to the interests of retailers, both in the city and country.

At the close of 1914 the association had 83 members, 42 of whom were in good standing. He pointed out in regard to their credit rating system that they had approximately 5,000 names on the file and in some cases as many as eight or ten ratings on the same party, and the number of names on the file was being added to continually.

The President, commenting on the

business tax, which they had asked the council to reduce, said that while the tax at Regina and Moose Jaw was higher than at Saskatoon, at Prince Albert they had been promised a reduction of 40 per cent. They did not want it done away with, but they felt the retailers should be encouraged rather than discouraged by the City Council.

The president's and secretary's reports were adopted, and J. M. Brayey, in the absence of F. E. Guppy, read the treasurer's report, which showed that they commenced the year with \$98.12 cash in hand and finished the year with \$267.12 in hand.

The following officers were then unanimously appointed:—President, C. T. Woodside; first vice-president, Harry Tupling; second vice-president, F. E. Fawcett; hon. secretary, J. H. Sewell; treasurer, H. O. Jones.

In connection with the forthcoming convention, the following were appointed:—Billing committee, C. D. Mitchner, A. W. Wylie, and F. Holmes; entertainment committee, J. Burton, Ald. Paul, H. J. Currie, Twiss, J. A. Pretty, D. F. Streb; reception committee, J. A. Pretty, E. J. Meilicke and F. M. Beatty.

It was intimated that during the convention, in addition to the business meetings, there would probably be lectures on various subjects in the evenings, theatre parties in the afternoons, a banquet, a performance of the oratorio, "Elijah," and probably lectures by Dr. Krebs on business methods and salesmanship.

H. Tupling, in thanking them for the honor they had conferred upon him, spoke of the spirit of co-operation which should exist amongst the retailers of the city, and said he should like to see Saskatoon in 1915, which was expected to be the banner year, the centre of the wheel of commerce and the association the biggest organization in the province.

J. Burton, manager of J. F. Cairns' store, said a great deal had been said with regard to the benefits to be derived by the city from the work of the association, but so far nothing had been said with regard to building up the trade of the city as a retail centre. What was wanted now was money, not talk, and this year they would have to do all they could to increase the returns from their businesses. He then suggested that during the summer, excursions should be

(Continued on page 35.)



Current News



Quebec and Maritime Provinces.

Roy & Fils, grocers, have registered at Bromptonville, Que.

Hamel & Glaude, general merchants, St. Claude, Que., have registered.

Weir Bros., grocers, Smith's Cove, N.S., sustained a fire loss recently.

The store name of W. H. Seroggie, Ltd., Montreal, has been changed to Almy's, Limited.

Brazinet & Brodeur, wholesale and retail grocers, St. Hyacinthe, Que., have obtained a charter.

Johnston & Kitchen have opened a wholesale and retail grocery business in Fredericton, N.B.

Alex. Hendery, tea importer, Montreal, who sustained serious injury in a fall, is still confined to his home.

The premises of J. H. LeFebvre, grocer, St. Lambert, Chambly Cty., Quebec, were damaged by fire recently.

Samuel Hohen has opened a new store at 1506 Park Ave., Montreal, under the name of The Up-to-Date Grocery.

William Stanway, senior partner of the firm of John Hope and Co., commission merchants, 18 Alexis street, Montreal, died on Monday last. He was 66 years of age.

George H. Millen has been elected president and manager of the E. B. Eddy Co., Limited, Hull, Que. Jno. F. Taylor was added to the board of directors and secretary, and David Tilley was also added to the board of directors with the office of treasurer.

According to an announcement by Lewis J. Seidensticker, local manager of the new sugar refinery of the Atlantic Sugar Refineries, Ltd., St. John, N.B., they will be in operation in February unless unforeseen difficulties arise. The new machinery in the building has been given a working test and has proved satisfactory.

W. H. Halford, representing Furuya & Nishimura, Montreal, has returned from a trip to Winnipeg and other Western points. He found considerable activity in all kinds of teas, during the whole of the month, particularly in Ceylon blacks and Japans. Import orders, he said, are being considerably increased, owing probably to Ceylon greens having gone completely out of the market. Everything, he says, points to healthy

conditions in the future, from Winnipeg to points further west.

Ontario

Myrtle M. Dawson, grocer, Toronto, has sold to M. A. Ross.

J. Fuller has purchased the grocery business of Robt. C. Morrison, Toronto.

Nelson McRae, general merchant, Wyebridge, Ont., died last week.

Alex. Mills, general merchant, Eganville, is succeeded by R. P. Mills.

C. J. Leach, grocer and confectioner, of North London, Ont., has added a fine motor truck to deliver his goods.

Hanson Harris, general merchant, Gables, Ont., passed away suddenly at the breakfast table last week.

Alexander Mills, general merchant, Eganville, Ont., is succeeded by R. P. Mills.

The merchants of Barrie, Ont., have petitioned the council for a \$200 fee for transient traders.

Prescott, Ontario, merchants have petitioned the town council to raise the fee on transient traders.

R. Yerex has built a store on Ridout street, London, Ont., and has opened up a grocery business.

James Whaley of Woodstock, Ont., has bought the grocery business of James Allen, Ontario street, Stratford, Ont.

E. S. English, grocer, of Adelaide St., London, Ont., has sold his store to D. Stewart, and is going back to the farm.

The Ontario Commercial Travellers' Association are objecting to the Grand Trunk cutting off certain of their trains.

Damage to the extent of \$150 was done by fire in the store occupied by J. F. McKeown, grocer, Fort William, Ont.

The Quaker Oats Co., Peterborough, Ont., are making several improvements and additions to their plant there. Extensions are also contemplated at their Saskatoon plant.

A meeting of the members of the Ontario Tobacco Growers' Association was held at Blenheim, Ont., last week to organize for the sending of a deputation by special train to Ottawa to intercede with the Government and ask for a protective duty for the tobacco growers.

E. M. Trowern, secretary of the Retail Merchants' Association, Ontario and Do-

minion Boards, was in Ottawa the end of last week in the interests of association work. The association is endeavoring to get through certain amendments to acts affecting the merchants, and members of the Government were interviewed in this regard.

A branch of the Retail Merchants' Association has been formed at Simeoe, Ont., through the work of E. Newton, organizer. The officers are: President, W. C. Barber; vice-president, H. A. Carter; second vice-president, Geo. O. Werritt; secretary, F. T. Brook; treasurer, Grover C. Murdoch.

The Dundalk Produce House, Dundalk, Ont., is opening a wholesale and retail produce store in Toronto. This announcement is made by the officials in a Dundalk paper: "We are opening a wholesale and retail house in Toronto, where we will be able to escape the commission man's unreasonable toll. The enormous quantity of produce we have been getting lately forces us to seek a better outlet and now look for better prices."

Western Canada.

The Regina Broom Factory, Regina, Sask., is now in operation.

The Lake of the Woods Milling Co. have opened a branch office at Calgary.

The big general store of P. Lebel & Co., Pincher Creek, Alta., was destroyed by fire last week.

Peter Watt, Transeona, Man., has enlarged his grocery store and installed a combination meat and coffee grinder.

The merchants of Macleod, Alta., are opposing strongly a proposed business tax on them. They claim that the reason the council wants to impose this tax is that it has failed to collect the arrears in taxes.

James M. Baker, Calgary, Alta., has resigned his position as general manager of the Hudson's Bay Company. Mr. Baker has been with the Hudson's Bay Company for about 20 years. He came out to Rat Portage, now Kenora, in 1879, and joined the Hudson's Bay Company there in 1895. He remained at Kenora for four years, when he was transferred to Fort Frances. From there he migrated to Fort Qu'Appelle, subsequently leaving there to become manager of the Calgary branch in 1906.

CANADIAN GROCER

A. S. Scott, grocer, Brandon, Man., is succeeded by Miss. D. Hawkins.

Farmers in Alberta are discussing a proposal to erect a pork packing plant under an offer from the Government. Fifty thousand hogs a year must be guaranteed before the Government will go into the scheme.

J. H. Gillespie, general merchant of Cabri and Abbey, Sask., died at his residence in Cabri recently. Mr. Gillespie was a son of the late Squire Gillespie, of Cannington, Ont., and for a number of years had been closely identified with large business interests in Western Saskatchewan. He was Cabri's first mayor.

Over 40 members of the Moose Jaw, Sask., Retail Merchants' Association attended the annual meeting held at the Empress Hotel last evening. Previous to the business of the meeting a luncheon was served. N. J. Porter gave a report of the work of the local branch of the association during the past year, and G. A. Maybee reported on behalf of the Dominion and Provincial Associations. The election of officers for the ensuing year was the main feature of the meeting. N. J. Porter was re-elected president; C. Williams, first vice-president; W. J. Binning, second vice-president; George Morrison, treasurer; H. A. Davidson and S. D. McMicken, auditors; and R. Patton, secretary. A discussion of the business tax of the merchants took place, and it was decided to ask a committee to wait on the Board of Trade at its meeting next week to discuss a reduction of the business tax of the merchants. The secretary was instructed to arrange for a noon luncheon one day each month, which would take the place of the regular meetings of the association.

CHINA LOOKS TO CANADA.

Ottawa, Jan. 26.—J. W. Ross, Canadian Trade Commissioner at Shanghai, reports that since the outbreak of the war there have been many inquiries for Canadian-made goods usually supplied by European countries to China. Mr. Ross adds:

"The commodities in greatest demand at present are those which other countries are also eager to buy: paper, pulp,

plied. The merchants, being assured of many avenues of supply, are satisfied to buy only upon orders actually in sight, through catalogues and samples."

ANNUAL MEETING SASKATOON, R. M. A.

(Continued from page 33.)
run into the city from various parts of the country, say, Tuesdays and Fridays. Each member of the association could contribute a donation towards this, and a certain percentage of the money spent by those who came in could be returned to the customers, the stubs of their receipts being turned in to a central office. A combined system of advertising the price of their goods and these excursions in the newspapers could be adopted, and he believed that great benefit would accrue to the business houses of the city if this was adopted. He mentioned that the same thing had been tried at Weyburn, and one merchant had 1,100 visitors in his store in one day as the result. The executive was asked to take up the matter, in conjunction with Mr. Burton, at their next meeting.

STAFF GATHERINGS

At the annual convention of the selling staff of Mason & Hickey, manufacturers' agents and commission brokers, Winnipeg, representatives were in from all parts of the West, and while being entertained in royal style, full time was taken for discussing the various problems connected with the lines represented. W. Harper, of the Harper Presnail Cigar Co., Hamilton, was in attendance and addressed the salesmen. W. T. Johnson, Canadian sales manager for Procter & Gamble Co., of Cincinnati, was also present and took up with the representatives many of the problems relating to his lines.

flour and chemicals. The war was brought about with startling suddenness and stocks of all kinds had not been accumulated in anticipation of any such event. It is therefore presumable that stocks of every description of goods are low in all importing countries. Merchants in China in particular are not overstocking in anything, with the possible exception of Manchester goods and these are gradually being worked off. This market is indeed rarely over-sup-

CANNERS' BIG CONVENTION.

From February 8 until the 13th the annual meeting of the National Canners' Association, the Canning Machinery and Supplies Association, the Brokers' Association, the Milk Packers' Association, will be held in New York City.

CANNED GOODS AGENCY.

A large British firm, employing thirty travelers covering Great Britain, are desirous of adding some Canadian lines, including canned fruits and vegetables, canned salmon and canned lobsters. Firms interested should communicate with manager of Canadian Grocer.



Picture of selling staff of Mason & Hickey taken at time of annual convention at Winnipeg. Upper row (left to right): W. A. Randolph, J. J. Higgle, J. H. Broderick, W. Harper, and W. T. Johnston.
Middle row (left to right): D. B. McKenzie, D. W. Blackman, W. J. Mason, J. H. Hodgson, and C. W. Griffin.
Front row (left to right): W. B. Grant, F. W. Jarvis, L. P. Mason, H. J. Hickey, S. M. Sreaton, A. H. Jarvis.

Teas Are Up Again

For the Fourth Week Teas Are up in London a Farthing — Market is Very Firm — Sugar Easier, With None but Speculative Buying — Beans Advance 25c in Montreal — Much Buying in Many Lines on Possibility of Duties.

Office of Publication, Toronto, Jan. 28, 1915.

WHETHER we shall have the "promised" war-tax on tea, sugar, coffee, etc., will now soon be known. But from the way many in the trade are purchasing, it would appear that they had inside information. One tea peddler is known to have made a \$20,000 purchase in anticipation of a tax. A tea importing house in one of the large Canadian cities has 8,000 chests afloat and is hoping that the shipment may arrive before Finance Minister White brings down his budget. Still another firm has bought \$30,000 worth. All three are known cases where the tax is considered a surety. On the other hand there are big tea men not expecting it, and it is to be hoped that they are correct. A five-cent a pound tax would bring in a revenue of \$1,900,000 on the basis that Canada consumes 38,000,000 pounds in a year. If tea is taxed, and it is 10 cents per pound, the revenue would be \$3,800,000. While this might be considered an attractive plum by the Government officials, it should be remembered that the bulk of this money would come from the poorer people. Let us hope that the revenue required will be obtained from sources better able to furnish it such as movies, theatres, and other luxuries.

There is still buying going on in anticipation of another duty on sugar, but a bigger chance is being taken here.

That the farmer is getting the cream during this great war period is evidenced by the rapid advance in flour during the past two or three weeks. Since the first of the year Manitoba first patents have advanced 90 cents per barrel, whereas Ontario wheat flour in the same period went up \$1.10 cents. These advances of course followed the wheat market which has been a particularly strong one since January first. One of the chief reasons for the wheat advance is the fact that farmers are holding for more money and it would not be surprising to many should they eventually get \$2. The flour situation is exceedingly strong, an advance of 20 cents per barrel having taken place since last week on both Manitoba and Ontario wheat flours. Oats are higher and so is rolled oats.

The farmer too who is holding beans is getting in right. This week has seen the bean market firmer with an advance of 25 cents per bushel announced in Montreal.

The weather seems to have a great deal to do with the egg market. The stormy and colder weather in Ontario firmed prices of new lays at the first of the week and should February hold its reputation for severity in atmospheric conditions, freshly laid eggs will not decline rapidly.

Butter too is higher in the Eastern markets this week on account of export enquiry, and cheese has also gone up about ½ cent per pound. All these things indicate the fine position of the farmer these days.

QUEBEC MARKETS.

Montreal, Jan. 28.—Tea continues to be the centre of interest. Prices in some cases have advanced fully twenty per cent. in the past week or so, and as stocks are now confined to two or three houses, wholesalers and other dealers who are anxious not to be caught without good supplies of tea, higher prices are being paid. One large holder is content to carry his stock, which is new, over February, and reap the advantages of higher prices, should a heavy duty go on. Prospects of war taxes are also in-

fluencing business in other lines, but apparently not to the extent of a week ago.

