

**PAGES
MISSING**

THIS IS THE 1,317th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

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No. 10

The Best 5c Line With An Extra Good
Margin of Profit



Here's the Reason

RICHARDS QUICK-NAPHTHA SOAP is different from other makes. It is made to do things which other soaps will not do—to lather freely in any kind of water, hard as well as soft; to work best in cold or lukewarm water; to loosen dirt without the help of hard rubbing and troublesome boiling in a steam dripping kitchen.

SOLD THROUGH THE WHOLESALE TRADE

THE RICHARDS PURE SOAP CO., LIMITED

Montreal Office :
206 St. Nicholas Bldg.

Head Office :
WOODSTOCK, ONT.

THE CANADIAN GROCER

TEES & PERSSE LIMITED

ESTABLISHED 1884

**Manufacturers' Agents
and Warehousemen**

Your business requires
systematic representation in
Western Canada.

TEES & PERSSE LIMITED

Established 1884

have warehouses and selling
staffs in

**Fort William
Winnipeg
Regina
Moose Jaw
Saskatoon
Calgary
Edmonton**

and calls are periodically made
on the Jobbers in

**Port Arthur
Brandon
Weyburn
Medicine Hat
Lethbridge
Ferne
Camrose**

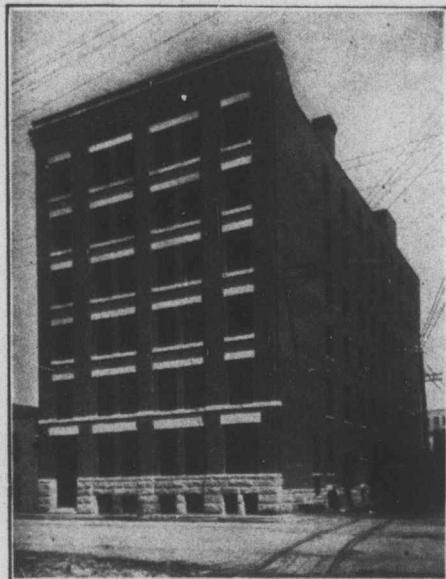
Consider the advantages of
placing your agency with

**ONE FIRM COVERING
WESTERN CANADA.**

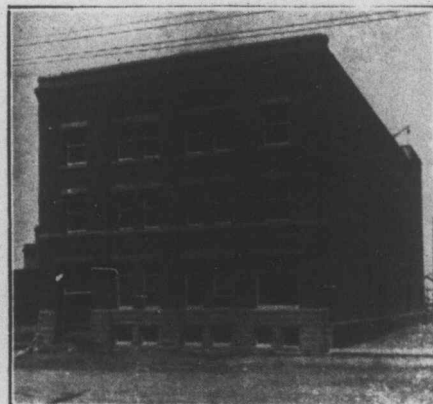
**AGENCIES SOLICITED
TEES & PERSSE LIMITED
WINNIPEG**

**TEES & PERSSE OF ALBERTA
LIMITED, CALGARY**

"From the Great Lakes to
the Rockies."



WINNIPEG WAREHOUSE



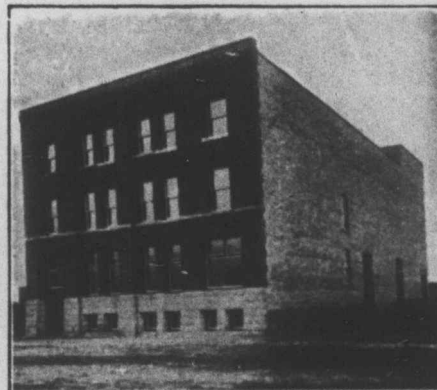
SASKATOON WAREHOUSE



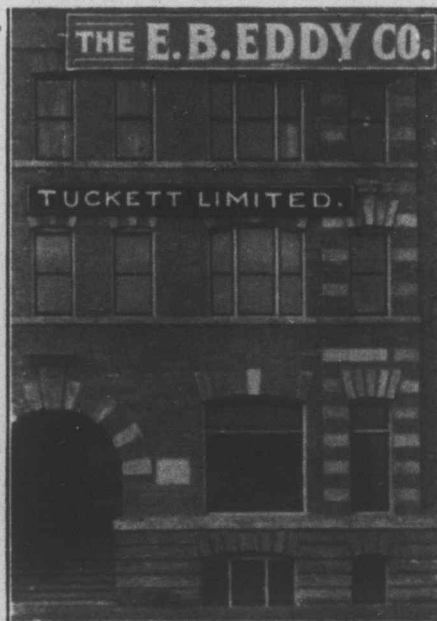
CALGARY WAREHOUSE



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

Coco-Fruitine

(Made in France)

For all cooking purposes where butter or lard is used, this is unequalled.

It is superior to Butter, Oil or Lard, owing to its extremely delicate taste and flavor.

