

**PAGES  
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THIS IS THE 1,318th ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

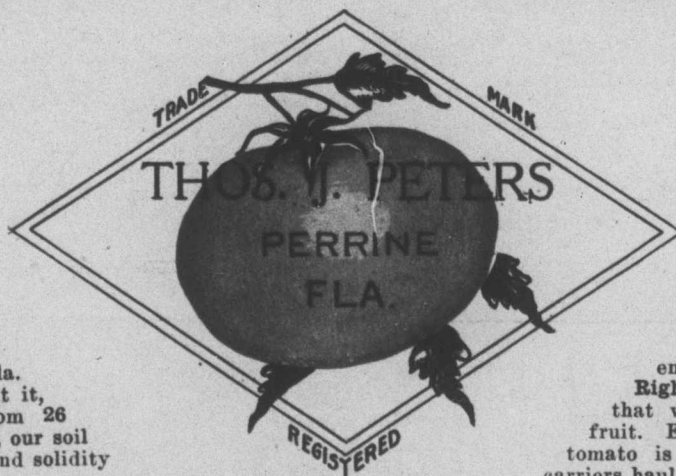
PUBLICATION OFFICE: TORONTO, MARCH 14, 1913

No. 11

## THOS. J. PETERS

*Fresh  
Florida*

*Ripe  
Tomatoes*



### Grown Right

Our seed is specially selected by the Best Seedsmen in the world. We pay more for it than does any other grower in Florida. Our Fertilizer is made as we want it, out of the ingredients that from 26 years' experience we have learned, our soil requires to give keeping quality and solidity of Fruit.

### Picked Right

Constant watching the maturing of the fruit by thoroughly experienced picking and field men enables us to gather them at the **Right time**. Every vine is so trained that winds do not mark and scar the fruit. Every Tomato can be seen. Every tomato is bleached in the shade. Spring carriers haul our fruit to the packing house.

### Packed Right

All packing and packing house work is looked after by our men whom we keep in our employ the year round. Thus ensuring efficient service. All tomatoes are carefully handled and when packed for shipment we carefully stack them on their sides to prevent bruising on the top. All cars are strapped to protect the top layers.

### " THOS. J. PETERS BRAND "

is worth more—is cheaper than any other pack at any price because they are the Best Tomatoes grown in Florida—put up the **Very Best Way**.

Handle only "Thos. J. Peters" pack of Ripe, Fresh Florida Tomatoes—Packed in 6 Basket Crates.

### ORDER FROM:—

Hart & Tuckwell,	Montreal.
C. E. Plain, Ltd.	Ottawa.
Ryerson Bros., Ltd.	Brantford, Ont.
Chas. S. Simpson,	Toronto.
H. Walker & Son,	Guelph.
White & Co., Ltd.,	Hamilton.
White & Co., Ltd.,	Toronto.

One Straight Grade and Pack Throughout the Season

## W. B. STRINGER

Car Lot Distributor

## TORONTO



There's only one RIGHT way for a grocer to handle oil, and that is with a

## BOWSER SAFE SELF-MEASURING OIL TANK

The BOWSER way is right because it is CLEAN and PROFITABLE. The old oil tank splashes oil on customers, and you lose their trade; it lets oil drip away, and you lose your profits. You get oil on your hands from the measure and funnel, and it taints sensitive foods. The BOWSER gauge does away with measure and funnel, but shows you just how much to charge for when filling odd measures. It shows how much oil is left in your tank. The BOWSER automatic stop prevents dripping. Write for our FREE catalogue and learn the advantages of the BOWSER outfit. Don't delay, because you lose money every day you are without it.

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

Made by Canadian Workmen and sold by Canadian Salesmen.

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

# THE NAME "FAIRBANK" MEANS SOAP SURETY

## FAIRY SOAP



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

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

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

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

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

THE CANADIAN GROCER

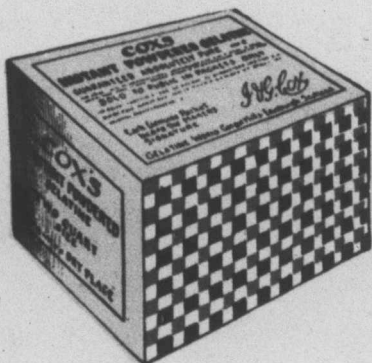
“BRITISH MADE”

# COX'S GELATINE

*the standard  
the world over*

With the advent of spring, and incidentally, the shortage of preserved fruits, the good housewife will be grateful to you if you will suggest something delicious and appetizing to take their place until the fresh fruits come in again. Tell her about the toothsome delicacies she can prepare by using Cox's Gelatine in combination with oranges, bananas, pineapples, richly preserved figs, and various other imported fruits. You can help her out and make a profit at the same time. Try it.

## COX'S



*The Standard  
Gelatine For  
Over Seventy Years*

## Arthur P. Tippet & Company

SOLE AGENTS

Montreal and Toronto



## COX'S



*Makes Jelly---  
Delicious with  
Fresh Fruits*

# The Big Annual Spring Sales Number OF THE CANADIAN GROCER

is beginning to take shape. For months our editors have been on the still hunt for the right sort of material.

Actual instances of Creative Salesmanship,  
Interesting Old Customers in New Goods,  
Attracting the Public through the Window,  
How some of the best Salesmen among the Retail Grocers secure  
their results.

Each year we have raised the standard of these articles. Each year we have received more congratulations from our readers. Each year our annual Spring Sales Number has become

**MORE PRACTICAL  
MORE LOOKED-FORWARD-TO  
MORE APPRECIATED**

by the retail grocers and their clerks throughout Canada.

**April 18th---Date of Publication this Year---April 18th**

Every Manufacturer should have his announcement in this issue. **B**

Every retailer will be expecting it. **E**

Here is your opportunity to speed up your Spring trade, by enthusing the retail grocers and their clerks, priming them with your selling points, and getting most results from your whole sales organization by securing the hearty co-operation of the man behind the counter.

## **Use a Double Page Spread**

Show you have confidence in your goods and you will put confidence in the retailer who is recommending your goods to the customer.

Our advt. writing department will gladly assist in preparing copy for this issue. Drop us a line and we shall have a representative call with further particulars.

## **Canadian Grocer**

**Montreal**

**Toronto**

**Winnipeg**

**Publication Office: 143-149 University Avenue TORONTO**



## No Doubt Can Remain

in the mind of any dealer, as to the quality and exceeding popularity of BORDEN'S Milk Products; the present demand is greatly exceeding the supply.

People everywhere appreciate the purity and high quality of Borden's Milk Products, and dealers the country over are kept hustling to supply the needs of the family table.

## BORDEN'S

record and success extends for over a period of 56 years, having received highest awards wherever exhibited.

Eagle Brand Condensed Milk (the original); St. Charles, Peerless and Jersey Brands Evaporated Milk; and Reindeer Brand Coffee and Cocoa (all ready for use).

Make Borden's your leader.

## BORDEN MILK COMPANY, Limited

"LEADERS OF QUALITY"

MONTREAL

Branch Office : No. 2 Arcade Building, Vancouver



THE CANADIAN GROCER

# GAZELLE

Thousands of the Best Dealers, in Fact  
**ALL THE GOOD MERCHANTS**  
Will Handle no other Brand



**The Foremost**  
Brand of Canned Goods  
in Canada and elsewhere.

**HUDON, HEBERT & CO., Ltd.**

Wholesale Grocers and Wine Merchants  
(Established A.D. 1839)

The Most Liberally Managed Firm in Canada



## AS WHOLESOME [ AS THEY ARE DELICIOUS

You cannot find a staple stock that is more attractive and meets the requirements of your customers more satisfactorily than

### **“Simcoe” Brand Baked Beans**

The cooking methods are much superior to those of the home cook, and the materials used in Simcoe Brand Baked Beans are the best to be had on the market.

It's Gilt Edged Stock for high grade grocers. The profits will meet your expectations and surpass them.

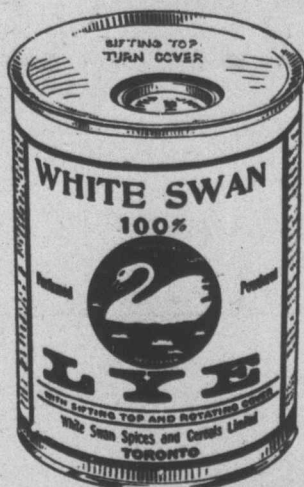
Get a stock now.

**DOMINION CANNERS, LIMITED**  
HAMILTON - - - CANADA





# WHITE SWAN



*Powdered, Perfumed*

## LYE

*100% Pure Lye in the Handy Sifter-top Can*

Do your customers ever complain of the inconvenience of the old time lye can? White Swan Lye, besides being 100% pure, powdered and perfumed, is contained in a very convenient rotating sifter top can, which overcomes the necessity of keeping a second cover on the can to prevent slacking. The sifter top is an economizer.

Show White Swan Lye to your customers. They will appreciate the sifter top fixture, as well as the excellent quality of the lye itself.

*You can safely recommend it*

**WHITE SWAN SPICES & CEREALS, LTD.  
TORONTO**

PURE AS GOLD

HEALTHFUL AS SUNLIGHT      CHEAPER THAN BUTTER

EAT AT BREAKFAST

PREPARED IN  
COPPER  
KETTLES.  
BOILED IN  
SILVER PANS.

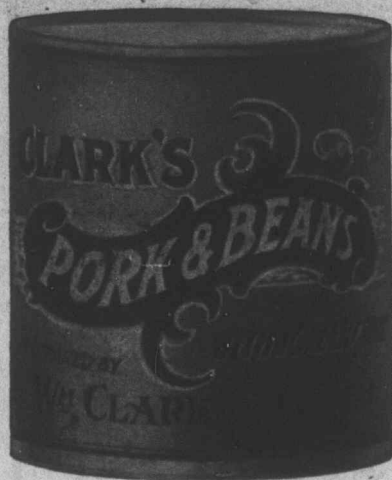


PACKED IN  
GOLD LINED  
PAILS  
AND GLASS.

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

## Wagstaffe's Seville Orange Marmalade

THE CANADIAN GROCER



# CLARK'S PORK and BEANS

**Are indisputably the best  
sellers on the market.**

CLARK'S ADVERTISING IS BOTH  
EXTENSIVE AND EFFECTIVE  
and is backed up by the very  
**HIGHEST QUALITY**  
Canned Foods on sale anywhere.

The DEMAND for CLARK'S Pork and Beans  
is UNIVERSAL, and exceeds many times over  
the demand for any other brand.

**Clark's Pork and Beans  
are essential to you.**

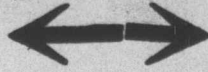
**W. CLARK, MONTREAL**

Try Chateau Brand Concentrated Soups.

Every Variety.



# The Money Combination



Get your hand on a few extra dollars by handling our fish leaders. The high cost of meat and other foodstuffs makes your chance of working up a big fish trade even rosier.

## Canada Brand Pure Boneless Codfish

We can supply

Boneless Fish

In Tablets, Whole Strips,  
Blocks, Bulk and Boxes.

Skinless Fish

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

Ask your Wholesaler also for

HADDIES, KIPPERS, BLOATERS—OCEAN BRAND. FILLETS—BOUTILIER'S  
NORTH ATLANTIC FISHERIES LIMITED - MONTREAL

## FRIEND GROCER:—

We take much pleasure in informing you that we had an enormous increase in our business year ending 1912.

If the chests were put in a line, think the increase would reach from here to Halifax!

Are *you* getting your share of this tremendous business? Remember

# MELAGAMA TEA and COFFEE

sale is guaranteed or money refunded, we also pay freights. You just order a case of each to-day by phone, wire or mail at our expense and share in our profits and see how *your Tea and Coffee trade will increase*.

MINTO BROS.

45 Front St. E.

TORONTO

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# Your Collection Problems

There is no merchant in Canada who has not got his collection problems.

Under this head we include bad accounts, accounts hard to collect, accounts that can't be collected, slow pay propositions, and we can go even further and say the nuisance and hard work of sending out statements once a month; and further yet, the clumsy and out-of-date system of keeping books by the old day-book, journal and ledger system.

If you want a practical answer to these problems, an answer that will banish them and reduce your outstanding accounts to a minimum, we will answer it, for these problems

## Are Answered



by the Barr Register System.

The Barr Register does at least 16 things immediately to save money in your store. We want a chance to tell you about these 16 things. Will you give it to us? Use the coupon.

When you use a Barr Register in your store, three things are accomplished every time a purchase is made. First, your customer gets a bill of current purchase. Second, your customer gets a statement of the account to date. Third, your accounts are posted down to the minute and your bookkeeping done without another penstroke.

We know a merchant who reduced his outstanding accounts by \$2,500 by the installation of a Barr Register. Do you want your collection problems answered in this manner? Then use the coupon.

All we ask is a chance to prove these statements. We don't want you to take our word for it. We want to prove it. Surely if we can prove that the Barr Register can increase your profits, do away with clumsy systems of bookkeeping and the rendering of monthly statements—secure a greater confidence from your customers, actually increase your trade—and make your profits bigger—in short, save you money in many ways, then it certainly is only justice to yourself to give us a chance to prove it.



**Use This Coupon NOW!**

**BARR REGISTERS LIMITED,**  
Trenton, Ont.

Gentlemen:

We would be very glad to have you give us a free demonstration of the Barr Register, showing how it can save money for our store.

Name .....

Street and No. ....

City .....Province.....

**Barr Registers Limited**  
TRENTON, ONT.

## OLD MILL CANNED ... GOODS ...

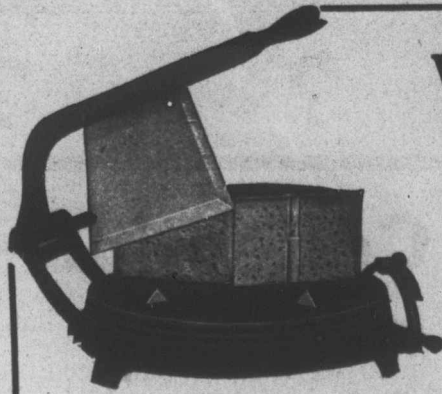
There is now a splendid demand for canned goods, and we are having many enquiries for Old Mill Brand. We still have a surplus of

STRAWBERRIES	-	2's H. S.
RASPBERRIES	-	2's H. S.
RED PITTED CHERRIES	2's H. S.	
YELLOW PEACHES	2's H. S.	
GALLON and No. 3 PIE PEACHES		
GOLDEN WAX BEANS	2's	
REFUGEE BEANS	2's	
GALLON APPLES		
GALLON RHUBARB		
TOMATOES	-	3's
PUMPKIN	-	3's

All goods packed in Sanitary Tins. Prices cheerfully quoted on application.

---

THE  
**W. H. Merriman & Co.**  
WHOLESALE GROCERS and CANNERS  
St. Catharines, Ont.



### Why Not Make Your Profit Full?

You are losing part of your profits every day selling cheese by guess work.

Remedy the trouble at once and sell your cheese at a profit—install a

#### PERFECTION CHEESE CUTTER

This fixture pays for itself in a remarkably short time, after which cheese profits keep rolling in at every sale.

Have no hesitation—WRITE TO-DAY.

We Ship on Receipt of Order.

### The American Computing Co. of Canada

Hamilton, - - - Canada

## Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

The Tea Gardens of the World  
Tea from Seed to Leaf  
Tea from Leaf to Cup  
The Tea Marts of the Orient  
How to Test Teas  
Where to Buy Teas  
Is it Wise to Place an Importation Order?  
Bulk versus Package Teas  
HOW TO ESTABLISH A TEA TRADE  
Tea Blending

(275 pages)

(24 full-page Illustrations)

Sent to any address on receipt of \$2.00

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### MacLean Publishing Company

(Technical Book Department)

143-149 University Ave.,

TORONTO

CAIRNS'

THERE IS A SUBTLE FLAVOR ABOUT THE FLAVOR WHICH IS REGULAR TO CAIRNS'

MARMALADE

FAIRLEY & CO. LTD.



## Litster Goods

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

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

**Great!!**

"I wish Mother had given me four OXO Cube Sandwiches for lunch, instead of only two."

OXO CUBES make delicious sandwiches—wonderfully nourishing—easily digested.  
4 Cubes—10c.

**OXO CUBES** 150

A direct appeal to Mothers.

OXO CUBE advertising is as democratic as the uses of OXO CUBES are national.

It reaches all classes — particularly those who deal at your store.

**OXO CUBES**

For Soups and Gravies Oxo Cubes are splendid—so quick—so convenient—so good. None of the bother and delay of stewing meat. Simply drop some Cubes into a saucepan of stock, and serve. 151  
4 cubes—10c. 10 cubes—25c.

Showing home uses.

OXO CUBE advertising is as steady as a mountain. Year in and year out, it appears in newspapers and magazines, helping the dealer to sell more Cubes.

**CORNEILLE DAVID & CO.**

**Br-r-r**

A hot cup of OXO will warm you through and drive away the shivers. One OXO Cube to a cup—add hot water—stir—that's all!

149

**OXO CUBES** 150  
4 cubes—10c.  
10 cubes—25c.

**MODERN GROCERY EQUIPMENT**

Adds an air of distinction to your store—and

**ATTRACTS TRADE.**

**The "Walker Bin" System**

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

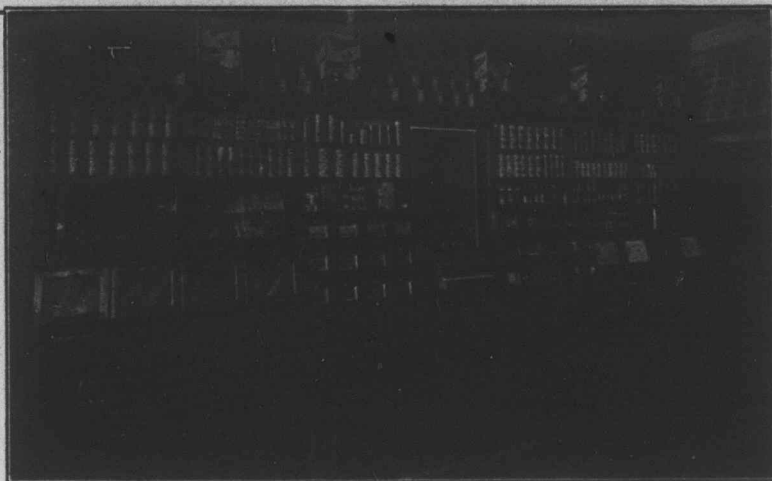
Write now for illustrated catalogue and estimates.

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



Berlin,

Ontario



REPRESENTATIVES,

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



**TWO CENTS PER WORD**

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

By Royal



Letters Patent

**NELSON'S**

**Crystal**

**Leaf**

**GELATINE**

Unrivalled in the kitchen,  
can be obtained from

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

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

*Don't make out your sales-slips "Fluid Beef," just write "Bovril," for your customers all know it to be the finest beef extract in the world.*

*Good Profit and no loss from spoilage.*



**BOVRIL LIMITED, - MONTREAL**

**PINK'S**



THE  
**MARMALADE**  
WITH THE ORANGE FLAVOUR

agrees with  
every palate.

THERE IS NO FEAR OF  
DISAPPOINTING A CUSTOMER  
IF YOU RECOMMEND.

**PINK'S**   
 **MARMALADE**

NO OTHER MARMALADE  
POSSESSES SUCH A DELIGHT-  
FULLY FRESH ORANGE  
FLAVOR.

---

WRITE NOW FOR PRICES TO OUR REPRESENTATIVES,  
Messrs. EMERSON, BAMFORD CO.,  
VANCOUVER, B.C.,

OR DIRECT TO

**E. & T. PINK** LTD.  
LONDON—ENGLAND

**PEEK, FREAN'S**  
**SHORTCAKE**



# BEANS AND PEAS

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

Rice  
 Lentils  
 Pearl Barley  
 Pot Barley  
 Pea Flour  
 Potato Flour  
 Honey

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

**ROTHON & CO.,**

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

Cables: "CHYLE, LONDON."

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

# John Gray & Co., Ltd.

Glasgow

Scotland

1 lb. Floral  
 Glass

Samples and Prices  
 from

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



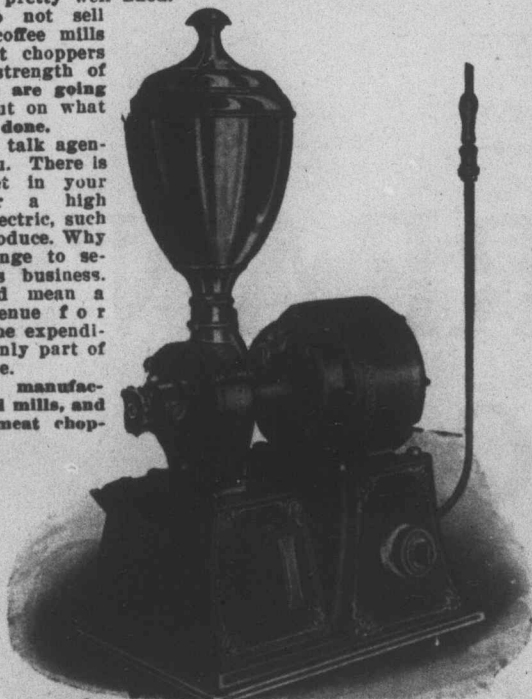
# THE MARKET

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

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

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

We also manufacture hand mills, and electric meat choppers.



Coleman Manufacturing Co., 1615 North 23rd St., Phila., Pa.

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

# No Disappointments

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

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

London, Ontario

Western Selling Agents:

**Mason & Hickey, Winnipeg**

# Quality is the Keynote of Success

## BANNER BRAND

is the name that stands for superb quality and big quantity in Jams and Jellies.

Only pure fruits and highest quality granulated sugar are used in their manufacture.



Perfect cleanliness prevails throughout the factory ensuring a product wholesome and delicious.

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

## LINDNER & BENNER

291 ARTHUR STREET

TORONTO

Phone Park 2985

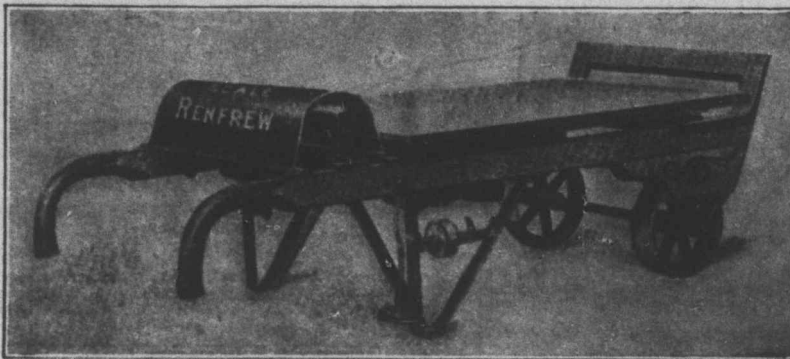
### REPRESENTATIVES:

The Amos B. Gordon Co.,

Toronto

### WESTERN AGENTS:

W. L. McKenzie & Co., Grocery Brokers  
Winnipeg, Regina, Calgary and Edmonton



## "As handy as a Renfrew Scale"

is hundreds of Canadian Grocers' simile defining handiness. This handy, two wheel, truck scale is a great labor, time and money saver. Goods are Weighed as they are delivered to your door—trucked into their place without removing. Strong, accurate, practical. Write for full description and prices to-day.

RENFREW SCALE COMPANY, Renfrew, Ontario

## 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.

## BLACK JACK

QUICK  
CLEAN  
HANDY

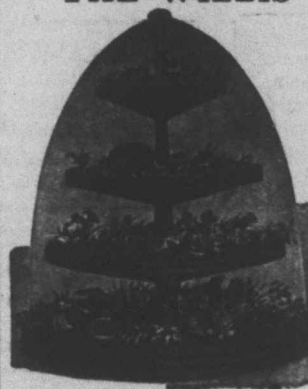


TRY IT

SOLD BY  
ALL  
JOBBER

4-lb. tins—  
3 doz. in case

## THE WILLIS DISPLAY STAND



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

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

Write to-day for complete description.

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

**WILLIS MFG. CO.**  
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

# Manufacturers' Agents and Brokers' Directory

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

**ONTARIO.**

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

Write  
**NORMAN D. MCPHIE**  
Grocery Broker  
HAMILTON, ONT.  
  
For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

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

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

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

**CONVENIENT, MODERN,  
WAREHOUSING**  
at Ottawa, tracks at the door, connec-  
tion with steamers. Fireproof. Excise  
Bond Free. Write for low rates.  
**DOMINION WAREHOUSING CO.,**  
44-52 Nicholas Street - - Ottawa

**WESTERN PROVINCES.**

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

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

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

**G. C. WARREN**  
Box 1096, Regina  
**IMPORTER, WHOLESALE  
BROKER and MANUFACTURERS'  
AGENT.**  
Trade Established. 15 Years  
Domestic & Foreign Agencies Solicited

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

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

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

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

**WESTERN PROVINCES—Continued.**

**ESCOTT & HARMER**  
WHOLESALE GROCERY BROKERS,  
COMMISSION MERCHANTS  
and WAREHOUSEMEN  
  
Head Office,  
181 Bannatyne Ave., - WINNIPEG  
Branches:  
Regina, Calgary, Edmonton  
Western Agents for  
**WM. CANE & SONS CO.**

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

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

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

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

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

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

# Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

## SIMPSON PRODUCE CO.

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

BRITISH COLUMBIA.