Apart from tea, Canadian beans are attracting probably most attention, the market having shown distinct firmness during the early part of this week. About 25c per bushel more is being paid, and several big sales have been made at enhanced prices. Good prices are still being paid for split peas, which seem to be scarce still. An advance of 20c took place in the price of rolled oats this week, which follows a 25c advance in

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
Winter wheat flour up.
Rolled oats advance 20c.
Spring wheat flour firm.
Good demand for all feeds.
PRODUCE AND PROVISIONS—
New lays declining.
Storage eggs advance.
Cheese up slightly.
Finest creamery, 33c.
Compound lard advanced.
FRUIT AND VEGETABLES—
Rhubarb arrives; \$1.25 dozen
Apples and oranges active.
New potatoes here; \$8 bbl.
Cauliflowers cheaper.
Lettuce up slightly.
FISH AND OYSTERS—
No frozen herrings.
Fresh lobsters plentiful.
Oysters move slowly.
GENERAL GROCERIES—
Beans advance 25c bushel.
Split peas still scarce.
Big business in tea.
Rice market very quiet.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Manitoba flour up.
Ontario higher too.
Rolled oats firm.
PRODUCE AND PROVISIONS—
Butter for England.
New lays firmer.
No chance for Americans.
Cheese very firm.
FRUIT AND VEGETABLES—
Bitter oranges moving.
Navels firmer.
Onions firmer and higher.
Brussels sprouts down.
Apples steady.
FISH AND OYSTERS—
Quiet market.
Oysters selling well.
Good demand for halibut.
GENERAL GROCERIES—
Tea up once more.
Sugar quiet.
Prunes very firm.
Filberts stronger.

package oats of two weeks ago. Winter wheat flour has advanced about 50c per bbl. during the past ten days. A firm feeling exists both in winter and spring wheat markets. New arrivals are noticed on the fruit and vegetable markets, including rhubarb, new potatoes from Bermuda, and strawberries, but prices are too high for the average grocer. New-laid eggs are easing, while storage eggs have advanced slightly.

Retailers are not speculating much on the possibility of war tax on tea, but in many cases have laid in stocks for four to six months ahead. Wholesalers have not raised prices unreasonably—simply keeping pace with the primary market, which has gone up about 15 per cent. Wholesalers report a slightly better demand from the retail trade for rice on account of a possible tax.

SUGAR.—Some of the trade are protecting themselves against a possible

CANADIAN GROCER

war tax, which is causing a little extra buying. Refiners, as stated before, are not encouraging speculation, and if a man buys for future delivery, he has got to pay the war tax if there is one. There is a temporary spurt of business before the budget is handed down. Manufacturers of chocolate and biscuits are also protecting themselves, indicated by inquiries received from them. Demand from retailers for sugar is a little above normal, but buying is not general. If some retailers were to begin buying sugar now, they would be asked by the wholesaler about payments due for November and December. This spurt in business is helping to hold the market up, and the announcement of another refinery in the field is liable to have some further effect. Raws in New York were firm early in the week, and refined was firm at \$5.05.

Extra Granulated Sugars—		Per 100 lbs.
100 lb. bags		6 30
20 lb. bags		6 43
2 and 5-lb. cartons		6 60
Yellow Sugars—		
No. 3		6 15
No. 1		5 90
Extra Ground Sugars—		
Barrels		6 70
50 lb. boxes		6 90
25 lb. boxes		7 10
Powdered Sugars—		
Barrels		6 50
50 lb. boxes		6 70
25 lb. boxes		6 90
Paris Lump—		
100 lb. boxes		7 05
50 lb. boxes		7 15
25 lb. boxes		7 35
Crystal Diamonds—		
Barrels		6 95
100 lb. boxes		7 05
50 lb. boxes		7 15
25 lb. boxes		7 35
Cartons and half cartons		8 35
Crystal Dominoes, cartons		8 15

DRIED FRUITS.—A slight drop took place in the price of new Sultana raisins, which was rather surprising, considering that they are hard to get. Currants took a jump in the primary market, amounting to about a cent per pound. As the market is dull here, the advance is not so important. Peels are not much in demand here, but prices are firm. Figs continue to be scarce in wholesalers' hands. The same applies to some extent to Malaga raisins and Valentias. Prunes are quite strong, and few are reported to be left in growers' hands.

EVAPORATED FRUITS.		Per lb.
Apples, best winter		0 08
Apricots		0 15
Nectarines, choice		0 11
Peaches, choice	0 09%	0 10%
Pears, choice		0 13

DRIED FRUITS.		Per lb.
Candied Peels—		
Citron	0 19	0 20
Lemon	0 12%	0 13
Orange	0 12%	0 13
Currants—		
Amaliss, loose	0 07%	
Amaliss, 1-lb. pkgs.	0 08	
Filiatras, fine, loose, new	0 07%	
Filiatras, packages, new	0 08%	
Dates—		
Domedary, package stock, per pkg.	0 08%	
Paris, choice	0 12	
Hallowee, loose	0 08	
Hallowee, 1-lb. pkgs.	0 07%	0 08%
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	0 15%	
7 crown, 12 lb. boxes, fancy, layer, lb.	0 15%	
6 crown, 1 1/2 lb. boxes, fancy, layer, lb.	0 15	
16 oz. glove boxes, box	0 12%	
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 14	
40 to 50, in 25-lb. boxes, faced	0 13	
50 to 60, in 25-lb. boxes, faced	0 12	
60 to 70, in 25-lb. boxes, faced	0 11%	
70 to 80, in 25-lb. boxes, faced	0 10%	
80 to 90, in 25-lb. boxes, faced	0 10	
90 to 100, in 25-lb. boxes, faced	0 09%	
Raisins—		
Malaga table, box of 22 lbs., 3-crown cluster, \$2.00; 5-crown cluster		3 00

Muscats, loose, 3 crown, lb.	0 08
Sultana, loose	0 09%
Valencia, new	0 08
Seedless, 16 oz.	0 10%
"C.C." 12 oz.	0 10
Fancy seedless, 16 oz.	0 10%
Choice seedless, 16 oz.	0 10%

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

RICE.—It is understood here that the Imperial Milling Co. of Vancouver have advanced their prices 15c per 100 lbs. The Mount Royal Milling Co., Montreal, are quoting old prices. The reason given by the former company is that the market in England is higher. There is also a feeling that a duty might be placed on raw material. The congested condition of London and Liverpool harbors has much to do with higher prices in England rather than big crops. It is doubtful if an advance in rice will induce the trade to come into the market. At present little rice is being bought.

Rangoon Rices—		Per cwt.
Rangoon "B"		3 50
"C.C."		3 40
India bright		3 65
Lustre		3 75
Polished		5 25
Pearl		5 35
Fancy Rices—		Per cwt.
Imperial Glace		5 65
Sparkle		5 85
Crystal		5 85
Ice drips		6 20
Snow		6 65
Carolina head		7 85

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12 1/2 lbs.).

Imported Patna—		Per lb.
Bags, 224 lbs.	0 06	0 06%
Half bags, 112 lbs.	0 05%	0 06
Quarter bags, 56 lbs.	0 05%	0 06%
Velvet head Carolina	0 09%	0 10%
Sago, brown	0 05%	0 06
Tapioca—		
Pearl, lb.	0 05	0 05%
Seed, lb.	0 05	0 05%

MOLASSES.—News from the West Indies is to the effect that they have had a dry season to start, followed by late rains; that if the weather continues good, there will be as good a crop as last year, which was a bumper crop. Importers, however, do not expect it to arrive here under 33c. The demand in Montreal is good, and more sales have been made to wholesale houses during the past week, the price being high enough to warrant the higher price being charged the retailer. Molasses is coming in free, and the question being asked is whether in the treaty made some time ago with the West Indies the Government bound itself not to place a duty on molasses. If they did, apart from Jamaica which stayed out, there is not likely to be a war tax on molasses.

Barbadoes Molasses—	Prices for Island of Montreal.	
	Fancy.	Choice.
Punchoons	.41	.39
Barrels	.44	.42
Half barrels	.46	.43

For outside territories prices range about 3c lower per gallon than for delivery, Island of Montreal.

Carload lots of 20 punchoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		5 and 10-lb. boxes.	1/4-lb. pkgs. dozen.	1/4-lb. tins.
Barrels, per lb., 3 1/2c; 1/4 bbls., 6c; 1/2 bbls.	0 04%	1 46	0 16	0 23
Pails, 38 1/2 lbs., \$1.95; 25 lbs.		1 46	0 16	0 23
Cases, 2 lb. tins, 2 doz. in case	2 85			
Cases, 5 lb. tins, 1 doz. in case	3 60			
Cases, 10 lb. tins, 1/2 doz. in case	2 90			
Cases, 20 lb. tins, 1/4 doz. in case	2 85			
Cane Syrups—				
Barrels, lb., 3 1/2c; 1/4 bbls.	0 04			
Cases, 2 lb. tins, 2 doz. per case	2 55			
Maple Syrups—				
Pure, per 8 1/2 lb. tin	0 75			
Pure, in 15 gal. kegs, 8c per lb. or per gal.	1 00			
Maple sugar, pure, per lb.	0 10			

COFFEE.—Market continues quiet, and apparently unaffected by talk of a

war tax. A strengthening in New York was due to difficulty in getting freights rather than an advance in primary market.

Coffee Roasted—			
Bogotas	0 25	0 30	
Jamaica	0 23	0 24	
Java	0 30	0 33	
Maricao	0 22	0 25	
Mexican	0 27	0 28	
Mocha	0 29	0 31	
Rio	0 17	0 20	
Santos	0 21	0 22	
Chicory, per lb.	0 10	0 12	

NUTS.—Shelled walnuts continue firm. Wholesalers are unable to secure them at less than 28c and 31c for spot. The former price is subject to a change in tariff. Wholesalers who bought heavily for February delivery at 24c, may have to pay a higher price if nuts are taxed. The possibility of a war tax makes spot stocks firm. Shelled almonds are selling at 1 1/2c less than a week ago, but are up on import. Shelled filberts are very strong, prices being 2 1/2c over Christmas prices. Unshelled walnuts are very quiet, and are likely to be until the fall. Prices are down, especially on marbots and filberts. Wholesalers have readjusted their prices on peanuts. On No. 1 there is a reduction, while on other grades the price is advanced.

Almonds, Tara	0 17
Grenobles, new	0 15%
Marbots, new	0 14
Shelled walnuts, new, per lb.	0 30
Shelled almonds, 28-lb. boxes, per lb.	0 36
Sicily filberts	0 13%
Pecans, large	0 14
Brazils, new	0 13
Peanuts, No. 1, 11 1/2-12c; No. 2	0 10%
Peanuts, No. 3	0 09
Canadian chestnuts	0 12

SPICES.—Business in Montreal is quiet. Dealers bought such large quantities when war broke out, they are not yet ready to buy again. Cream of tartar remains firm, and looks like continuing firm. New York reports such a big demand for spot and nearby needs, importers find difficulty in giving prices which are good from one day to another. At the close of the week the New York market was active, with a marked scarcity, and prices likely to advance steadily and automatically. Demand for peppers is large and steady, rapidly absorbing spot and nearby offerings for pressing needs. White peppers are in exceedingly light supply, and will soon be in wide demand. Record prices are expected on red peppers owing to the great scarcity. Cloves are scarce, with firmer tone for future. Pimento much firmer, with prices at safe and low levels. Nutmegs are scarce, and prices difficult to quote. Higher prices are expected for cassias. Stocks of gingers have been decreasing steadily since August.

Allspice	0 16
Cassia	0 22
Cayenne pepper	0 25
Cloves	0 40
Cream tartar—40c.	
Blower, Cochin	0 18
Ginger, Jamaica	0 22
Mace	0 20
Nutmegs	0 40
Pepper, black	0 24
Pepper, white	0 33
Pastry spice	0 22
Pickling spice	0 15
Turmeric	0 20

Lower prices for pails boxes or ballers when delivery can be secured.

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Cardamon seed, per lb., bulk.....	2 00	2 30
Caraway—		
Canadian	0 12	0 15
Dutch	0 14	0 18
Cinnamon, China lb.	0 16	0 22
Mustard seed, bulk	0 18	0 22
Celery seed, bulk	0 35	0 45
Cayenne chillies	0 25	0 30
Shredded cocoanut, in pails	0 25	0 18 1/2

DRIED VEGETABLES.—An important advance took place this week in the price of beans, prices asked, and in some cases paid, being 25c per bushel higher than a week ago. Wholesalers were paying \$2.55 a week ago, whereas car lots have changed hands this week at \$2.65 and \$2.70. Prices as high as \$2.85 have been asked, but not paid. Growers who were short of supplies to fill export orders are reported to have bought back supplies at higher figures. A prominent bean man predicted early this week that wholesalers would be paying \$3 per bushel inside of two months, and \$3.50 before the arrival of the new crop. This means that retailers will be paying at least \$3 before very long, if they are not already paying this figure. The split pea situation is interesting. It was stated last week that one house was securing better offers of larger volume at lower figures; nevertheless, prices remain firm and supplies are by no means easy to secure. Wholesalers here bought up supplies of 25 bags and up, paying \$4.85, while cars are offered at \$4.65. An offer at the latter price was turned down by a large house as being too high. Whole peas are steady and firm, and will likely follow beans on the up-grade.

Beans—		
Hand picked, per bushel		2 85
Canadian, 3 lb. pickers, per bushel....	2 75	3 25
Yellow, per bushel		3 25
Yellow eyes, per bushel		0 25
Lima, per lb.		2 50
Peas, imperial green, per bushel		3 00
Peas, white soup, per bushel		2 85
Peas, split, bag 98 lbs.	5 00	5 25
Barley, pot, per bag		3 25
Barley, pearl		4 25

TEA.—There are only two or three importers in Montreal who have large stocks of tea. One of these stated this week that prices during the past week or so had been advanced by him 15 per cent. easily. Few of the large numbers who have been buying tea during the past week will admit for a moment that they believe a duty is likely, especially French-Canadians, excepting the large Montreal houses. One big dealer who sold out when the rush was on in August, has been buying steadily since, until now he has large stocks of new crop. This he is content to hold until the budget is handed down, "sink or swim," to use his own expression. The man who has sufficient capital to hold on to his tea is likely to make a pot of money before the arrival of next crop. Those who have not, are likely to sell out at the 5c advance, or even cut the advance in two to get their money out of it. As a rule, those who have not the necessary capital to hold on, have sold out at the best price they could get, hoping that the duty will not go on. There has been an

enormous amount of business done in the past week, higher prices being paid all along the line. It is amusing to see some of the inquiries coming in for supplies at old prices. With the London market still very stiff, and smaller stocks in Montreal than for many years past, there are likely to be some rude surprises in the trade. It is expected that as soon as the budget has been handed down trade will drop to something approaching stagnation, as nearly everybody will have bought. While this is not always good policy, it is nevertheless true. A quietness similar to that existing during the past three months is likely to exist in March, April and June.

ONTARIO MARKETS.