It is particularly nourishing, being superior to any other similar product.

It is very easily digested and assimilated by the most sensitive stomachs.

In Tins of 1-lb., 2-lb., 11-lb., 25-lb. each.

“Le Calice” CASTILE SOAP

(11 Gold Medals)

A Soap for a sensitive complexion, or delicate lingerie, etc., must necessarily be produced with skill, experience and honesty, linked with purity—the soap must be clean to wash clean.

“Le Calice” Castile Soap is no tallow soap, it is antiseptic, sanitary, cleanly. Contains no corrupt animal fat, is pure as oil and skill can make it.

Substitute no other, Mr. Grocer:—this is what your customers are wanting. Made only by Srs. D. Leca & Co., Marseilles.

SELL ONLY THE BEST

IT PAYS

Arthur P. Tippet & Company

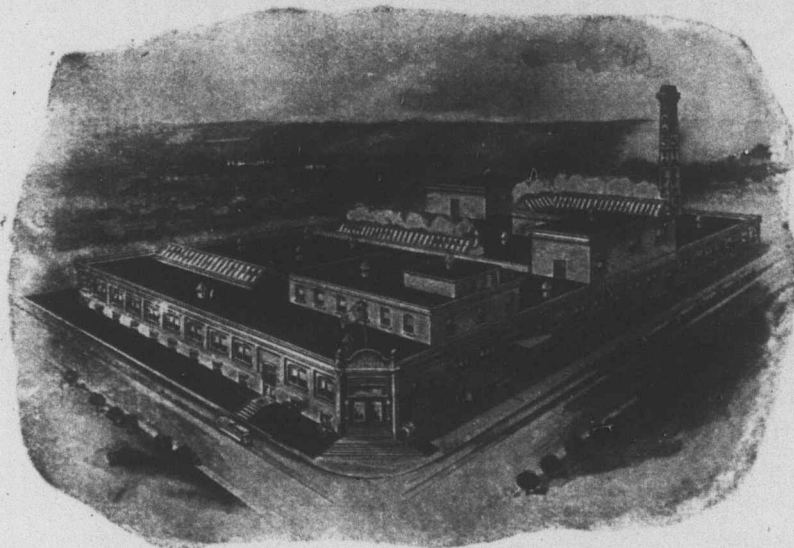
Agents

MONTREAL

TORONTO

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

PREPARED IN
COPPER
KETTLES.
BOILED IN
SILVER PANS.



PACKED IN
GOLD LINED
PAILS
AND GLASS.

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

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

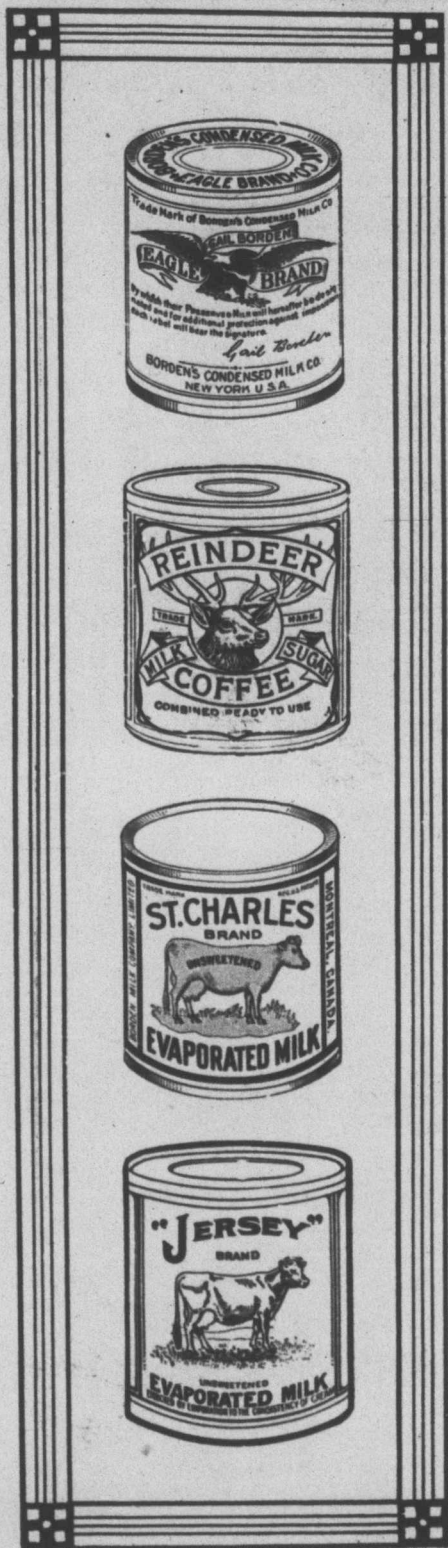
Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."