## McLEOD & CLARKSON

Manufacturers' Agents and Wholesale  
Commission Agents  
382-6 Cambie St., Vancouver, B.C.  
Can give strict attention to a few first-class  
Grocery Agencies. Highest References.

## O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS  
CANNED GOODS, DRIED FRUITS, ETC.  
CANNED SALMON A SPECIALTY  
We cover British Columbia and Alberta  
Head Office Vancouver, B.C.

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.

## L. EMILE GABOURY

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

Every Merchant who handles—

## Mathieu's Nervine Powders



Syrup of Tar and Cod Liver Oil

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

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. Mathieu's is a specific in all forms of colds.

Please send regular box of Mathieu's Nervine Powders to the following address:—

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

## SHIP YOUR CARS TO FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.  
Inland Revenue and Customs Bonds.  
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

**FERGUSON BROS., Warehousemen,**  
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

## III SAFETY-CHECK ON THE CREDIT CUSTOMER

There's no harm in running a credit business, IF YOU ARE SAFEGUARDED. The danger lies in letting the credit customer get you "into deep water." The remedy is a Safety - Check, and the one perfect Safety-Check is found in



**ALLISON**  
Coupon Books

### Here's How They Work

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade  
Everywhere.

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

## Have You Had Your Sample?

There is a package of that highly popular

## WHITE DOVE COCOANUT



Awaiting your enquiry.

Free for the asking.

We want all to know that we are the leaders. Very few don't.

Do It Now.

**W. P. Downey**  
MONTREAL

**BUYING AGENTS WANTED**  
THROUGHOUT THE DOMINION FOR  
WELL KNOWN OLD COUNTRY  
TOFFEES PRESERVES  
BOOT POLISHES HEALTH SALINE  
FLY-CATCHERS, ETC.

Apply **EDWARD KIDD**  
1090 Hamilton St., VANCOUVER, B.C.

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

**Sartan**  
**BRAND**  
THE SIGN OF PURITY

**OUR ANNUAL TEA SALE**

Great values secured before advance in market.  
Ask for samples if our travellers don't see you.  
Bargains after stock taking in all lines. Our men have the lists. It will pay you to look them over.

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

All orders shipped same day as received.

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



THE MCGREGOR PAPER BAG HOLDER.

**NO HOLE PUNCHING**

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

Selling Agents for Canada: **KILGOUR BROS.** 21-3 Wellington St. W., Toronto  
O. P. MCGREGOR Patentee and Manufacturer 411 Spadina Ave., Toronto

**TEA LEAD**

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

**ISLAND LEAD MILLS Ltd.**

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

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

For "Green Mountains" "Delawares"

or other varieties of

**POTATOES**

FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

**CLEMENTS COMPANY, Limited**

ST. JOHN

N. B.

**WARNING!**

CRESCENT

BRAND



**SODA-CRYSTALS (WASHING SODA)**

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

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

**WINN & HOLLAND, Agents**  
**MONTREAL**

D. & J. McCALLUM  
**PERFECTION**  
**SCOTCH WHISKEY**

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

**Wm. E. McIntyre, Limited**

23 Water Street,

St. John, N.B.

THE CANADIAN GROCER

*St. Lawrence*

**Golden Yellows**

The original golden yellow sugar.

The favorite cooking and baking sugar of the Baker and the Housekeeper.

**MOLASSES**

**Extra Fancy Barbados**

**“DaCosta” Brand**

The standard of quality. Ask your wholesaler for it and take no other.

**LASCELLES DE MERCADO & CO.**

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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

**STOVE POLISH**

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

**James Dome Black Lead**

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

**Sells well**

**Pays a Good Profit**

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

# Japan Teas

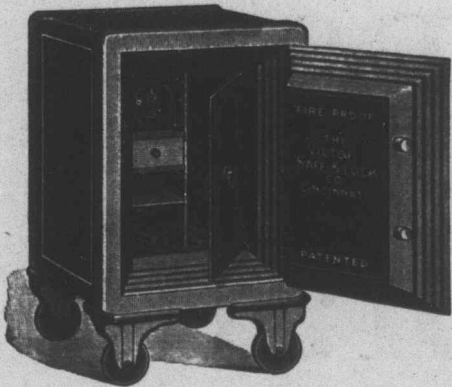
We are now taking **IMPORT ORDERS** for new season's, but secure a few lines of last season's on the spot while they are available.

## FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO



## COLD WEATHER

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

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

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

## *The* PANSY—

**The Zenith of Broom Quality**

This is the best good broom. Made of selected parlor stock. Highest grade of workmanship.

Our long experience shows, in no uncertain way, in the quality of material and workmanship of these brooms, making them the best values to-day on the Canadian market. Place your spring order now. Write for prices.

**H. W. Nelson & Co., Limited**  
TORONTO, ONTARIO



# HARD FACTS

Getting down to hard facts, does it make any difference to your business whether you sell good tea or another kind?

Then if it makes a whole lot of difference, what have you done to find out for yourself which is the best tea on the market?

Time and again we have paid the price for this space to tell you about Red Rose Tea, and you yourself have seen Red Rose race forward to a leading place in the package tea business.

But the only way you can prove its quality to yourself is to try Red Rose in your home. Many grocers have done this and are recommending Red Rose as the best quality in tea at the price in every grade. That is why their sales increase so rapidly.

# Red Rose Tea

Head Office : ST. JOHN, N.B.  
Western Branches:  
Winnipeg, 156 Lombard St.  
Calgary, 322-326 Ninth Ave. W.

"is good tea"

T. H. Estabrooks Co., Ltd.  
7 Front St. East, TORONTO

## SOONER

The sooner you stock "Hirondelle Brand" Pastes the sooner you will gain the patronage of customers who know and appreciate high quality pastes.

## OR LATER

By putting off to a later day you lose these extra profits and miss the good-will of your patrons.

## YOU WILL SELL

When once you get these lines going sales and profits increase rapidly.

## "HIRONDELLE BRAND"

(SWALLOW BRAND)

Macaroni, Vermicelli, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, etc.

The damage done to our premises by the recent fire is inconveniencing us somewhat but every effort is being made to fill orders with all possible dispatch.

**The C. H. CATELLI COMPANY**  
LIMITED

Montreal, Canada



Spring  
and  
Sap



come hand in hand and every dealer should get ready with a large stock of Maple Syrup and Maple Sugar.

## "PRIDE OF CANADA" Maple Syrup and Maple Sugar (Absolutely pure)

is purity to the fullest—every test proves its superiority and deliciousness. If you handle the Pure product you will not disappoint. The profits are good. You will gain nothing by waiting. Get your order in now and insure delivery.

**Maple Tree Producers' Assoc.**  
LIMITED  
Montreal



**MR. JAMES METHVEN**  
Managing Director of —

**James Methven, Son & Co.,**  
LIMITED  
2, Talbot Court, Eastcheap  
LONDON, ENGLAND

15, Victoria Street  
LIVERPOOL, ENGLAND

59, Oswald Street  
GLASGOW

purposes visiting Canada about the middle of March, with the intention of developing his firm's business in that country, in their standard lines, which include CANDIED AND CUT PEELS, GLACE CHERRIES, FRENCH CRYSTALLIZED FRUITS, Special lines in BRITISH AND CONTINENTAL CONFECTIONERY, JAPANESE MARROWFAT PEAS, etc., etc. He also intends introducing the undernoted firms' goods, for which his house controls the Agencies for Canada and the United States.

**LINDSAY & LOW, Ltd., DUNDEE.**

Jams, Marmalade and Confectionery.  
(Excepting British Columbia.)

**EDWARD SHARP & CO., Maidstone, ENG.**  
Sharp's "Kreemy" Toffee.

**BRANSON & CO., Ltd., LONDON.**  
"Spade" Coffee (Excepting Ontario)

**GEO. KEMP, Ltd., LONDON**  
Biscuits, Cakes, Etc.

**MR. KARL FAZER, Helsingfors, FINLAND**  
Imitation Fruit Sweets.

Mr. Methven can be addressed c/o  
The American Express Co., at the  
following points: TORONTO,  
WINNIPEG, MONTREAL,  
CALGARY.



**100%**  
**PURE**

Is the Verdict of the  
Government Analyst

when E.D.S. Pure Fruit products are analyzed. See Government Bulletin No. 244 just issued and you will find that E.D.S. Products are stamped "GENUINE."

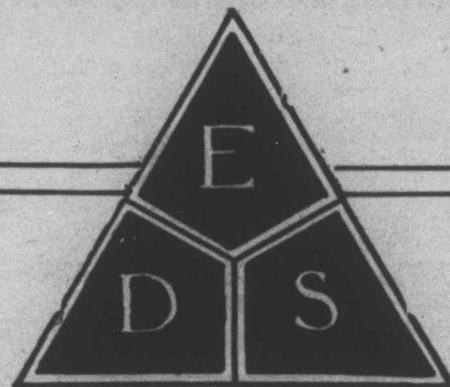
Could any dealer or customer want a stronger proof for quality and purity?

Get a stock now—our extensive consumer advertising campaign will aid you in introducing the goods.

Made only by

**E. D. SMITH**  
WINONA, ONTARIO

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





Famous for Quality



# "SALADA"

is tea in all its native purity and garden freshness. For twenty-one years its high standard of quality has been consistently, unswervingly maintained.

A tea that does credit to your recommendation.

## "SALADA"

LONDON, ENG. BUFFALO NEW YORK TORONTO MONTREAL BOSTON CHICAGO DETROIT  
41 Eastcheap 11 Terrace 195 W. Broadway 32 Yonge St. St. Paul St. 34-35 S. Market St. 361 N. River St. Shelby Block  
Branches also in Pittsburg and Philadelphia.



## HIT UP TRADE

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

# ANTI-DUST Sweeping Powder

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

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



# The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

## Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

## Robinson's "Patent" Groats

a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats

# MAGOR, SON & CO.

403 St. Paul Street, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



## Crown Brand Corn Syrup

is the syrup that fills the want of Canadian households for table and cooking purposes.

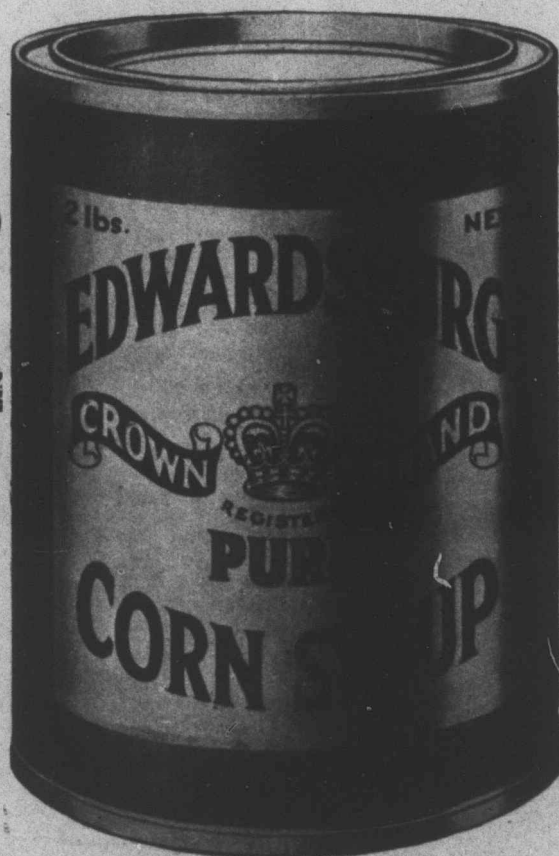
Crown Brand Corn Syrup is most delicious with hot griddle cakes, tea biscuits, muffins, etc. Your customers will clamor for it when once you get them started using this delicacy. Try a small order—the profit is good.

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal & Brantford, Ont



# Misrepresentations Against Retail Grocers

**Consumers' Association of Windsor, Ont., Claim That it Costs Dealers 35 Per Cent. To Do Business, and That They Double Their Money on Every Article Sold—Prejudices of Public Further Worked on By Statement That Merchants Take Trips to the Seashore and Wear Diamonds—Their System of Doing Business Explained.**

Periodically more or less misinformed people get the idea that the retail merchant is charging excessive prices for his goods, so they attempt to devise some means or other to work on the prejudices of the consuming public to try to change the established system of distribution. These may work all right for a time, but eventually the majority go to the wall, and in the meantime the legitimate retailer must suffer.

In Windsor, Ont., there is a firm known as The Consumers' Association—note the high-sounding name—selling groceries and other goods, the majority being apparently at cut-rate prices, to those of the consuming public who obtain certificates for \$2 entitling them to become customers. The usual method of procedure is to appoint local agents, who are to canvas for members at \$2 each, and retain 50 per cent. of this for their services. Agents are secured through small advertisements in papers all over the country.

## Must Have Certificates.

Agents are notified that this association sells to members only, and that anyone who does not hold a certificate cannot get the goods. They are requested to sell these certificates wherever they can—to dealers, boarding houses, restaurants, private families and anybody else who will pay the fee. It will be noted from this that The Consumers' Association will sell to the retail dealer and to as many of his customers as the agent can sell certificates. A very peculiar offer that, and one that will not appeal to many retailers! Its unfairness bespeaks a rather low sense of business integrity.

## Instructions to Agents.

Other statements made to agents are that "we make no extravagant claims, nor do we make any promises that we cannot fulfil." . . . "Our money back guarantee makes it perfectly safe for anyone to trade with us; if they are not satisfied we will cheerfully refund all money sent us." . . . "We do not limit our members to certain lots or assortments, as we also allow them to select as large or as small an order desired from the open lists which appear in the catalogue that we supply to members only." — "You (agents) are not to take orders for goods as your duties are to secure members only." — "You may be asked

## A MUCH TALKED OF CONCERN.

*Since The Grocer published the article two weeks ago on the Windsor firm doing business only with customers purchasing their certificates, there has been a great deal of talk regarding it. Several letters have been received, giving and asking for further information. The Grocer secured one of their catalogues and other literature and herewith will be found some of the methods and misrepresentations The Consumers' Association have in use to get business from the consuming public. Any further information known to readers will be appreciated.*

how we can sell at such astonishing low prices, this we are enabled to do from the fact that with customers all over the Dominion, no travelling salesmen to pay, no losses from bad debts, paying cash for every article we buy. All of these advantages give us a purchasing power that few firms possess." — "Every member's fee helps to maintain the association and we are not compelled to ask high profits on the goods we supply."

## Some Real News for Retailers.

In attempting to demonstrate that the retail merchant charges excessive prices and make enormous profits on his goods, the following enlightening information is included in one piece of literature the Consumers' Association is sending out:—

"We can give you another illustration showing that you are paying anywhere from 40 per cent. to 75 per cent. or 100 per cent. more on any merchandise you need. Take for example the average merchant who carries a stock valued at \$10,000. His average monthly expense is as follows:—

Rent .....	\$50 00
Light and Insurance .....	15 00
Clerk Hire .....	100 00
Loss or Depreciation of	
Stock (in figure very low)	50 00
General losses in bad acc'ts	50.00
Advertising .....	50 00
Living Expenses .....	50 00
<b>Total expenses for month</b>	<b>\$365 00</b>

"The average sales of the store will amount to about \$1000 a month. This means a total expense of fully 35 cents on each \$1 worth of goods sold and still you see the merchant and his family take trips to the seashore, ride round in automobiles, and wear diamonds on the profits. You can readily see that they could not afford these luxuries if they did not double their money on every article they sell."

Every reader will see that this is a most preposterous conclusion to come to, and one that create a false impression on those consumers who may read it and who know nothing about the retail trade. The writer of the above intimates that a retail grocer's overhead expenses are more than 33 per cent., which is untrue, so far at least as 99 per cent. of the grocery trade is concerned. It is a gross and misleading untruth, too, that the retail grocer doubles his money on every article sold, yet the consuming public is lead to believe that such is the case.

The combination of figures above and the conclusions come to, stamp the author of it as a poor specimen of a business man. Imagine a retail grocer carrying \$10,000 worth of stock and turning over only \$1,000 per month. This example of ignorance of the trade does not speak very highly of the future prospects of the firm whose representative planned them. If the writer of them knew them to be untrue, then he is dishonest. He must either plead ignorance or dishonesty. Should His Majesty's mail be open for such literature?

## Will All Manufactures Sell Them?

Still another statement made is this:— "Our business is to cut out all middlemen's profits and unnecessary expenses. By our own system all the above wasted expense of large stores is eliminated. When we get your order for any goods we turn to the manufacturer, get the goods from him and send them or hand them direct to you. This avoids paying large rents, insurance fees, clerk hires, etc. You get the goods you order for almost the same price that the manufacturer sells to the wholesaler or the department store." — "The enormous benefits secured by our members being apparent, the question arises; 'How are such price benefits secured.' The answer is: 'Through our common-sense organization.' For the member-

ship fee of \$2 per year we will act as your agents. We will get you almost anything you want from the manufacturer at a saving of from one-third to one-half." — "The manufacturers are glad to deal with the consumer when they are assured the same volume of sales without the added expense to them of salesmen, advertising and risks. They are the producers—we are the distributors."

**Make Sugar the Leader.**

Sugar at 4 cents per pound is made the leader in this firm's catalogue. Can The Consumers' Association, as stated above, buy the best granulated sugar from the manufacturers? Every retailer knows that it cannot. The same applies to many other lines in the catalogue. Here, then, is another gross misrepresentation. Representatives of Montreal sugar refiners state it is utterly impossible for any but legitimate wholesalers to purchase from them.

There is too a string attached to the sale of sugar as the following announcement from the catalogue shows:—

"We will supply the best grades of Granulated Sugar at 4c per pound upon the following conditions only:

"First.—As it appears with the different assortments.

"Second.—Five pounds of best Granulated Sugar at 4c per pound with an order of \$2 worth of other goods selected from the open list.

"Third.—Ten pounds of best Granulated Sugar at 4c per pound with an order of \$4 worth of other goods selected from the open list.

"Fourth.—Fifteen pounds of best Granulated Sugar at 4c per pound with an order of \$6 worth of other goods selected from the open list.

"Fifth.—Twenty pounds of best Granulated Sugar at 4c per pound with an order of \$8 worth of other goods selected from the open list.

"Sixth.—Twenty-five pounds of best Granulated Sugar at 4c per pound with an order of \$10 worth of other goods selected from the open list."

**Unbroken Assortments.**

The catalogue too shows a number of assortments which the Association does not break. Members must buy the whole thing to get the prices quoted. Otherwise they would have to order from the body of the catalogue. "It may occasionally occur," the catalogue winds up, "that certain articles given in this catalogue cannot be secured without delay and in this case we reserve the right to substitute; however, we will at no time send an inferior article and will always furnish as good if not better than what has been ordered and any article not entirely satisfactory may be returned and money will be cheerfully

refunded." It will be noted it does not say who shall pay the freight on these returned goods.

**The Men Interested.**

The Consumers' Association is made up of three men H. Martin, Wm. E. Clark and A. Breitenwisher. This business is run in conjunction with the Dominion Grocery Co., the same men being connected with both. It was begun about a year ago. Mr. Martin was previously clerking in a dry goods store in Windsor and was also at one

time in the grocery business at Decatur, Ill. Mr. Clark has been a resident of Detroit, Mich., for some time where he was clerking and Mr. Breitenwisher has acted as agent at Ann Arbor, Mich., for the Ford Motor Co. Americans are therefore behind the proposition.

That The Consumers' Association has appointed agents and secured members in many places in Ontario at least, is known to The Grocer. How long should it be allowed to make the untrue representations referred to above?

**Good Time to Plan for Maple Syrup Sales**

**Old Stock Should Be Moved Out Before New Arrives—Suggestion for Window and Interior Displays — Make Capital From Magic Words, "Pure Maple Syrup"—What the Outside Order Taker Can Do.**

"Sap's Running" is a shout that brings to the farmer a realization that spring is at hand, and that it is time for collecting the crystal drops of maple sap that is later boiled down into either delicious syrup or made into maple sugar. To the city dweller or townsman it brings a longing for those tasty dishes that mother used to make with the fresh maple syrup that grandfather used to send in from the old bush.

To the grocer it brings an opportunity to increase his profits by pushing this delectable liquid. Every grocer knows that now is the opportune time to push these goods, but for want of ready-made suggestions it is put off till some other day, with the result that his competitor takes advantage of this procrastination to capture the trade for himself. Take time by the forelock and capture the trade while yet you have time.

**A MAPLE BUSH WINDOW.**

**Suggestion for Realistic Display Which Should Get Good Business.**

A splendid selling display of maple syrup can be made in reproducing a maple sugar bush. One plan would be to secure a big branch of a maple tree. A stout sapling would do. Place this at the farther corner on one side of the window. Around it scatter some leaves and twigs to make it more realistic. The floor of the window should be covered with cotton batting to represent the snow in the woods. Over this should be scattered a few twigs and leaves. Leaves would also make an appropriate covering. Tap the tree, placing in it a sap spout, and hanging on this a sap bucket. Fill this partly full of water. To make it more real a bottle of water could be arranged to feed the sap spout so that it would drip as it does in the woods.

In the centre of the window place a

kettle partly filled with water, arranging this on a rough stick placed on two tripods formed of rough cut top wood. Under the pot pile some wood, and by arranging this with a red electric light it will appear very natural. On the other side of the window arrange a background of maple syrup in cans and bottles, placing in the front a dish of syrup with a spoon in it. Take a big five-gallon can of the syrup and balance it so that it will appear that it has just filled the quart measure full of syrup which is placed just below the opening in the big tin. On this measure place a neat card, saying "This much for 40c," or whatever is your charge for this amount. Also put a price ticket on all the cans and bottles displayed. Across the window place in large letters the words, "Maple syrup fresh from the bush."

**INSIDE ARRANGEMENT.**

**If Connected Up With Window Trim Sales Would be Better.**

By carrying out a similar arrangement as the one above described in the store interior a much more effective method would be produced for selling maple syrup.

By placing a tripod of roughly cut boughs of maple in the centre floor space or other conspicuous place and hanging on it a kettle of maple syrup you will make your window more effective, and will thus clinch the sale at the psychological moment. Neat displays of the cans and bottles of maple and other syrups should be arranged on the counters and other interior display points. By placing a special price on two, three and five-gallon lots the dealer should be able to sell quite a lot of syrup in these quantities.

The writer knows of one merchant in a small country town who sold 120 gallons of maple syrup in one month by setting a fixed price on these quantities and pushing them. The price isn't everything; it is only a part, and if it is given the co-operation of the window and newspaper publicity, backed up by an enthusiastic sales force, the dealer has a combination that will be hard to beat, and one that will win ultimate success in such a special sale.

• • •  
**FOR THE OUTSIDE ORDER TAKER.**

These retailers who go out for orders once or twice every week or every day have a splendid opportunity to introduce maple syrup to those customers who seldom come to the store. The

casual mention of "Pure Maple Syrup" when the regular order has been taken, backed up by the showing of a bottle of clear syrup, would get almost anybody's attention.

The writer knows of one grocer who, when he goes out for orders, carries a small grip containing new goods and others he is desirous of moving out. His customers appreciate this, and he makes many a sale that would otherwise be passed by simply by getting behind these goods with his selling power.

Every opportunity, too, should be taken to sell these goods to 'phone customers.

• • •  
**SELL OFF OLD STOCK.**

Many dealers still have stocks of old maple syrup, which should be moved out

before the new goods make their appearance. Now is the time to push sales of these, because later on the public will be anxious for the fresh, even if last season's were just as good.

This stock should, therefore, be pushed strongly just now. Let it be shown in the windows and on the counters. Every dealer knows the magic there is in the words, "Pure Maple Syrup," and if he has a stock of the "pure stuff" it would certainly pay to get two or three neatly drawn cards with these or similar words. "Guaranteed pure maple syrup" is bound to get business for the man who has the confidence of his customers. A card in the window, one on the counter, and another pinned to the shelving are suggested.

## R.G.A. Convention Program Well Under Way

**Executive Making Definite Arrangements for Programme and Entertainment—Good Time Promised as Well as Profitable Discussions—Those Who Intend Attending Should Send Now for Railway Certificates—Questions Coming in for the "Question Box."**

From all indications the members of the Ontario Retail Grocers' Association are going to have an enthusiastic and profitable first annual convention. This will be held, as announced two weeks ago in *The Grocer*, on April 16 and 17 in Toronto. Already outside members have written Secretary Miller for railway certificates demonstrating that they are anxious to attend. Mr. Miller desires to hear from as many of the trade as soon as possible with regard to certificates, as then the Toronto members of the executive will have an idea as to how many should be provided for. President Clark and the secretary are making arrangements for a convention hall and expect to have this closed up in a few days' time.

**Questions Coming in Already.**

That the Question Box feature promises to be a good one is evidenced by the fact that already retailers are sending in their questions to the secretary in response to the request made in *The Grocer* two weeks ago. The Question Box is open to anybody and everybody. All questions bearing on any phase of the retail grocery business are invited. They should be mailed to the secretary at once, as those that come in first will be given the preference. Questions from members who cannot find it convenient to attend are wanted. They will be published with their answers in *The Grocer*.