Toronto, Jan. 28.—While everybody on the street who talks "taxes" to you is prepared to admit that, of course, they don't know anything, convictions are strong that there has certainly been heavy buying on the very contingency. This is noticeable in market after market. Take sugar, for instance. The only thing that is keeping this market alive just now is the buying which is going on because the buyers are so sure that the Government is going to increase the duty. Oranges from California—in fact, all fruits from California—are due for taxes in the opinions of several people who are backing up these opinions by heavy speculation. Cases are heard where unusually large orders are being placed for prunes, for example, and these orders are undoubtedly greater than they would be for ordinary business requirements.

These are not vague rumors. Concrete instances can be furnished.

Of all commodities scheduled by our oracles for duty, tea has been the most popular. A very generous proportion of grocers, large and small, are sure that there is going to be a tax on tea. They give the old reason that, because it is so universal, it would be a good source of revenue. Some tea-men support their view by buying. We hear of two men in particular. One has \$20,000 worth and another \$30,000 worth of tea, either on hand or on order. Both admit that they are buying on the possibility of a tea tax. The thing is, of course, pure speculation and buyers say so. Nobody knows; everybody is guessing. In ordinary times—that is, with a decently behaving tea market—if the guesses of these speculators were not to come off, they would be left with a good deal more tea on their hands than they could handle advantageously. At the same time, tea is now so high and so firm—and it is going to be high, if we read the signs aright—that even if there is no tax on tea, it is questionable whether

this heavy buying is not a good business move. It probably is, although its wisdom depends purely upon the fact of a very firm market. There have been numbers of cases in years gone by where the tea tax bogey was taken up; speculators have bought; the tea tax vanished, and the speculators were left with big supplies which they had to sell at considerable sacrifice. It is to be hoped that buyers of tea, and indeed anything else, on the possibility of duty, may not—to use a vulgarism—"get stung." Getting stung is fearfully unpleasant.

SUGAR.—Sugar was up one day last week ten cents in New York, but Toronto didn't follow. This rise of ten cents was by no means noteworthy, inasmuch as the continued good weather in Cuba for some time previously had lowered the price of raws, and the spell of bad weather merely put them up what they had gone down. They will likely play leapfrog like this until the crop is all harvested. Business for the most part is dull. The only buying is purely on a speculative basis, and is on the part of omniscient gentlemen who know that there is going to be a further tax on sugar. It is freely spoken that there will be one cent duty added, and certainly sugar is an article which should suit the purpose of the Minister of Finance, inasmuch as it is so universally used. At the same time, it is axiomatic that if you tax a thing it becomes *ipso facto* a luxury. Bread untaxed is a necessity; tax it, and someone will invent a substitute, declaring that taxed bread is a luxury. Who would be a Minister of Finance, anyway?

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 35
25 lb. bags	6 40
10 lb. bags	6 51
2 and 5-lb. cartons	6 55
Nova Scotia refined, 100-lb. bags	6 25
Extra Ground Sugars—	
Barrels	6 75
50 lb. boxes	6 94
25 lb. boxes	7 16
Powdered Sugars—	
Barrels	6 55
50 lb. boxes	6 75
25 lb. boxes	6 95
Crystal Diamonds—	
Barrels	11
100 lb. boxes	7 11
50 lb. boxes	7 21
Paris Lump—	
100 lb. boxes	7 11
50 lb. boxes	7 21
25 lb. boxes	7 41
Cartons (50 to case)	7 4
Cartons (50 to case)	8 5
Crystal Dominoes, cartons	8 25
Yellow Sugars—	
No. 1	5 95

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—There has been an advance of a farthing each week for the past three weeks on the London market, and a week ago a local firm received a cable from Colombo advising them that teas were up a penny with a very excited market. On Tuesday last the London market advanced another farthing, thus placing teas a penny higher per pound than they were a month ago.

It is interesting to know that twelve years ago teas were selling at exactly

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six pence (or twelve cents) per pound cheaper than they are to-day, that is, what is known on the London and Colombo markets as "tea for price." The better grades have not advanced as much as this. Of course, twelve years ago teas were abnormally low and the planters were fast being ruined, while to-day they are "on velvet."

Everyone predicted when the war broke out that the tea market would be smashed, but instead it has been steadily working upwards and the packet tea men find themselves where they were before they raised prices. They only advanced four cents per pound to the grocer (although five cents per pound to the consumer) and this four cents has nearly all been eaten up since by the rise.

One of the great difficulties (because after all, one can get tea if one pays enough for it) is to get it here. Freighters are the difficult thing to-day. One man showed us a letter from one of the largest merchants in London, who says: "Some of the ships with cargoes of tea have been lying outside the docks for weeks, as labor cannot be obtained to unload them." People have tea on these vessels, but it cannot be gotten off to trans-ship. There are periods of two weeks at a time now during which no ships sail from London to America. To be sure teas could be shipped via Liverpool, but this would add perhaps two cents per pound to the freight rates—far more than the wholesaler's gross profit—because the vessels sailing from there all get express rates.

DRIED FRUITS.—There is no change whatever in any dried fruit prices this week, and business is none too good. Orders continue small, though there are a good number of them at that. Currants have firmed up again consequent upon a much stronger tone in primary markets, but we quote last week's prices. Prunes are exceptionally firm at ruling figures, and the talk of a duty has helped in this regard. Candied peels are, of course, dead. Little movement is noticeable; this is purely a Christmas demand. Sultanas are virtually off the market now. There are a few around, but these are not easy sellers. There is practically no demand. Seeded and seedless raisins are having a fairly good run, chiefly with bakers. Trade generally is quiet. In a few weeks it should brighten up. Housewives are still using their own preserves.

Apples—			
Standard, 25 lb. boxes	0 10	0 12	
Choice, 25 lb. boxes	0 12	0 14	
Candied Peels—			
Lemon	0 13	0 14	
Orange	0 13	0 14	
Citrus	0 19	0 22	
Currants—			
Philippine, per lb.	0 07	0 07 1/2	
Amalgam, choicest, per lb.	0 07 1/2	0 08 1/2	
Patras, per lb.	0 08	0 08 1/2	
Venezuela, choice	0 08 1/2	0 10	
Cloned, 1/2 cent more.			
Dates—			
Park, choicest, 12 lb. boxes	0 09 1/2	0 10	
Park, choicest, 60 lb. boxes	0 09	0 09 1/2	
Package dates	0 07 1/2	0 08	
Halloweas	0 07 1/2	0 08	

Prunes—			
30-40s, California, 25 lb. boxes	0 13 1/2	0 14 1/2	
40-50s, 25 lb. boxes	0 12 1/2	0 13 1/2	
50-60s, 25 lb. boxes	0 12	0 12 1/2	
60-70s, 50 lb. boxes	0 10	0 10 1/2	
70-80s, 50 lb. boxes	0 09 1/2	0 10	
80-90s, 50 lb. boxes	0 09	0 09 1/2	
90-100s, 50 lb. boxes	0 07 1/2	0 08	
	25 lb. boxes 1/4c more.		

Peaches—			
Standard, 50 lb. boxes	0 07 1/2	0 08	
	25 lb. boxes 1/4c more.		

Raisins—			
Sultanas, choice, new	0 12	0 13	
Sultanas, fancy, new	0 11	0 16	
Valencia	0 08 1/2	0 09	
Seeded, fancy, 1 lb. packets	0 10 1/2	0 10 1/2	
Seeded, choice, 1 lb. packets	0 09 1/2	0 10 1/2	
Seeded, choice, 12 oz.	1 75	2 00	
Seedless, 16 oz. packets	0 11	0 11 1/2	
Seedless, 12 oz. packets		0 10	

NUTS.—Sicily filberts are firm at twelve to fourteen cents, and are moving well at that figure. Brazils, if it were possible, are flatter even than last week. Shelled almonds and walnuts find little call now.

Shell—		Per lb.
Almonds, Tarragona	0 17 1/2	0 20
Brazils, medium, new	0 10	0 11
Brazils, large, washed, new	0 12	0 14
Chestnuts, speck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12 1/2	0 13 1/2
Peanuts, hand-picked, roasted	0 10 1/2	0 11
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	0 15	0 16
Walnuts, Bonleaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shell—		
Almonds	0 42	0 44
Filberts		0 35
Peanuts	0 10 1/2	0 11 1/2
Pecans	0 56	0 60
Walnuts	0 48	0 50

SPICES.—The market is firm all round. Peppers show particular strength. Spices generally come in for prediction on the war tax line, and there seems to be some speculative buying on this account. Cream of tartar is firmer this week.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	0 10	0 25
Allspice, whole		0 15
Cassia, whole		0 21—0 26
Cassia, ground	0 14—0 16	0 21—0 26
Cinnamon, Batavia		0 36—0 40
Cloves, whole		0 28—0 33
Cloves, ground	0 18—0 22	0 28—0 35
Cream of tartar	0 25—0 35	0 40
Curry powder		0 35
Ginger, Cochin	0 14—0 17	0 30—0 33
Ginger, Jamaica, ground	0 17—0 20	0 24—0 27
Ginger, Jamaica, whole		0 34—0 37
Ginger, African, ground		0 16
Mace		0 80—1 05
Nutmegs, brown, 64s, 82c;		
80s, 42c; 100s		0 30
Nutmegs, ground, bulk, 45c;		
1 lb. tins		0 50
Peppercorn, spike		0 22—0 25
Peppers, black, ground	0 11—0 18	0 19—0 22
Peppers, black, whole		0 30—0 32
Peppers, white ground	0 19—0 24	0 29—0 31
Peppers, white, whole		0 30—0 33
Pickling spice		0 15
Turmeric		0 18—0 20

BEANS.—Market is considerably firmer, and an advance may occur immediately. Supplies are none too plentiful and dealers who have been shortstocked for some time are calling for stocks now.

Beans—	Per bushel.
Canadian, hand picked	3 00 3 10
Canadian primes	2 85 2 95
Lima, per lb.	0 08 1/2 0 09
Peas, black, Canadian, per bush.	3 00 3 10
Peas, white, per bush.	3 00 3 10

COFFEE.—The spot market sagged considerably towards the end of this week, and had it not been for the amount of speculative buying—again on the contingency of the duty—there would have been little business. Market for futures firmed up. We quote Santos at 15 to 17c, though this appears to be high for one or two sellers.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 33	0 36
Guatemala		0 30

Bucaramanga	0 30	0 32
Mexican	0 30	0 32
Maracaibo	0 26	0 29
Jamaica	0 24	0 26
Santos	0 15	0 17
Kio	0 18	0 22
Chicory		0 14

CANNED GOODS.

TORONTO.—At present retail demand seems to have fallen off somewhat. This is more noticeable in the West, where there is not so much construction as heretofore, than in the East. It is said that it is largely a question of over-production, which taken in conjunction with a declining number of consumers, has decreased business. Wholesalers to a marked extent, are carrying the stocks this year that the retailers have carried in former years.

Tomatoes are moving fairly well. Big demand is for corn and peas together. Consumer gets a good deal for his money in this sort of canned vegetable. Corn is flat present, and peas do not contrast well with trade in them two seasons ago.

MANITOBA MARKETS.

Winnipeg, Jan. 27.—Generally it is reported that retailers are buying satisfactorily; unfortunately this does not necessarily mean that their own business is better than in past years. The fact that their ordering for the last three or four months has been moderate has much to do with the present satisfactory demand. The call does not seem for any one line, although, of course, staples are especially required. Nor does it appear that advances in price are interfering with orders. Rather these seem to be inducing dealers to lay in a fair supply and thus protect themselves against future rises.

SUGAR.—Here there is no change, and none is likely for some little time. The New York market is very erratic—first weak and then strong. Deliveries of new sugar are now being made in New York, and with these coming on there is little reason to expect any early advance. Of course, should another war tax be put upon sugar, higher prices will be absolutely necessary. 1/2c a lb. has been mentioned as a possibility. This would mean an immediate increase of 50c per sack.

Sugar, Eastern—	Per cwt. in sacks.
Sugar, standard granulated	6 70
Extra ground or icing	7 35
Powdered	7 15
Lump, hard	7 65
Montreal yellow	6 35
Sugar, Western Ontario—	
Sacks, per 100 lbs.	6 60
Halves, 50 lbs., per cwt.	6 60
Reals, 20 lbs., per cwt.	6 65
Powdered, barrels	6 90
Powdered, 50s	6 25
Powdered, 25s	6 35
Icing, barrels	6 45
Icing, 50s	6 60
Icing, 25s	6 60
Icing, 10s	6 50
Cut loaf, barrels	6 30
Cut loaf, 50s	6 55
Cut loaf, 25s	6 80
Sugar, British Columbia—	
Extra standard granulated	6 80
Bar sugar	7 05
Icing sugar	7 25
Powdered sugar	7 05
H. P. lumps	7 55
Yellow	6 95

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B. C. Cane Syrups—

2-lb. tins, 2 doz. to case, per case.....	3 15
5-lb. tins, 1 doz. to case, per case.....	3 50
10-lb. tins, ½ doz. to case, per case.....	3 30
20-lb. tins, ¼ doz. to case, per case.....	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 6c case higher.)

Molasses—

Barbados	Per gal.	0 53
New Orleans	0 54	

Maple Syrups—

Imperial quarts, case, 2 doz.....	5 40
Imperial ½ gals., 1 doz.....	5 55
New, pure, ½ gal. case	9 00
New, pure, ¼ gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS.—The market is generally strong. Especially is a firm tone noted on Canadian goods, evaporated apples for instance, having advanced 2c from the low point of early season. California fruits are strong, especially prunes and apricots, both of which lines are expected to go higher than they are at present quoted. Indeed, when the available supply now being carried is considered, and when the length of time which must elapse before a new crop is available is borne in mind, it seems practically certain prices will advance. So far there has been no change in local quotations, owing to the large stocks carried by wholesalers. It seems that practically all these wholesalers have bought at increased prices. These goods will be arriving during February, and when they come on the market the selling price will naturally be at a higher level. Raisins remain practically unchanged. The demand is limited, as is usual at this time of year. The demand for evaporated apples, apricots, peaches, prunes, etc., is increasing, due to the reduction in the supply of home-packed fruits. Currants are stronger on both the Greek and New York markets. No change has been made in the price, because the stocks carried are sufficient to last some weeks. By the latter part of February, however, it seems quite probable that an increase will be struck here. On the primary market dates are higher, due to war conditions in Persia. There is no change on the local market.