BORDEN'S

record and success for over 56 years is due to merit and integrity. There is no danger of impure milk, no chance for complaint if you recommend the "Leaders of Quality."

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


Make Borden's your leader and you will never be short.

BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

MONTREAL

BRANCH OFFICE: NO. 2 ARCADE BUILDING, VANCOUVER



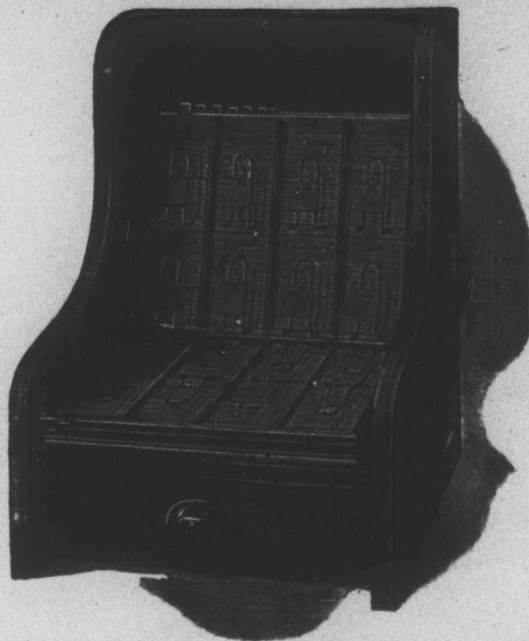
CENTURY SALT

SO PURE

because every crystal of Century Salt is SALT — no impurities or grit can get into Century Salt because it is distilled by the most modern processes under the strictest sanitary supervision. It is guaranteed pure. Sell the salt that can be relied on.

THE DOMINION SALT CO LIMITED
SARNIA, ONT.

A Money Earner and Money Saver



When you buy the Ullman Account Register it is the same as employing a first-class bookkeeper at twenty-five cents per day. That's all it costs to instal one of our Registers, and you only pay that for a few months, then for the rest of your business lifetime your bookkeeping costs you nothing, and if you sell your business you sell your bookkeeper. The Ullman Register pleases customers and brings trade. Saves money, time and labor. Fireproof Safe furnished with every Register. Write us for further information and for special mail order proposition.

The Home Trio

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

Three lines which will prove ready sellers during the coming months, in fact always.

Brodie's Cloudy Ammonia

Is the leader. 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

A. W. Hugman, Limited
MONTREAL



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

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

THE CANADIAN GROCER



**“Just as Good” as
“SIMCOE” Baked Beans
are not as Good**

In almost every line of merchandise there is some leader, in comparison with which other articles of the same class are claimed to be “Just as good.” The claims that other brands are “just as good” as “Simcoe” Baked Beans is a compliment to the “Simcoe” Brand.

The shrewd merchant will at once see that there is nothing to be gained by experimenting with the “just as good” brands and that the shortest way to success is by selling to his trade the standard—“Simcoe” Baked Beans.

Dominion Cannery

LIMITED

Hamilton,

Canada

ASK YOUR WHOLESALER FOR PRICES



Fish Still Moving



You should have fish on all sides of your store this weather. The demand is insistent and the profits to be derived are really worth while. Why hesitate? Let your wholesaler supply you.

Canada Brand Pure Boneless Cod Fish

Has that pleasant sea tang which makes the appetite sharp. Nutritious in every sense. Get it now.

BONELESS FISH.

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

SKINLESS FISH.

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

OCEAN BRAND EXCELS: Haddie, Kippers, Bloaters.

ASK YOUR WHOLESALER

NORTH ATLANTIC FISHERIES LIMITED - MONTREAL

WHITE SWAN

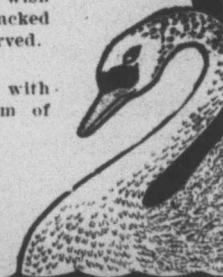
"Surety of Purity"

We are so proud of this delicious blend that we wish to make sure that it will reach you just as we packed it—with all its delightful aroma and flavor conserved.

See that each tin is sealed with the Government approved form of warranty.



**WHITE SWAN SPICES
& CEREALS, LIMITED**



It creates a desire in your patrons to try "White Swan"

This advertising will help you introduce "White Swan" Products

**ORDER
NOW**

**ORDER
NOW**

Satisfied Customers

It is the quality behind the name that causes your customers to buy a second tin of White Swan Products. Only the highest grade materials are used in our Baking Powder, Coffee, Yeast, Lye, Spices and Jelly Powders.

This is your authority to refund the money of any dissatisfied customer.