The convention will open at ten o'clock Wednesday morning, April 16. The address of President D. W. Clark, secretary's report and assignments for

various committees will be the chief orders of the morning. Addresses are being arranged for by prominent speakers, and the visiting delegates will be entertained in the evening. A theatre party is scheduled for Wednesday night. The entire programme for Wednesday as well as Thursday will be ready in a short time, and will be duly announced. An attempt is being made to secure a prominent member of an Australian Board of Trade, who is now in the States, to give an address. The election of officers will, of course, be held on Thursday afternoon.

**Petitions Pretty Well Signed.**

The work of getting the Garnishee Act and weights and Measures petition signed up is going merrily on. Secretary Miller reports that more than 80 per cent. have been returned, and more are still coming in. On Tuesday last they arrived from Waterford, Port Rowan, McIntyre, Aurora and Cooksville. There are still a few out, and the secretary urges that these be signed and returned before the convention. The association's solicitor is arranging for an interview with Sir James Whitney, when the petition will be presented regarding the amendment to the Garnishee Law. The Toronto trade is now being canvassed, and practically every grocer and butcher in the city is signing.

That those retailers who come to the convention will spend two profitable as well as enjoyable days is the claim of the Toronto resident members of the executive.

"Just tell them," said Mr. Miller to

*The Grocer*, "we have something pretty good arranged for between sessions, and that we want everybody to come. Say that they are to come one day anyway if they cannot spare the time for both."

The railway certificates provide for single fare if there are more than 300 present, and if more than 50 and under 300 a fare and a third. Secretary Miller should be written at once for certificates. His address is 632 Yonge Street, Toronto.



To JAS. PATTON, sales manager of the Canadian Cereal & Flour Mills, Limited, Toronto. Mr. Patton's birthday is to-day, March 14. He was born in Huntingdon, P.Q. For eleven years he was with J. E. Hunsicker, of Montreal, and 14 years with the Ogilvie Flour Mills, first in Montreal, then in Halifax, and lastly in St. John, N. B.

To FREDERICK M. MOFFAT, managing director, Gunns Limited, meat packers, West Toronto. Mr. Moffat was born on March 17 (St. Patrick's Day) in 1875 in Yorkville, now Toronto. He has been connected with Gunns Limited for 19 years. Before that he was 4 years in the grain business, and still prior to that 2 years in the Board of Trade office.

The CANADIAN GROCER

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John Bayne MacLean - - President.

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WHAT RETAILERS HAVE TO FACE.

Readers will note some interesting reading in the first article of this issue. It deals with a firm in Windsor, Ont., which sells goods to the public who first spend \$2 in purchasing a membership certificate.

That misrepresentation is used to create a prejudice against the legitimate retailer is evident from some of the statements quoted from their literature. The assertion, for instance, is made that it costs a retail merchant 35 per cent. to do business. It is also inferred that the average merchant doubles his money on every article he sells.

This is on a par with the sort of rot that so many have been preaching on for the past year or two. Some of the large daily newspapers have been busy creating the impression that the retailer has been robbing the public, that he has been charging excessive prices and, in fact, that the country could get along very well without him. This has raised such a stir among certain classes of the public, that it has been easy for men like those behind The Consumers' Association to work upon the public's prejudices against the retailer.

It is time the Government of the day recognized the importance and necessity of the legitimate retailer and put a stop to the exploits of those who misrepresent either wilfully or through ignorance of trade conditions, for their own personal gain. Retail merchants are up against this sort of thing all the time. It shows the need of organization among the trade. Every retailer should identify himself with association work and make the organization so strong that the establishment of other than honest legitimate retail businesses would be an impossibility.

THE FINANCIAL OUTLOOK.

The retail trade should remember that money is tight just now and continue to push collections. They should aim to get old accounts cleared up at the earliest possible time.

The Financial Post in its last issue states that the attention of business men is centred on the monetary outlook and that the country is feeling the stringency keenly in so far as the market for Canadian securities

in London, Eng., is concerned. Some heed, it says might well be given to the official trade returns just issued by the Dominion Government covering the first nine months of the fiscal year ended December last. The imports and exports of merchandise are as follows:—

	Imports.	Exports.	Balance.
1909 .....	\$267,041,035	\$233,667,077	\$ 28,373,958
1910 .....	331,502,622	235,317,515	96,185,107
1911 .....	382,451,923	241,885,332	140,566,591
1912 .....	496,692,803	297,134,761	199,558,042

It will be seen that the balance is rather great against Canada.

It is not so much a question as to the quantity of money, but the price Canada will pay for it. Meanwhile during the past week there has been some easement of the stringency. Some of the banks have been lending in strictly call loans, and the rate is 6½ per cent. Some manufacturers and business men have not been able to get money from the banks for the purpose of capital expenditure, and have had in consequence to turn to the loan companies.

The problem in the mind of most thinking business men, The Post adds, is as to what is going to happen. Leaving external influences out of consideration, it does not think anything serious is in prospect. The tight money will certainly slacken up business, building operations, etc., somewhat, but outside of money the fundamentals are sound, and there is no occasion for fear. There is, however, abundant occasion for caution with respect to over large commitments or extensions beyond conservative lines.

CLEANLY METHODS REQUIRED.

The Board of Health of Montreal, P.Q., at a recent meeting, passed resolutions prohibiting the use of printed newspaper for the wrapping up of meats, groceries and foodstuffs. This reform was strongly advocated by Dr. L. Laberge, M.H. Officer, and after some discussion a resolution was passed permitting only the use of clean paper which has not been printed on.

Another clause adopted was one to the effect that any person engaged in handling foodstuffs, cream and milk, must keep his hands clean and must not use tobacco during such time. This resolution was urged by Dr. Hood, chief food inspector, who stated that this was necessary to protect foodstuffs against contamination.

The delivery of bread was another subject dealt with. An amendment added to the present regulations, requiring that a clean vehicle be used, was that bread wagons be utilized exclusively for bread and pastry delivery. The use of these wagons for other commercial purposes is a state of affairs that cannot longer be permitted, after May 1st no Montreal bakery will be permitted in a cellar or basement.

The above is another evidence of the result of the pure food campaign throughout the country. Retailers everywhere are taking advantage of this campaign by making their stores as clean and sanitary as it is possible to have them. The public are quick to observe this and it will be found that, other things being equal, the dealer with the bright, clean store is getting a goodly share of the trade in his district.

SITUATION IN EGG MARKET.

The bulk of the receipts of eggs at Montreal this week, as shown by the statement in the market column, include storage stock. The difference between this week's receipts and those of a year ago, is accounted for by the

## THE CANADIAN GROCER

big importations of U.S. eggs at that time. This year the imports are almost nil owing to the extraordinary supplies of new laid eggs during January and February, forcing out the storage stocks before they would otherwise have appeared.

The heavy receipts coupled with the weather conditions and high prices paid for storage stocks last year has forced the storage man's hand and he sold at any price to get clear. Some sales were made in Montreal at 13 and 14c which is considerably below prices paid at packing time.

The season has been a trying one with weather conditions against the storage holders. A goodly number of them will face a deficit. This will have the effect of keeping prices at a lower level during coming season, as it is hardly likely that the packers will want to repeat their experience of this year and consequently they will hardly pay as high prices for their storage stocks as last.

### CHINA'S FUTURE FOR WESTERN FOODSTUFFS.

Dealing with the adoption of modern Western methods by the Chinese people, United States Vice-Consul General at Shanghai states that these methods will have only a slight influence on the food of the people for many years to come. Referring particularly to baking powder he believed it would probably remain unknown to the masses for many years to come. They must first be educated to the use of breads, pastries, and cakes that require such a preparation in the making, as the masses here change customs and modes of living slowly. Even in dress no impression will be made for years in regions away from the influence of the treaty ports, and there will doubtless be in China a repetition of Japan's experience.

In Japan at the seaports one frequently finds native men dressed in foreign fashion, occasionally a woman so attired, and foreign-style food is served in some eating establishments and private houses. Last summer the Vice Consul went for a walking tour in the interior of the country and day after day rarely saw a foreign garment except those worn by some chance European. Food was entirely Japanese and, as of old, was consumed seated on the floor, with the aid of chop-sticks. Japan has been absorbing and practicing foreign ideas for many years, but only a few of the inhabitants have to any extent been influenced in their diet or manner of dress. The degree of household change will probably be no greater in China than in Japan, and one should not, therefore, look for a largely increased demand for foreign foodstuffs and kindred products.

The trade for baking powder depends on the foreigners—residents of the various treaty ports, missionaries in the interior, troops, vessels of the navies, ships of commerce, and tourists. There are, in addition, some foreign-educated and well-to-do Chinese at the open ports who indulge in foreign pastries, etc., and so consume a certain amount of baking powder, but their number is small.

### SUGAR MARKET FIRMER.

On February 1 New York refiners bought sugar at \$3.48, with the expectation that they might be able to buy raws at a lower level, and the retail trade held off. On March 4 raws got up to \$3.54, both refiners and speculators buying. On March 6 refiners and speculators bought 120,000 tons, which is equivalent to 800,000 bags. This was all that was in sight, and it was bought up at the high level, \$3.54. On this basis the margin between the price of raw and refined sugar in New York was only

67 cents, as compared to a normal of 80 and 85 cents—that is, it was nearly 20 cents lower. Since then, New York refiners bought at \$3.57 and \$3.58, and buyers are now on the market at \$3.61, and for June at \$3.67.

European market on beet sugar is firm, and has already advanced from 9s 9 $\frac{3}{4}$ d to 10s 1 $\frac{1}{2}$ d.

The trade here expect that New York has to make up the 20 cents difference and when they do Canadian refined will in all probability follow.

The cause of the whole situation appears in Russia. Russia asked for permission to export 50,000 tons above the usual 200,000 tons. Instead of having this for export that country had to draw on their own Government reserves for domestic use. England and other continental countries are being obliged to buy Cuban raws.

This, in brief, is the sugar situation as seen to-day. Judging from appearances an advance is naturally expected, although just what will happen, time alone will tell. It is interesting to note, however, that the statistical situation of total stocks and afloats, gives an increase of 1,247,677 tons over total amount at corresponding time a year ago. The trade therefore should keep a close eye on the sugar market.

### EDITORIAL NOTES.

The top of the mornin' to ye.

The Question Box of the O.R.G.A. is a collection box, but for money this time.

With Easter only a week hence the provision counter should be cleared for action.

The retail trade will be interested in knowing that it doubles its money on every article sold.

A retail merchant who requires 35 per cent. of his sales to cover expenses ought to be treasurer of the election campaign funds.

The 17th of March, Good Friday and the advent of Spring are all due next week. Another evidence of the contention that good things never come alone.

The spring fever should pretty soon be attacking the housewife. Be prepared with the housecleaning goods before the fever symptoms present themselves.

Ontario retailers who are going to attend the convention of the R.G.A. in Toronto should send for railway certificates at once. The more the merrier—a cheap trip and a good time.

If the members of the House of Commons could dispose of the navy question, there might be an opportunity to present the views of the retail grocers regarding scale inspections. If

### Appreciates Profit Figuring Table.

The MacLean Publishing Co.—Enclosed please find my cheque for my subscription to your Canadian Grocer. I can assure you I have had very great pleasure in reading the discussions from week to week, about how to run a grocery successfully, and the proper method of marking goods, adding percentages to selling instead of cost price. I think the table for figuring percentages, as shown on Page 35 of your December 6th number, will be a great assistance to many grocers.

Toronto, Ont.

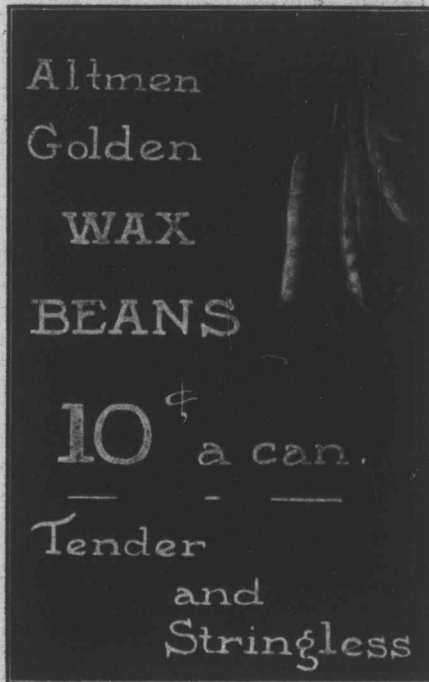
W. J. FLEWWELLING.



# Which of These Cards Will Sell the Most?

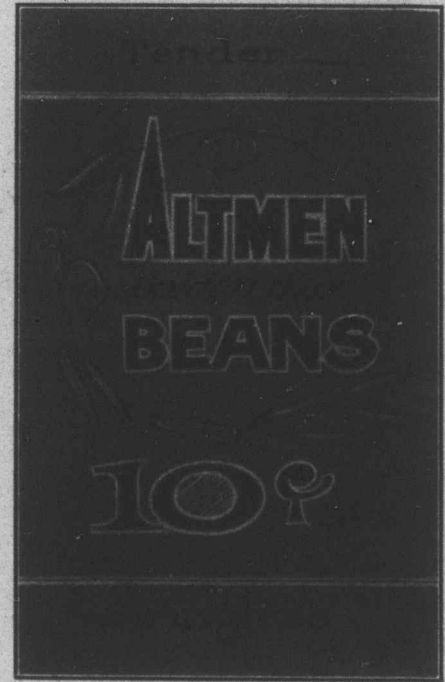
This Question Can Only be Decided by Sizing Up the Points of Both Cards—The Card on the Left is Good Amateur Work, and Undoubtedly Shows Signs of Ability—The Card on the Right is a Suggestion for the Rearrangement Which Should Attract More Attention and Sell More Goods. Here's the reason:

By J. C. Edwards.



Card No. 1—An attractive card made by L. W. Myers, grocery salesman in Stratford, Ont.

*The people passing to and fro by your window are more or less busy people—people in a hurry, glancing here and there on the natural human outlook for something to interest them. That something must strike their optic nerve hard enough to call a halt and to bring the attention to, and rivet it on, in this case, the goods advertised in the window. Which of these cards will do that?*



Card No. 2—Suggested rearrangement of Mr. Myers' card to bring out the important points.

Card No. 1, to all intents and purposes on first sight, is a very fair amateur card, and the artist is deserving of encouragement. It undoubtedly would sell considerable goods, and give an attractive appearance to the window, but we would suggest a rearrangement, such as shown in card No. 2.

### Bringing Out Important Words.

This card has more life and artistic display, bringing out the more important words and price in contrast to the rest of the inscription and decoration. "Altmen," the name of the brand; "Beans," the goods advertised, and "10c," the price of the article, are undoubtedly of most importance, and should be more prominently displayed than the rest of the inscription.

Aside from the artistic, the suggested lay-out will make a stronger appeal and attract attention quicker than the other card, because the chief words stand out in contrast. Black letters with a white outline on a grey card give a very pleasing, yet striking effect, while, as in card No. 1, white on green is more or less lost, especially when the whole phrasing is the same—white with a black underscore.

We greatly approve of timely illus-

trations on show cards, but the application must be attended by care to avoid having the afterthought appearance. The stalk of beans, as shown in card No. 1, if worked into a sketchy design, as shown in card No. 2, would have a much better effect, without detracting from the wording, which, of course, should at all times eclipse the decoration. In this lies the real selling value of a card. The decoration should serve to brighten a card advertisement and bring out more prominently the message you desire to deliver to the public.

### Daylight Around the Wording.

To make a card stand out prominently there must be plenty of space between the wording and the edge of the card, otherwise there is not enough contrast. The decoration can come very near the edge, though, as long as it is in subdued shadings and does not overpower the inscription.

### Bring Out Selling Points.

Such words as "Tender" and "Stringless" are very important, as they are descriptive of the quality of the beans, and constitute the main selling points of the beans. Therefore, while they are not the most important

words, and cannot be given the display, they should be brought out clearly and distinctly and in relief to the rest of the card. You will notice in the suggested rearrangement that these words are written small, but are in their own section of the card, thus making them stand out on a par with the rest of the phrasing.

### Too Much Underscoring.

I am a believer in the underscore when used judiciously, but would discourage its use to the extent shown in card No. 1. It loses its intended effect almost entirely. If the words "Wax" and "Beans" and the price had been underscored only the effect would have been better. We may be wrong in giving the display to "Altmen" and "Beans" alone, and should have brought out "Wax Beans" prominently in the one line. However, this would only necessitate using condensed letters, and would make little material difference in the lay-out of the card.

*The writer does not offer the above as a criticism, but as a suggested rearrangement which we believe would serve to improve the appearance and incidentally the selling power of this show card.*

# Borrowing to Discount; Using Others' Capital

An Interesting and Profitable Discourse on Whether it is Advisable to Borrow Money From the Bank to Save the Discounts—Some Dangers That Tend to Crop up With Increased Capital—Overbuying and Neglect of Collections Probable—Big Men Usually Successful Borrowers.

• By Henry Johnson, Jr.

Often the question arises: Is it good business to borrow for the purpose of discounting bills? and the answer almost invariably is in the affirmative. Then the man who answers proceeds to show conclusively that a business man cannot afford not to borrow if he is losing discounts by not borrowing.

The demonstration is simplicity itself. If a merchant discounts a thirty-day bill in ten days and takes off 1 per cent., he gets the 1 per cent. for 20 days time. Twenty days goes into 365 days 18 times and then some. Therefore, money kept active all the time discounting 30 day bills at 1 per cent. ten days, is earning 18 per cent. annually.

On this basis we might take \$1,000 from the bank at 6 per cent. and by keeping it active we should earn \$120 in excess of what the money would cost us—that is, pay \$60.00 for the money and get \$180 in discounts. That is simple arithmetic and is incontrovertible; and surely \$10 per month is not to be passed over lightly, to say nothing of keeping one's credit up to the scratch.

## Some Dangers of Borrowing.

But I am so constitutionally opposed to debt of all kinds that I should never advise any man to enter the borrowing field without great care and deep thought; because it is easy to get in but hard to get out, and there are many dangers of the gravest character.

First comes the danger of overbuying. A man who has been losing some discounts and who has thought enough about the matter to go the length of borrowing to save the discounts, is apt to feel some considerable relief. He is not unlikely to go the length of letting up just a trifle in his purchases. It will be easier for the smooth salesman to flatter him into the feeling that he is a bigger merchant than he really is—and sell him accordingly. He will buy \$60 worth where otherwise he would have bought \$20 worth. He will have three times the money invested in a given item. Thus his discount will not avail him much—he will be in the position of the man trying to lift himself by pulling on his own boot straps. He is very apt to find himself carrying just \$1,000

worth more stock. So the discount will prove to be a delusion in his case—yea, even a snare.

## Slower Movement of Stocks.

Next comes in the loss of profit through the tendency to turn stocks more slowly. The lines bought in \$60 lots where formerly \$20 was enough are not likely to move much faster than formerly—possibly they will not move as rapidly, due to the greater variety purchased and the consequent lack of concentrated selling effort on the smaller assortment. Here comes in part of that deceptive "saving" whereof salesmen and department-store advertisers prate so volubly—more boot straps, in fact.

And again, we have the loss from deterioration, no stocks of any kind save, perhaps, cheese, being improved by keeping; and even cheese is generally better kept by the jobber and cheese specialist than by the retailer. Here is a loss which is exemplified almost daily, certainly many times during the year, in the best regulated grocery stores. It is a loss which can hardly be avoided by the most unceasing vigilance on the part of the buyer of stocks.

## Tendency to Neglect Collections.

So much for the direct loss and obvious dangers. But there are others. Chief among these, perhaps, in the liability to let up on collections. The merchant who is pressed for capital, whose business is kept poor through having to pay its own way and lay aside money, is likely to be a sharp, careful collector. He gets his money as promptly on the dot as possible—because he NEEDS it. He is made conscious of his needs by the constant demand of bills to be met. Having no resource other than his cash sales and collections, he is after the money owing to him all the time. If one asks for an extension he can truthfully and with clear conscience reply that he cannot grant the extension because he must have the money NOW to keep square with the world. If, now, that man be given an extra \$1,000 with which to take discounts, he is very apt to let up a bit, harken a little more patiently to the pleader, and yield a little more frequently. Under this treatment, the \$1,000 is liable to be largely dissipated into more book accounts of the slow-pay character.

That these dangers are very positive and very real is easily ascertainable. Ask your banker what his experience is and he will tell you that he constantly observes that merchants who begin to borrow become chronic borrowers, never get caught up, are never again able to get ahead of the game.

## May be an Expensive Saving.

Looking at it this way, you can readily see how the "saving" of discounts may be the most delusive and expensive saving you ever started out to make. On the other hand, if your lack of capital makes you keener in your buying, so that you constantly seek to purchase just as little as you can get on with, buying one case of corn weekly and selling that case and then buying again, you will soon be in position to discount moderately, then in a larger way, until all your bills are discounted and your accumulations begin to put you at some ease. When that time comes in this natural way, there is little danger that you will slip backward into the slough of debt or loose buying, for you will know by experience just what the value of each dollar is—you will be mighty careful how you jeopardise any of your hard-accumulated capital.

These are a few of the dangers of contracting the borrowing habit—and there are others.

## Successful Borrowers.

The biggest men of the financial world are great borrowers. They carry through big deals on borrowed capital. But they know to a nicety beforehand just what every borrowed dollar is going to earn for them and they foresee to the minute the time when they will be able to cancel their loans. But mind you, these are the big men. They are likely to be bigger and stronger than you and I. It is not likely that we can hope to trot in their class. Maybe it will be as well for us not to try it, and certainly it will be best for us not to venture until we are also very sure where we are going to come out.

There is another class of merchants who seem to be very successful. I have noted some remarkable examples. They are men who do not borrow and who also do not pay promptly. They delay payment as long as they possibly

(Continued on page 38.)

\*The writer of this article is one of the most successful dealers on the continent. He has spent almost 20 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

# Current News of the Week

## Quebec and Maritime Provinces.

Robt. Catherwood, grocer, Fairville, N.B., has sold to Clarence Quinton and G. H. Allan.

A petition for a winding up order and appointing a liquidator has been made in the case of the Colechester Co-operative Association, Truro, N.S.

Matters of interest to the wholesale and retail trade were discussed at a meeting of the Wholesalers' Association of St. John, N.B., last week, when it was proposed to make certain changes as regards dealings with grocers about the city and province. There is to be in future an increase in quotations to the dealer, small or large, who makes a purchase of a half-case of any line of package or canned goods instead of as formerly being able to buy at the same rate as the grocer who purchased in quantities from two to ten or more cases. The change, while only slight, is expected to make a difference with the trade, particularly those who have been accustomed to buy in small quantities.

S. T. Nishimura, of the tea firm of Furuya & Nishimura, was in Montreal this week and leaves on Wednesday for New York, thence to Japan. Mr. Nishimura, in an interview with a Grocer representative, stated that reports from Japan advise fine weather, although cold. Conditions are favorable for the production of a bountiful crop, but, of course, the extent of the crop cannot be estimated with any degree of certainty at this stage.

## Ontario.

Arthur G. Hibben, grocer, Toronto, sold to Geo. Gaul.

Thos. Lewington, grocer, Hamilton, Ont., has sold to Geo. Cann.

W. Miller, a Sunderland, Ont., grocer, sustained loss by fire last week.

The Gunn-Munro Spice Co., Ltd., Brantford, Ont., have obtained a charter.

The merchants of Parkhill, Ont., have established the co-operative system of delivery.

W. Kearns, of W. Kearns & Co., general merchants, Burlington, Ont., died last week.

O. S. Matchett, traveler for Chas. Rishor, wholesale grocer, Peterborough, Ont., spent Tuesday and Wednesday in Toronto.

Geo. H. Campbell, manager Toronto office T. H. Estabrooks Co., Limited, returned this week from a month's vacation in Florida.

Galt, Ont., is the next place to have a co-operative society. A number of well intentioned folk, who think expense of living is too high, are behind the proposition.

The Ministerial Association of Woodstock, Ont., have secured the consent of a majority of grocers there to close at 9.30 Saturday nights and to accept no orders for delivery after 7 p.m. This takes effect March 15.

The Wayne Oil Tank and Pump Co., Limited, has been granted letters patent by the Dominion authorities to take over the business of the Wayne Oil Tank and Pump Co., of Wabash Avenue, Toronto, manufacturers of self-measuring pumps, storage tanks, etc.

The Toronto Retail Grocers' Association held their annual dinner on Wednesday night at the St. Charles. Toronto wholesalers and travelers were present, as well as representatives from some of the Western Ontario retail associations. Report of the banquet will appear in next week's issue.

T. J. McKey, manager of the Toronto branch of the Connecticut Oyster Co., has just returned from a meeting of the executive of the National Association of Oyster Growers held in New York City. While in the South Mr. McKey took a trip through Connecticut, Rhode Island, Massachusetts, New York State, and Long Island, the more important districts of the oyster country. He reports that pickers consider the weather very unseasonable, and think they would have done better under normal conditions.

The financial report issued at the annual meeting of the Dominion Cannery at Hamilton last week shows profits of \$503,409.30, from which a dividend of 7 per cent. was paid on the preferred stock and a dividend of 6 per cent. on the common; \$50,000 was added to insurance reserve, and \$172,593.30 added to profit and loss account.