Apples, evaporated, new, 50's	0 05%
Apples, evaporated, new, 25's	0 07%
Apricots, choice, 25's	0 12
Apricots, choice, 10's	0 13
Apricots, standard, 25's	0 11%

Currants—

Dry clean	0 08
Washed	0 08%
1 lb. package	0 08%
2 lb. package	0 17
Vostizzas, bulk (washed)	0 10%

Dates—

Hallowee, loose, per lb.	0 07%
Hallowee, 1 lb. pkgs.	0 07%
Fard dates, 12-lb. boxes	1 15

Peaches—

Standard, 25-lb. boxes	0 06%
Choice, 25-lb. boxes	0 07%
Choice, 10-lb. boxes	0 08%

Raisins, Valencia—

Fine selected	2 45
Four crown layers	2 45

Raisins, Sultanah—

Corinthian Giants	0 13%
Superdine	0 12%
Finest	0 11%
Fine	0 10%

Raisins, Muscatel—

3 crown loose, 50's	0 05%
3 crown, loose, 25's	0 05%
Choice, seeded, lb.	0 05%
Fancy seeded, lb.	0 05%
12-oz. packages, fancy	0 05
12-oz. packages, choice	0 07%

Prunes, in 25-lb. boxes—

90 to 100	0 07%
80 to 90	0 08%
70 to 80	0 09%
60 to 70	0 09%
50 to 60	0 09%
40 to 50	0 10%

Table Layer Figs—

7-crown, 35-lb. boxes, per lb.	0 15%
6-crown, 10-lb. boxes, per lb.	0 13%
5-crown, 10-lb. boxes, per lb.	0 12%
4-crown, 10-lb. boxes, per lb.	0 11%
3-crown, 10-lb. boxes, per lb.	0 11%
Glove boxes, per doz.	1 70
Cooking figs, taps, about 25 lbs., lb.	0 05%
Cooking figs, choice naturals, 25-lb. bags, per lb.	0 05%

BEANS.—The market is very erratic. Prices have advanced in Ontario about 20c per bushel during the last fortnight. There is every indication of still further advances. All available beans are being bought up for export, and to get supplies for home consumption it is necessary to bid against foreign buyers. There is an impression here that these foreign buyers are quite largely German, who are taking the beans to New York, paying duty, and having them shipped through Holland. Foreign beans are largely used up, Japan having few available for exportation. These conditions have brought about a 10c advance in three-lb. pickers. The market is uncertain, however, and though further advances seem likely, they cannot be predicted with any degree of certainty.

Peas are still very strong and hard to get. It is imagined that much of this crop is being bought up by the same people who are buying the beans.

Beans—

Canadian, hand-picked	3 10
3-lb. pickers	2 95

California Luma Beans—

Bag lots	0 08
Less than bag lots	0 08%

Barley—

Pot., per sack, 95 lbs.	3 00
Pearl, per sack, 95 lbs.	4 15

Peas—

Split peas, sack, 95 lbs.	5 55
Whole peas, bushel	2 90
Sack, 49's	2 83

RICE AND TAPIOCA.—The drop predicted sometime ago has come. Here is a case of a decline being credited to the war. A large part of the market for rice, it seems, has been cut off.

Rice and Tapioca—

No. 1 Japan, per lb.	0 05%
No. 2 Japan, per lb.	0 04
Siam, per lb.	0 03%
Patna, per lb.	0 06%
Carolina, per lb.	0 05
Rango, pearl, per lb.	0 05
Tapioca, pearl, per lb.	0 05

NUTS.—New arrivals of shelled almonds and shelled walnuts will likely come in during the week, and before next week's issue of Canadian Grocer reaches the dealer, reduced prices are almost certain to be quoted. In other lines, no change is to be expected, except in the case of peanuts. These are stronger on the Virginian market with an advance of ¼c per lb. This advance is not yet quoted in Manitoba.

Nuts—

Brazil new stock	Per lb.	0 13
Tarragona almonds	0 19	
Peanuts, roasted Jumbos	0 12%	
Peanuts, choice	0 10	
Peanuts	0 12	
Market walnuts	0 12%	
Greenable walnuts	0 14	
Shell almonds	0 13%	
Almonds, unshelled	0 17	
Shelled almonds	0 11	
Shelled walnuts	0 20	

TEAS AND COFFEES.—Rios and Santos are both up this week—Rios 1c and Santos 1½c lb. This is largely because of the increased cost of shipping room. The normal charge, for instance, from Brazil to New York is 35c per bag.

Now the charge is \$1.35 and even at this figure it is difficult to obtain shipping space.

On the whole, coffee looks stronger now than for years. The world's visible supply since this time last year has decreased over 300,000 bags. There are larger orders for export also, and on the face of this the Mexican crop is reported poor. The low prices which have held, moreover, are making it unprofitable to grow coffee. It is therefore expected that a number of planters will go into other lines next year, which will, of course, make the supply still smaller. There has been no change in tea.

Coffee—

Rio, No. 5, green	Per lb.	0 16
Rio, roasted	0 19	
Santos, green, No. 4	0 15%	
Santos, roasted	0 25%	

Chicory, per lb. 0 07 0 95

Teas—

Japan—		
Choicest basket, fired	0 40	0 60
Choicest, pan fired	0 40	0 60
Very fine, pan fired	0 35	0 40
Medium, pan fired	0 30	0 35
Common, pan fired	0 25	0 35
India and Ceylon—		
Souchong	0 30	0 35
Pekoe Souchong	0 35	0 40
Pekoe	0 40	0 50
Broken orange and orange	0 40	0 50
China—		
Fine Keelum	0 50	0 60
Good Packum	0 35	0 35
Common moning	0 25	0 25

WINNIPEG

FLOUR AND CEREALS.—As yet the advance of 20c per barrel struck last week, which brought the price of best patents to \$7.10, has not been followed by any further rise. If the wheat market, however, retains the strength it is now showing, another advance of 20c or more is certain. Dealers, indeed, seem fairly safe in expecting such a rise.

Despite the rapid advance in prices, the wheat business has been brisk. Dealers, it seems, have determined to get in a fair supply that they may not be caught with a low stock by further rises.

BY WIRE.—Flour has gone up again here 20c, and rolled oats are higher and are quoted at \$3.

Manitoba Wheat Flour—

Best patents	Per hbl.	7 30
Second patents	6 70	
Low grades	4 70	
Roller oats, 87's	3 00	
Standard oatmeal, 95 lbs.	2 75	
Cornmeal, 93's	2 35	

ALBERTA MARKETS.

(By Wire.)

Edmonton, Jan. 28.—Country trade continues brisk with a considerable quantity of goods being shipped. Beans and prunes are advancing. Rice is firm here. Butter, creamery, is now 34c. Japan beans are \$3.50 per bush. Rolled oats, twenties, are up to 83c, and bail \$3.60. Flour is higher as well as rolled oats.

Produce and Provisions—

Cheese, per lb.	0 17%	0 15%
Butter, creamery, per lb.	0 34	
Butter, dairy No. 1, 2c; No. 2.	0 23	
Lard, pure, 5's, per case	7 25	
Lard, pure, 10's, per case	7 18	
Lard, pure, 20's, per case	7 10	
Lard, pure, 30's, each	2 33	

General—

Beans, Ontario, per bushel	2 90	3 10
Beans, Japan, per bush.	3 50	
Coffee, whole roasted, Rio	0 16	

CANADIAN GROCER

Evaporated apples, 50's	0 08%	0 09%
Potatoes, per bush	0 50	0 50
Rolled oats, bbl	3 50	3 50
Flour, 98s, \$3.9; rolled oats, 80's	3 20	3 20
Rice, per cwt	3 75	3 75
Sugar, standard gran., per cwt	7 15	7 25
Sugar, yellow, per cwt	6 60	6 60
Canned Goods—		
Apples, gala, case	1 50	1 50
Corn, standard, per two dozen	2 05	2 10
Peas, standard, 2 dozen	2 10	2 10
Plums, Lombard	2 25	2 25
Peaches	3 25	3 25
Strawberries, \$1.15; raspberries	4 00	4 00
Tomatoes, standard, per dozen	2 50	2 50
Salmon, sockeye, 4 doz. talls, case, 1s	9 50	9 50
Cohoos, 1's, \$5.75; pumpbacks, 1's	4 35	4 35
Fruits—		
Lemons	5 00	5 00

SASKATCHEWAN MARKETS.

Regina, Sask., Jan. 27.—A gradual drop has been affecting the rice market, until this commodity is now quoted at \$3.75. It is expected that this figure will be still lowered. Valencia onions are quoted at \$6.25. An advance of 5 per cent. has taken place in all Canadian pickles. It is expected that syrups, and most canned goods will experience a slight advance. Fresh eggs are selling at fifty cents. Oranges are quoted at \$3.25 and lemons at \$4.25.

Produce and Provisions—		
Butter, creamery, per lb.	0 33	0 33
Butter, dairy, No. 1	0 24	0 24
Cheese, per lb.	0 17%	0 18
Eggs, storage, 8c; new laid	0 50	0 50
Lard, 5's, per case	7 60	7 60
Lard, 10's, per case	7 70	7 70
Lard, 20's, each	2 60	2 60
General—		
Beans, Ontario, per bushel	3 40	3 40
Coffee, whole roasted, Rio	0 17	0 17%
Cream of tartar, lb.	0 62	0 62
Cocunut, lb.	0 20%	0 20%
Evap. apples, 50's	0 07%	0 07%
Flour 98's	3 45	3 45
Potatoes, N.B., per bush, 8c; Ontario	0 90	0 90
Rolled oats, ball of 80 lbs.	3 55	3 55
Onions, Val.	6 25	6 25
Orsters, per gal.	2 50	2 50
Rice, per cwt.	3 75	3 75
Sugar, standard, gran., per cwt.	6 94	6 94
Sugar, yellow, per cwt.	6 40	6 40
Walnuts, shelled, 8c; almonds.	0 63	0 63
Canned Goods—		
Apples, gala, case	1 35	1 35
Broken beans, 2's	2 65	2 65
Beans	2 25	2 25
Corn, standard, per 2 dozen	2 25	2 25
Peas, standard, per 2 dozen	2 25	2 25
Plums, Lombard	2 15	2 15
Peaches	3 21	3 21
Strawberries and raspberries	4 05	4 05
Tomatoes, standard, per dozen	2 40	2 65
Salmon—		
Sockeye, 1's, 4 doz. case	9 85	9 85
Sockeye, 1/2's	12 35	12 35
Cohoos, 1's	6 00	6 00
Humpbacks, 1's	4 60	4 60
Fruits and Vegetables—		
Apples, per bbl., Ontario	4 00	4 25
Cranberries, per bbl.	7 00	7 00
Granefruit, per crate	5 50	5 50
Sweet potatoes, per crate	4 50	4 50
Lemons	4 25	4 25
Oranges	3 25	3 25
Dried Fruit—		
Apricots, per lb.	0 17%	0 17%
Apples, per lb.	0 07%	0 07%
Currants, per lb.	0 08%	0 08%

NEW BRUNSWICK MARKETS.

(By Wire.)

St. John, N.B., Jan. 28.—The markets are fairly active. Flour, Manitoba, is up again and Ontario is stronger. An advance of 20c occurred in Manitobas to \$8.45. Ontarios are now \$7.85. Rolled oats and oatmeal are firmer with an advance of 25c on rolled oats to \$7.50, and of 25c on oatmeal. Domestic pork is easier at \$25.50 to \$26. Beans are scarce, heavy shipments across the border are said to cause a shortage in Canada and they are hard to get. Hand-picked stocks here are only average. White are \$3.20 to \$3.25, and yellow the same. Interest here in the war taxes is making buying

active in tea, sugar and tobaccos. Dairy products are in fair supply with not much change in price. General business is good but could be improved by a good snowfall. Lack of snow here is causing anxiety as regards the lumber situation.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 22
Bacon, roll, per lb.	0 17	0 17
Beef, barrel	25 75	27 00
Beef, corned, 1 lb.	2 75	2 80
Pork, American clear, per bbl.	25 00	27 75
Pork, domestic, per bbl.	25 50	26 00
Butter, dairy, per lb.	0 26	0 27
Butter, creamery, per lb.	0 29	0 30
Eggs	0 30	0 31
Lard, compound, per lb.	0 10%	0 10%
Lard, pure, per lb.	0 13	0 13 1/2
Cheese	0 16%	0 16%

Flour and Cereals—		
Commeal, gran.	5 75	5 75
Commeal, ordinary	1 80	1 80
Flour, Manitoba, per bbl.	8 45	8 45
Flour, Ontario	7 85	7 85
Rolled oats, per bbl.	7 50	7 50
Oatmeal, standard, per bbl.	8 00	8 00
Fresh Fruits and Vegetables—		
Lemons, Messina, box	7 00	7 00
Oranges, Val., case	4 00	5 50
Potatoes, bbl.	1 35	1 45
Sugar—		
Standard granulated	6 45	6 55
United Empire	6 35	6 45
Bright yellow	6 25	6 35
No. 1 yellow	5 95	6 05
Paris lumps	7 25	7 50
Beans, white, per bush.	3 20	3 25
Beans, yellow eyes, per bush.	3 20	3 25
Canned pork and beans, per case	2 80	3 00
Molasses, per gal.	0 35	0 36
Cream of tartar, per lb., bulk.	0 36	0 39
Currants, per lb.	0 08	0 08 1/2
Rice, per cwt.	4 50	5 00

Moncton Merchants Lining Up

Branch of the Retail Merchants' Association Formed There—
N. C. Cameron on the Job.

MONCTON, N.B., Jan. 27.—(Special).—This Province is rapidly lining up under the banner of the Retail Merchants' Association. At a meeting here last week in the Board of Trade Rooms, which, by the way, were crowded to the door, the Moncton merchants formed a branch of the R. M. A. under the supervision of N. C. Cameron, secretary for this province, and R. C. Doyle of the district board. When the aims and objects of organization were placed before the meeting by these two men, the decision was made to get together and the following officers were elected:

President—Dr. E. O. Steeves, M.D.
1st Vice-Pres.—Tilley Ryan.
2nd Vice-Pres.—J. N. Boudreau.
Secretary—G. H. Gorbell.
Treasurer—D. A. McBeath.

It was unanimously decided to organize a "Dollar Day" during February. This scheme has worked out well in other Maritime communities and should prove highly successful in a city so little affected by the war as Moncton is.

The question of paying I. C. R. employees fortnightly instead of by the month was also brought up, and considered at some little length. The consensus of opinion was that a fortnightly pay day would be much better for local business than the present system, and a strong effort will be made to bring about the desired change.

Mr. Cameron touched on a number of dangers to the retail merchants of Canada, which the Dominion Association was endeavoring to check. First came the trading stamp evil, which was put out of business years ago; the premium stores, which fortunately had not yet obtained much of a foothold in Canada, although all sorts of schemes of this nature are rampant in the United States.

He said that another object of the Association was to secure inter-provincial judgments in civil cases. At the present time if a merchant has a judgment against a man in New Brunswick, he can skip to Quebec, and another judgment against him has to be secured there. Then the can move on into Ontario, repeating the process in other provinces until he reaches the Pacific coast. By the time he gets there the cost in the civil cases would of course not make the bill worth collecting, unless it was a very large one. Legislation is sought to put an end to this sort of thing.

Other matters touched upon by Mr. Cameron were the bulk sales act, and an explanation of how the Retail Merchants' Association assists local merchants with collections and also keeps them posted as to credit.