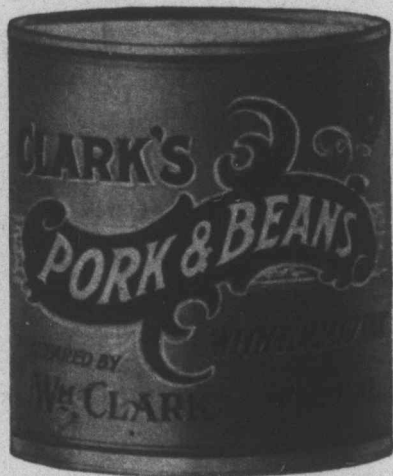
WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO .. ONTARIO

FIGURE IT OUT

MR. GROCER---

How many cans of CLARK'S PORK AND BEANS can you sell for every one you sell of other brands? How much more profit, therefore, can you make by handling

Clark's Pork and Beans



SELL
WITHOUT EFFORT
SAVE
YOUR TIME
INCREASE
YOUR BUSINESS



and give you the all-important reputation of keeping

ONLY THE BEST

W. CLARK, :-: MONTREAL

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.

ALL COLLECTING TROUBLES AVOIDED WITH THE McCASKEY

Many merchants are as often themselves to blame as are the delinquent customers for lost and long standing accounts. The reason for which is that merchants are too careless in sending out statements, and the customers are not told often enough how much they owe.

The account rendered once a month is generally larger than the customer can settle in full, and so the account grows.

With a McCASKEY ACCOUNT REGISTER you render to each customer a **Completed, Corrected** statement of his account to the minute with each purchase. This leaves no chance for the excuse, "I did not know I owed you so much."

With the McCASKEY ACCOUNT REGISTER accounts are collected thirty per cent. faster than through any other agency. It does not offend customers and unconsciously induces them to be more prompt in their payments.

Descriptive literature sent free on request.

Manufacturers of "Surety" Carbon Back Counter Check Books

The Dominion Register Co.
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

The Largest Manufacturers of Carbon Coated
Salesbooks in the World.



Showing Electric Recorder and
Cash Till

Why all these bad Accounts?



THERE'S many a time that you have made this remark to yourself, many a time that you have looked over bills that you cannot collect, debts that eat into your profits most terribly.

But there is no need of your having these profit-killers.

Get a Barr Register.

The experience of other merchants has proved that the Barr Register will reduce your outstanding accounts to a minimum. One merchant reduced his outstanding accounts \$2,500 by the adoption of the Barr Register.

It is a remarkably efficient and inoffensive collector of accounts. Not only that, but it does away entirely with the old, clumsy and out-of-date method of rendering accounts monthly and semi-monthly. Your customer gets a statement of his current purchase and his account to date every time he buys anything in your store. This prevents many intentionally honest people from running up bills beyond their financial ability to pay, which is one of the greatest causes of bad accounts.

At the same time it is entirely inoffensive. In fact, it gains greater confidence from your customers and actually increases trade.

Don't take our word for this. Let us prove it to you. In fact, we want to prove it to you. Use this coupon, which is a request for free demonstration.

The Barr does at least 16 things immediately, to save money in your store. Let us tell you what these things are.

The Barr Register System also does away with the clumsy and out-of-date daybook and ledger system of keeping books. It does all your book-keeping in one writing.

If you want to reduce your outstanding accounts, if you want to clean the bad accounts from your books, if you want to increase your profits, if you want to do your business in a better, easier way, if you want to increase your business—in short, if you want to *make money and save money*—

Use this Coupon NOW.

**Barr Registers
Limited**

Trenton, Ont.

Messrs. Barr Registers, Limited, Trenton, Ont.
Comments: 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
Prov.

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.

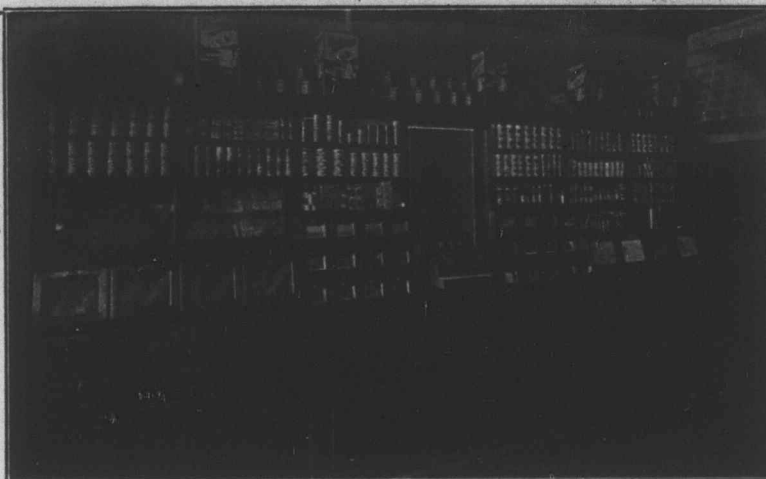
Walker Bin & Store Fixture Co.,

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. Slocum, 33 St. Nicholas Street.
Maritime Provinces: R. B. Rankine, 4 Wright St., St. John, N.B.



TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

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.



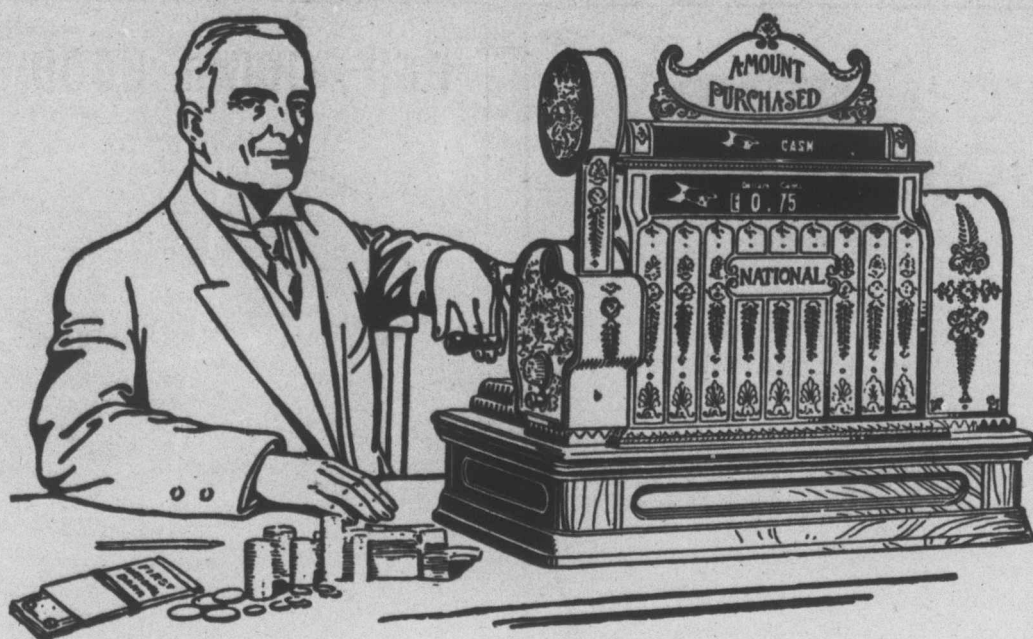
**A Good Profit in
Every Ounce of
BOVRIL**

**GOOD PROFIT — NO LOSS.
EASY TO HANDLE.**

With a bottle of unique design, so well known to the public, containing so high a quality of beef extract that will not spoil in any season, there is absolutely no possibility of loss. There is, however, a good profit for the grocer. Bovril is easy to handle, easy to sell. Order now.

BOVRIL LIMITED, Montreal

THE CANADIAN GROCER



Take Care of the Pennies so that The Dollars Can Take Care of You

You lose money because your store system does not show you where every penny comes from and where it goes.

It does not tell you how much money you should have.

It does not protect your money and accounts against mistakes and losses due to thoughtlessness, carelessness or indifference.

A National Cash Register will keep track of every penny you take in or pay out.

You get a correct record of every transaction occurring between your clerks and customers.

All your money and accounts are protected against mistakes and losses.

A National will increase your profits.

The National Cash Register Company

285 Yonge Street, Toronto

Canadian Factory - Toronto

YOU NEED NOT FEAR

of a shelf of unsold Pastes if you handle "Hirondelle Brand" Macaroni, Vermicelli, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, etc.

"Hirondelle Brand"

(SWALLOW BRAND)

Alimentary Pastes are unexcelled for quality and deliciousness—as good as any imported.

Good profit and big sales for you—stock now.

The C. H. CATELLI COMPANY
LIMITED

Montreal, Canada

RED RIDING HOOD BRAND



5 lb.
SLIP
TOP
CAN

5 lb.
SLIP
TOP
CAN

Samples and Prices from

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

Toronto—Lind Brokerage Co., 47 Wellington St. E. Ottawa—E. M. Lerner & Sons, 11 York Street.

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

THE MARKET

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

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

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

We also manufacture hand mills, and electric meat choppers.



Coles Manufacturing Co., 1616 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.



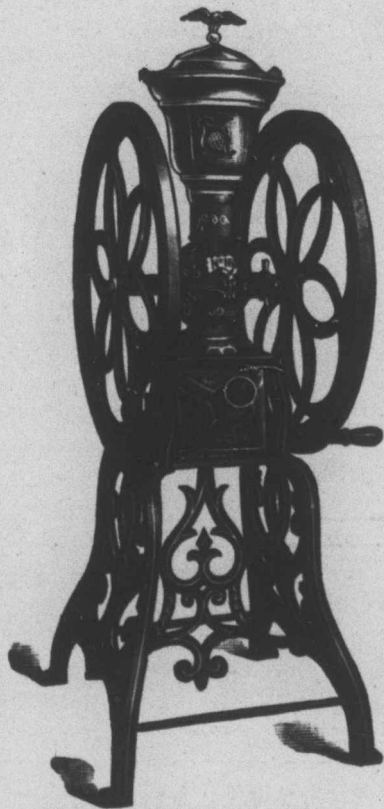
Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents:

Mason & Hickey, Winnipeg

ENTERPRISE Coffee Mills



No. 16 — Stand Mill

The Coffee Mill With The World-Beating Grinding System

Before deciding on your coffee mill, you will find it much to your benefit to look into the features of the "Enterprise" mills. One of the main features is the excellent grinding system. The coffee is not crushed, but ground to an even fineness, regulated to suit your requirements.