## Western Canada.

J. J. Stiegler, general merchant, Humboldt, Sask., has inaugurated the cash business, beginning with Monday, March 10.

A. B. Ferrier, general merchant, Lemberg, Sask., are advertising a Cash Discount Sale, offering 25 per cent. off on dry goods, boots and shoes, china, etc., and 15 per cent. off on groceries except tobacco and sugar. The reason given by this merchant is that he is

overloaded with stock. He offers to pay the railway fare of any person coming from East or West who purchases \$25 worth of goods.



Following are items from the Grocer of March 17, 1893:—

“George Musson, Toronto, has been confined to his house since Friday. A threatened attack of typhoid fever is the cause, and his friends will be pleased to know that he is improving.”

Editorial Note.—Mr. Musson is to-day a well known figure on Front St., Toronto.

“The butcher, the baker, the candle maker, and even the undertaker is being affected by the advance in the price of hog products. The undertaker's pockets are touched through the advance in candles, which has been marked of late. It was only a couple of weeks ago that the price of the imported article appreciated 20 per cent. at a bound.”

Editorial Note.—At the present time lard is again on the advance, due to shortage of hog products. Whether the undertaker will be affected as much to-day as 20 years ago is, however, a question.

“By last mail it is learned that the Indian Tea Association gives final figures of the season's crop, which show an outturn of 113½ millions against the revised estimate of 118 millions, and a probable export to the United Kingdom of 106¾ millions.”

## DUTIES OFF IN NEWFOUNDLAND.

The Governor of Newfoundland, in a recent speech from the throne, gave notice of a bill to remove the duty from tea, sugar and salted meats. This would mean the abrogation of \$400,000 in duties annually.

# Firm Situation Still in Sugar Market

Following Tone of Raw Market, Refined Shows Greater Strength—Situation Still Uncertain—Liberal Buying of Molasses in Quebec—Firmness in Tea Market—Heavy Booking for Next Season's Canned Goods.

## QUEBEC MARKETS.

### POINTERS,—

Sugar—Firm.

Teas—Advancing on primary markets.

Coffee—Mocha higher.

Montreal, March 13.—Business this week in grocery trade is good, although Easter trading is not expected to equal that of last year for reason that holiday season comes too early. Nevertheless considerable fancy goods are being sold. Collections are improving and are coming in more freely than for some weeks past.

Sugar is main topic of interest in grocery circles here. Fluctuations in this staple are about the only items of interest in market this week. There have been no price changes during past week and it is not expected that any will develop until after Easter. There is a temporary shortage in Canadian alimentary pastes due to destruction of a local factory last week by fire. However this shortage will soon be covered by imported goods and as the factory will be running again in a very short time it is not thought that prices will be affected.

SUGAR.—Primary market advanced on raw sugar from \$3.54 to \$3.58 during past week, giving entire market strong tone. Local sugar market reflects conditions of the primary market and it is believed by some that an advance is possible. This supposition is supported by the advance in molasses. The demand for refined sugar is heavy with many car lot orders. There is a feeling that sugar is on verge of another change which is most expected to be a lower one.

Granulated, bags	4 50
Granulated, 25-lb. bags	4 50
Granulated, 5-lb. cartons	4 50
Granulated, 2-lb. cartons, per cwt.	4 50
Granulated, imperial	4 25
Granulated, Beaver	4 25
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 25
Paris lumps, boxes 25 lbs.	5 25
Red Seal, in cartons, each	0 25
Crystal diamonds, bbls.	5 25
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 25
Crystal diamonds, 25-lb. cartons	6 25
Crystal diamonds, Dominicos, cartons	7 00
Extra ground, bbls.	4 50
Extra ground, 25-lb. boxes	5 25
Extra ground, 5-lb. boxes	5 25
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 50
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 25
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUPS AND MOLASSES. — Advance of last week stimulated buying somewhat on spot goods. Trading in futures is good and in anticipation of further advances dealers are buying liberally. Prices remain at same level as

quoted for last week being quite firm at those quotations.

Corn syrups are in good demand and are moving freely. Maple syrup stocks are being cleaned up in expectation of an early spring and new supplies.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 45	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 35	0 38
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 05 1/4	0 05 1/4
Corn syrups, half-barrels	0 05 1/4	0 05 1/4
Corn syrups, quarter-barrels	0 05 1/4	0 05 1/4
Corn syrups, 25-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 65	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60	2 60

DRIED FRUITS.—There is a little better demand for dried fruits than there has been for some time, but volume of business transacted is not yet very large, but is quite satisfactory for this season of the year. Prices remain unchanged.

Choice seeded raisins	0 07 1/4	0 07 1/4
Choice fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice loose muscades, 4-crown, per lb.	0 07 1/4	0 07 1/4
Choice loose muscades, 4-crown, per lb.	0 08 1/4	0 08 1/4
Seedless, new, in packages, 12 oz.	0 07	0 07 1/4
Select raisins, 1-lb. box, per lb.	0 07 1/4	0 08 1/4
Sultana raisins, loose, per lb.	0 11 1/4	0 12
Sultana raisins, 1 lb. cartons	0 12 1/4	0 14
Malaga table raisins, clusters, per box	0 75	1 00
Malaga table raisins, clusters, per 1/4 box	0 75	1 00
Valencia, fine, off stalk, per lb.	0 07 1/4	0 08
Valencia, select, per lb.	0 08	0 08 1/4
Valencia, 4-crown layers, per lb.	0 06 1/4	0 08
Evaporated apricots	0 14 1/4	0 15
Evaporated apples	0 07	0 07
Evaporated peaches	0 09 1/4	0 10
Evaporated pears	0 12 1/4	0 14
Currants, fine filletas, per lb., cleaned	0 06 1/4	0 07 1/4
Currants, 1-lb. pkgs. fine filletas, cleaned	0 07 1/4	0 08 1/4
Currants, Patras, per lb.	0 09	0 09 1/4
Currants, Vostizans, per lb.	0 09 1/4	0 10
Dates, 1-lb. packages	0 06 1/4	0 07 1/4
Dates, Hallowe, loose	0 04 1/4	0 05
Prunes	0 10 1/4	0 11
Figs, 3 crown	0 10 1/4	0 11
Figs, 4 crown	0 10 1/4	0 11
Figs, 5 crown	0 11 1/4	0 12
Figs, 6 crown	0 12 1/4	0 13 1/4
Figs, 7 crown	0 13 1/4	0 14
Figs, 8 crown	0 14 1/4	0 15
Comadre figs, about 35-lb. mats	1 30	1 40
Glove boxes, 15-oz., per box	0 10 1/4	0 11 1/4
Glove boxes, 10-oz., per box	0 07 1/4	0 08

Prunes—		
20-30	0 12 1/4	0 13
30-40	0 13 1/4	0 14
40-50	0 14 1/4	0 15
50-60	0 15 1/4	0 16 1/4
60-70	0 16 1/4	0 17 1/4
70-80	0 17 1/4	0 18 1/4
80-90	0 18 1/4	0 19 1/4
90-100	0 19 1/4	0 20 1/4
Bonnia prunes	0 07	0 08

TEAS.—Supplies of quality teas are diminishing with result that several lines are trifle higher than last week, particularly Ceylon blacks. Several representatives of San Francisco and Seattle tea houses were in city during past week, but it is not thought that they accomplished much business as local importers can undersell them. Teas are selling better this week. Several advances are expected in event that cost to wholesaler continues to advance. While wholesaler and importers cost price has continually advanced during past few weeks they have not advanced price to retailer, but it is stated that

unless conditions change shortly they will be forced to advance price to retail trade.

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

COFFEE.—Demand for coffee at present is quite heavy and considerable business has been accomplished during past week. Mocha coffees are a shade higher than last week on primary markets, but local prices have not advanced as yet. At present there is considerable fluctuation in prices on primary markets which gives the coffee situation an uncertain tone.

Mocha	0 20	0 20
Rio	0 21 1/4	0 22 1/4
Mexican	0 25	0 25
Santos	0 24	0 25
Maraicao	0 27	0 27
Javas	0 30	0 40

SPICE.—Trading is wholly without interest. Prices have not varied and demand is steady. Collections are better. Supplies are ample to take care of existing trade.

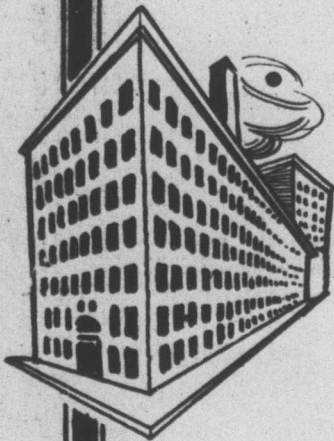
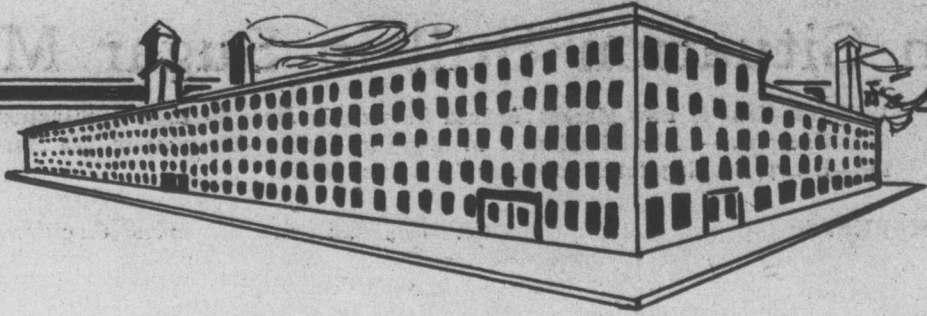
Allspice	0 12	0 12
Cinnamon, whole	0 10	0 10
Cinnamon, ground	0 10	0 10
Caraway seed	0 05	0 05
Batavia cinnamon	0 25	0 25
Cloves, whole	0 27	0 25
Cloves, ground	0 27	0 25
Cream of tartar	0 25	0 25
Ginger, Cochina	0 17	0 17
Ginger, Jamaica	0 20	0 20
Mace	0 25	0 25
Nutmeg	0 25	0 25
Peppers, black	0 15	0 15
Peppers, white	0 27 1/4	0 27 1/4
Pimento	0 15	0 17

RICE AND TAPIOCA.—Trading in these staples is featureless and void of interest. Demand is steady with prices unchanged.

Rangoons—		
Rice, grade A, bags 250 lbs.	3 05	3 05
Rice, grade B, bags 100 lbs.	3 05	3 05
Rice, grade B, bags 50 lbs.	3 05	3 05
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 05	3 05
Rice, grade B, pockets 25 lbs.	3 75	3 75
Rice, grade C.C., bags 250 lbs.	3 05	3 05
Rice, grade C.C., bags 100 lbs.	3 05	3 05
Rice, grade C.C., bags 50 lbs.	3 05	3 05
Rice, grade C.C., pockets 25 lbs.	3 05	3 05
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 75	3 75
Patna, polished	4 00	4 00
Pearl	4 00	4 00
Sparkle	5 00	5 00
Crystal	5 00	5 00
Snow	5 00	5 00
Imperial Glace	5 00	5 00
Ice Dips	5 00	5 00
Carolina Rice	7 25	7 25
Brown Sago, lb.	0 05	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09

NUTS.—Little business is passing in nuts at this season of the year. Local market has a steady demand such as it is, with prices remaining same.

THE CANADIAN GROCER



THE COMING  
INDUSTRIAL  
METROPOLIS  
OF QUEBEC

# MAISON

The Ideal City

**MR. MANUFACTURER OF FOODSTUFFS**, you are seeking the most advantageous location for your factory. Then you will have regard for these facts about Maisonneuve, the most rapidly-growing industrial city in Canada. There are reasons.

**ACCESSIBILITY.** Maisonneuve is easily reached from all points, lying directly alongside Montreal, with its stores and supplies, affording convenient market for the purchase of raw material and marketing of finished products.

**SHIPPING FACILITIES.** The C.P.R., C.N.R. and the G.T., with a terminal electric railway linking them all together, furnish sidings for practically all sites, besides which there is the St. Lawrence River with its great docks for ocean liners and up-the-lake boats.

**IMPORTANT CONCESSIONS.** Ten years' exemption from taxes are freely offered the bona fide manufacturer.

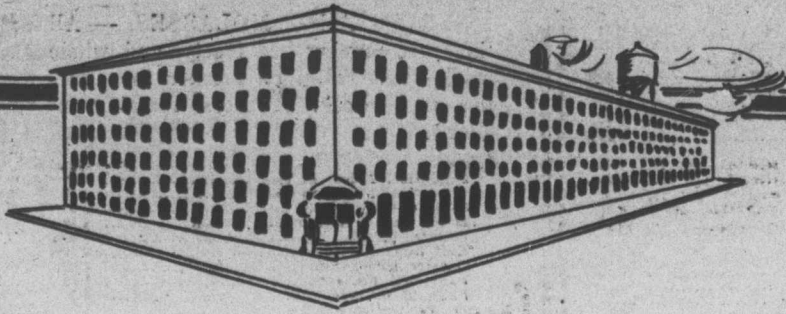
**SPLENDID SITES** along the terminal railway and elsewhere are available at low prices.

**ALL THE IMPROVEMENTS**, gas, electricity, water, sewers, power, are readily obtainable.

**LOW POWER RATES**, the result of competing electric companies, give the manufacturer in Maisonneuve a very distinct advantage.



THE CANADIAN GROCER



# NEUVE

THE COMING  
INDUSTRIAL  
METROPOLIS  
OF QUEBEC

for Your Factory

**FREEDOM FROM LABOR TROUBLES** is offered by Maison-neuve, which has the finest labor market in the Dominion of Canada, male and female, skilled and unskilled, for practically all the workmen own their own homes.

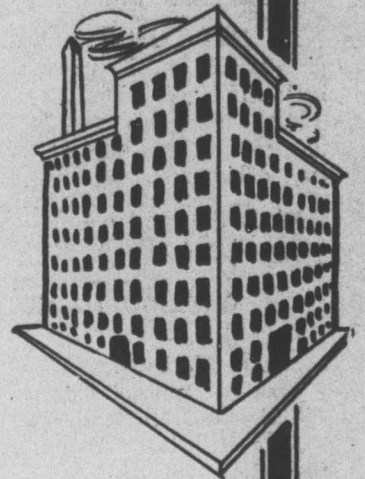
**A CONSUMING MARKET** of six hundred thousand at your very door is an advantage every manufacturer will recognize, particularly when joined with the economy and convenience of a moderate-sized city.

**MAISONNEUVE** has a population of thirty thousand people, churches of all denominations, schools, both Protestant and Catholic, theatres, shops, department stores, parks, beautiful shaded streets, mammoth industries, including the **UNITED SHOE CO., THE MONTREAL STEEL WORKS,** and the **VICKERS-MAXIM CO.**

**GET IN TOUCH** with this enterprising town. We can make it worth your while to locate here in Maisonneuve, the Pittsburg of Canada.

**FOR FACTORY SITES, WRITE:**

**M. G. ECREMENT,**  
Sec.-Treas. Maisonneuve



**THE CANADIAN GROCER**

<b>In shell—</b>		
Brazil	0 14	0 16
Filberts, Sicily, per lb.	0 15 1/2	0 15
Filberts, Bavelona, per lb.	0 15 1/4	0 17
Tarragona Almonds, per lb.	0 15 1/4	0 17
Walnuts, Myette Grenoble, per lb.	0 15 1/2	0 17
Walnuts, Marbot, per lb.	0 15	0 15 1/4
Walnuts, Cornea, per lb.	0 11	0 12
Hungarian	0 15 1/2	0 15
<b>Shelled—</b>		
Almonds, 4 crown, selected, per lb.	0 48	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37 1/4
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
<b>Peanuts—</b>		
<b>American—</b>		
Japanese roasted	0 05 1/2	
Oom, roasted	0 09	
Diamond G. roasted	0 09	
Bon Tom, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 10	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 15	0 17 1/2
<b>Walnuts—</b>		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

**BEANS.—**Trading in beans is sluggish and as result prices are shaded a little for large orders. The poor quality of the Ontario beans which are still being offered here, is about the only feature of interest.

Imported white beans, bush	2 50	2 75
Yellow beans, bush	3 00	3 50
Ontario, 3 lb. pickers	2 50	2 45
Imported green peas, Belgium	2 75	3 30
Yellow peas	2 80	2 70

**ONTARIO MARKETS.**

**POINTERS:—**  
 Sugar—Market firm.  
 Tea—Better grades firmer.  
 Coffee—Slightly easier on primary.  
 Nuts—Shelled walnuts declining.  
 Shelled peanuts scarce.  
 Beans—Weak.  
 Spices—Advancing.

Toronto, March 12.—Trade during past week, though still inclined to be dull, shows brisker tone than week ago. Collections are only fair, and there is much talk about the tightness of money. One firm reports renewals from customers who had never asked such a thing before. Another firm states that there are more apparent bad debts, but fewer renewals; more making assignments and a greater number asking for compromises.

**SUGAR.—**All indications point towards the immediate continuance of strength in sugar markets. It is the opinion of some dealers that an advance is probable. At present the margin in New York between raw and refined is 20c lower than usual. The trade here think that New York will have to make up this 20c difference, and when they do Canadian refined will likely follow.

There is a reported large increase in sales of 5lb. packages and 20lb. bags.

Extra granulated, bags	4 80
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 80
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	4 50
Powdered, 50-lb. boxes	4 30
Red Seal, 5 lb. boxes	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominos, 5 lb. boxes	7 30
Paris lumps, in 100-lb. boxes	5 25
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

**SYRUP AND MOLASSES. —** All lines are moving out freely, and whole market has taken on brisker tone during past week. Prices remain unchanged.

<b>Syrups—</b>		Per case.
2 lb. tins, 1 doz. in case	2 40	
5 lb. tins, 1 doz. in case	2 75	
10 lb. tins, 1/2 doz. in case	2 95	
20 lb. tins, 1/4 doz. in case	2 80	
Barrels, per lb.	0 05 1/2	
Half barrels, lb.	0 05 1/4	
Quarter barrels, lb.	0 05 1/4	
Pails, 2 1/2 lbs. each	1 75	
Pails, 25 lbs. each	1 25	
<b>Maple Syrup—Compound—</b>		
Gallons, 6 to case	4 80	
1/2 gals., 12 to case	5 40	
1/4 gals., 24 to case	5 40	
Pints, 24 to case	5 00	
<b>Maple Syrup—Pure—</b>		
Gallons, 6 to case	6 00	
1/2 gallons, 12 to case	7 25	
Quarts, 24 to case	7 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 50	
<b>Molasses, per gallon—</b>		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 28	0 28
West Indies, half barrels	0 30	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

**DRIED FRUITS.—**Situation here is practically unchanged. Only small quantities of California fruits are being ordered, so that dullness still prevails. Evaporated apples continue dull.

<b>Prunes—</b>			
30 to 40, in 25-lb. boxes	0 15 1/2	0 15 1/4	
40 to 50, in 25-lb. boxes	0 11 1/2	0 11 1/4	
50 to 60, in 25-lb. boxes	0 10 1/2	0 10 1/4	
60 to 70, in 25-lb. boxes	0 09	0 09	
70 to 80, in 25-lb. boxes	0 08 1/2	0 08 1/4	
80 to 90, in 25-lb. boxes	0 08	0 08	
90 to 100, in 25-lb. boxes	0 07 1/2	0 07 1/4	
Same fruit in 50-lb. boxes, 1/4 cent less.			
<b>Apricots—</b>			
Standard, 25-lb. boxes	0 13		
Choice, 25-lb. boxes	0 15		
<b>Peaches—</b>			
Standard, 25-lb. boxes	0 10		
Choice, 25-lb. boxes	0 11	0 12 1/4	
<b>Candied Peels—</b>			
Lemon	0 11	0 12 1/4	
Orange	0 12	0 13	
Citron	0 15	0 15	
<b>Tapsets</b>			
Bag figs	0 04 1/2	0 04 1/4	
Fancy box figs, according to size	0 05	0 05	
Evaporated apples	0 07	0 07 1/4	
<b>Currants—</b>			
Fine Filistras, per lb.	0 07		
Choice Amalas, per lb.	0 07 1/2	0 07 1/4	
Filtras, per lb.	0 07 1/4	0 07 1/4	
Choice Vestinas	0 10		
Shade dried Vestinas	0 10 1/4	0 11	
Cleaned, 1/4 cent more.			
<b>Raisins—</b>			
Sultans, choice	0 10	0 12	
Sultans, fancy	0 12	0 14	
Valencias, selected, new	0 09	0 09 1/4	
Valencias, old stock	0 07 1/2	0 08	
Seeded, 1 lb. packets, fancy	0 07 1/2	0 07 1/4	
Seeded, 1 lb. packets, choice	0 08 1/2	0 07	
<b>Dates—</b>			
Hallowes', full boxes	0 08		
Hallowes', half boxes	0 06 1/2	0 06 1/4	
Fardis, choicest, 12-lb. boxes	0 08 1/2	0 09 1/4	
Fardis, choicest, 60-lb. boxes	0 07	0 07 1/4	
Package dates, per pkg.	0 06 1/2	0 07 1/4	

**TEA.—**Quantities of cheap teas are becoming reduced chiefly through low prices. On good stuff dealers are holding out for high prices. Market is slightly firmer than last week, but owing to heavy local stocks there appears no likelihood of advance.

**COFFEE.—**Primary market has shown many fluctuations during past week. Brazil grades appear slightly easier than week ago. Good washed milds have shown no reaction, prices remaining the same for desirable quality. Local market shows no price change.

Rio, roasted	0 21	0 22
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Martinibo, roasted	0 25	0 25
Baggas	0 27	0 27
Mocha, roasted	0 30	0 30
Java, roasted	0 32	0 32
Mexican	0 27	0 28
Gautamala	0 28	0 28

**SPICES.—**Fewer compounds are appearing on market, demand being on increase for pure goods. Up to present spices have been nominally pure, but not so absolute as to stand inspection. Market is firm, with prices all advancing.

	5 and 10 lb. tins.	1/4 lb. pkgs.	1/4 lb. tins doz.
Allspice	14-17	80-90	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	22-28	72-90	90-115
Cloves	30-35	1 00-0 95	-1 00
Cream tartar	25-26	90-0 00	
Curry powder	25-35		
Ginger	22-27	65-0 85	75-0 95
Mace	75-1 00		0-2 70
Nutmegs	25-30	80-0 80	1 80-2 20
Peppers, black	20-23	67-0 75	80-0 90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-0 95	75-1 10
Pickling spice	14-18	75-0 00	75-0 00
Turmeric	16-18		

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

**RICE AND TAPIOCA.—**Rice appears slightly firmer on primary market. Locally there is no change. Tapioca continues same as week ago.

Rangoon, per cwt.	3 53	4 00
Batna	0 08	0 08 1/4
Japan	0 08	0 08
Java	0 08 1/4	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05 1/2	0 05
<b>Tapioca—</b>		
Bullet, double goat	0 08 1/2	0 09 1/4
Medium, pearl	0 06	0 07
Flake	0 08	0 08
Seed	0 06	0 06 1/4

**NUTS.—**Shelled walnuts are much easier, prices on futures (May 1) being quoted as low as 28c. Shelled peanuts are extremely scarce and hard to get. All other nuts continue same, with light demand.

Almonds, Foreignetta	0 15	0 15
Almonds, shelled	0 25	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 18 1/4
Walnuts, Bordeaux	0 13	0 15 1/4
Walnuts, Marbot	0 14	0 15
Walnuts, shelled, new	0 32	0 33
Chestnuts, Italian, large, lb.	0 28	0 12 1/4
Chestnuts, Canadian, peck	2 25	
Filberts	0 12	0 12 1/4
Hickory nuts, per lb.	0 07	0 07
Pecans	0 18	0 20
Brazil	0 15	0 16
Peanuts, roasted	0 18	0 13
Peanuts, green, extra	0 08 1/2	0 08 1/4
Peanuts, green, jumbo	0 10	0 10
Peanuts, shelled	0 08	0 09

**BEANS.—**Large quantities of imported beans are now coming on this market on contract. These will likely have to be sold at present figures, or what they will bring. At present market is sick. Some holders have already disposed of stocks at whatever price they could get, fearing lower figures.

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

**CANNED GOODS.**

**MONTREAL.—**Booking for coming season's pack is heavy, as dealers are beginning to realize that this procedure is to their ultimate benefit, and has not speculative feature that they once attributed to it. Consequently, retailers throughout the country have booked more liberally than usual.

# THE CANADIAN GROCER

The demand for spot goods is quite heavy, and stocks are ample, but should the demand be curtailed from any reason it will tend to force lower prices. Should the present demand continue it is likely that some lines will be short before the new pack is ready to market.

**TORONTO.**—Situation in canned goods is unchanged. Bookings for next season's goods have already been heavy. Trade is dull.

## MANITOBA MARKETS.

Winnipeg, March 12.—(Corrected by Wire).—Wholesale grocery houses report trade as a little quiet. The stimulus of spring has hardly yet been felt, but market is opening with a little brisker tone and Easter specialties are coming into prominence as features.