Co-operative stores were characterized as a menace to the retail merchants of the country. During the time that Earl Grey was Governor-General, His Excellency had strongly advocated the co-operative store as the proper way of trading and had even issued a letter on the subject. The Retail Merchants' Association, however, had advised His Excellency that if he did not stop meddling in this matter they would appeal to the King to have him recalled, and they had heard no more of him during his tenure of office. A co-operative society's bill was before the Dominion House at that time, and it had been necessary to bring a trainload of merchants from Ontario and another train-load from Quebec to kill the bill. The bill has been re-introduced by another member of the House and Mr. Cameron said that they would have a hard fight to prevent its passage.

R. H. Staples, general merchant, of Elm Creek, Man., has disposed of his business to R. H. Harwood.



Fruit and Vegetables



Navels Firmer: Hothouse Rhubarb Coming

All Fruit Lines are Moving Fairly Well—But There is No Special Feature—Navels are Firmer—Spies Higher in East—Cauliflower Down in Toronto—Hothouse Rhubarb in Montreal.

MONTREAL

FRUIT.—It might be said that, apart from apples and oranges, which are in good demand, most fruit lines are quiet at the present moment. California navels, 150 size, are down to \$2.75, and sizes from there up to 288, are quoted at \$3. Small Floridas are up slightly, and Valencias are down half dollar per case. The only important change in apples is a slight advance in No. 1 Spies. Malaga lemons are still being quoted at 5.00 a case, but a much lower price might be secured, as they are old stock, and compare unfavorably with the new Messinas. As they cost over 4.00 to bring here, efforts are being made to clear them out at a profit. Small bananas at 1.50 are scarce, and good bananas are worth \$2 crate. Strawberries are arriving more plentifully, but are so expensive, the ordinary dealer cannot handle them, the retail price for baskets being 75 to 85c.

Apples—	
Haltwins, No. 1, bbl.	3 50
Spys, No. 1, bbl.	4 50
Brussels, No. 1, bbl.	4 00
Greenings, No. 1, bbl.	3 75
Fameuse, No. 1, bbl.	6 00
McIntosh Reds, No. 1, bbl.	6 00
No. 2, all varieties, 50c less per barrel.	
Bananas, crate	2 00
Cocoanuts, sack	4 50
Cranberries, bbl.	5 00
Grapefruits, Jamaica, case	2 00
Grapes, Malaga, keg	5 00
Grapes, Belgium hothouse, lb.	1 25
Lemons—	
Messina Verdelli extra fancy, 300 size	2 25
Malaga, 420 size	5 00
Oranges—	
Cal. Navel, 150-176-200-216-250-288	2 75
Cal. 90-100 size box	2 50
Florida, 176-200-216	2 75
Florida, 126-150	2 75
Mission, 100-125-150-200-216-250	0 75
Valencias, 714 size, large cases	5 00
Pineapples, case	3 25

VEGETABLES.—Canadian hothouse rhubarb is coming on to the market at 1.25 per doz. New potatoes are also coming in from Bermuda, but only a few barrels for the high class grocers, the price ranging around 8.00 per bbl. of 160 lbs. Hothouse tomatoes are still down at 25c lb., and Floridas are bringing 1.00 per basket, or 5.50-6.00 per crate. Canadian watercress sells for 50c doz. bunches, and American for 1.30,

the latter being very large bunches. Parsley is now arriving in boxes from Bermuda at 2.00-2.25 per box, or 65c doz. bunches. Parsnips are still holding at 90c, to which price they advanced a week ago. They will probably remain there until spring. Quotations in celery vary from 4.50 to 6.00, and prices are likely to rule high until new crop comes. Lettuce is up to 2.10 and 1.85 according to quality, which is a slight advance on last week's prices. Cauliflowers declined to 3.00 per crate of 2 doz., there being a surplus on the Canadian market. Brussels sprouts advanced a cent per quart.

Artichokes, bag	1 25
Beets, bag	0 75
Brussels Sprouts, quart	0 16
Cabbage, per bbl.	1 25
Carrots, bag	0 50
Cauliflowers, 2 doz.	3 00
Cucumbers, fancy, doz.	1 50
Celery, crate	4 50
Leeks, bunch	0 20
Lettuce, head, per box	1 85
Curly lettuce, per box	1 25
Onions—	
Spanish, per case	3 75
Spanish per 1/4 case	2 75
Red, 100-lb. bags	2 25
Parsnips, bag	0 90
Parsley, doz. bunches	0 65
Peppers, green, 3/4-qt. basket	0 75
Potatoes—	
Montreal, bag	0 65
New, bbl., 160 lbs.	8 00
Potatoes sweet, Jersey, hpr.	7 50
Rhubarb, hothouse, doz.	1 25
Spinach, American, in bbls.	3 00
Turnips, bag	0 50
Tomatoes, hothouse, lb.	0 25
Tomatoes, Florida crate	4 00
Watercress, American, doz.	1 50

TORONTO.

FRUIT.—This market is virtually without feature this week. All lines are moving well. Trade as compared with the corresponding time a year ago is comparatively good, and in view of the present conditions it is very good. There have been a number of bigger orders placed this week. Buying has gotten away in some sort from the small quantity standard, and the general run of orders has been larger. Navels are firmer at existing prices. Apparently this is the swing of the pendulum the other way after the three or four weeks of continuous slump. Bitter oranges for

marmalade are enjoying a good run. We quote \$2.50 a box. Quality is said to be better than for some seasons. Pears are in limited demand. They are not a universally popular line, but have their regular class. Apples continue in fair demand. Spies are going well. Cranberries are in fair demand. They are coming right along now, and are of more than usually good quality.

Apples—	
Wagners	2 75
Greenings	2 25
Kings	2 25
Haltwins	2 50
Spies	3 00
Seeks	2 25
Canada Reds	2 50
No. 2s, 40-50c less.	
Bananas, per bunch	1 00
Cocoanuts, sack	4 00
Cranberries	6 50
Grapes—	
Canadian, 6-qt. bkts.	0 16
Tokays	2 50
Malaga, barrel	4 50
Malaga, fancy, barrel	6 50
Belgian, per lb.	1 25
Oranges—	
Florida	2 25
California, late Valencias	4 40
California navels	2 00
Bitter for marmalade, per box	2 50
Lemons, Messinas	2 75
Lemons, California	2 75
Limes, per 100	1 25
Pears—	
California, box	3 25
Canadian, late varieties	0 95
Pineapples, Porto Rico, case 10	2 75
Grape fruit	2 50

VEGETABLES.—This market has brightened up after two weeks of somewhat dull character. Canadian onions are firmer, and are in good demand. Price is up fifteen cents, \$1.50 being asked and obtained in some cases. Spanish onions are slightly higher, too. We quote them at \$4.00 to \$4.25. Mushrooms are moving fairly well just now, but price is prohibitive except for people with lots of money. Cauliflower is down from \$3.25-\$3.50 to \$3.00, and the call for this line has abated somewhat. Brussels sprouts from California are coming in more plentifully, with result that prices are down a couple of cents. We quote them at 20 cents, though some dealers are getting 22 easily. Lettuce is still in demand, but supplies continue slight. The colder weather has helped materially this week, and dealers have

(Continued on Page 45.)



Fish and Oysters



Good Business Coming in Frozen Fish

A Cold February Which is Likely Will Help Along the Frozen Lines—Nearness of Lent Means Another Boost for all Kinds of Fish—Halibut a Generally Good Seller.

MONTREAL.

FISH AND OYSTERS.—During the past two weeks, on account of the unsuitable mild weather generally, the frozen fish business has been slow. The return of cold and stormy weather will have a good effect, and from now until April 1, there will be lots of frozen fish moving. On the eastern coast, fishing operations are practically closed, and from the West, reports are that stocks are pretty well cleaned up. What surplus was available has been shipped to England. In the lake regions, fishing has been fairly good, and good sized supplies have accumulated. Prices as a rule are easy, and there are no signs of stiffening up yet. Fish as a food should be very popular during this winter because there is plenty of it at low prices. Frozen herrings are still scarce, and no prospects for improvement are in sight. Fresh lobsters are getting plentiful, and prices have dropped some.

TORONTO.

FISH AND OYSTERS. — British Columbia halibut is the leader in what is a more or less dull market. There is a really good demand for this. The stuff is good, and the price low. It is kept low by reason of the fact that a large number of retailers handle halibut as a side line. It is easy to handle, and there is a lot of competition. Sea salmon enjoys a steady demand. Haddock, cod and smelts, as the only fresh fish in a frozen fish market, are having a good run. Haddock is very good quality, and sells at seven or eight cents a pound. Trade generally is quiet, and buying is of the veriest hand-to-mouth character. But the fact of low stocks and the nearness of Lent are responsible for the feeling that business will brighten up very shortly. Lent begins on February 17th, Ash Wednesday.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb.	.07	.08-10
Haddies, 15-lb. and 30-lb. boxes, lb.	.07	.08-10
Haddies, fillets, per lb.	10	11-12

Haddies, Noble, boneless, per lb.	.06 1/4	...
Herring, Ciscoc, per box	1.50	.12
St. John boniers, 100 in box	1.00	1.20
Yarmouth bloters, 60 in box	1.20	1.20
Smoked herrings, medium, box	.20	...
Smoked boneless herrings, 10-lb. box	1.10	...
Kipped herrings, selected, 60 in box	1.40	1.25-1.60
Smoked salmon, per lb.	.25	.23
Smoked halibut	...	.20

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Gaspe, large, per lb.	.14	.12
Red, steel heads, per lb.	.13-11	.12-13
Red, so-keys, per lb.	.10-11	.10
Red, Cohoes or silvers, lb.	.10	.10
Halibut, white western, large and medium, per lb.	.07 1/4-.08	.07 1/4-.08
Halibut, eastern chicken and medium, per lb.	.09-.09 1/2	.09
Mackerel, bloater, per lb.	.08-.08 1/4	.09
Haddock, medium and large, lb.	.04 1/4-.05	.07-.08
Market codfish, per lb.	.04 1/4-.05	.07-.08
Steak codfish, per lb.	.05 1/4-.06	.09
Canadian soles, per lb.	.08	...
Blue fish, per lb.	.16-17	...
Smelts	.12	.16-.20
Herrings, per 100 count	2 25	...

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	...
Dried pollock, medium and large, 100 lb.	6 00	...
Dressed or skinned codfish, 100-lb. case	7 25	8 00
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. boxes, per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 70	1 65
Standard, bulk, gal.	1 40	1 40
Selects, per gal., solid meat	2 00	2 00
Rest clams, imp. gallon	1 50	...
Rest scallops, imp. gallon	2 25	...
Rest prawns, imp. gallon	2 25	...
Sealed, best standard, quart cans, each	0 50	...
Sealed, best select, quart cans, each	0 60	...

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	8 00	...
Malneque, shell oysters, selected J.A.P., per bbl.	9 00	...
Malneque, shell oysters, C.C.I., bbl.	12 00	...
Clams, per bbl.	8 00	8 00
Live lobsters, small, lb.	0 70	0 40
Live lobsters, medium and large, lb.	0 75	...
Roiled lobsters, medium and large	2 00	...
Winkles, bush	2 00	...
Little Necks, per 100	1 25	...

FRESH FISH.

	Montreal	Toronto
Haddock, fancy, express, lb.	6 05	9 07
Steak cod, fancy, express, lb.	8 05 1/2	0 08-0 09

FROZEN—LAKE AND RIVER.

White fish, large, per lb.	.10	
White fish, small tullies, per lb.	.06 1/4-.07	.07
Lake trout, large and medium, lb.	.10-.11	.17
Dore, dress or round, lb.	.08 1/4-.09	.09-.10
Pike, dressed and headless, lb.	.08-.08 1/4	.07
Pike, round, per lb.	.08 1/4-.09	.07-.08
Tom cods, new, per bbl.	2 00	...

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	...
Salmon, Labrador, bbls., 200 lb.	14 00	...
Salmon, Labrador, half bbls., 100 lbs.	7 50	...
Salmon, R.C., bbls.	15 00	14 00
Sea trout, Raffin's Bay, bbls., 200 lb.	12 00	...
Sea trout, Labrador, bbls., 200 lb.	12 00	...
Sea trout, Labrador, half bbls., 200 lb.	6 50	6 50
Mackerel, N.S., bbls., 200 lb.	12 00	...
Mackerel, N.S., half bbls., 100 lb.	7 00	...
Mackerel, N.S., rails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 50	6 25
Herrings, Labrador, half bbls.	3 00	3 25
Herrings, Nova Scotia, bbls.	6 00	6 25
Herrings, Nova Scotia, half bbls.	3 00	3 40
Lake trout, 100-lb. kegs	6 00	...

Quebec sardines, bbls.	6 00	...
Quebec sardines, half bbls.	3 50	...
Tonges and sounds, per lb.	0 07 1/2	...
Scotch herrings, imported, half bbls.	8 00	...
Holland herrings, imp'd milkers, hf bbls.	7 00	...
Holland herrings, imp'd milkers, kegs.	0 85	0 75-1 00
Holland herrings, mixed, half bbls.	7 00	...
Holland herrings, mixed, kegs.	0 75	0 70-0 95
Lochfyne herrings, box	1 25	...
Turbot, bbl.	14 00	...

WINNIPEG.

FISH.—The demand is very good in the city, being stimulated materially by the cold weather. From the country, too, there is a steady call. No price changes are noted this week. Oysters are very scarce, but prices have held steady. Owing to contracts it seems likely that they cannot be held at their present prices until April.

FISH—

New fresh jackfish	0 03 1/2
Lake Superior herring	0 03 1/2
New tullies	0 04
Fresh mulllets	0 03
Fresh whitefish	0 08 1/2
Fresh pickerel	0 07 1/2
Trout	0 12 1/2
Gold eyes	0 05 1/2
Halibut	0 12
Frozen halibut	0 08 1/2
Salmon	0 18
Frozen salmon	0 10
Fresh cod	0 10
Fresh smelts	0 11
Oysters, per gal.	2 00
Shell oysters, per cwt.	2 00
Shell oysters, per bbl.	17 00
Haddies	0 09
Haddies, fillets	0 12 1/2
Bloaters, per box	1 00
Kippers, per box	1 75
Ocean herring, lb.	0 06

CANADA'S EXTENSIVE FISHERIES

Ottawa, Jan. 28.—A drop of \$181,716 in the value of fish, fish products and marine animals taken by Canadian fishermen last year is shown by the annual report of the Fisheries branch just issued.

The total for the year was \$33,207,748, the number of men employed being 71,776. There were 1,992 vessels, tugs and smacks used, and 37,686 boats. Shore work and canneries gave employment to 26,893. An increase of 2,789 in the number of gasoline boats shows the passing of the sailing craft. The report emphasizes the fact that Canada's fisheries are the most extensive in the world, Canadian waters containing the principal commercial food fishes in greater abundance than those of any other country.



Produce and Provisions



Butter for England: Storage Eggs Up

Butter, on Account of Export Business, is Firmer in Toronto—Storage Eggs Up in Montreal—New Laid Firm—The Egg Market—A Lesson in Barometrics—Cheese is Firm in Both Markets.