The grinders are strong and staunch and guaranteed to do work equal to steel. All parts are interchangeable and can be replaced any time, fitting perfectly because they never vary one-thousandth part of an inch. The "Enterprise" mills represent both quality and service and are made in all styles in hand or electric power.

Send for catalogue of Coffee Mills and Meat Choppers.



No. 7 — Counter Mill

Write for the Enterprise Catalogue

The ENTERPRISE MFG. CO. of PHILADELPHIA

Patented Hardware Specialties

PHILADELPHIA

29 Murray St.
NEW YORK

176 N. Dearborn St.
CHICAGO

U.S.A.

530 Golden Gate Ave.
SAN FRANCISCO

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES.

ESCOTT & HARMER
 WHOLESALE GROCERY BROKERS,
 COMMISSION MERCHANTS
 and WAREHOUSEMEN
 Head Office,
 181 Bannatyne Ave., - WINNIPEG
 Branches:
 Regina, Calgary, Edmonton
 Western Agents for
THE HILLS BROTHERS COMPANY

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

WESTERN PROVINCES—Continued.

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 Candies
 We are still open for a few good Agencies

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

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
 Grocery Brokers and Agents.
 Established 1885.

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

**CONVENIENT, MODERN,
 WAREHOUSING**
 at Ottawa, tracks at the door, connec-
 tion with steamers. Fireproof. Excise
 Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
 46-52 Nicholas Street - Ottawa

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

352-6 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. Highest 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 representative. Can furnish best of references.

Have You Had Your Sample?

There is a package of that highly popular

WHITE DOVE COCOANUT



Awaiting your enquiry.

Free for the asking.

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

Do It Now.

W. P. Downey
MONTREAL

SHIP YOUR CARS TO FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest. Inland Revenue and Customs Bonds.

Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

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

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

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

Mathieu's Nervine Powders



a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders*. Be sure and stock them, as they are quick sellers.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffer from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

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

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

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

FIREPROOF WAREHOUSE

We solicit your business for Storage and as Forwarding Agents.

The FIREPROOF WAREHOUSING CO., LTD., London, Canada.



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

The
Condensed Ad.
page

will interest you

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

Tartan
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.

D. & J. McCallum
Perfection Scotch
Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

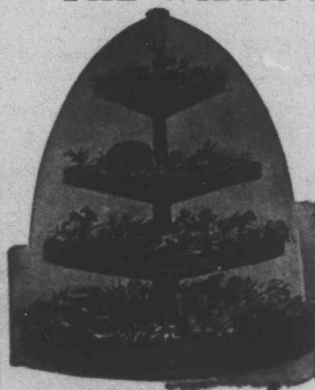
Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED

23 WATER STREET

General Agent

ST. JOHN, N.B.

THE WILLIS DISPLAY STAND



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

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

Write to-day for complete description.