There is still complaint of tight money and consequently little inclination for speculative trade of any kind. Retail trade in city and country is reported as good. Farmers should be heavy buyers during next two weeks of supplies to carry them through seeding.

There is a fair trade in all lines of staples at steady prices, no changes being quoted since last review.

Collections are slow, but will no doubt improve as wheat now in reserve in farmers' hands finds its way to market.

**SUGAR.**—Sugar is reported as a little firmer in the east, but locally prices are unchanged. Demand is said to be good.

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

**SYRUPS.**—Syrup is in fair demand at steady prices and conditions are without features of special interest.

2 lb. tins, per case .....	2 13
5 lb. tins, per case .....	2 53
10 lb. tins, per case .....	2 41
20 lb. tins, per case .....	2 51
Barrels, per 100 lbs. ....	3 70
Molasses, New Orleans, gal. ....	0 33
Molasses, Barbados, gal. ....	0 45
Maple syrup, quarts, per case .....	6 20
Maple syrup, ½ gal. ....	5 55

**DRIED FRUITS.**—Evaporated apples stand at the substantial reduction reported last week. All lines of dried fruits are steady and there is a fair and improving demand.

<b>Fruits—</b>		Per lb.
90-100, 25s, s.p. ....	0 05 1/4	
90-100, 15s, s.p. ....	0 05	
90-100, 10s, s.p. ....	0 05	
90-100, 5s, s.p. ....	0 05 1/2	
70-80, 25s, s.p. ....	0 07	
70-80, 15s, s.p. ....	0 07 1/2	
60-70, 25s, s.p. ....	0 07 1/2	
60-70, 15s, s.p. ....	0 07 1/2	
40-50, 25s, s.p. ....	0 08 1/2	
<b>Cooking Figs—</b>		
Choice boxes .....	0 05 1/2	
Half boxes .....	0 05 1/2	
Half bags .....	0 05 1/2	
<b>Valencia Raisins—</b>		
Fine, f.o.b., 25s, s.p., per box .....	2 75	
Fine, selected, 25s, s.p., per box .....	2 70	
4-crown layers, 25s, s.p., per box .....	2 65	
6-crown layers, 14s, s.p., per box .....	1 35	
6-crown layers, 7s, s.p., per box .....	0 75	
Ne plus ultra, 25s, s.p., per box .....	2 30	
<b>Sultanas—</b>		
California .....	0 09 1/4	0 09 1/4
Smyrna .....	0 13	0 13
<b>Currents—</b>		
Dry clean, per lb. ....	0 07 1/2	
Washed, per lb. ....	0 07 1/2	
1-lb. package .....	0 09 1/2	
2-lb. package .....	0 17 1/2	

**TEAS AND COFFEES.**—Statistics of the London tea trade indicate that stocks are heavy. Higher grades are however said to be scarce. There is no change in the coffee situation.

<b>Coffee—</b>		
Green Rio, No. 5 .....	0 17	
Roasted Rio .....	0 21	
Green Santos .....	0 15	
Roasted Santos .....	0 24	
Chicory .....	0 11 1/4	
<b>Teas—</b>		
China blacks, choice .....	0 25	0 40
India and Ceylon, choice .....	0 32	0 40
Japans, May picking .....	0 35	0 50
Japans, choice .....	0 35	0 45

**NUTS.**—Trade is very quiet with little prospect of improvement until there are more outdoor amusements in season.

		Per lb.
Brazil .....	0 19	0 19
Tarragona almonds .....	0 16 1/4	0 16 1/4
Peanuts, roasted, Jumbos .....	0 12 1/4	0 12 1/4
Peanuts, choice .....	0 11	0 11
Pecans .....	0 25	0 25
Marbet walnuts .....	0 12 1/4	0 12 1/4
Grenoble walnuts .....	0 16	0 16
Sticky filberts .....	0 11 1/4	0 11 1/4
Shelled almonds .....	0 35	0 34
Shelled walnuts .....	0 31	0 31

**BEANS.**—Beans are firm at the prices quoted at last reduction. Peas and barleys are steady.

<b>Beans—</b>		
Hand picked, per bushel .....	2 45	
3 lb. picker .....	2 30	
<b>Peas—</b>		
Split peas, sack 95 lbs. ....	4 00	
Whole peas, bushel .....	2 75	
<b>Barley—</b>		
Pot barley, per sack 95 lbs. ....	3 65	
Pearl barley, per sack 95 lbs. ....	5 15	

## WINNIPEG.

**FISH.**—Halibut are scarce and barely coming in in quantities to supply demand. Other supplies ample. Trade in oysters is falling off.

<b>Fish—</b>		
Oysters, per gallon .....	2 75	
Fresh salmon .....	0 11	
Frozen halibut .....	0 09	
Fresh whitefish .....	0 09 1/4	
Fresh pickerel .....	0 08	
Black cod .....	0 10	
Haddock .....	0 08	
Finnan haddies .....	0 08	
Holland herring, keg .....	0 73	
Kippers, box .....	2 00	
Smoked cod .....	0 12	
Goldeyes, dozen .....	0 50	
Labrador herring .....	4 20	
Fresh trout .....	0 12	

## WINNIPEG.

**FRUIT AND VEGETABLES.**—California lemons and Seville oranges are a little cheaper all other lines are steady except Baldwin apples which are quoted 25 cents per bbl. higher. Green fruit trade is quiet.

Seville oranges .....	4 50
Messina lemons .....	7 00
Frozen cranberries .....	10 00
Malaga grapes, kegs .....	9 00
Navel oranges, case .....	4 50
Bananas, per bunch .....	2 50
California lemons, crate .....	9 00
Washington apples .....	1 50
Florida tomatoes, case .....	9 00
Ontario apples .....	3 75
Cranberries .....	4 00
Spanish onions .....	14 00
Florida grape fruit .....	3 75
Valencia onions .....	5 00
Hothouse rhubarb .....	2 00
Strawberries, quart .....	0 15
Sauerkraut, lb. ....	0 50
Potatoes, per bushel .....	0 04
Carload lots .....	0 40
Jersey sweet, basket .....	0 35
Jersey sweet, basket .....	3 50

## WINNIPEG.

**PRODUCE AND PROVISIONS.**—Lard and hams and bacon have all advanced. Light backs having reached a price of 24 cents. There is good supply of fresh eggs at prices unchanged.

Butter is steady, but with a weak undertone as stocks are said to be heavy.

<b>Lard—</b>		
Tierces, per lb. ....	0 14	
1 lb. bricks .....	0 16	
50 lb. tubs .....	7 15	
20 lb. pails .....	2 90	
10 lb. cases .....	8 85	
5 lb. cases .....	8 95	
3 lb. cases .....	9 00	
<b>Cured Meats—</b>		
Hams .....	0 17	0 20
Bacon .....	0 19	0 24
Shoulders .....	0 14	0 14 1/2
Long clear D. S. ....	0 15	
Mess pork, bbls. ....	26 00	
<b>Butter—</b>		
Creamery .....	0 33	0 35
Dairy, best .....	0 25	0 27
Dairy, No. 1 .....	0 21	0 22
Dairy, No. 2 .....	0 18	0 20
<b>Eggs—</b>		
Manitoba, per doz. ....	0 22	
Storage .....	0 17	
<b>Cheese—</b>		
Ontario large .....	0 15 1/4	
Ontario twins .....	0 15 1/4	
Manitoba large .....	0 14 1/2	
Manitoba twins .....	0 15	

## NEW BRUNSWICK MARKETS.

By Wire.

St. John, March 11.—There has been little change of interest in markets during last week. Business continues up to average. Good sleighing has brought many farmers to city and added slightly to sales. Travelers report business to be fair through the province, but conditions are none too encouraging. Buying in sugar still continues easy. Dealers are afraid to purchase any large quantities, as some have already been bitten through slumps. Flour continues unchanged. Molasses are slightly lower in consequence of arrivals of fresh stock. Eggs are a little lower. Butter remains the same.

Bacon, roll .....	0 15	0 16
Bacon, breakfast .....	0 18	0 20
Beans, Austrian, bushel .....	2 05	2 75
Beans, yellow eye, bushel .....	3 10	3 30
Butter, dairy, per lb. ....	0 25	0 30
Butter, creamery, per lb. ....	0 30	0 32
Buckwheat, W., grey, bag .....	2 75	2 85
Cheese, lb. ....	0 15	0 15 1/4
Currants, 1's, lb. ....	0 07 1/2	0 08
<b>Canned Goods—</b>		
Beans, baked .....	1 30	1 35
Beans, string .....	1 02 1/2	1 02 1/2
Corn, doz. ....	1 10	
Peas, No. 4 .....	1 40	
Peas, No. 3 .....	1 45 1/2	
Peas, No. 2 .....	1 45	
Peas, No. 1 .....	1 80	
Peaches, 3's, doz. ....	1 55	1 60
Peaches, 1's, doz. ....	2 35	2 40
Raspberries, doz. ....	2 20	
Strawberries .....	2 20	
Tomatoes .....	1 05	
Cornmeal, gran. ....	4 75	
Cornmeal, bags .....	1 40	
Cornmeal, bbls. ....	3 85	
Eggs, henney .....	0 26	0 27
Eggs, case .....	0 24	0 25
Flour, Manitoba .....	6 25	6 30
Flour, Ontario .....	5 65	5 70
Lard, compound, lb. ....	0 10 1/2	0 11
Lard, pure, lb. ....	0 15	0 15 1/4
Lemons, Messina, per box .....	3 50	4 00
Molasses, Barbados, fancy .....	0 37 1/2	0 38
Oatmeal, rolled .....	5 25	
Oatmeal, std. ....	5 80	
Pork, domestic mess .....	24 50	27 50
Pork, American clear .....	25 00	27 50
Potatoes, barrel .....	1 55	2 25
Raisins, California, seeded .....	0 07 1/2	0 08
Rice, per cwt. ....	3 85	3 95
<b>Salmon, Case—</b>		
Red Spring .....	9 25	9 80
Cohoos .....	8 50	8 75
<b>Sugar—</b>		
Standard granulated .....	4 70	4 80
Austrian granulated .....	4 60	4 70
Bright yellow .....	4 50	4 60
No. 1 yellow .....	4 20	4 30
Paris lumps .....	5 80	5 75

## NOVA SCOTIA MARKETS.

By Wire.

Halifax, March 12.—Trade continues up to average in most lines. Receipts of eggs are increasing, and fresh laid stock dropped to 25c. Creamery butter



is 1c easier to 31c. Cheese remains firm at 15c per lb. Large stocks are reported to be held here. Potatoes are in heavy demand at \$1.60 per bag. Grapefruit advanced 50c to \$4, and Florida oranges 50c higher to \$4. Side bacon is marked up to 19c.

Some Nova Scotia dealers are now importing American cabbage. One Eastern firm got seven tons during week.

Apples, No. 1, per bbl. ....	3 50
Bacon, side, per lb. ....	0 19
Butter, creamery, per lb. ....	0 31
Cheese, per lb. ....	0 15
Currants, Vestizas, per lb. ....	0 05 1/2
<b>Canned Goods—</b>	
Corn, 2's, per doz. ....	1 20
Peas, 2's, per doz. ....	1 00
Raspberries, 2's, per doz. ....	2 37 1/2
Strawberries, 2's, per doz. ....	2 40
Tomatoes, 2's ....	1 40
Corrmeal, per bag ....	1 50
Eggs, fresh, per dozen ....	0 25
Eggs, cold storage, per dozen ....	0 25
Flour, Ontario, 90 per cent. ....	4 95
Flour, Manitoba best, per bbl. ....	5 05
Grapefruit, per case ....	4 00
Lemons, per lb. ....	0 19
Lemons, per case ....	5 00
Oatmeal, std., per sack ....	2 05
Oranges, Florida, per case ....	4 00
Oranges, navel, per case ....	4 00
Potatoes, per bag ....	1 00
Raisins, Cal. fancy, per lb. ....	0 08
Rolled oats, per bbl. ....	5 25
Salmon, Sockeye, per case ....	10 25

**GOODS HARD TO GET.**

A report comes from Peterboro', Ont., to the effect that the new Co-operative Society there is having a difficult time of it securing goods. A store has been bought on which a payment was made and it was intended that it should open some time ago. It had not, however, opened at the beginning of the week.

The trouble has been that the Peterboro' wholesalers would not sell the Society the goods it wanted and it is stated, attempts have been made to purchase in Toronto, Lindsay, Belleville and Kingston, with little success.

**MILK KEPT IN REFRIGERATOR.**

**Health Authorities Claim It Should Not Be in Same Department as Provisions.**

Toronto, March 12.—(Special).—An Avenue Road grocer states that a city food inspector entered his place of business recently, and pointing to his refrigerators, ordered the immediate removal therefrom of his stock (which was not large) of breakfast bacon, and cooked ham. Asked for the reasons why he should comply with such an extraordinary order, he was informed by the inspector that it was contrary to the city ordinances to permit hog products to be kept in storage with milk and cream. It was customary for this grocer, as with hundreds of others, to keep his stock of milk and cream in the refrigerator with his meats, but in a lower and separate compartment. What puzzles this grocer is—how can milk and cream tightly sealed be contaminated under these conditions?

**Editorial Note.**—The Grocer on receipt of the above information, decided to investigate this matter with a view to finding what part of the Ontario Public Health Act included such a regulation. At the City Hall this paper was told that the food inspector was within his rights and quoted the following clause in the Ontario Health Act, Schedule B, Section 114:—

“All milch cows, cow byres and dairies, and all places in which milk is sold or kept for general use, and all cheese-factories and creameries shall be subject to inspection under the direction of the Board; and the proprietors shall obtain permission in writing from the Board, to keep any such dairy or other place in which milk is so sold or kept, or to keep a cheese factory, or creamery, and the same shall not be kept by any person without such permission, which shall be granted after approval of such premises upon inspection, subject to the condition that all such places are so kept and CONDUCTED THAT THE MILK SHALL NOT CONTAIN ANY MATTER OR THING LIABLE TO PRODUCE DISEASE, EITHER BY REASON OF ADULTERATION, CONTAMINATION WITH SEWAGE, ABSORPTION OF DISEASE GERMS, INFECTION OF COWS, OR ANY OTHER CAUSE, and upon such condition being broken the said permission may be revoked by the Board.”

The capital letters towards the end of the above are The Grocer's, the reason being that this is the part of the clause bearing particularly on the matter. The health authorities were asked what words applied to the refrigerator case above referred to and the answer was “or any other cause.” This evidently permits of very wide interpretation and how it could be applied to keeping bottled milk in a refrigerator with cooked meats is something not easily understood by the layman.

The health officer admitted that if bottled milk were kept covered, there would be little cause for alarm, but there was a possibility that part of the bottle might be sold and the remainder left uncovered in the refrigerator. He stated that as far as the purity of milk was concerned, untainted meats would not affect it. But as milk rapidly took up the odors of meats, as of other things, it affected the taste.

It was, however, pointed out that where a refrigerator had two compartments entirely separated from one another, it would be permissible to place bottled milk in one and provisions in the other.



By P. J. C., Estevan, Sask.

I was pleased to notice recently in your valuable paper (of which I have been a reader for the last five years) an article on “Weight, Measure and Count.” I feel I must back up all that was said in the article, knowing that it is absolutely necessary to the success of any grocer to check both weights and number of any articles entering his store.

To enumerate all I have discovered in the last twenty years in the grocery trade would take too much time and space. I say to every grocer to look particularly to the weights of cheese and smoked meats. On smoked meat shipments of about 100 lbs. I find almost without exception a shortage of from 10 to 12 lbs.—that is, of course, allowing for the heavy packing paper that most packers use. When I am charged with 100 lbs. of meat, from 18c to 20c per lb., I'm going to see that I get it, and not pay for 10 or 12 lbs. of paper at these big prices. Packers who do this should be in the paper business I think, as they are surely making more on their paper than on the meat they are selling. I am sure there is quite as large a leak in the goods entering the store as there is in careless clerks giving overweight.

**BORROWING TO DISCOUNT; USING OTHERS' CAPITAL.**

(Concluded from page 31.)

can, evidently paying no attention to the date on their invoices. They keep their general credit good by showing plenty of resources of various kinds, so find plenty of people ready to sell them. Thus they do business largely on the other fellows' capital—and they seem to get on. In fact, I know of one or two such firms who have made big money and are making it every day. I hear one say that “So-and-so's standing is not so very good, after all—they are always very slow in paying up.” But meantime, I note that So-and-so are buying real estate and trading outside quite heavily, having plenty of stuff which, at a pinch, might become readily available. And because they are known to have such stuff, nobody presses them—and their 30-day bills are not paid often in two or three months.

Question is: Do they not manage about as well, maybe, as we who think it the best business to discount?



## Oranges Advancing; Tomatoes Decline

Firming up of Primary Orange Markets Heralds Further Local Advances—Tomatoes Arrive in Car Lots—Firmness Expected in Lemon Market—Prospects for Easter Trade Bright.

Florida oranges arriving on Canadian market are meeting with good demand, owing chiefly to fine quality. This week a Toronto dealer has five cars coming in and states that they are arriving in splendid shape. Prices on all oranges are likely to advance owing to heavy demand from all parts of Canada and States since California frost. It is reported that Florida will not be able to meet the demand and that the season for the ordinary varieties will be over in about three weeks. After that Florida Valencias will come forward to meet demand.

Tomatoes are now being shipped from Florida to Canadian markets in car lots, and meet with ready demand. Toronto market alone uses up about a car a day. Trade is expected to keep steady now till on in May.

**GREEN FRUITS.**—Business in green fruits this week is brisker than it has been for some time past and is beginning to take on hum and bustle of summer business. Trading for Easter is especially good and buying has been more liberal than for some time past. Prices remain same as last week. The importation this week amounted to only about seven or eight cars due to intense cold weather prevailing during past week. As dealers were fairly well stocked up they did not relish risking shipments in such cold weather. It is expected that imports this week will be heavy. Trading in apples has received another set back as the export prices have declined till it is unprofitable to ship. Local demand continues steady with good russets selling at \$4.75 per barrel.

Apples, winter varieties, No. 1	2 50	4 50
Apples, winter varieties, No. 2	2 50	3 00
Bananas, crated	2 00	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 00	4 00
Oranges, California navels	3 00	4 00
Oranges, Valencia	3 75	5 00
Oranges, Mexican	2 50	3 00
Pineapples, Cubans, cases of 24	4 00	4 50
Almeira grapes	6 00	7 50
Russets, per barrel	4 75	4 75

**VEGETABLES.**—There is little doing in vegetables and it is not thought that much business will be accomplished till after Easter. Florida asparagus has appeared on local market and is selling at \$12.00 per case of twelve bundles. Quality of the grass is very good. Strawberries are lower this week selling at 35c to 40c per box. Cabbage is a little higher. American oyster plant has advanced 10c, while cukes are a little easier. Spinach is higher than last week having advanced about 25c per barrel. Boston lettuce is cheaper having declined to \$1.35 per crate. New potatoes are easier selling at 6c per pound instead of 7c as last week.

Canadian oyster plant	0 50	
American oyster plant	1 20	
Spanish onions, large case	2 35	2 75
Canadian red onions, per lb.	0 01 1/4	0 01 1/2
Wax beans, in hamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	1 50	1 75
Cauliflower (for singl. cases \$2.00) double	3 00	3 50
Celery, per crate (3 to 6 doz.)	4 50	5 00
Cucumbers, per dozen	2 25	2 50
Leeks, per bunch	0 30	
Peppers, green, crate	3 00	
Radishes, dozen	0 60	
Sweet potatoes, basket	2 50	
Potatoes—		
Green Mountains, car lots, per bag.	0 72 1/4	0 75
Quebec grades, car lots, per bag.	0 60	0 65
Quebec grades, small lots, per bag.	0 90	0 95
Spinach, bbl.	3 00	
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	1 35	
Curly lettuce, crates, 4 doz.	1 75	2 00
Strawberries, qt.	0 35	
New potatoes, 6c lb. or, bbl.	7 50	8 00
Horse radish, lb.	0 15	
Garlic, bunch	0 15	

### TORONTO.

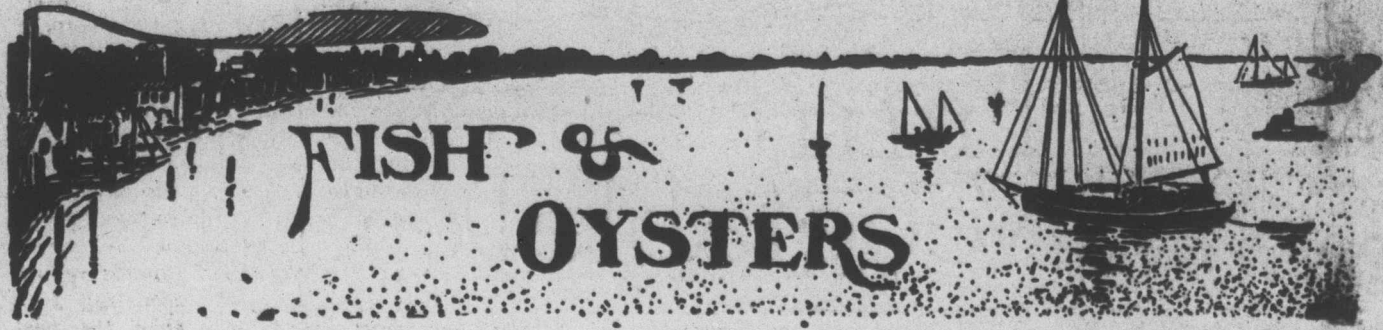
**GREEN FRUITS.**—Business on local market has taken on brisker tone during past week so that prospects for good Easter trade look bright. It appears that oranges of all kinds are likely to be scarcer, owing directly to the supply from California having been so greatly reduced. There is at present a temporary scarcity on local market but shipments are expected to arrive shortly. Dealers predict higher prices. Good strawberries are still bringing from 45 to 55 cents per quart. One dealer this

week sold a whole tank at 45 cents straight. Poopier quality however are to be found on market at much lower figures.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	2 00	2 50
Artichokes, Canadian, bag	1 00	1 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	12 00	12 00
Cranberries, crate	3 75	4 00
Cocconuts, per sack of 30	6 50	6 50
Hothouse grapes, per lb.	1 10	1 10
Grapefruit, Florida, sizes 64, 64 and 80, case	3 50	4 25
Grapefruit, Jamaica, all sizes, per case.	2 50	3 25
Lemons, Messina, ordinary, case	3 50	4 00
Oranges, Florida, Pineapples variety, case	4 00	4 25
Navels, per case	3 75	4 25
Oranges, bitter, case (200 and 100)	2 25	2 50
Oranges, Valencia, ordinary, 420c, case.	3 75	3 75
Oranges, Valencia, large, 420c, case.	4 75	5 00
Oranges, Valencia, 71s, case	5 25	5 25
Pineapples, per case	4 00	4 50
Pears, Cal., 1/2 boxes (35 to 50)	3 00	3 50
Pears, Cal., full boxes (150 to 200)	2 50	2 50
Strawberries, per quart box	0 45	0 55
Tangerines, per strap, 2 boxes	5 00	5 00

**VEGETABLES.**—Florida tomatoes are now coming in car lots instead of by express with result that prices have been greatly reduced. Sweet potatoes have advanced from 25 to 50 cents during past week on account of scarcity in South, and it being near the end of the season here. Imported vegetables are all moving a little more freely than week ago, but in Ontario vegetables dulness still prevails. All lines are now low and appear to be still on a declining market.

Beans, wax and green, hamper	4 00	5 00
Beets, per bag	0 60	0 75
Beets, imported, per doz.	0 25	0 30
Brussel sprouts, per quart box	0 25	0 30
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	0 75	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75	1 00
Cauliflower, hamper of 15	2 00	2 25
Cauliflower, hamper of 25	3 25	4 00
Celery, Florida, per case	3 50	3 75
Celery, California, per case	5 00	5 00
Celery, California, bunch of dozen heads	0 75	0 75
Chicory, doz.	0 75	0 75
Cucumbers, Boston, hot house, doz.	1 50	3 00
Egg plant, per crate of 30 to 45	3 00	4 00
French Indive, case of 16 to 17 lbs.	5 50	5 50
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 00
Mushrooms, per lb.	0 85	1 00
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 75
Onions, green, imported, per doz.	0 15	0 15
Peppers, green, basket	0 50	0 60
Peppers, green, hamper of 6 boxes	2 50	3 00
Parsley, large bunches, doz.	0 50	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick, per bag.	0 95	1 05
Parsnips, per bag	0 50	0 65
Potatoes, new, Bermuda, hamper	3 00	3 00
Potatoes, new, Bermuda, barrel	8 50	8 50
Rhubarb, according to size, doz. bunches	0 55	1 00
Spinach, per bbl.	2 25	2 25
Spinach, per hamper	0 75	1 00
Turnips, per bag	0 30	0 30
Tomatoes, hothouse, per lb.	0 30	0 30
Tomatoes, Florida, case	3 00	3 25
Sweet potatoes, 50 lb. hamper	1 75	2 00
Water cross, per doz. bunches	0 85	0 95



## Good Finish to Season's Business Expected

Prospects Are for Heavy Trade in Fish During Remainder of Season—Supplies of Fresh Haddock and Halibut Coming in More Freely—Preparations for Commencing Spring Season's Work—Oyster Growers Begin Planting for Next Season.