MONTREAL.

PROVISIONS.—Market is in about same condition as a week ago. Prices on smoked and cured meats have stiffened a little, as very few Western hogs have come East. The opinion is expressed that the bottom of the market has been seen. There is, however, the question of the ability of the public to buy. Last year it would have been easy to say that prices had reached their lowest, but there is this other factor to be considered. Although there are more hogs in the West than there were a year ago, there are very few coming East. Consequently there is a strong feeling. In the case of large city dealers, it would appear that prices to the consumer are being cut considerably, for which there is only one reason—a desire to get people to buy for cash. It is pretty well agreed that the price on compound lard is higher, but there are some houses who have not yet raised their price, and are still asking 9½c. The price of abattoir fresh killed hogs is \$11.50 to 11.75.

Hams—		
Medium, per lb.	0 17	
Large, per lb.	0 16	
Backs—		
Plain, bone in	0 24	
Boneless	0 22	
Peameal	0 24	
Bacon—		
Breakfast, per lb.	0 18	0 19
Roll	0 18	
Shoulders, bone in	0 15	
Shoulders, boneless	0 16½	
Cooked Meats—		
Hams, boiled, per lb.	0 24	0 25
Hams, roast, per lb.	0 23	
Shoulders, boiled	0 23	
Shoulders, roasted	0 23	
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	0 15½	
Long clear bacon, 80-100 lbs.	0 14½	
Flanks, bone in, not smoked	0 15½	
Barrelled Pork—		
Heavy short cut mess	27 00	Per bbl.
Heavy short cut clear	27 00	
Clear fat pork	29 00	
Clear pork	26 00	
Lard, Pure—		
Tierces, 350 lbs., net	0 12	
Tubs, 50 lbs., net	0 12½	
Boxes, 50 lbs., net	0 12½	
Pails, wood, 20 lbs., gross	0 12½	
Pails, tin, 20 lbs., gross	0 12	
Cases, 10-lb. tins, 60 in case	0 12½	
Cases, 3 and 5-lb. tins, 60 in case	0 13	
Bricks, 1 lb., each	0 13½	
Lard, Compound—		
Tierces, 375 lbs., net	0 09½	
Tubs, 50 lbs., net	0 10½	
Boxes, 50 lbs., net	0 10	
Pails, wood, 20 lbs., net	0 10½	

Pails, tin, 20 lbs., gross	0 10½
Cases, 10-lb. tins, 60 in case	0 11½
Cases, 3 and 5-lb. tins, 60 in case	0 11½
Bricks, 1 lb., each	0 12½
Hogs—	
Dressed, abattoir killed	11 50 11 75

BUTTER.—Market continues very firm, lowest quoted for finest creamery being 33c. Dairy has also been advanced to 27 to 28c. Stocks are getting lower. There is not a great deal of export demand, although the market in England for fresh creamery is the highest it has been for a long time, i.e., for fresh Danish, which is bringing 31½c. With finest creamery quoted at 33c here, it could not be exported very profitably.

Butter—		
Finest creamery	0 33	
Dairy butter	0 27	0 28

CHEESE.—Stocks are light, as they have been for some time. An advance to 17-18c occurred this week, and old specials are bringing 19-20. There is a fairly good local demand, and the market for export has been cleaned up, which is affecting domestic market considerably.

Cheese—		
New make	0 17	0 18
Old specials per lb.	0 19	0 20
Stilton	0 18	0 19

EGGS.—Storage eggs advanced, selects now being 33c, and No. 1's 30. Supplies of new laid are coming in slowly, gradually bringing the market down. There will be a sharp drop if present snowy weather continues, but if stormy and cold, blocking up the roads, supplies will be kept back, and prices will probably remain firm. New laid are quoted at 40c, and at time of writing are firm.

Eggs, case lots—		
New laid	0 40	
Selects	0 33	
No. 1s	0 30	
Splits	0 20	

POULTRY.—Live chickens are being offered plentifully in the West, but it is difficult to say how long this will last, and what effect this will have on the market here. If they continue to come East, they will take the place of frozen stock, and prices will likely be lower.

Local dealers can offer 5 lb. chickens for 20c per lb. fresh. However, on the whole, the poultry market is firm, and stocks are not as heavy as they have been. There is a good demand for live fat fowl, ducks and geese. Turkeys continue to be scarce, and prices maintained. Rabbits are scarce. There are plenty of pigeons, but the demand is light.

Fresh Stock—	Live.	Dressed.
Fowl	10-12	12-16
Spring chicken	9-10	14-18
Fancy, crate-fed chickens, 5 lbs.	12-14	19-20
Turkeys, fancy	15-16	21-23
Ducks	12-13	14-17
Geese	13-14	16-18
Pigeons, pair		0 35
Squab pigeons, pair		0 50
Rabbits, pair		0 35

TORONTO.

PROVISIONS.—There is no change in this market. Whole market is exceptionally firm with good consistent demand. Pure lard is a trifle easier. Every effort should be made to sell ham and bacon prior to opening of the Lenten season.

Hams—		
Light, per lb.	0 16	0 16½
Medium, per lb.	0 16	0 16½
Large, per lb.	0 15	0 15½
Backs—		
Backs, per lb.	0 20	0 21
Boneless, per lb.	0 23	0 24
Pea meal, per lb.	0 23	0 24
Bacon—		
Breakfast, per lb.	0 17½	0 18
Roll, per lb.	0 14	0 14½
Shoulders, per lb.	0 13½	0 14
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 22	0 23
Hams, roast, per lb.	0 23	0 24
Shoulders, boiled, per lb.	0 20	0 21
Shoulders, roast, per lb.	0 20	0 21
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	27 00	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11	0 11½
Tubs, 50 lbs.	0 11½	0 12
Pails	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12½	0 13
Bricks, 1 lb., per lb.	0 13	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09½
Tubs, 50 lbs., per lb.	0 09½	0 10
Pails, 20 lbs., per lb.	0 10	0 10½
Hogs—		
F.O.B. live, per cwt.		7 45
Live, fed and watered, per cwt.		7 75
Dressed, per cwt.	11 00	12 00

BUTTER.—Butter is still firmer, without actually highering of prices. An export enquiry from Britain is having bull effect. This is for dairy butter.

CANADIAN GROCER

Britain is short on second quality though it can get lots of fresh grass butter from New Zealand and Denmark. There is some talk about Chicago butter competing in this market. This bogey is resurrected every now and then, and discovered afresh to be merely a bogey. Chicago butter sells for 32 cents. Add a duty of four cents to that and the price is 36 cents, which is two to three cents ahead of domestic creamery prints. Unless Chicago prices can be made a good deal more advantageous there is little chance for it as a competitor.

Butter—
 Creamery prints, fresh made 0.33 0.34
 Separator prints 0.27 0.31
 Dairy prints, choice 0.26 0.29
 Dairy, solids 0.21 0.25
 Bakers 0.18 0.20

CHEESE.—Market continues very firm. Good export business is partially responsible, and then stocks here are light. Cheese was going begging at thirteen cents not so very long ago, but there is nothing doing along the line of that figure nowadays. Prices are all up half a cent, and are strong at that.

Cheese—
 Old, large 0.18 $\frac{1}{2}$ 0.19 $\frac{1}{2}$
 Old, twins 0.18 $\frac{1}{2}$ 0.19 $\frac{1}{2}$
 New, large 0.17 $\frac{1}{2}$ 0.17 $\frac{1}{2}$
 New, twins 0.17 $\frac{1}{2}$ 0.18

EGGS.—New laid while not actually higher are firmer, and in some cases dealers are getting a couple of cents more for them. This is largely due to the snap of colder weather which has returned again. The egg market is a mighty good lesson, from now on, in the game of barometrics. Does the sun shine? Then eggs are lower. Does the wind howl and the snow run the thermometer down, new laid firm up. The hen and the weather cock between them have it all their own way. Storage eggs are firmer again, though not quoted any higher.

Eggs, case lots—
 Strictly new laid in cartons Per dozen 0.35 0.37
 Selects 0.32 0.35
 Straights 0.29 0.30
 Trade eggs 0.25 0.26

POULTRY.—Ducklings are off the market now. All the ducklings have changed their state and are ducks, for which there is a good general demand. Turkey keeps at its high level and there is good business at that. Fowl is in specially good demand just now. Chicken dressed sells as high as sixteen cents. There is a fair delivery of all kinds of poultry, but not too much coming in. Supplies are considerably lighter and fewer than last year. Geese are down two to three cents. There is not much moving in this line.

Fresh Stock—
 Live. Dressed.
 Fowl 0.08-0.10 0.10-0.12
 Spring chicken, lb. 0.10-0.11 0.12-0.16
 Fancy, crate-fed chicken, 5 lbs. 0.13-0.15 0.18-0.20
 Turkeys, fancy 0.20-0.22
 Turkeys, old Tom 0.13-0.15 0.18-0.20
 Ducklings 0.08-0.12 0.14-0.17
 Ducks 0.15-0.13 0.12-0.15
 Geese 0.12-0.13 0.15-0.16

WINNIPEG

PRODUCE.—The market generally is steady. The week has seen no upward

movement, and while some advances are quite likely, the market is hardly as strong as a fortnight ago. For cured meats, the demand is good. No price changes have come, but these seem more than ever likely and may be struck early in February.

Cured Meats—
 Hams, per lb. 0.20
 Shoulders, per lb. 0.15
 Bacon, per lb. 0.25
 Lung clear, U.S., per lb. 0.14
 Mess pork, bbl. 23.00
Lard—
 Tierces 0.11
 Tubs, 60s 6.75
 Pails, 20s 2.32 $\frac{1}{2}$
 Cases, 5s 7.12 $\frac{1}{2}$
 Cases, 3s 7.20

BUTTER.—The scarcity in this line is becoming more marked, with the result that prices are almost certain to be somewhat more advanced—32 and 33c, the present quotations, are indeed low. Dairy butter is scarce. The present quotations for it also look low and advances may be expected.

Butter—
 Creamery, Manitoba 0.32 0.33
 Dairy 0.26 0.25
 Cooking 0.20 0.22

CHEESE.—Still there is a strong demand, but no advances over that struck a fortnight ago have been made. These are at a fairly high figure and it is quite possible they may hold for some little time.

Cheese—
 New, large 0.17 $\frac{1}{2}$
 New, twins 0.17 $\frac{1}{2}$

EGGS.—The supply is getting more limited. Advances have not yet been struck, but seem likely to come during the next two or three weeks.

Eggs—
 Extra firsts 0.28 0.28
 Checks 0.17 0.18
 Extra, in cartons 0.30 0.30

POULTRY.—The demand here is small. While prices remain low, ordering is hardly what could be expected.

Fresh Stock—
 Turkeys, per lb. 0.14 0.15
 Ducks, per lb. 0.10 0.14
 Chickens, per lb. 0.12 0.14
 Geese, per lb. 0.10 0.12

MONEY IN WASTE PAPER.

Dealers should be familiar with the advantages of baling their waste paper. The amount of waste paper which accumulates in the average store is very large. Getting rid of it is somewhat of a problem.

There are several types of baling machines on the market. Baled waste paper sells for from five to eight dollars a ton, the price depending on its quality and the locality in which it is sold.

A further consideration in favor of the paper-baler is the elimination of great risk, and a saving of space that is taken up by the accumulation of loose waste paper.

Immense quantities of waste paper are taken from the subway, and the large office buildings in New York every day. Its sale brings in many thousands of dollars during the year. There is no reason why the retail dealer should not also turn this item of waste into one of

profit. In an economy and efficient survey waste paper should be accounted for.

FRUIT AND VEGETABLES.

(Continued from Page 42.)

experienced a much better all-round-trade. One of them tersely says, "Heaven knows we needed it!"

Beets, Canadian, bag	0.50	0.65
Cabbage, Canadian, dozen	0.35	0.40
Carrots, bag	0.50	0.50
California cauliflower	3.25	3.50
Citrus, doz.	1.40	1.40
Cucumbers— Slicing, hothouse	1.75	2.00
Medium picking sizes	0.45	0.75
Crates	4.00	4.50
Celery, California, case	4.50	4.75
Mushrooms, per lb.	0.70	0.90
Water Cress, 11 qt. basket	0.70	0.50
Onions— Spanish, big crate	4.00	4.25
Can., 75-lb. bags	1.25	1.50
Green peppers, basket	0.40	0.40
Potatoes, Delaware	0.75	0.80
Potatoes, Canadian, bag	0.65	0.75
Parsley, basket, 11-qt.	0.30	0.35
Pumpkins	0.10	0.20
Tomatoes, hothouse, lb.	0.17	0.20
Turnips, bag	0.40	0.40
Sweet potatoes, hamper	1.65	0.75
Squash, Hubbard, doz.	0.20	0.30
Lettuce, leaf	0.20	0.30
Parsnips, Canadian, bag	0.65	0.70
Persimmons, California, crate	2.50	2.50
Pomegranates, doz.	0.88	0.88
Pomegranates, crate	3.00	3.25

WINNIPEG

FRUIT AND VEGETABLES.—The week has brought no change in price whatever. The exceedingly cold weather is making business dull. Little or nothing is being shipped to the country, but dealers there evidently laid in good supplies before Xmas and are able to meet the demand of their customers for such staples as oranges, lemons, etc. No new lines have come on the market and for another month there will not likely be anything new to report.

Apples— Washington	1.25	1.25
Apples, bbls.	3.00	5.00
B. C. box apples	1.50	1.50
Cranberries, case	3.75	3.75
Bananas, lb.	0.04 $\frac{1}{2}$	0.04 $\frac{1}{2}$
Grapes— Emperor, per keg	5.00	5.00
Almeria, keg	7.00	7.00
Grape fruit	3.50	3.50
Lemons— California	3.75	3.75
Oranges, California Navels	3.00	3.50

VEGETABLES.—For green stuffs—lettuce, cauliflower, cabbage, etc.—there is a good call. On the whole, however, it must be reported that business is quiet. It is likely that it will continue so until it is possible to bring in green vegetables from the Southern States. This will not be a safe proceeding until well into March.

Celery, California	6.00	6.00
Cabbages, per lb.	0.01 $\frac{1}{4}$	0.01 $\frac{1}{4}$
Cauliflower, per doz.	2.00	2.00
Head lettuce, California, per doz.	1.00	1.00
Leaf lettuce, doz.	0.45	0.50
Onions— California, 100-lb. sacks	2.00	2.25
Valencia, per case	4.50	5.00
Parsley, per doz. bunches	0.40	0.40
Sweet Potatoes, per lb.	0.08	0.08
Tomatoes, California, per case	3.00	3.00
Honey, comb, per case (24 sections)	5.50	5.50

AGENCY WANTED

TRAVELLER CALLING ON HOTELS AND RESTAURANTS wants a good side line. Write Box 73, Canadian Grocer, Toronto.

GOOD AGENCY WANTED FOR GROCERY and drug trade covering Toronto thoroughly. Write Box 72, Canadian Grocer, Toronto.