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

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

BUY
STAR BRAND
Cotton Clothes Lines

AND

Cotton Twine

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

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

ALL THE PLEASURE FROM CHEWING
WITHOUT CHEWING

That's why so many men use

COPENHAGEN

Chewing Tobacco

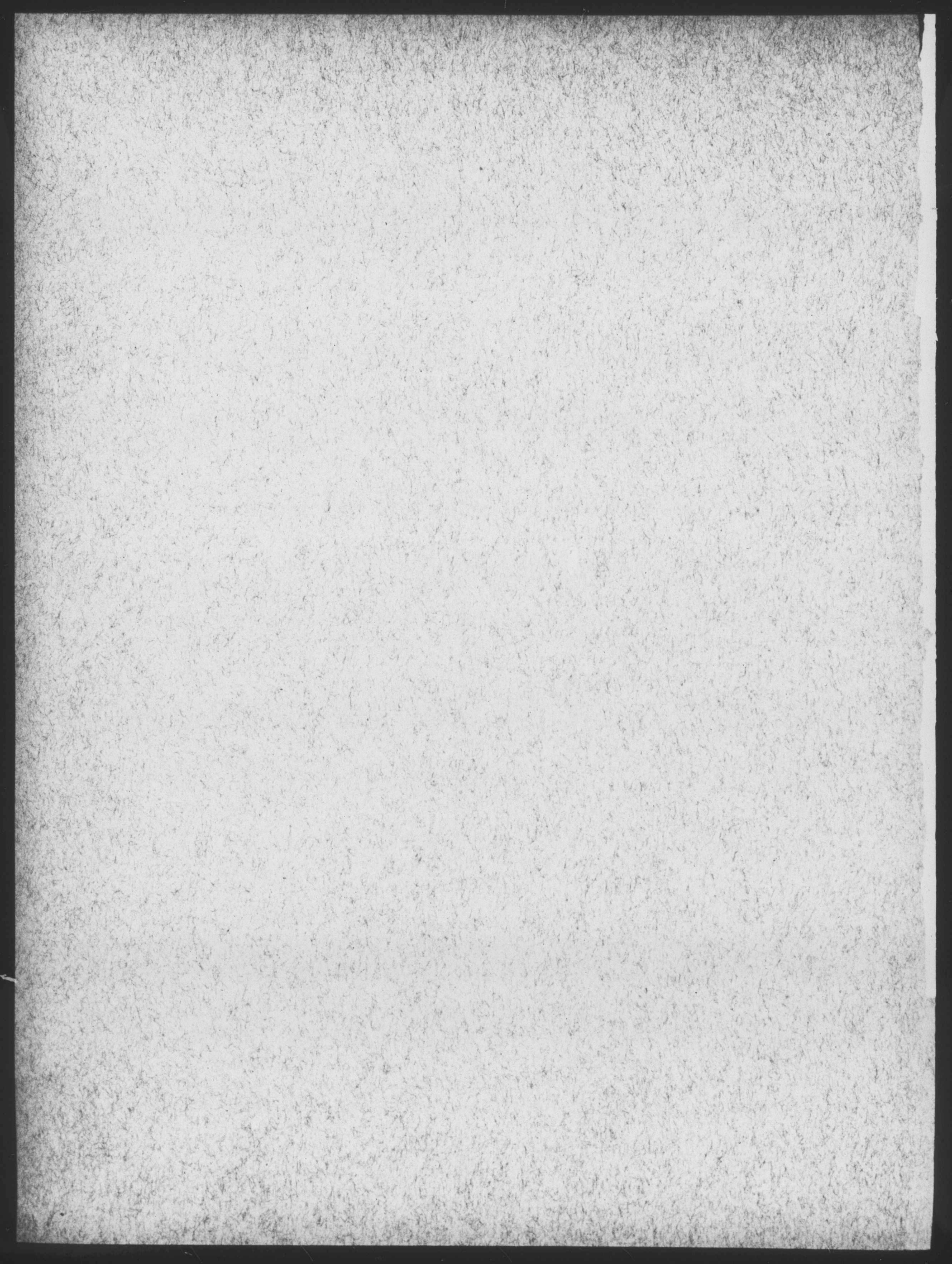


It is not chewed—but simply placed between the lower lip and gums.

A favorite for nearly a century.

Do you feature it?

Stocked by every wholesaler in Canada.



THE CANADIAN GROCER

St. Lawrence

Granulated

The merchants in different sections have calls for variation in the size of the grain of Granulated. Some people want a fine grain, some want a course grain, but the great majority prefer a medium sized grain. Merchants can be sure of getting any sized grain that they particularly require for their district by simply asking for the kind they prefer.

MOLASSES

Extra Fancy Barbados

"DaCosta" Brand

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

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



Your stock is not complete without

SYMINGTON'S COFFEE ESSENCE

The already large demand is fostered by continuous up-to-date advertising, and your customers—appreciating the excellent quality, pure flavor and extreme handiness of Symington's Coffee Essence—will become regular users.

Remember there is no other Coffee Essence to equal SYMINGTON'S, and write for prices, showcards and full particulars to-day.

Thos. Symington & Co, Edinburgh and London

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

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.

WHAT'S IN A TRADE MARK

?

From the standpoint of the dealer a trademark has two values.

A trademark on products widely advertised makes people willing to try them. Little effort being required on the part of the dealer to effect a sale.

When next buying, the customer remembers the excellent quality and delicious flavor of the product and buys by the trademark—repeat sales make the trade hum.

E.D.S. trademarked products include Jams, Jellies, Marmalades, Catsups, Fruit Vinegars, Grape Juices, Pork and Beans, etc.

See Government Bulletin No. 244

just issued and see the standing of E.D.S. Jams and Jellies—they are stamped "GENUINE."

A widespread publicity campaign is now in progress in the Leading Magazines, Newspapers and Street Cars.

Why delay your order?

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.



Good money in your pocket

is better than hearing of it in the other fellow's. A profitable share of the growing GIPSY trade is yours if you want it. When users require Black Lead, why force them to go elsewhere? Why shouldn't they buy at your establishment—the natural outlet for

GIPSY STOVE GLOSS

in your neighbourhood.