Trade in fish throughout Lenten season has been satisfactory to dealers, and with another week yet to run it is expected that records will show a fine season's business. During past week, retailers supplying from Montreal have been fairly well stocked so that orders have been light, but a brisker movement is expected before the week is over as heavy stocks will be required to meet increased demand of next week. In Toronto, dealers are now beginning to wind up business so as not to be left with stocks on hand after season closes.

Weather conditions have been more favorable during past week with result that larger offerings of fresh fish have been made. Small boats are now out for spring work and it is expected that the larger ones will be going out in a few days.

Oyster growers are now engaged in cleaning up their beds and getting things into shape for planting next season. Just now no one seems anxious about business. Growers are of the opinion that weather throughout season has been unfavorable, and that they would have done much better under normal conditions.

### MONTREAL.

FISH.—Business is a little dull in fish markets this week but a big trade is looked for next week. Trading during Lenten season has been exceedingly brisk right up till two weeks ago when it suddenly took a dull turn but it is expected that demand will be heavy next week as the retailers' stocks will be pretty well run out, and they will be forced to replenish to meet demand during the many fast days next week.

Supplies of fresh haddock are coming forward more freely this week, two cars of haddock being now on way from coast to local market. Halibut is also coming more freely as well as other fresh fish. The demand is pretty well confined to

fresh lines as it seems that the public have tired of frozen and salt fish. Frozen fish are selling slowly and there is practically no demand for salt or pickled fish.

Fresh cured haddies are in good supply and are meeting with good demand. Prices are higher than for those put up when fish were cheaper and stored till the present. Fresh cured cost about 1½¢ more than the frozen haddies. There is also a good demand for salmon, mackerel and smelts for the Italian trade at Easter.

Lobsters, shell oysters, bulk oysters, shrimps and clams are in better demand and a good trade is looked for during Easter week. Many people who would not purchase these expensive fish under other circumstances will do so during holiday season. Small boats are out now but the bigger trawlers will not leave for the "Banks" for about ten days, or at least until the weather is more favorable. With the boats out it will not be long until there are good supplies of fresh fish and in view of this fact several lines of fish went down in price during past week. Stocks of frozen are pretty well cleaned up and there is just about enough left to fill in till new catch comes in.

### FRESH AND FROZEN.

Black Sea bass, per lb.	0 12
Bluefish, fancy, per lb.	0 13
Barbotte (dressed), bullheads, per lb.	0 10
Market cod, cases, 250 lbs., per lb.	0 05
Less than case	0 05½
Steak cod, per lb.	0 06
Tom cod, new, per bbl.	1 40
Flounders, per lb.	0 05
Haddock, per lb., frozen	0 06
Haddock, fresh, per lb., by express	0 05
Halibut, fresh, per lb.	0 13
Herring, frozen, per 100 fish, medium	1 80
Herring, large, per 100 lbs.	2 25
Mullet, per lb.	0 10
Mackerel, per lb.	0 10
Fish, dressed and headless, per lb.	0 07
Fish, round	0 08
Perch, dressed	0 10
Smelts, fancy	0 12
Smelts, No. 1, per lb.	0 09
Salmon, fancy spring, per lb.	0 14
Salmon, red, B.C., per lb.	0 10
Salmon, Gaspe, per lb.	0 15
Salmon, Qualls, per lb.	0 07½
Trout, lake, per lb.	0 12
Whitefish, large, per lb.	0 10
Whitefish, small, per lb.	0 07
Weakfish, fancy	0 10

### PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 07
Dry Pollock, 100 lb. bundle, per bundle	6 00

Acadia pure cod tablets, 20 lb. boxes, per lb.	0 10½
Acadia, pure cod tablets, 20 lb. boxes, per lb.	0 10½
Halifax pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 20 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	0 07½

### SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1	10 00
New Labrador herring, per bbl.	5 00
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, 20 lb. kits	1 75
No. 1 mackerel, half bbls.	7 00
Lake trout, eggs	7 00
No. 1 green haddock, per 200 lbs.	3 00
Salt eels, per lb.	0 08
Salt sardines, bbls., 200 lbs.	5 00
Salt sardines, half bbls.	3 00
Scotch herring	7 25
Holland herring, bbl.	10 00
Holland herring, half bbl.	5 00
Holland herring, keg	0 70
Boneless new herring, 10-lb. boxes	1 00
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	6 50

### SMOKED.

Bloaters, box	1 00
Yarmouth bloaters, fancy, per box	1 25
Haddies, extra fancy, per lb.	0 11
Haddies, fancy, fresh cured	0 08
Haddies, regular	0 06
Fillets, fancy, fresh cured, lb.	0 15
Fillets, regular, lb.	0 11
Herring, new, smoked, per box	0 15
Kippers (small), per box of 80 fish	1 00
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, lb 0 10	0 11
Ciscoes, per basket	1 25

### SHELL FISH.

Solid meats—Standards, gal., \$1.70; selects, gal.	1 90
Bulk standards, gal., \$1.40; selects	1 00
Cape Cod Shell Oysters—	
Medium size, per bbl.	8 00
Boiled lobsters, per lb.	0 25

### TORONTO.

FISH.—With Lenten season continuing now for only another week fish dealers are already beginning to clean up stocks and get rid of all winter lines before season finally closes. This week, several lines disappear altogether. Among these are, coho salmon, pickerel, haddock and cod in the frozen fish; flounders in the fresh, and Labrador herring in the salted and pickled. Fresh caught steak cod and haddock have been slightly reduced in price and are now quoted at 8 and 7 cents respectively. In fresh fish, cod and salmon are in greatest demand, while in frozen lines whitefish and halibut appear to be most sought after. Owing to great difficulty in securing fresh fish, Easter comes at a poor season this year.

Stocks in oysters are still coming along in good shape, and local dealers are of opinion that considering the way in

which trade has been moving lately, season will be prolonged even after Easter.

FROZEN FISH.	
Halibut, per lb.	0 12
Trout, per lb.	0 12
Qualla salmon, per lb.	0 08
Sea herring, per 100	2 00
Lake Superior herring, per 100	3 00
Whitefish, per lb. straight	0 10
Headless pike, per lb. straight	0 07
Lake Erie herring, per lb. straight	0 06
FRESH CAUGHT FISH.	
Steak, cod	0 08
Haddock	0 07
SMOKED.	
Ciscoes, per basket	1 00
Finnan haddie	0 08
Smoked filets	0 12
Smoked bloaters, 60s	1 25
Kippers	1 25
PREPARED.	
Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06 1/2
Skinless, cwt. (100 lb. boxes)	7 00
SALTED AND PICKLED.	
Labrador trout, per keg	7 25
Scottish herring, Loch Fyne, per kit.	1 10
Holland herring, per keg	0 80
Oysters—	
Selects, per gallon	1 75
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	1 70
Straights, 5 gal. lots	1 65
Shrimps—	
1 gallon cans	1 25
2 gallon cans	2 40
3 gallon cans	4 60
Smelts—	
No. 1, per lb.	0 11
Extra, per lb.	0 16

**HALIFAX.**

FISH.—The arrival here this week of two American fishing schooners for repairs, both of which disposed of their cargoes at this port greatly relieved the condition of local fish market. Halifax dealers bought the fares which consisted of halibut, cod and haddock. The placing of several thousand pounds of halibut on market caused the price to drop from 25 to 20 cents per pound. The fish found a ready sale. Cod and haddock were also of good quality. Lobsters continue scarce and high. Some small lobsters marketed this week sold at \$1.50 per dozen.

**ST. JOHN.**

FISH—Dealers throughout city are pleased with amount of business done over fish counters since commencement of Lent, and look for its continuance up to close. Last week saw fairly good weather for the trade and the catches were up to standard. Haddock and cod as usual were the staples, while Western halibut was also in good supply. There were quite heavy arrivals of Newfoundland herring. American bluefish and whitefish came in as well, although the demand for these lines has never been particularly brisk in St. John. Oyster trade throughout Lent has been most encouraging, supply being good and prices holding firm at 75c quart to retail trade.

**NORWEGIAN SARDINES SCARCE.**

**Fishing Poor After September of Last Year.**

A report comes from Stavanger, Norway, to the effect that Norwegian sardines are scarce. The fishing season closed on Feb. 15, and canners of salmon

say it must on the whole be described as a failure.

The summer packing season in 1912 was an average one as regards the quantity packed and the quality of the fish was first class. But about the middle of September the fishing came to a standstill. This, in itself, was not embarrassing, as canners are always used to that, since sardines disappear periodically, but invariably return in three to four weeks. The past season, however, made an exception to this rule, and there was practically no fishing whatever from the middle of September

till February. Usually the season closes February 1, but owing to the shortage it was held open till February 15 this year.

The report goes on to say that this shortage in connection with other reasons will result in higher prices on the markets abroad, and buyers will in future have to pay higher prices for Norwegian smoked sardines than before. The fishing will be resumed on the 25 of May this year and canners are in hopes that the next season will turn out more satisfactory than the past one.

**Use of Better Methods Would Sell More Fish**

**Opinion of Men Interested in the Catching and Distribution of This Article—Cheap Food Compared With Many Other Lines and Should be Pushed Strongly by the Trade—Conditions of Fishing Industry on Atlantic Coast.**

“The fishing this year has not been as good as last in regards to the quantity caught,” said H. B. Short, Mayor of the famous fishing town of Digby, N.S., and representing the fish merchants of the Atlantic coast on the Dominion Fisheries Advisory Board, in a recent interview in Montreal with a Grocer representative. “However, when you take into consideration the increased prices realized for some lines of fish, the season financially speaking, is practically the same as last year.” Continuing, Mr. Short said, “Conditions seemed to be against the fisherman during the past season. First bait was scarce and curtailed operations to some extent. Then storms interfered and forced the fleets to seek shelter. The storms also had the effect of driving the fish ‘off-shore’ into the protection of deeper water. A few steamers are out now, in fact, two catches landed this week totalled about 200,000 fish, but the fishing fleets are outfitting now and will put out in about ten days. The outlook for the season’s fishing is promising and big catches are expected.”

**Better Sanitary Methods.**

Mr. Short called attention to the sanitary methods employed in handling the fish at the coast and expressed the wish that all dealers would handle the fish exposed for sale in a sanitary way. “If every dealer would only use a little care as some do in displaying his fish, the public would purchase more, but when a housewife sees fish covered with ice and twisted out of shape and thrown in a heap, her appetite is not stimulated and she does not buy. Again, when she buys fish, many a dealer will send it to her uncleaned, and there is

nothing that a woman hates more than cleaning fish. Now, if the dealer would only give a little attention to these details he would surprise himself with the increase in his fish sales. By displaying the fish in an appetizing manner and sending them out on deliveries cleaned and boned, the dealer can build up a trade to be proud of,” remarked Mr. Short.

**A Good Talking Point.**

“Some dealers do not seem to take full advantage of the cheapness of fish as compared with many other edibles,” he maintained.

“The dealer can use the ‘High Cost of Living’ as an argument to sell fish. By drawing the customer’s attention to the difference in the cost of fresh meat and fish, dealers can give their fish sales a great boost,” is the opinion of Mr. Short.

**IS SAUSAGE FRESH MEAT?**

A curious situation has arisen in Blenheim, Ontario, where in recent years a number of grocers have gone into the sale of cured and cooked meat and of factory sausages. The butchers pay a license fee of \$10 and have now complained to the town council that a profitable end of their business has been largely cut into by the grocers handling goods which the former claim to come under the head of fresh meats. The town solicitor’s opinion has been taken in the matter, and is to the effect that the decision rests on the constituents of sausage. If fresh meat, the by-law prohibits any but licensed butchers selling them. The grocers are still dealing in sausages, and it is understood that a charge will be laid and a test case made.

# FLOUR & CEREAL DEPARTMENT



## Demand for Flour is on the Increase

**Good Export Trade From Montreal — Wheat Market Takes Slump—Effect on Flour Market Doubtful—Mill Feeds Moving Freely—Demand Coming for Bran in Car Lots in Toronto—Prices Remain Unchanged on all Markets.**

Inquiry on all the larger markets for flour has been slightly better during past week, so that now a good steady trade is passing. With demand continuing heavy, an advance would seem probable, but at present so many other features enter market that none of the millers feel in a position to make predictions.

On primary markets wheat, oats and corn all took big drop on Tuesday, wheat going down  $1\frac{1}{8}$  to  $1\frac{1}{2}$  cents. This is the greatest fluctuation experienced for several months, but whether it will have any effect on flour situation is a question. The cause of this decline was given as the heaviness of stocks in farmer's hands, which are reported as heavier than for many years.

Mill feeds have been moving out freely during past couple of weeks and stocks in bran are now becoming much reduced. Some dealers predict an advance of \$1 before the month is out. Shorts and middlings though moving well, are still in large supply on all larger markets. No change in these is now anticipated.

Receipts of flour in Montreal for the week were 6,305 sacks as compared with 14,807 sacks for the corresponding week last year. The exports from Portland and St. John for the week were 44,473 sacks as against 14,807 for the same week the year previous. The stock of flour on spot, in store to-day showed a decrease of 8,711 sacks as compared with week ago and an increase of 60,255 sacks over the corresponding week year ago.

### MONTREAL.

**FLOUR.**—Inquiry for export flour is quite heavy, but in some cases little business has been accomplished. Shipments are being made on booked export orders. Local demand continues steady with little of interest to report. Prices remain firm at last week's quotations

and it is not expected that these will be revised for some little time.

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

**CEREALS.**—Demand for rolled oats is better this week owing to favorable weather. There is steady demand from both local and country buyers for small lots. Tone of market is steady with prices unchanged. Exports of rolled oats from Portland and St. John this week were 3,780 sacks and 9,500 cases as compared with 15,908 sacks and 8,500 cases for same week year ago.

Cereals—		
Rolled oats, in 25 sack lots .....	2 05	
Rolled oats, in single bag lots .....	2 25	
Rolled oats, in bbls. ....	4 35	
Standard oatmeal, in single bag lots .....	2 25	
Granulated oatmeal, in single bag lots.....	2 25	
Fine oatmeal, in single bag lots .....	2 25	
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels .....	2 70	
Hominy, in 50 lb. sacks .....	2 90	2 15
Cornmeal, in 50 lb. sacks .....	1 85	2 05
Rolled oats, in cotton sacks, 5c more.		

**MILL FEEDS.**—Demand for mill feeds seems to be slackening off and is not as brisk as last week. Prices remain firm and unchanged, although prices on middlings have advanced with some firms. Trading in mill feeds however is still quite heavy and is not confined to any one centre, but is well divided.

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

### TORONTO.

**FLOUR.**—Inquiry for flour during past week has been quite heavy as compared with corresponding week in other years. Trading is steady and supply does not appear to be any more than is necessary to meet the demand. With present conditions holding, chances would bid fair for an advance. On the other hand if spring were to open early chances are that such advance would not be made.

“Export trade in flour,” said one dealer this week, “is absolutely dead, or at least as nearly so as it is possible

to be.” Bulk of trade from this point is domestic.

Manitoba Wheat.		
1st patent, in car lots, per bbl. ....	5 20	
2nd patents, in car lots, per bbl. ....	4 80	
Strong bakers, in car lots, per bbl. ....	4 60	
Feed flour, in car lots, per ton .....	25 00	
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption....	4 85	5 15
Patents, 90 p.c., domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 65
Blended domestic consumption .....	4 85	5 05

**CEREALS.**—Owing to mild and open winter demand for oatmeal and rolled oats has not been as heavy as usual. During past couple of weeks, however, trade has picked up and now these are moving out fairly freely. Situation is practically same as week ago, with no sign of change.

Millers still find difficulty in securing good quality Ontario white wheat for manufacturing rolled wheat. Wheat offering early in season was damp, but now that farmers have kept it for some time, it is in rather better condition. Cornmeal situation remains unchanged.

Rolled oats, small lots, 50 lb. sacks.....	2 15
Rolled oats, 25 bags to car lots .....	2 05
Standard and granulated oatmeal, 50-lb. sk., small lots .....	2 25
Rolled wheat, 50 lb. boxes .....	1 80
Rolled wheat, small lots, 100-lb. bbls. ....	2 75
Rolled wheat, 5 barrel to car lots .....	2 85
Cornmeal, 50 lb. bags, 25 bag lots, best quality .....	1 70
Cornmeal, 50 lb. bags, 25 bag lots, coarser grades .....	1 50
Rolled oats in cotton sacks, 5 cents more.	1 00

**MILL FEEDS.**—Trading in mill feeds especially bran and shorts has been heavy, causing greater firmness in market. While some mills are selling on a car lot basis, others refuse to ship full cars and insist on at least 100 bags best flour going out in car. Demand for bran is heavy and most mills would find good inquiry for car lots were they willing to ship in that way. One dealer states: We are now getting \$20 for car lots and are looking for \$21 for bran before the month is out.”

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

### WINNIPEG.

**FLOUR AND CEREALS.**—The flour market is altogether featureless, but an improvement is expected with the opening of navigation. Oats are weak and declining and rolled oats should be cheaper.

Flour—		
Best patents, per bbl. ....	5 40	
Seconds, per bbl. ....	4 80	
Bakers', per bbl. ....	4 60	
Rolled Oats—		
Rolled oats, 50 lbs. ....	1 80	
Standard granulated, 50 lbs. ....	2 00	
Cornmeal, sack, 50 lbs. ....	1 75	
Wheat granules, 50 lbs. ....	2 05	
Bales, lbs. ....	3 00	



# Produce & Provisions



## Greater Firmness in Provision Market

**Light Receipts of Hogs Cause Continued Firmness in Provisions—Butter Market Firm for Choice Makes—Dealers Look to Lower Prices in Near Future—Good Export Trade in Cheese Causes Market to Firm up—Poultry Scarce and in Great Demand—Buckwheat Honey Moving Freely in Toronto.**

Owing to light receipts of hogs on all large stock markets prices have been kept continually advancing with resulting firmness in all hog products. Movement in all manufactured pork products during past week has been on increase. Smoked meats have been in good demand and show marked firmness in price. Lard too, continues steady and is moving freely. Demand for all lines is especially good for Lenten season.

Butter market continues steady and firm. For really choice makes full prices at highest figures are readily obtained as owing to scarcity of supplies demand is heavy. Dairy butter at present offering is still strongly marked with feedy, stably flavor, so that for average quality coming demand is poor. With spring advancing there is every prospect for better quality stock being offered and for larger offerings being made so that prospects are for declining market in near future.

Vancouver firms are reported as being overstocked with New Zealand butter and having to work off surplus stocks on the three northwestern provinces.

Cheese market is taking on a much firmer tone owing to increase in export trade and stocks being worked off in that way.

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

Receipts.	Butter, pkgs.	Cheese, boxes.	Eggs, cases.
Week ending March 8, 1913	2,422	10	4,760
Week ending March 1, 1913	1,322	186	3,508
Week ending March 9, 1912	2,751	79	7,443

**PROVISIONS.**—Provision market remains same as last week with prices unchanged. Hogs are coming forward a little more freely here than for some weeks past but are still behind demand. Demand for smoked meats is excellent and the booking for Easter delivery is pleasing to the trade. Lard is moving

freely. There is no new item of interest in the provision market and it is not probable that any change will be announced before Easter.

Long clear bacon, heavy, lb.	0 15
<b>Hams—</b>	
Extra large sizes, 28 to 40 lbs., per lb.	0 15
Large sizes, 20 to 28 lbs., per lb.	0 16½
Medium sizes, 15 to 19 lbs., per lb.	0 18
Extra small sizes, 10 to 14 lbs., per lb.	0 19
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17½
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 20½
Breakfast bacon, English, boneless, lb.	0 19
Windsor bacon, skinned, backs, lb.	0 22
Spiced roll bacon, boneless, short, lb.	0 15½
Picnic hams, 6 to 12 lbs.	0 14
Ham, cooked, per pound	0 27
Wiltshire bacon (50 lb. sides)	0 18
Cottage rolls, small, about 4 lbs.	0 18
Rolled ham, small, skinned, boneless	0 26
Hogs, live, per cwt.	9 85
Hogs, dressed, per cwt.	14 00
<b>Pure Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 14½
Cases, tins, each, 10 lbs., per lb.	0 15
Cases, tins, each 5 lbs., per lb.	0 15½
Cases, tins, each 3 lbs., per lb.	0 15½
Pails, wood, 20 lbs. net, per lb.	0 15
Tubs, 50 lbs. net, per lb.	0 15
Tierces, 375 lbs., per lb.	0 14½
One pound bricks	0 15½
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 10
Cases, 10-lb. tins, 60 lbs. case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10½
Pails, tin, 20 lbs. gross, per lb.	0 09½
Tubs, 50 lbs. net, per lb.	0 10
Tierces, 375 lbs., per lb.	0 09½
One pound bricks, 60 lbs. to case	0 11½
<b>Pork—</b>	
Heavy Canada short cut mess, bbl., 35-45 pieces	27 50
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl.	27 50
Clear fat backs	28 00
Heavy flank pork, bbl.	28 00
Green bacon, flanks, lb.	0 15½
Plate beef, barrel	None offered
<b>Cooked Meats—</b>	
Jellied tongue, 10 lb. open tins, per lb.	0 28
Headcheese, per lb.	0 10
English brawn, per lb.	0 12½
Jellied hock, 6 lb. tins, per tin	0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.)	0 67
Tripe, in kits of 25 lbs., per lb.	0 66

**BUTTER.**—There is stronger tone in butter market here this week and September and October made creamery has advanced to 32c per lb. This advance went into effect in face of fact that 2,000 packages of New Zealand butter were imported by local dealers during past week and this importation accounts for increase in weekly receipts which were 1,100 packages more than preceding week, but 329 packages less than year ago. There seems to be considerable difference of opinion regarding quality of this butter, yet fact remains that good creamery is scarce. These importations

tend to keep butter at present level and it is not thought that higher prices will prevail for some little time.

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

**EGGS.**—New laid eggs are higher this week and receipts are about same as week ago. Total receipts for the week were 4,760 cases, which is an increase of 1,252 cases over last week but decrease of 2,683 as compared with corresponding week year ago. Demand for eggs is good, especially for new laids which are moving out freely.

New laid eggs, per doz.	0 30	0 32
Selects	0 28	0 22
No. 1's	0 18	0 20

**CHEESE.**—Cheese market has brighter tone owing to increased inquiry from abroad. Illustrative of this demand is the statement that 5,000 boxes were exported in one shipment this week. Receipts were 176 boxes less than last week and 69 boxes less than year ago. Local demand remains about same with prices unchanged but firm.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14½	0 15½
½ Twin	0 15	0 15
Stilton	0 18	0 18

**POULTRY.**—There is no change in local poultry market. Supplies are fairly good and demand is excellent for season. However, high prices have curtailed consumption to some extent.

<b>Poultry, Dressed—</b>	
Turkeys, per lb.	0 24
Ducks, per lb.	0 22
Chickens, per lb.	0 19
Fowls, per lb.	0 15
Geese, per lb.	0 14

**HONEY.**—Trading in honey is dull with few large orders coming in. The orders are mostly for small lots with the exception of those coming from confectionery and biscuit manufacturers. Prices remain unchanged.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 15½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

## TORONTO.

**PROVISIONS.**—Firmness prevails throughout provision market and still there is strong tendency to advance. Receipts at city stock yards continue light so that demand soon snaps up all available stocks. Prices on hogs have advanced greatly since week ago and show signs of further advances in near future. Thus prospects are for high prices continuing to rule in all hog products. Lard keeps firm with slightly better demand.

All meats are moving out especially well for Lenten season.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17½	0 17½
Large hams, per lb.	0 16½	0 17
Bacon, plain, per lb.	0 22	0 22
Bacon, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 15	0 15½
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 26	0 27
Long clear bacon, light	0 15	0 15
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14	0 14½
Lard, tubs, per lb.	0 14½	0 14½
Lard, pails, per lb.	0 14½	0 15
Lard, compounds, per lb. tierces	0 09	0 09½
Live hogs, fed and watered		9 85
Live hogs at country points		9 50
Dressed hogs		14 00

**BUTTER.** — Butter market keeps steady and firm. Cold snap of past two weeks blocked up roads and prevented farmers from making larger offerings. Greater receipts however are expected in short time. Finest grade in dairy continues scarce, and market is still stocked with lot of poor stuff. Demand for creamery has taken on brisker tone during past week. Dealers are taking creamery solids from storage and cutting into prints. These sell at 30 to 31 cents, with good demand. An easing off in price of all lines is expected within next couple of weeks.

	Per lb.
Fresh creamery print	0 32
Creamery solids	0 28
Creamery Prints, per lb.	0 30
Farmers' separator butter	0 26
Dairy prints, choice	0 22
Dairy solids	0 20

**EGGS.**—Situation here is again slightly easier, although prices are quatably unchanged. New laids are offering freely, and with reasonable prices demand has been on increase. Stocks both of storage and pickled are becoming pretty well cleaned up much to relief of holders. The greater number now on the market are held on contract. But even these will need to be greatly reduced before usual spring speculative market begins.