Flour and Cereals



Flour Higher and Rolled Oats Firm

Another Advance of Forty to Fifty Cents on Ontario Flour—Rolled Oats Up in Montreal and Booked for Higher Level—Mill Feeds Firm—Oats Advanced, and at That Are Difficult to Get.

MONTREAL.

FLOUR.—The feature of market during last week was the stronger feeling in winter wheat flour. The price advanced 20 to 25c a bbl., and a further advance of 30c per bbl. occurred again on Monday of this week. The latter advance did not seem to be general, many houses continuing to sell at old prices. The local demand continues to be heavy, but spot supplies are small, and millers in Ontario are not disposed to offer freely, at least they were not before the advance took place on Monday. Difficulty in getting wheat supplies from farmers, who are holding their stocks, is given as the chief cause of the present high prices. At the same time, the exceptional demand is another cause. The price of wheat has advanced to 1.40-1.50 per bushel. The spring wheat flour market continues firm. It has been erratic, but it is firm. A further advance in the price of wheat will mean further advance in flour. It is difficult for millers to state whether the exceptional business which followed the advance in prices was due to retailers being short of supplies, or to a desire to stock up again before further advances took place. It is believed that, as it is three or four months since buying was general, retailers must have been running short of supplies.

By Wire.—Manitoba wheat flour is up another 20 cents per barrel in Montreal, and several feeds are up.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 60
Second patents	7 10
Strong bakers	6 50
Flour in cotton sacks, 10 cents per barrel more.	

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	7 90	7 20
90 per cent. in wood	6 50	6 75
90 per cent. in bags	3 10	3 35
Straight roller	6 50	6 75
Blended flour	6 35	6 85

CEREALS.—An advance took place in the price of rolled oats on Monday of 20c per bbl. This was a surprise to the trade, and yet was not unexpected. It will be remembered that package oats were advanced 25c per case two weeks ago, and this advance in bulk

naturally followed. It was not expected by some because there has been considerable cutting of prices during the last two weeks in an effort to land business. There has been a steady advance in the raw material for some time, so that an advance was bound to come.

Cornmeal—	Per 96-lb. sack.
Gold dust	2 20
Unbolted	2 05
Rolled oats—	91's in jute.
Small lots	3 45
25 bags or more	3 27½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, over rolled oats in 90s, in jute.	10 per cent.
Rolled Wheat—	100-lb. bbls.
Small lots	3 50
Hominy, per 96-lb. sack	2 75

FEEDS.—Together with flour, all mill feeds have shown remarkable firmness for the last two weeks. Supplies are big, so that prices have not advanced at all. The demand is good from both local and country buyers.

Mill Feeds—	Car lots, per ton
Bran	25 00
Shorts	27 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 35
Mixed chop, ton	41 00
Crushed oats, ton	43 00
Barley, pot, 96 lbs.	4 00
Oats, chop, ton	43 00
Barley chop, ton	38 60
Feed oats, cleaned, Manitoba, bush.	0 75

TORONTO.

FLOUR.—The feature once more of this market is the rise in both flours. Prices have advanced 40 cents upon last week's quotations on winter wheat flour and 20c on Manitoba, and it is possible they may be up still higher. Although prices are so high it is a matter of difficulty to buy. Apparently the farmer thinks he can get more, and he holds the millers up for it. It is thought we will see higher prices before the new crop arrives. The report that Germany has governmentally taken control of wheat supplies is, of course, a bull influence to be reckoned with. The market is simply following that of wheat. Ontario wheat is up ten cents a bushel, and is now well in line with Manitoba wheat. It is very hard to get. Quantities have been shipped to South Africa. As to export trade with Britain there are lots of enquiries but prices are still regard-

ed as prohibitive that little comes of many of them. The buyers across the water will take some time to get used to the idea of figures which are so much higher than those to which they have been accustomed. As to Manitoba flour, there is a good domestic and export demand. In the case of domestic sales, millers stipulate delivery in a month. They will not wait—in most cases—for four or six months' to elapse before delivery. To revert, Ontario flour has now started well on its way towards these higher levels. In four weeks there has been an aggregate of advance of \$1.40 per barrel on blended flour. As Rex Beach would say this is "going some!"

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
First patent	7 70	7 50
Second patent	7 20	7 00
Strong bakers	7 00	6 80
Flour in cotton sacks, 10c per bbl. more.		

Winter Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
Fancy patents	7 20	7 00
90 per cent.	7 00	6 00
Straight roller	6 50	6 50
Blended flour	7 20	7 60

CEREALS.—Market is firm in every line, but particularly so in the case of rolled oats. The British Government is buying heavily and this is naturally boosting export business. One day last week price advanced from \$3.05 to \$3.30. We quote \$3.57 to \$3.77 at present, but this will likely go higher at any moment. There is a fair domestic demand too. Split peas are in good demand and are moving well at prices noted last week.

MILL FEEDS.—All lines hold firm, and business is good. Oats are hard to get. Farmers are holding, and we quote 55 to 56 cents, an advance for the week of five cents. At that, farmers are not anxious to part. Bran is in fair demand.

Mill Feeds—	Mixed cars, per ton
Bran	25 00
Shorts	27 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, per bag	1 55
Oats—	
No. 3, Ontario, outside points	0 55
No. 3, C.W., bay ports	0 60

MR. RETAIL GROCER:—

We recognize that the only successful way to market any product is with the support and co-operation of the retail grocer, but we do not approve of special prices for special people.

ONE PRICE TO ALL

We take pride in saying our products are as pure and quality as high as science and human skill can make them. It is our policy to sell our products at one price to all and at

LOWEST CONSISTENT PRICES

We do not give Free Deals, Special Discounts or Rebates. YOU buy at the same price as your 'competitor.

THIS IS OUR JUST AND FAIR POLICY

FREE WINDOW DISPLAYS AND CALENDARS

Upon written request we will gladly send you, charges pre-paid, an attractive window display for

TILLSON'S OATS

A FOOD

NOT A FAD

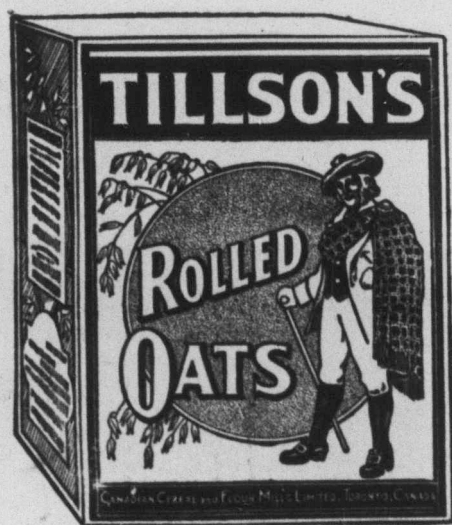
We also have a Tillson's Oats Calendar which is both neat and attractive. Send a post card request for same.

OUR WAREHOUSES

carry a complete stock of flour, feed and cereals. Write us for our quotations or phone Main 5069.

CANADIAN PRODUCTS MADE IN CANADA
BY CANADIANS

Canadian Cereal & Flour Mills, Ltd.
TORONTO



Get Your Customers Started

using "Hirondelle" (Swallow) and "L'Etoile" (Star) brands of Macaroni, Vermicelli, Spaghetti, etc., and they will use no other.

L'ETOILE (Star) and HIRONDELLE (Swallow)

are not only superior in quality to any imported but are better value for the customer and give larger profit to the dealer—because there is no duty charges, as they are

Made-in-Canada

Be sure you have a good supply to handle the period of Lent.

Order through your wholesaler

C. H. Catelli, Limited Montreal

AGENTS

Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER. WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c Tins, 4 doz. to case, weight 10 lbs.	\$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 50 lbs.	9 30

COOK'S FRIEND BAKING POWDER.

W. D. McLaren, Limited.

In Cartons—	Per doz.
No. 1 (25c size), 4 doz. cs.	\$ 2 25
No. 1 (25c size), 2 doz. cs.	2 30
No. 10 (20c size), 4 doz. cs.	1 80
No. 10 (20c size), 2 doz. cs.	1 85
No. 8 (15c size), 4 doz. cs.	1 30
No. 2 (10c size), 6 doz. cs.	0 80
No. 2 (10c size), 3 doz. cs.	0 85
No. 3 (5c size), 4 doz. cs.	0 45

Also in tins. Prices on application.

ROYAL BAKING POWDER

Size.	Per doz.	Bbl. lots 10 case lots and over
Dime	\$.55	\$.70
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2 1/2-lb.	11.40	11.35
3-lb.	13.00	12.85
5-lb.	22.35	21.90

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

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 Ely-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.

100 books and over, each	0 33 1/2
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, 1/4 cent.

CEREALS.

WHITE SWAN	Per case
Biscuit Flour (Self-rising), 2 doz. to case, weight 70 lbs.	\$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00

	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	3 30
King's Food, 2 doz. to case, weight 95 lbs.	5 20
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 30
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 30

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jar	Per doz.
Strawberry, 1914 pack	\$2 20
Raspberry, red, heavy syrup	2 10
Black Currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Plum Jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 50
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 11
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, 1/2-lb. tins, doz.	2 40
Perfection, 1/4-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 30
Perfection, 5-lb. tins, per lb.	0 55
Soluble bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, 1/2's, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 60
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 30
Sweet Chocolate—	Per lb.
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes	0 35



The Speed, the Thoroughness, the **Certainty** with which

NICHOLSON & BAIN SERVICE

places their goods on the whole vast, prosperous West convinces exacting manufacturers of the wisdom of putting it up to the men who "know" the Western market and have the organization, the standing, the intimate connection to quickly put their product there "for keeps." Write **to-day** while there is still a vacancy for your line of goods.

NICHOLSON & BAIN

WHOLESALE COMMISSION AGENTS AND BROKERS

Head Office:—Winnipeg, Man. Branches:—Regina, Saskatoon, Edmonton, Calgary, Vancouver



More Profitable Lines Never Left Your Shelves— *and left them more speedily*

The favorite of careful housewives

The value of the Malcolm Lines of Condensed Milk and Coffee rests not so much on the profit of an individual sale, but on the accumulative profit of the larger sales it produces. Malcolm products move from your shelves quickly and continually. To push the Malcolm Line with any degree of vigor means unusual good profits and continued custom. Check over the lines you require and replenish your stock to-day. We deliver in 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c. per 100 lbs.

St. George Brand Coffee, 2 doz. in case	.....\$4.80
St. George Evaporated Milk, 4 doz. in case	..... 3.60
Banner Condensed Milk, 4 doz. in case	..... 5.25
Princess Condensed Milk, 4 doz. in case	..... 4.50
Premier Machine Skimmed, 4 doz. in case	..... 3.80

ORDER NOW

The Malcolm Condensing Co., Limited, St. George, Ont.



Marmalade Gets the Trade

because of its Quality, Absolute Purity and Fine Flavor.

Made from the choicest ripe Seville Oranges and Pure Cane Sugar with the same great care and cleanliness that typifies all Banner Brand products, and put up in the original tumbler it wins itself into greater favor every season.

Get a display of these attractive tumbler containers on your counter to-day and watch your profits go up while the stock goes down.

Order from your wholesaler.

LINDNERS LIMITED

306 Ross Ave.
Winnipeg

340 Dufferin St.
Toronto

Representatives: H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Ltd., Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.



Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz.	1 60
Chocolate Confections Per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 24 bars, per box	0 85

JOHN P. MOTT & CO.'S.

Miss N. 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.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) doz.	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 50
Navy chocolate, ½'s	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, ¼'s	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved Per case.	
Eagle Brand, each 4 doz.	\$6 25
Reindeer Brand, each 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each 4 doz.	5 60
Mayflower Brand, each 4 doz.	5 60
Purity Brand, each 4 doz.	5 60
Challenge Brand, each 4 doz.	4 85
Clover Brand, each 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small, each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25

Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large," each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 50

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs.	37½
1 lb. tins, 2 doz. to case, weight 35 lbs.	
Add one-half cent per pound to the above.	

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	22
1 lb. tins, 2 doz. to case, weight 40 lbs.	20

MOJA.

½ lb. tins, 2 doz. to case, weight 22 lbs.	32
1 lb. tins, 2 doz. to case, weight 40 lbs.	30
2 lb. tins, 1 doz. to case, weight 40 lbs.	30

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.	
1 lb. tins, 2 doz. to case, per lb.	27
Shipping weight, 50 lbs. per case.	

MINTO BROS.

MELAGAMA COFFEE.

1s, 1¼s, Grd.	25	30
1s, ½s, B. & G.	32	40
1s only, B. & G.	35	45
1s, ½s, B. & G.	38	50
Packed in 30 and 50-lb. cases. Terms net 30 days prepaid.		

MINTO COFFEE (Bulk).

M Bean or Gr.	38
I Bean or Gr.	35
N Bean or Gr.	52
T Bean or Gr.	30
O Bean or Gr.	28
Spec. Grd. Compound	25
Packed in 25 and 50-lb. tins.	

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

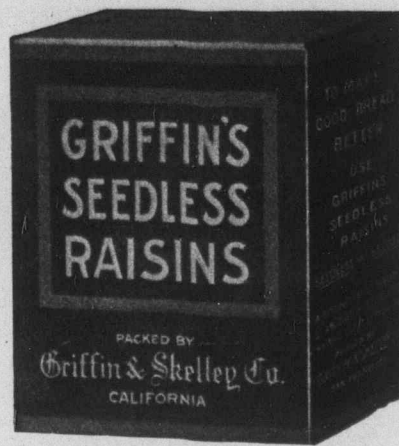
1 oz. bottles, per doz., weight 3 lbs.	\$ 1 05
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 20
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada

Per doz.	
½-oz. (4 doz. case), weight 9 lbs., retail each 15c	\$ 1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 55
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 40
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 00
8 oz. (1 doz. case), weight 17 lbs., retail each \$1.50	13 00
Pint (1 doz. case), weight 29 lbs., retail each \$3.	25 00
Quart (1 doz. case), weight 53 lbs., retail each \$5.50	47 75
Gallons, each, retail each \$20	17 15



Griffin's Seedless Raisins

To boast of Griffin's Seedless is a thing
that's really needless;
They are whole and clean and never
oversweet;
Are uniform in size and dainty otherwise,
And good enough for any king to eat.

Evaporated Apples

WE PACK CHOICE THREE-
POUND PACKAGES FOR
FINE FAMILY TRADE.

O. E. Robinson & Co.
Ingersoll, Ontario

**A store convenience — costs
little — gives big service**



THE MCGREGOR PAPER BAG HOLDER.

Holds every size bag from $\frac{1}{4}$ to 10 lbs. Always ready. Saves time, space and waste of bags. Supply of bags is laid in the top; one by one is secured as required. The most practical bag holder made. You cannot afford to be without one. Write for Prices and detailed particulars.

For sale by all first-class jobbers or
THE O. P. MCGREGOR PAPER CO., LIMITED,
411 Spadina Ave., Toronto.