Eggs—		
Strictly new laid, per doz.	0 26	0 27
Storage, per doz.	0 16	0 20
Pickled, per doz.	0 11	0 15

**CHEESE.**—Cheese situation remains unchanged and steady. There seems to be quite a lot on this market at present, but it is difficult to ascertain exact condition of stocks. During past week there has again been some trade in export so that prospects are for firmer tone to market.

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

**POULTRY.**—Fresh birds are in great scarcity and heavy demand so that stocks are snapped up as soon as they arrive. One dealer expressed it thus:—"Buyers are sitting on the cases waiting, when we arrive in the morning." Prices show a tendency to firm up although as yet they are quatably unaltered. Frozen

birds too are in good demand, and whole market shows great firmness.

Spring chicks, milk fed, lb.	0 22	0 23
Spring chickens, dressed, lb.	0 17	0 18
Spring ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 14	0 16
Turkeys, dressed	0 23	0 25

**HONEY.**—Prices remain firm seemingly through manipulation for amount selling does not justify such great firmness. No. 1 sold at 10½ cents last fall to the wholesaler so that chances for decline at any time during the season were slight. Buckwheat honey is firming up and showing such great scarcity that almost any price may be obtained for it. With passover near at hand demand has increased greatly among the Jews.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12½	
Clover honey, 10-lb. pails, per lb.	0 12½	
Clover honey, 5-lb. pails, per lb.	0 13	
Buckwheat, 60-lb. tins, lb.	0 10½	

## Push Provision Sales Prior to Easter

Next Week a Good Time to Make Displays and Talk up Cooked and Smoked Meats, Etc.—Since Lent Will be Over, Demand Will be Greater—a Winnipeg Display of Provisions.

Next week is Easter week. Every retail grocer knows what that means from the standpoint of cooked meats, bacon, sausage, etc. A good many Canadians who have been observing Lent have not eaten much of this class of food lately, so that when Easter arrives they will enter upon the new season with sharpened appetites.

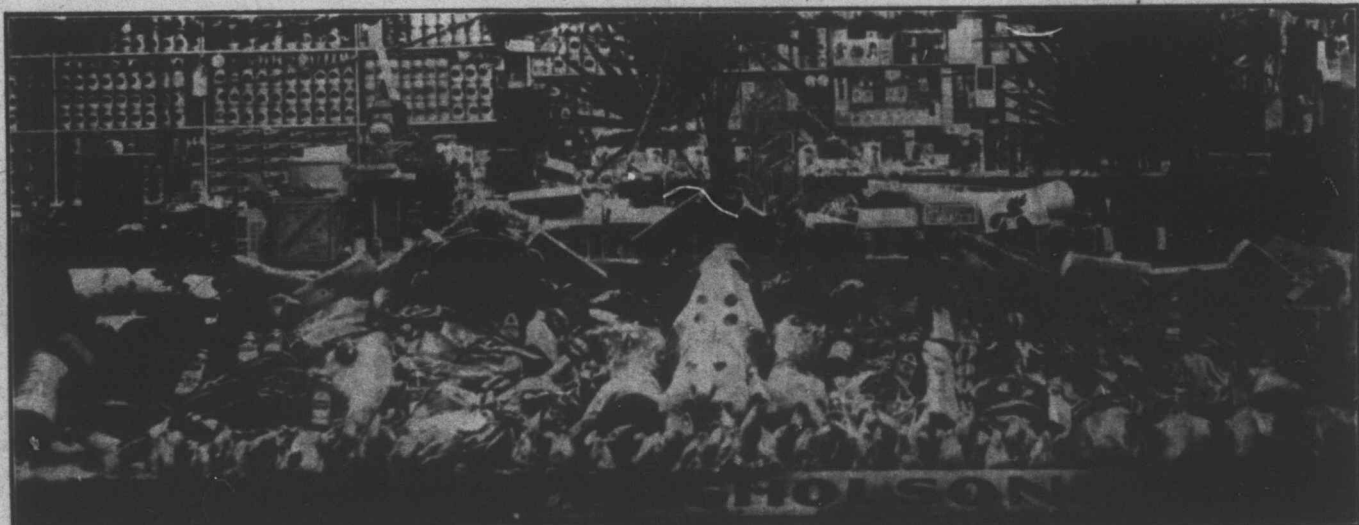
It is therefore an opportune time for the pushing of all pork products. A display in one of the windows, or a counter in a conspicuous place in the store given over to cooked and smoked meats and sausage will do much to create sales next week.

That Geo. Nicholson, a Winnipeg grocer pays much attention to the provision end of his business is shown by the accompanying illustration. This window

was well laden with all kinds of meats, cooked, smoked as well as fresh fish, sausage, lard, chickens, butter, pickles and meat sauces.

Such a display if used towards end of next week ought materially to assist in selling these lines. In a small window cooked and smoked meats can be effectively shown on platters with probably one or two slices cut. Garnished with lettuce or spinach, it will create a greater desire on the part of the onlooker to purchase.

Fire in the Cowie Building, Ottawa, caused loss estimated at \$5,000 to the Mooney Biscuit and Candy Co., and \$50,000 to Lowe-Martin, manufacturers of bookkeeping books. Both were partly insured. Other firms also suffered.



A display of provisions shown by Geo. Nicholson, a Winnipeg grocer.

# QUOTATIONS FOR PROPRIETARY ARTICLES

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

## BAKING POWDER.

W. H. GILLARD & CO.

Diamond.	
1-lb. tins, 2 doz. in case ..	\$2 00
½-lb. tins, 3 doz. in case..	1 25
¼-lb. tins, 4 doz. in case ..	0 75

## ROYAL BAKING POWDER.

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

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

## WHITE SWAN SPICES AND CEREALS, LTD.

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

## BORWICK'S BAKING POWDER

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

## COOK'S FRIEND BAKING POWDER.

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

## In Tin Boxes—

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

## FOREST CITY BAKING POWDER.

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

## BLUE.

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

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

## UN-NUMBERED.

Under 100 books ....each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book ¼ cent.

## CEREALS.

### WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.  
The King's Food, 2 doz. in case, per case, \$4.00.  
White Swan Barley Crisps, per doz., \$1.

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

## F. COWARD,

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

## DOMINION CANNERS.

Aylmer Jams. Per doz.  
Strawberry, 1912 pack ..\$ 2 15  
Raspberry, red, b'vy syrup 2 15  
Black currant .....

2 00  
Red currant .....

1 85  
Peach, white, heavy syrup 1 50  
Pear, Bart., heavy syrup 1 77½  
  
Jellies.  
Red currant .....

2 00  
Black currant .....

2 20  
Crabapple .....

1 65  
Raspberry and red currant 2 00  
Raspberry and gooseberry 2 00  
Plum jam .....

1 55  
Green Gage plum, stoneless 1 65  
Gooseberry .....

1 85  
Grape .....

1 35  
  
Marmalade.  
Orange jelly .....

1 55  
Green fig .....

2.25  
Lemon .....

1 60  
Pineapple .....

2 00  
Ginger .....

2 25  
  
Pure Preserves—Bulk.  
5 lbs. 7 lbs.  
Strawberry .....

0 69 0 95  
Black currant .....

0 69 0 95  
Raspberry .....

Sweet Chocolate— Per lb.  
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes .....

0 40  
Queen's Dessert, 6's, 12-lb. boxes .....

0 40  
Vanilla, ¼-lb., 6 and 12-lb. boxes .....

0 35  
Diamond, 8's, 6 and 12-lb. boxes .....

0 28  
Diamond, 6's and 7's, 6 and 12-lb. boxes .....

0 24  
Diamond, ¼'s, 6 and 12-lb. boxes .....

0 25  
Icings for Cake—  
Chocolate, white, pink, lemon,

orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz. ..

0 90  
Chocolate Confections—Per lb.  
Maple buds, 5-lb. boxes ...

0 36  
Milk medallions, 5-lb. bxs. 0 36  
Chocolate wafers, No. 1,

5-lb. boxes .....

0 30  
Chocolaté wafers, No. 2, 5-lb. boxes .....

0 25  
Nonpareil wafers, No. 1, 5-lb. boxes .....

0 30  
Nonpareil Wafers, No. 2, 5-lb. boxes .....

0 25  
Chocolate ginger, 5-lb. bxs. 0 30  
Milk chocolate wafers, 5-lb. boxes .....

0 36  
Coffee drops, 5-lb. boxes ..

0 36  
Lunch bars, 5-lb. boxes ..

0 36  
Milk chocolate, 5c bundles, 3 doz. in box, per box ..

1 35  
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box .....

0 85  
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. ....

0 36  
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. ....

0 36  
Nut milk chocolate, 5c bars, 24 bars, per box .....

0 90  
  
EPPS'S.  
Agents—Willson & Warden,

Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. ....

0 35  
Smaller quantities .....

0 37  
  
JOHN P. MOTT & CO.'S.  
G. J. Estabrook, St. John, N.B.;

J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.;

Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

## WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

## CONDENSED AND EVAPORATED MILK.

### BORDEN MILK CO., LTD.

East of Fort William, Ont.  
Preserved— Per Case

Eagle Brand, ea. 4 doz....	\$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 ds	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz....	4 75

## Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 doz. ....	2 00
Peerless Brand, small, ea. 4 doz. ....	2 00
St. Charles Brand, Family, ea. 4 doz. ....	3 90
Peerless Brand, Family, ea. 4 doz. ....	3 90
Jersey Brand, Family, ea. 4 doz. ....	3 90
St. Charles Brand, tall, ea. 4 doz. ....	4 40
Peerless Brand, tall, ea. 4 doz. ....	4 50
Jersey Brand, tall, ea. 4 doz. ....	4 50
St. Charles Brand, Hotel, ea. 2 doz. ....	4 25
Peerless Brand, Hotel, ea. 2 doz. ....	4 25
Jersey Brand, Hotel, ea. 2 doz. ....	4 25
St. Charles Brand, gallons, each. ½ doz. ....	4 75

"Reindeer" Coffee & Milk, ea. 2 doz. ....

5 00  
"Regal" Coffee and Milk, ea. 2 doz. ....

4 50  
"Reindeer" Cocoa & Milk, ea. 2 doz. ....

4 50  
  
CANADA FIRST BRAND.  
The Aylmer Condensed Milk Co.  
Per Case.

Canada First Baby Evaporated Milk .....	2 00
Canada First Family Evaporated Milk .....	3 90
Canada First Medium (20 oz.) Evaporated Milk...	4 60
Canada First Hotel Evaporated Milk .....	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special .....	4 75
Canada First Condensed (sweetened) .....	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ..	4 50



# THE CANADIAN GROCER

## COFFEES.

**EBY-BLAIN, LIMITED.**

Standard Coffees.

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

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

Package Coffee.

Gold Medal, 2-lb. tins.	
whole or ground .....	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb.	
tins, ground .....	0 26
German Dandelion, ½-lb.	
tins, ground .....	0 28
English Breakfast, 1-lb.	
tins, ground .....	0 19
Grand Prix, 1 and 2-lb.	
tins, ground .....	0 30
Demi-Tasse, 1 and 2-lb.	
tins, ground .....	0 30
Flower Pot, 1-lb. pots,	
ground .....	0 23
do. ....	0 31

## WHITE SWAN SPICES AND CEREALS, LTD.

**WHITE SWAN BLEND.**

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

**MINTO BROS.**

**MELAGAMA BLEND.**

Ground or bean—	W.S.P.	R.P.
1 and ½ .....	0 25	0 30
1 and ¼ .....	0 32	0 40
1 and ⅓ .....	0 37	0 50

Packed in 30's and 50-lb. case.  
Terms—Net 30 days prepaid.

## BRANSON'S SHERKEEF COFFEE.

**AGENT: F. COWARD.**  
402 Spadina Avenue, Toronto.  
Small size .....\$1.50 per doz., net  
Large size .....\$3.00 per doz., net  
In 3 dozen free cases. Freight paid on ½ gross order.

**CEREALS.**

Grape Nuts—No. 22, \$3; No. 23,	\$4.50.
Post Toasties—No. T3, \$2.85.	
Postum Cereal—No. 0, \$2.25; No. 1,	\$2.70.

**CONFECTIONS.**

**PEANUT BUTTER.**

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz. ....	0 95
Medium, 2 doz. ....	1 80
Large, 1 doz. ....	2 75
Tumblers, 2 doz. ....	1 35
Pails, 24 lbs., per lb. ....	0 15

**CHEESE.**

**MACLAREN'S IMPERIAL.**

Ontario prices per doz.

Individual (each 2 doz.) ..	1 00
Small (each 2 doz.) .....	2 40
Medium (each 1 doz.) .....	4 50
Large (each ½ doz.) .....	8 25

MacLaren's Roquefort—

Small (each 2 doz.) .....	1 40
Large (each 1 doz.) .....	2 40

MacLaren's Canada Cream—

Small (each 1 doz.) ....	0 90
Medium (each 2 doz.) ....	1 35
Large (each 1 doz.) .....	2 40

## FLAVORING EXTRACTS. SHIRRIFF'S.

1 oz. (all flavors) doz. ....	1 00
2 oz. (all flavors) doz. ....	1 75
2½ oz. (all flavors) doz. ....	2 00
4 oz. (all flavors) doz. ....	3 00
5 oz. (all flavors) doz. ....	3 75
8 oz. (all flavors) doz. ....	5 50
16 oz. (all flavors) doz. ....	7 00
32 oz. (all flavors) doz. ....	8 00

Discount on application.

## CRESCENT MFG. CO.

Mapleine—

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

## GELATINE.

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

## CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

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

**BASSIN DE VICHY WATERS.**

La Capitale, 50 qts. ....	5 00
St. Nicolas, 50 qts. ....	7 00
St. Nicolas, 50 pts. ....	9 00
La Neptune, 50 qts. ....	6 00
La Sanitas Sparkling, 50	
quarts .....	8 00
Claret, qts., Crown, 50s....	7 50
Claret, pts., Crown, 50s....	5 10
Claret, qts., Cork, 50s....	7 50
Claret, pts., Cork, 50s....	5 00
Champenoise, qts., Cork,	
50s .....	8 00
Champenoise, pts., Cork,	
50s .....	5 50
Champenoise, sp., Cork,	
120s .....	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50	
qts. ....	7 50
Lemonade, St. Nicolas, 50	
pts. ....	5 50
Lemonade, St. Nicolas, 100	
pts. ....	10 00
Lemonade, St. Nicolas, 100	
Splits .....	7 50

## CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Cs. 200 7-oz. pieces, cs....	7 50
Cs. 200 10-oz. pieces, cs....	12 00
Cs. 100 10-oz. pieces, cs....	6 50
Cs. 50 ¾ lb. pieces, cs....	3 75
Cs. 50 1-lb. pieces, cs....	4 50
Cs. 12 3-lb. bars, lb....	0 09
Cs. 25 11-lb. Bars, lb....	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs....	3 35
Cs. 12 3-lb. Bars, lb....	0 06½
Cs. 25 11-lb. Bars, lb....	0 08

## ALIMENTARY PASTES.

**BLANC & FILS.**

Macaroni, Vermicelli, Animals,	
Small Pastes, etc.	
Box, 25 lbs., 1 lb. ....	0 07½
Box, 25 lbs., loose .....	0 07

## DUFFY & CO. BRAND.

Grape Juice, 12 qts. ....	4 75
Grape Juice, 24 pts. ....	5 00
Grape Juice, 36 splits .....	4 75

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

Sparkling Cider, 12 qts....	4 50
Sparkling Cider, 24 pts....	4 75
Sparkling Cider, 36 sp....	4 90

Extra Fins, 100½ .....	16 00
Apple Vinegar, 12 qts. ....	2 40

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

Per case	
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50

Mi-Fins, tins, ½ kilo, 100	
tins .....	11 50
Moyens No. 1, tins, ½ kilo,	
100 tins .....	10 50

Moyens No. 2, tins, ½ kilo,	
100 tins .....	10 00
Moyens No. 2 .....	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100....	10 00
Moyens, tins ½ kilo, 100..	7 50

Asparagus, Haricots, etc.

## MINERVA PURE OLIVE OIL.

Case—

12 litres .....	8 00
12 quarts .....	6 00
24 pints .....	6 50
24 ½-pints .....	4 25

Tins—

5 gals. 2s .....	2 00
2 gals. 6s .....	2 05
1 gal. 10s .....	2 10
20s, ½ gal. ....	2 00

## CANNED HADDIES. "THIS-TLE" BRAND.

A. P. TIPPET & CO., Agents.

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

## INFANTS' FOOD.

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

## BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

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

F.O.B. Montreal.

## MARMALADE.

**SHIRRIFF BRAND.**

"SHREDDED."

1 lb. glass (2 ds case). \$1.90	\$1.80
2 lb. glass (1 ds case) ..	3.20 3.00
4 lb. tin (1 ds case) ..	5.50 5.35
7 lb. tin (½ ds case) ..	8.60 8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 ds case). \$1.00	\$1.55
2 lb. glass (1 ds case) ..	2.80 2.70
4 lb. tin (1 ds case) ..	4.80 4.65
7 lb. tin (½ ds case) ..	7.75 7.50

## MUSTARD.

**COLMAN'S OR KEEN'S.**

Per doz. tins	
D. S. F., ¼-lb. ....	1 40
D. S. F., ½-lb. ....	2 50
D. S. F., 1-lb. ....	5 00
F. D., ¼-lb. ....	0 80
F. D., ½-lb. ....	1 45

Per jar:

Durham, 4-lb. jar .....	0 75
Durham, 1-lb. jar .....	0 25

## MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

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

## VERMICELLI AND MACARONI D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box...	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls.,	
per lb. ....	0 06
25-lb. cases, 1-lb. pkgs.	

(Vermicelli), per lb. .... 0 06

Globe Brand.

5-lb. box "Standard," box	0 36
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

## JELLY POWDERS.

**JELL-O.**

Assorted case, contains 2	
doz. ....	1 80
Straight.	

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

## JELL-O ICE CREAM POWDER

Assorted case, contains 2	
doz. ....	2 80
Straight.	

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

## IMPERIAL DESSERT JELLY.

Ontario Prices.

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

## SOAP AND WASHING POWDERS.

**SNAP HAND CLEANER.**

3 dozen to box .....	3 60
6 dozen to box .....	7 20
30 days.	

## RICHARDS PURE SOAP.

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

**GENUINE.** Packed 100 bars to case.

## FELS NAPTHA.

Prices—Ontario and Quebec:  
Less than 5 cases .....\$ 5 00  
Five cases or more ..... 4 85

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

1-16 gall., doz. ....	\$ 2 00
¼-gall., doz. ....	0 60
½-gall., doz. ....	10 80
1 gall., doz. ....	19 20
1-16 gall. gross lot .....	20 00

## Don't Throw Money Away



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

Why not let us handle your accounts?

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

Head Office—WINNIPEG, MAN.

Branches : REGINA, SASKATOON, EDMONTON, CALGARY

## Lucky Pod Peas From Old England

The Green Peas of England are said to be the finest in the world. They certainly taste very good, and these will please you and please your customers. Put up in one pound packages, three dozen and six dozen in a case, and sold at \$1.00 the dozen.

Established 1854.

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

## Try Us on BULK MINCE MEAT

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

**J. H. WETHEY, Limited**  
ST. CATHARINES  
"THE MINCE MEAT PEOPLE."

THE CANADIAN GROCER

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

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

"ANTI-DUST" SWEEPING POWDER.

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

STARCH.

EDWARDSBURG STARCH CO.

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

BRANTFORD STARCH.

Ontario and Quebec.  
 Laundry Starches—  
 Canada Laundry—  
 Boxes about 40 lbs.... .05 1/2  
 Acme Gloss Starch—  
 1-lb. cartons, boxes of 40 lbs. .... .06  
 First Quality White Laundry—  
 3-lb. canisters, cs of 48 lbs .06 1/2  
 Barrels, 200 lbs. .... .06  
 Kegs, 100 lbs. .... .06  
 Lily White Gloss—  
 1-lb. fancy cartons, cases 30 lbs. .... .07 1/2  
 6-lb. toy trunks, lock and key, 8 in case ..... .08  
 6-lb. toy drums, with drumsticks, 2 in case... .07 1/2  
 Kegs, extra large crystals, 100 lbs. .... .07  
 Canadian Electric Starch—  
 Boxes containing 40 fancy pkgs., per case ..... 3 00  
 Celluloid Starch—  
 Boxes containing 45 cartons, per case ..... 3 00  
 Culinary Starches—  
 Challenge Prepared Corn—  
 1-lb. pkts., boxes of 40 lbs. .05 1/2  
 Brantford Prepared Corn—  
 1-lb. pkts., boxes of 40 lbs. .07 1/2  
 "Crystal Maize" Corn Starch—  
 1-lb. pkts., boxes of 40 lbs. .07 1/2  
 (20-lb. boxes 1/2c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.00; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 9-oz., \$1.00; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.00.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

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

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. .... 0 50  
 Clear soups in stone jars, 5 varieties, doz. .... 1 40

SODA—COW BRAND.

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

SYRUP.

EDWARDSBURG STARCH CO.  
 CROWN BRAND CORN SYRUP.  
 2-lb. tins, 2 doz. in case... 2 40  
 5-lb. tins, 1 doz. in case... 2 75  
 10-lb. tins, 1/2 doz. in case. 2 05  
 20-lb. tins, 1/4 doz. in case. 2 00  
 Barrels, 700 lbs. .... 3 1/2  
 Half barrels, 350 ..... 3 1/2  
 Quarter barrels, 175 ..... 3 1/2  
 Pails, 38 1/2 ..... 1 75  
 Pails, 25 lbs. each ..... 1 25  
 LILY WHITE CORN SYRUP.  
 2-lb. tins, 2 doz. in case... 2 75  
 5-lb. tins, 1 doz. in case... 3 10  
 10-lb. tins, 1/2 doz. in case. 3 00  
 20-lb. tins, 1/4 doz. in case. 2 95  
 (5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

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

Terms: 30 days net. No discount for prepayment.

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

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

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.  
 Quebec, per case .....\$ 1 85  
 Ontario, per case ..... 1 90  
 Manitoba, per case ..... 2 20  
 Saskatchewan, per case ... 2 00  
 Alberta, per case ..... 2 70  
 British Columbia, per case 2 40

DOMOLCO BRAND.

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

SAUCES.

PATERSON'S WORCESTER SAUCE.

1/4-pint bottles 3 and 6 doz. cases, doz. .... \$0 90

Pint bottles, 3 doz. cases, doz. .... 1 75

H. P.

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

HOLBROOK'S IMPORTED PUNCH SAUCE.

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

HOLBROOK'S IMP. WORCES- TERSHIRE SAUCE.

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

STOVE POLISH.

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

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

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

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

Wholesale R't'l

Brown Label, 1's and 1/2's .25 .30  
 Green Label, 1's and 1/2's .27 .35  
 Blue Label, 1's, 1/2's, 1/4's and 1/8's ..... .30 .40  
 Red Label, 1's and 1/2's.. .36 .50  
 Gold Label, 1/2's ..... .44 .60  
 Red-Gold Label, 1/2's .... .55 .80  
 LUDELLA CEYLON TEA.  
 Orange Label, 1/2's ..... .34 .30

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

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

Wholesale R't'l

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

"KOLONA" TEA.

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

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams—Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in case, 37 1/2c per pail; No. 7 tin pails, 6 pails in case, 52 1/2c per pail; No. 7 wood pails, 6 pails in case, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in case, 37 1/2c per pail; No. 7 wood pails, 6 pails in case, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.

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

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen ..... \$0 90  
 Lst Price.  
 "Shirriff's" (all flavors), per doz. .... 0 90  
 Discounts on application.  
 YEAST.  
 White Swan Yeast Cakes, per case, 3 doz. 5c packages ..... 1 25

**T**HERE is no better Magnet to draw  
and hold the best trade in your neigh-  
borhood than

*Chase & Sanborn's  
High Grade Coffees*

**CHASE & SANBORN**  
THE IMPORTERS - - MONTREAL



**SMOKED  
MEATS**

Are Cured To  
A Turn.

Cured just to that de-  
gree which only long years  
of experience can give.

Our pork and beef products are of  
a supreme quality. Let us demon-  
strate our claim by sending you a  
trial order. We handle only the  
best grade of dairy products, eggs,  
etc.

A Post Card Order Book sent on  
request.

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

Pork Packers and Provision Merchants, Pork, Pork Products  
and Beef, Butter, Eggs and Cheese.

**ST. THOMAS, ONT.**

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

**ARCTIC REFRIGERATORS**

**Lead in  
the refri-  
geration  
world.**



For real refrigeration, genuine sanitation, handsome appearance, and handiness, the Arctic has yet to have an equal. If this were not so, there would not be the long list of users throughout Canada that there are. The "Arctic" dry cold circulation is perfection itself.

Send to-day for 1913 catalogue.

We have a full line of our goods in stock.

We build refrigerators to suit your particular requirements.

**JOHN HILLOCK & CO., LIMITED**

**TORONTO, ONTARIO**

Agents in West: J. UPRICHARD

Regina, Sask.

Quebec and Maritime Provinces: WOLF, SAYER & HELLER

## It Will Pay You to Sell SNAP

Every dealer will eventually realize that it will be to his best interests to sell SNAP—then why not get in line at once. There is a good profit to be made in SNAP and the sales multiply rapidly. SNAP is the best hand cleaner on the market, it cleans effectively all dirt, grease and grime, leaving the skin smooth and soft. It will not injure the most delicate hands.