TWO CENTS PER WORD

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

Fresh Pork Sausage

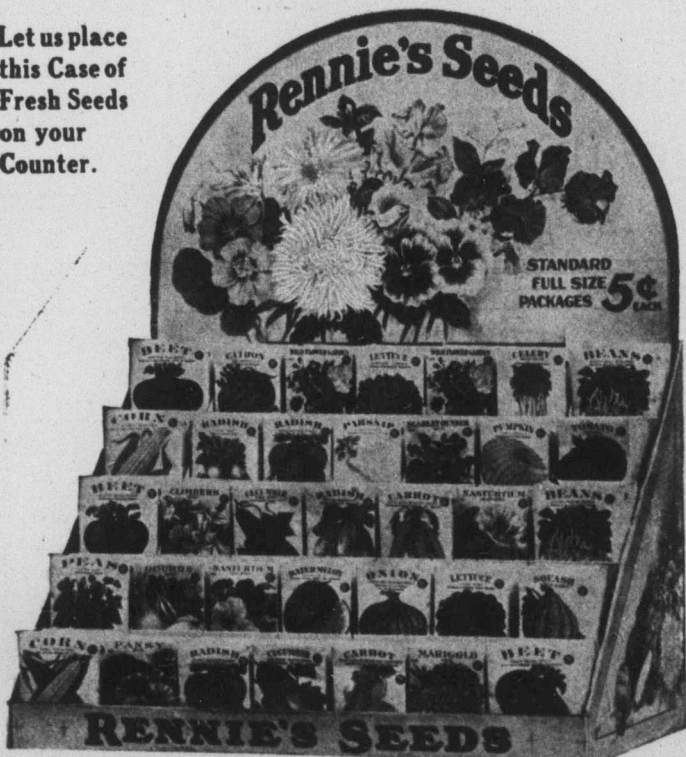
This is the Season for Sausages, and they are the very finest goods on the market. Prices are no higher than last year.

Let us book you up for regular shipments every day by express or as required.

Made under Government inspection.

F. W. Fearman Company
HAMILTON LIMITED

Let us place this Case of Fresh Seeds on your Counter.



SELL as many as possible, and the remainder may be returned at the end of the season at our expense. Our compact and attractive display case contains the assortments as above, and you will add many dollars to your profits if you let us send you one or more, as your trade requires, on commission, all charges paid by us.

Wm. Rennie Co., Limited, Toronto

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10%
Tubs, 60 lbs.	0 10½
Palls, 20 lbs.	0 10%
Tins, 20 lbs.	0 10%
Cases, 3 lbs., 20 to case ...	0 11¼
Cases, 5 lbs., 12 to case ...	0 11½
Cases, 10 lbs., 6 to case ...	0 11

F.O.B. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., ¼-lb.	\$1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 25
F. D., ½-lb.	1 63
Per jar	
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

List Price.

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 50
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.	

SOAP AND WASHING POWDERS.

RICHARDS' PURE SOAP.

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

FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	\$5 90
Five cases or more	4 95

WHITE SWAN LYE.

Single cases, 4 doz.	\$3 50
5 case lots, 4 doz.	3 35
Shipping weight 50 lbs. per case.	

STARCH.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches—

Boxes.	Cents.
40 lbs., Canada Laundry ...	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg. ....	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons .....	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons .....	.07¼
100 lbs., kegs, No. 1 white. ....	.06¾
200 lbs., bbls., No. 1 white. ....	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs. ....	.07¼
48 lbs. silver gloss, in 6-lb. tin canisters .....	.08¼
36 lbs., silver gloss 6-lb. draw lid boxes .....	.08¼
100 lbs., kegs, silver gloss, large crystals .....	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label ...	.07½
40 lbs., Benson's Enamel (cold water), per case ...	3 00
20 lbs., Benson's Enamel (cold water), per case ...	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

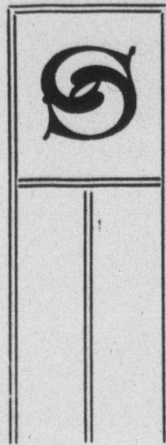
40 lbs. W. T. Benson & Co.'s prepared corn .....	.07¼
40 lbs. Canada pure corn starch .....	.06¼
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—

Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs. ....	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. ....	.07¼
Barrels, 200 lbs. ....	.06¾
Kegs, 100 lbs. ....	.06¾
Lilly White Gloss—	
1-lb. fancy cartons cases 30 lbs. ....	.07¼
8 in case .....	.08
6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ...	.08¼
Kegs extra large crystals, 100 lbs. ....	.07¼
Canadian Electric Starch—	
Boxes, containing 40 fancy pkgs., per case	3 00
Celluloid Starches—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.06¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.07¼
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. ....	.07¼
(20-lb. boxes ¼c higher than 40's)	



SOME manufacturers in their eagerness to reach the consumer shoot over or under the retailer's head or try to shoot through him. The retailer is getting tired of being shot up. Work **with** him and **for** him and note the difference.

WHEN trade begins to boom it will be exceedingly difficult to jump in, overtake and pass the man who continued, even in times of depression, to paddle his advertising canoe.

It will require a high power campaign and lots of anxiety to do it. Even at that the persistent advertiser may beat the other fellow to it.



Your Surest Guarantee—

of heavy and continuous demand is the enthusiasm of the housewife and the regularity with which she comes back for more.

Brunswick Brand Sea Foods

Delectably satisfying in flavor and nourishment, a single sale of Brunswick Brand goods means continued re-orders. You can quickly turn the tide of heavy sales your way by an attractive display of the Brunswick Lines.

Look over the list and write us which lines you are short. Write to-day.

- 1/4 Oil Sardines
- 3/4 Mustard Sardines
- Kippered Herring
- Herring in Tomato Sauce
- Finnan Haddies
(Oval and Round Tins)
- Clams
- Scallops

Connors Bros., Limited
Black's Harbor, N.B.



OCEAN MILLS, MONTREAL.

Chinese starch, 16 oz. pack., 4 doz. per case, \$4; Ocean Corn Starch, 16 oz. pack., 4 doz. per case, \$3.60; King Corn Starch, 16 oz. pack., 4 doz. per case, \$3.12; Ocean Blanc Mange, all flavors, 8 oz. pack., 4 doz. per case, \$4; Ocean Borax, 8 oz. pack., 4 doz. per case, \$1.80; Ocean Baking Soda, 8-oz. package, 120 packages, per case, \$3; Ocean Baking Soda, 16 oz. pack., 60 pack. per case, \$3; Ocean Baking Powder, 1 lb. pack., 3 doz. per case, \$6.75; Ocean Baking Powder, 8 oz. pack., 5 doz. per case, \$6.50; Ocean Baking Powder, 4 oz. pack., 4 doz., per case, \$3; Ocean Baking Powder, 3 oz. pack., 4 doz. per case, \$1.60; Ocean Baking Powder, 5 lb. tin, 10 tins per case, \$7.50; Chinese Washing Powder, 8 oz., 120 pack. per case, \$4.25; retail at 5c per doz., 45c; Ocean Extracts, all flavors, 2 oz., 6 doz. per case, \$6; Ocean Mustard (French Mustard, quart size), 2 doz. per case, \$4.80; Ocean Mustard (French Mustard), pint size, 2 doz. per case, \$4; Ocean Liquid Blue, pint bottles, 2 doz. per case, \$1.80; Petrolatum, 2 oz. jars, 12 doz. per case, \$5.40; Petrolatum, 5 oz. jars, 6 doz. per case, \$5.40; Ocean Cough Syrup, 8 oz. bottle, 3 doz., per case, \$7.20.

COW BRAND BAKING SODA
In boxes only.

Packed as follows:
5c packages (96)\$3 20
1 lb. packages (60) 3 20
1/2 lb. packages (120) 3 40
1 lb. 30 Packages, Mixed. 3 30
1/2 lb. 60 Packages, Mixed. 3 30

SYRUP.

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case....\$2 65
5-lb. tins, 1 doz. in case.... 3 00
10-lb. tins, 1/2 doz. in case... 2 90
20-lb. tins, 1/4 doz. in case... 2 85
Barrels, 700 lbs. 3 3/4
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs.... 4 1/4
Pails, 38 1/2 lbs. 1 35
Pails, 25 lbs. each 1 40

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case.... 3 00
5-lb. tins, 1 doz. in case.... 3 55
10-lb. tins, 1/2 doz. in case... 3 25
20-lb. tins, 1/4 doz. in case... 3 20
(5, 10 and 20-lb. tins have wire handles.)

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Crystal Diamond Brand Cane Syrup.
2-lb. tins, 2 doz. in case..\$2 65
Barrels 0 03 1/4
1/2 barrels 0 1/4

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Cases, 4 doz. each, flats, per case\$5 40
Cases, 4 doz. each, ovals, per case 5 40

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Quart tins (wine measure), 2 doz. in case, per case... 4 70

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

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.
Quebec and Ontario, per case 2 95
Manitoba, per case 3 40
Saskatchewan, per case ... 3 65
Alberta, per case 3 75
British Columbia, per case. 3 55
British Columbia, per case. 2 40

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PATERSON'S WORCESTER SAUCE.
1/2-pint bottles, 3 and 6 doz. cases, doz. 0 30
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 25
Cases of 3 doz. 1/4-pints... 2 20

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30's, wood 0 08
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Tumbler, glass 0 95

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4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
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Tumbler, glass, doz. 1 00
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Yellow Label, 1s, 1/2s, 1/4s	0 42	0 60
Purple Label, 1/4s only	0 55	0 80
Gold Label, 1/4s only.	0 70	1 00

MINTO TEA.

	Whol.	Ret.
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Red Bag	0 32	0 40
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Purple Bag	0 42	0 60

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Currency, 12s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 46
Currency, 6s, 1/2 butts, 9 lbs. 0 46
Stag Bars, 6s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 45
Walnut Bars, 8 1/2s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8 1/2s, 6 lb. boxes 0 67
Pay Roll, thin bars, 8 1/2s, 5 lb. boxes 0 67
Pay Roll, plug, 8 1/2s, 12 and 7 lb. caddies 0 67
Shamrock, plug, 7 1/2s, 1/2 butts, 12 lbs., boxes 6 lbs. 0 57
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Great West, pouches, 9s.... 0 67
Forest and Stream, tins, 11s, 2 lb. cartons 0 99

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Where Canada Leads the World

In a strong article in the February issue of MACLEAN'S MAGAZINE, Elmesley Bartlett brings out a host of interesting facts with reference to Canada's pre-eminence in certain lines. Silver, nickel, asbestos, furs, binders are among the products of the Dominion that are dealt with. Much has been done to bring the name of Canada into the limelight of foreign competition and to establish the possibility of a manufactured product from a "tenderfoot" country winning its place against a phalanx of freight rates, tariffs and prejudice.

After reading this article you will gain a deeper pride in the land of your birth and a wider view of the possibilities that the future holds forth.

The February issue is full of other features that will appeal especially to business men. Here are some of them:

Safeguarding Canada's Level Crossings.

Service and Super-Service.

An article dealing with new ideas in retail merchandising.

Canadian Women in Business.

Organize Men for Peace.

The Camphor Monopoly.

Cutting the Cost of Education.

The Business Outlook.

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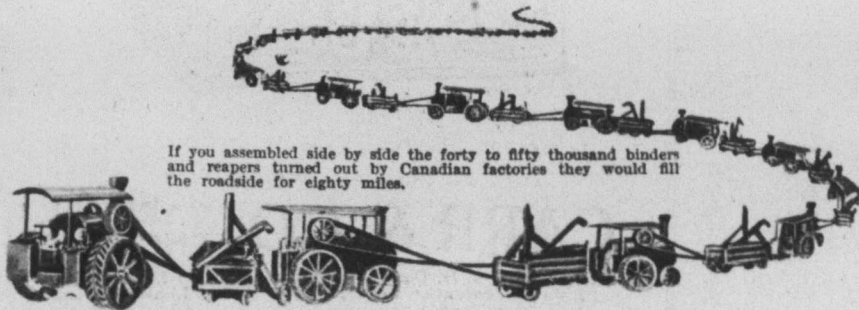
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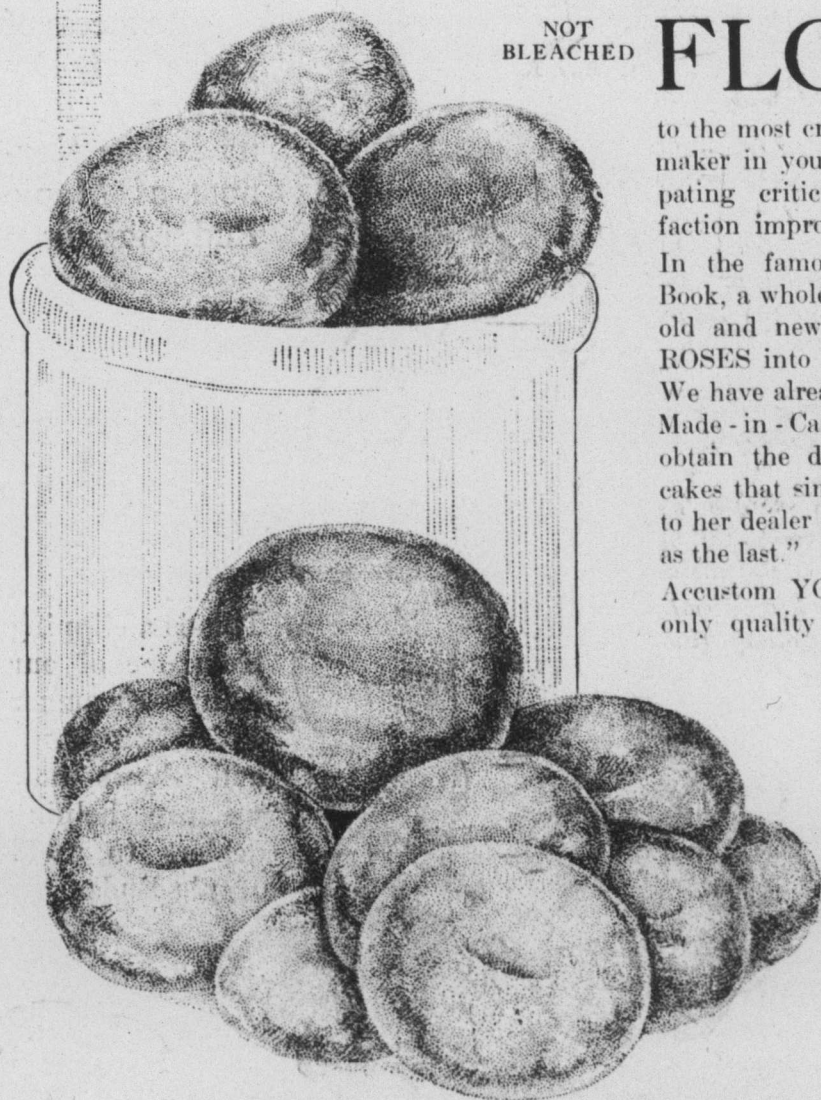
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