Everybody has use for SNAP.

**SNAP COMPANY, Limited**  
Montreal, Quebec



## ROSE QUESNEL

**A Pure Canadian Smoking Tobacco**

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

and

## KING GEORGE

**NAVY PLUG**

**A Chewing Tobacco**

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

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

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



EVERY FOUND OF  
**ANCHOR BRAND FLOUR**  
**IS UNIFORMLY EXCELLENT**

and has been so during a quarter of a century, always receiving the same endorsement by householders and bakers as representing the highest degree of perfection attained by Standard Mills the world over.

Exclusively a Manitoba Hard Wheat Flour, milled right in the heart of the Manitoba Hard Wheat Belt that has for many years upheld the reputation as the finest in Canada and that is still the foremost in every respect.

Free, 3 lb. sample bags Sovereign grade will be distributed through Dealers and Distributing Agents.

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

OAK LAKE                      ::                      MANITOBA, CANADA  
Established 25 years



## Dirt Must Give Way to Wonderful Soap

It can't withstand the attack of this wonderful cleansing medium. Wonderful Soap gets to the bottom and frees the dirt, then removes it without leaving the finest fabric injured or discolored in the slightest degree. Please your customers and profit yourself by selling this satisfactory soap.

**THE GUELPH SOAP COMPANY**  
GUELPH,    ONTARIO

# SOCLEAN

the original dustless  
sweeping compound

## WILL CLIP THE WINGS OF DUST

Dust that has been the bugbear of housekeepers for years—that has been stirred up every day just to settle somewhere else, is doomed to fly no more if "Soclean" is used on floors and carpets throughout the home.  
Get ready for the big Spring clean-up by ordering your stock of "SOCLEAN" now.



### SOCLEAN LIMITED

"The originators of Dustless Sweeping"

#### TORONTO

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

There's A Good Profit  
in Handling the

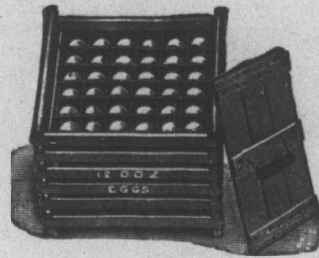
# Humpty Dumpty

Folding

# EGG CRATE

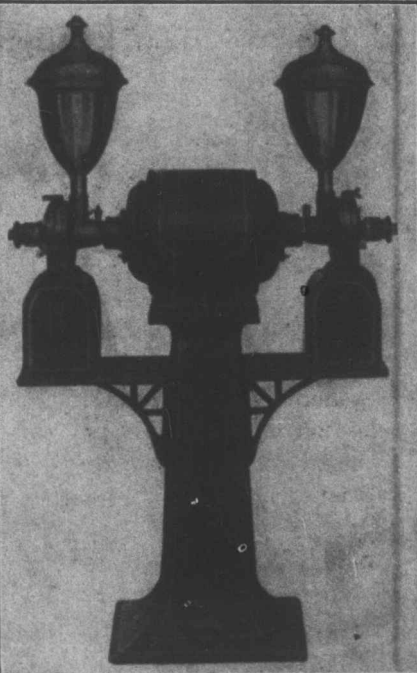
These crates are well made and very strong.

Stock a few—put them in a prominent place and you will effect many sales.



Write us for catalogue of our Wooden Ware, Brooms, Brushes, Wrapping Paper, Paper Bags, Cordage and Twines.

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



## Let Us Help You

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

Information, Estimates and Prices cheerfully furnished on request.

## J. A. FLESCH & SON

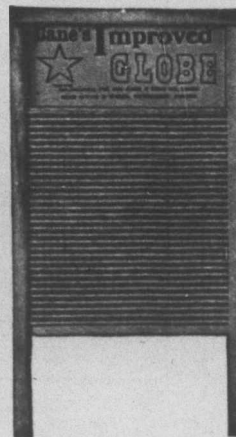
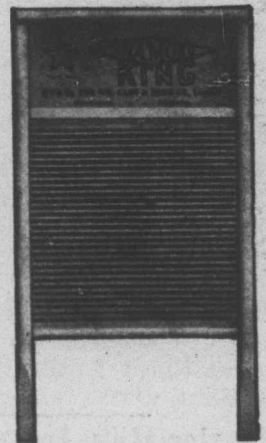
1300 Medinah Building  
176 W. Jackson Blvd. **Chicago**

THE QUALITY OF

## CANE'S

## WASHBOARDS

MAKES THEM QUICK  
SELLERS AND SATIS-  
FACTION GIVERS.



Among the 13 different styles and grades we have a board at a price which every class of trade can afford.

Customers can tell at a glance that Cane's Washboards are superior to others.

Your Jobber has them in all styles and grades.

Write us for catalogue.

**The Wm. Cane & Sons Co., Ltd.**  
NEWMARKET, ONT.



**STUHR'S**  
**GENUINE CAVIARE,**  
**ANCHOVIES IN BRINE**  
*(Salted Sardels).*  
 In Tins and Glasses.  
 "Please ask for our offer"  
**C. F. STUHR & CO., HAMBURG.**

**Headquarters**  
 for  
**Maple Flavor**  
 We can supply anything wanted in  
 Maple Flavor  
 We can quote **BETTER PRICES**  
 than you are **NOW PAYING**  
 Be sure and ask us to quote—it's  
 to **YOUR ADVANTAGE**  
**THOMAS HENDERSON**  
 Manufacturing Chemist  
 86 FULTON ST., NEW YORK



**Oakey's**  
 The original and only  
 Genuine Preparation  
 for cleaning Cutlery,  
 6d. and 1s. Canisters.  
**'WELLINGTON'**  
**KNIFE POLISH**

**JOHN Oakey & Sons, Limited**  
 Manufacturers of  
 Emery, Black Lead Emery Glass  
 and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**

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

53 Highest Awards in Europe and America

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



Registered Trade-Mark

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

of all Pure Food Laws.

**Walter Baker & Co. Limited**  
 Established 1780  
**Montreal, Can. Dorchester, Mass.**

**Grocery Advertising**  
 By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE  
 IN ADVANCE.

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

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

**Merchants**  
 and  
**Salesmen!**

Would you be willing to pay \$2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In **BRAIN-POWER BUSINESS MANUAL**

- 125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—
- The Selling Profession.
- Education and Training.
- Before the Interview.
- Getting Interviews.
- The Approach.
- Selling Talk.
- Answering Objections.
- Selling Tactics.
- Closing Sales.
- Cash with Order.
- Samples.
- Getting the Price.
- Credits and Terms.
- Cancelled Orders.
- Territory.
- Long vs. Short Trips.
- Finding New Customers.
- Salesmen's Relation to House.
- Salesmen and Advertising.
- Expense Accounts.
- Promotions.
- Bribes.
- Conduct Toward Customer.
- Special Tactics.
- Character and Conduct.
- 183 pages, 5¾ x 8¾ inches.

PRICE \$2.00

**TECHNICAL BOOKS.**  
 143-149 University Ave.  
**TORONTO**

### Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy Carr's Biscuits.



The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

*For prices, etc., write to-day*

**CARR & Co. CARLISLE ENGLAND**

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

### A WIDE MOUTH



This is one of the features of the QUEEN SQUARE FRUIT JAR. Made in clear white flint glass, with seamless rubber base and smooth polished top with adjustable fastener.

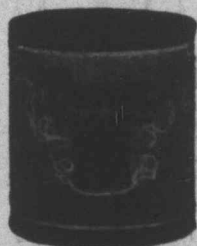
The biggest selling Lightning style Jar in the United States or Canada. This Jar is much superior and should not be confused with the ordinary type of jar.

Sell the Quality Jar during 1913 — the "QUEEN."

Manufactured by

**SMALLEY, KIVLAN & ONTHANK**  
BOSTON, U.S.A.

For sale by all first-class dealers in Canada and United States.



### Superlative Quality Consistently Maintained

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

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

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

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

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

## PARAFFINE

### Wax Candles

#### A Favorite Line of Staples

Made of pure paraffine wax, in all popular sizes. Specially desirable for home use.

Our Paraffine Wax Candles are guaranteed to give satisfaction to your customers.

If you are not carrying them already, write to-day for complete list of prices.



**The Imperial Oil Co., Limited**

Toronto, Winnipeg, Montreal,  
St. John, Halifax



# BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada.

## McVITIE & PRICE

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

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

### AGENTS:

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

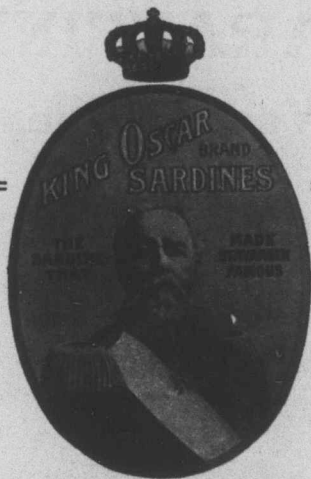


is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

## JOHN P. MOTT & CO.

MANUFACTURERS

**HALIFAX, NOVA SCOTIA**



By Special Royal Permission.

## None Quite So Good

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

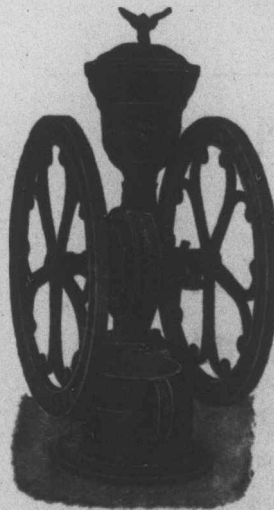
After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS:

**J. W. Bickle & Greening**

(J. A. Henderson)

**Hamilton, - Ontario**



## THE ELGIN National Coffee Mill

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

Equipped with the new style force feed steel grinder.

Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codrille Co. (and branches); Foley Bros., Larson & Co. (and branches.)  
 VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Bratt & Co.; Kelly, Douglas & Co., Ltd.  
 HAMILTON—Jas. Turner & Co.; Balfour, Snye & Co.; McPherson, Glasco & Co.  
 TORONTO—Eby, Blain, Ltd.; E. B. Hayes & Co.  
 LONDON—Gorman, Eckert & Co.  
 ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.  
 REGINA, SASK.—Campbell, Wilson & Smith.  
 MONTREAL—The Canadian Fairbanks Co. (and branches.)  
 EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

**Woodruff & Edwards Co.**  
**ELGIN, ILL., U.S.A.**

# MASON'S 'O.K.' SAUCE



THE ORIGINAL

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

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

THE MARK  
OF QUALITY

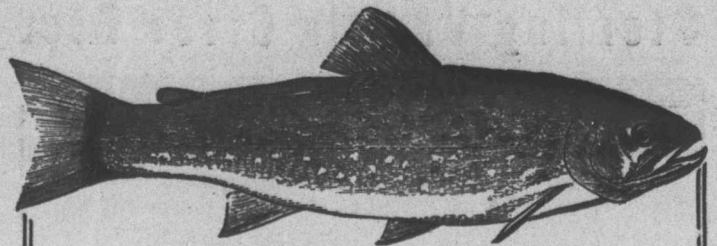
An introductory size  
and a certain leader to  
the larger size. Price

## 10 Cts.

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

Represented by:—

The Lind Brokerage Co., 49 Wellington Street, E. Tor. to  
G. H. Gillespie, 437 Richmond Street, London, Ont.  
J. T. McBride, 62 Canadian Life Chambers, Montreal  
The Turnbull Co., 179 Bannatyne Avenue East, Winnipeg, Man.  
Nelson Shakespeare Watkins Limited, 860-864 Cambie Street, Vancouver



## A FISH 5 MINUTES FROM THE WATER

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



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

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

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

Known and appreciated all over Canada.

### OUR CHIEF SELLERS

Oil Sardines	Kipperd Herring
Mustard Sardines	Herring in Tomato Sauce
Finnan Haddies	Clams
(Oval and Round Tins)	Scallops

## CONNORS BROS., LIMITED

Black's Harbor, N.B.

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

## The Money Market

GENERAL BUSINESS CONDITIONS.  
REAL ESTATE, BOND AND STOCK  
DEVELOPMENTS

are discussed every week in

### THE FINANCIAL POST OF CANADA

The service of The Post's Investor's Information Bureau is free to subscribers.

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"The Canadian Newspaper for Investors."

TORONTO

CANADA

## Sterling Vanilla Gives Best Results



Sterling Brand Pure Vanilla is one of the leaders of the famous "STERLING" line, being produced from the choicest of vanilla beans.

Its splendid qualities may be tested in the results it gives in flavoring puddings, pies, cakes, sauces, etc. Every bottle is packed with the neatness and exacting cleanly process that characterizes all "STERLING" goods.

Sell one bottle to your particular customer; we are satisfied that it will bring repeat orders.

Send for prices, etc.

**The T. A. LYTLE CO., Limited**  
STERLING ROAD, TORONTO



## BIG VALUE HIGH QUALITY LARGE PROFIT

Mr. Grocer, do you realize the exceptionally big value you can give your customers, by featuring

### D. W. C. SPANISH OLIVES

Customers get quality and quantity—they come back for more.

### ROWAT & CO.

Glasgow, Scotland

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

# EUREKA

## Twenty-seven years of Eureka Refrigeration



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

WRITE FOR CATALOGUE AND PRICES

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

Montreal Representative

JAMES RUTLEDGE Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

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

## Think It Over!

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

## Black Knight Stove Polish

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

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



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

Hamilton, Canada

Buffalo, U.S.A.



## JUDGMENT

has already been passed and a verdict given entirely in favor of

## PARIS PATÉ SANDWICH

that exquisite delicacy, which has proven so popular in France, and is now being prepared in Montreal.



## PUREST MEATS AND SPICES

only used.

Flavor is retained indefinitely by a special canning and preparing process.

Price is within the reach of every one. One tin constitutes a good meal.

Retailers:—We will ship you, freight prepaid, six tins for 50 cents, as a trial lot.

Correspondence Invited.

**Société Française  
de Spécialités Alimentaires  
MONTREAL**



## KING (BRAND) JAM

*"Sure, They Want It"*

### IN KING BRAND JAM

You have a compound jam which is the equal of many so-called pure on the market, and you need have no hesitation in recommending it to your customers.

## What We Want

Agents in the different distributing centres in Ontario to look after our business. We have a real good proposition, so write.

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

---

**Labrecque & Pellerin  
MONTREAL**

AGENTS:—Winnipeg, John J. Gilmor & Co.  
London, Ont., Marshall Brokerage Co.  
St. John, N.B., J. Hunter White.

## Three Home Necessities

Especially during house cleaning season your customers will require large quantities of polishers and cleaners. Get a good stock and sell them the leaders.

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

### Brodie's Cloudy Ammonia

Is not a mere mixture of ammonia and water, but a combination of five ingredients which make it absolutely what the housewife has often longed for.

Put up in Pints.

**The Brodie Lines Have Merit**  
**Agents Correspond**

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**A. W. Hugman, Limited**  
**MONTREAL**

## ADS AND SALES

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

By Herbert N. Casson.

**An Invaluable Book for the Manufacturers,  
Sales Managers, Salesmen, Etc.**

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

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of \$2 to any Address.

Technical Book Department

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

## Business Development

¶ *Do you ever feel that your present occupation prevents the development of your business talent?*

¶ *Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.*

¶ *We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.*

**MacLean Publishing Co.,**  
143 University Ave.  
Cir. Dept. **TORONTO**

## SPRING TIME IS CLEAN-SHINE TIME

**A BRILLIANT POLISH  
WITHOUT A SCUM**

### **Brown's Furniture Polish**

An Old Country (English) furniture polish which gives a fine rich gloss and does not leave a scum.

Packed in a very neat jar and sells at a reasonable price. Nothing better for highly polished furniture.

Your wholesaler has Brown's. Be sure you get it.

**C. C. PARSONS'**  
TRADE  
**HOUSEHOLD**  
MARK  
**AMMONIA**

*Introduced 1876*

Pure Ammonia combined with substances which give it a cloudy appearance, and which prevent all injurious action.

Will not discolor or injure the finest of fabrics or irritate the hands.

Most people use it in bathing, as it adds that softness to the water which creates a pleasant and refreshing after-effect.

**COLUMBIA CHEMICAL WORKS**

BROOKLYN, N.Y., U.S.A.

Sole Proprietors

**ROSE & LAFLAMME, Limited, MONTREAL**

**ROSE & LAFLAMME, LTD. - MONTREAL**

# American Cans

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

**American Can Company**

**MONTREAL, QUE.**

**HAMILTON, ONT.**

**CLASSIFIED ADVERTISING**

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

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

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

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

**BUSINESS CHANCES**

FOR SALE—FIRST-CLASS GROCERY BUSINESS of the late W. H. Fielding, corner of Woolwich St. and London Road, Guelph, Ontario. Stock at invoice price about 3,000 to 3,200 dollars. Horses, rigs and fixtures about 1,200 to 1,500 dollars. Present lease three years to run. This one of the largest and most profitable grocery businesses in the City of Guelph, and is a snap for a good, live, energetic man. Turnover last year \$56,000; rent \$35 per month, including house. Terms, cash. For further particulars apply to J. L. Fielding, Guelph. Tenders to be addressed to J. L. Fielding, Guelph, not later than the end of March, 1913.

**REPRESENTATIVES WANTED**

THE MAKERS OF A WELL-KNOWN LINE of grocers' specialties want to arrange for Toronto representation with some firm already calling regularly on the retail trade. Liberal commission. Box 487, Canadian Grocer, Toronto.

A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concern in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

**SITUATIONS WANTED**

GROCERY CLERK, 12 YEARS' EXPERIENCE, desires position as traveller or position in retail store. Good references. Apply Box 466, Canadian Grocer, Toronto.

**MISCELLANEOUS**

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

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

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

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

BECAUSE THE REMINGTON TYPEWRITER Company's Employment Department has earned the reputation among stenographers of filling the most desirable office positions, the result is that we place the most desirable class of office help. May we fill your stenographic vacancy? No fees. 144 Bay Street, Toronto.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

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

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

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

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

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

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



**TANGLE-FOOT**

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

The Sanitary Fly Destroyer, Non-Poisonous.

**Pascall's**  
ENGLISH  
**Confectionery**  
and **Chocolates**

Quality: The Purest and Best  
Variety: The Largest  
Prices: Right

AGENTS—  
Toronto: The Toronto European Agencies  
122 Wellington St. West.  
Winnipeg: Ruttan & Chipman, Fort Garry Court.  
Vancouver: C. & J. Jones.  
New Brunswick: J. E. Angevine, Hampton.

Why not reap the harvest of your bad account seeds? No need to lose on them.

Every dollar you leave on your books is losing money for you every day. You are sowing the seed of loss. Give us a chance to collect all your old accounts. No collection — no charge.

Write for terms.  
THE NAGLE  
MERCANTILE AGENCY  
Westmount, Que.



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

# Buyers' Guide

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

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

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

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

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

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

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

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

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

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

**GRATTAN & CO., LIMITED**  
ESTD. 1825  
The Original Makers of  
**BELFAST GINGER ALE**  
Agents in Western Canada  
**EMERSON, BAMFORD CO.**  
842 Cambie Street VANCOUVER, B.C.

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

Your Customers will Like—

## MAPLEINE



Recommend it to them with a money back guarantee for a "Flavor" that is dainty and different,—  
Or to make table syrup by adding to white sugar and water.  
Order from your jobber or **Frederick E. Robson & Co.,** 25 Front St. E., Toronto, Ont. Mason & Hickey, 287 Stanley St. Winnipeg Man.  
**The Crescent Mfg. Co.**  
SEATTLE, WASH.

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

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

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

**CLEAN FLOORS EASILY**  
without dust, by using the best disinfectant sweeping powder on the market.  
**"NO-DUST"**  
Sold in bulk only.  
**NO-DUST MFG. CO.**  
8 Market Sq. St. John, N.B.

## TWO CENTS PER WORD

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

**DO YOU BUY? SELL?**  
**Maple Sugar**  
SEASON APPROACHING!  
Write Us  
**Woodman & McKee, Coaticook, Que.**

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



# BUY JAMS

*7½ to 10% Less on 5 Case Lots*

We are prepared to offer values in Jams to the Canadian trade that have heretofore been unheard of. The four brands here listed are standard British and Canadian goods and are in every way A 1 quality and first-class values at the regular prices. For a limited time only we will offer the trade the rare opportunity of purchasing their future supply at these exceptionally low prices.

Write now for a few cases and save money. Compare these prices with what you have been paying.

**These Prices Mean Larger Profits for You on Standard Goods — Glance Over Them Now**

## GRAY'S JAMS (Imported)

Black Currant .....	16 oz.	4 Doz. to Case	Per Doz.....	\$1.95
Raspberry .....	"	" "	" .....	1.95
Strawberry .....	"	" "	" .....	1.95
Plum .....	"	" "	" .....	1.60
Red Currant .....	"	" "	" .....	1.95
Apricot .....	"	" "	" .....	1.95
Marmalade .....	"	" "	" .....	1.60
5 Case Lots—Less 10 Per Cent.—Less Quantity—Net.				

## GRAHAM'S JAMS (Canadian)

Black Currant .....	16 oz.	2 Doz. to Case	Per Doz.....	\$ 2.00
Raspberry .....	"	" "	" .....	2.00
Strawberry .....	"	" "	" .....	2.00
Marmalade .....	"	" "	" .....	1.60
3 Case Lots—Less 7½ Per Cent.—Less Quantity—Net.				

## UPTON'S JAMS (Canadian)

Black Currant .....	12 oz.	2 Doz. to Case	Per Doz.	\$1.00
Black Currant .....	16 oz.	" "	" .....	2.10
Raspberry .....	"	" "	" .....	2.20
Strawberry .....	"	" "	" .....	2.20
3 Case Lots—Less 7½ Per Cent.—Less Quantity—Net.				

## STEPHEN'S JAMS (Imported)

Black Currant Jam .....	24 oz.	2 Doz. to Case	Per Doz.....	\$2.60
Raspberry .....	"	" "	" .....	2.50
Strawberry .....	"	" "	" .....	2.50
Raspberry .....	16 oz.	" "	" .....	2.10
Strawberry .....	"	" "	" .....	2.10
Marmalade .....	"	" "	" .....	1.90
Marmalade .....	24 oz.	" "	" .....	2.40
3 Case Lots—Less 10 Per Cent.—Less Quantity—Net.				

ORDER NOW FROM

**CANADA BROKERAGE CO., Limited**

9 Front Street East, TORONTO, ONT.

INDEX TO ADVERTISERS

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Valance sur Rhone.

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"PRINCESS,"**

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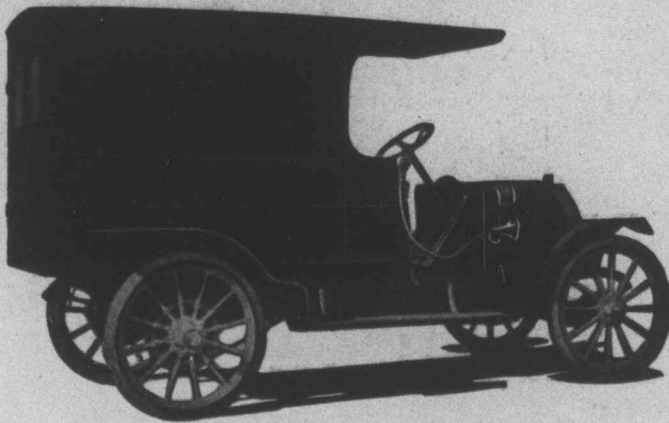
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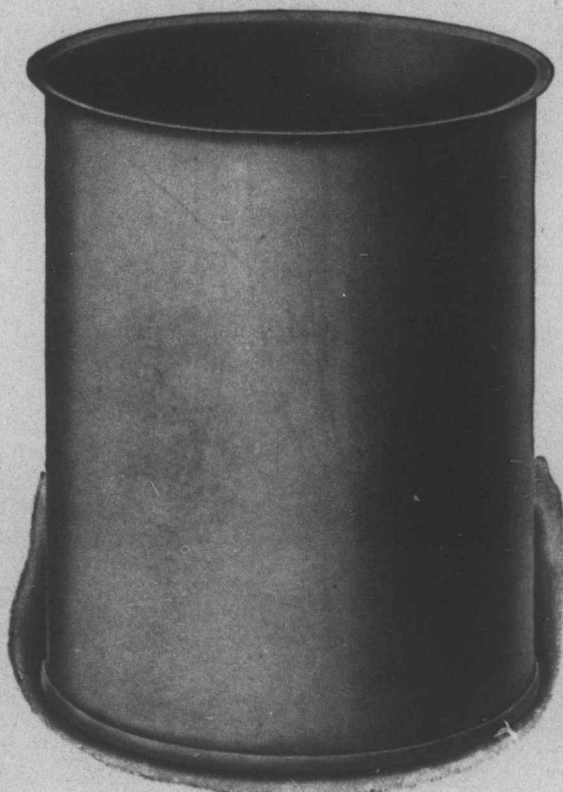


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Evaporated Milk 

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Capacity, 11,500 bbls. Daily  
MONTREAL

# Five Roses Flour

Not Bleached



Not Blended