HARGREAVES, (CANADA) LIMITED.
33 Front Street E., TORONTO.

HIT UP TRADE

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

ANTI-DUST Sweeping Powder

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

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

Sap's Ready to Run— Spring is Almost Here

and with it comes the demand for Maple Syrup and Maple Sugar.

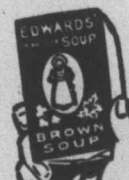
Get your order in now and be sure of delivery of

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

"Pride of Canada" has been and will continue to be the PURE and leading brand that gives fullest satisfaction and pays a good profit.



Maple Tree
Producers
Association
LIMITED
Montreal



Keep a Good Stock

of Edwards' Soups this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good.

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

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to
Distributors:
W. G. Patrick & Co., Toronto and Vancouver; Wm.
H. Dunn, Montreal; Escott & Harmer, Winnipeg.

Japan Teas

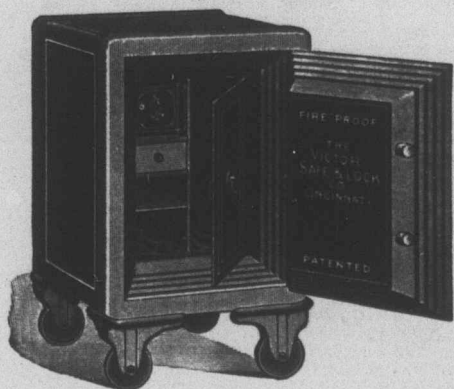
We are now taking **IMPORT ORDERS** for new season's, but secure a few lines of last season's on the spot while they are available.

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

Cairns' Marmalade

It is easiest to sell goods that have given satisfaction in the past and built up a quality reputation among consumers. Sell Cairns' Marmalade and **Boom Your Profits.**

The splendid flavor and toothsome-ness obtained by use of best sugar and finest Seville oranges makes Cairns' the line that **FLEASES CUSTOMERS.** Send in your order at once.



By Royal Warrants of Appointment to **HIS MAJESTY KING GEORGE V.** **HIS MAJESTY THE KING OF SPAIN** **HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN** and for 22 years **TO HER LATE MAJESTY QUEEN VICTORIA**

Alexander Cairns & Sons
Paisley, Scotland
Canadian Agents:
Snowden & Ebbitt
Montreal
McLeod & Clarkson
Vancouver

Make Your 50% Clear—Pay Us After

The Quinquinol Offer

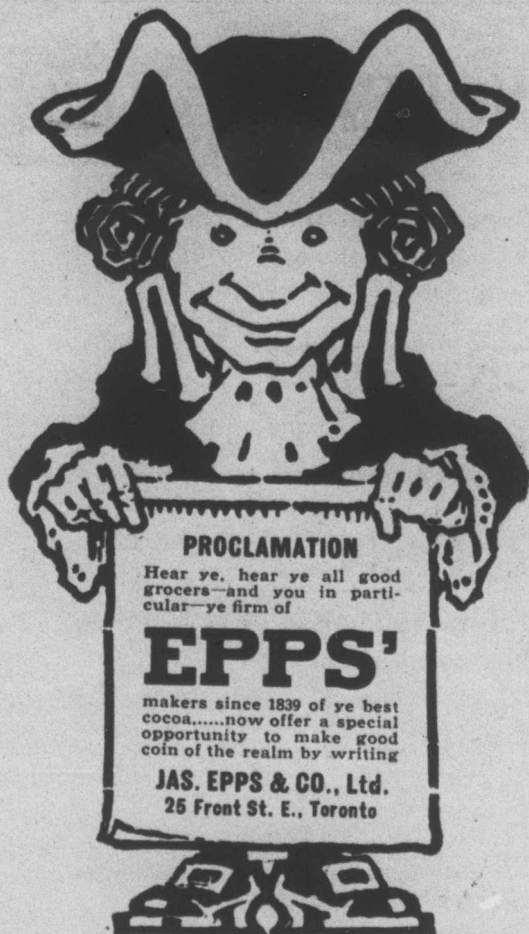
We will ship, freight prepaid, 3 doz., or a gross even, on six months' credit basis. If after thirty days you find the goods unsatisfactory, you can ship them back at our expense.

QUINQUINOL

is the leading stock food. Packed in tins, not cartons, and so free from loss by vermin or moisture when left in stable after use. Recommended strongly by Minister of Agriculture. Sells at \$6.00 per doz. gall. tins. Costs you \$4. Has 3 diplomas.

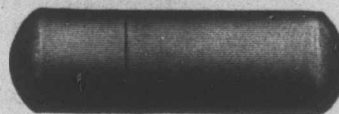
Only one dealer in each town wanted.

QUINQUINOL STOCK FOOD CO.
Montreal



It will pay you to handle
"STANDARD CONSOMME"

solidified in tubes



The Perfection of
CLEAR-SOUP

None better on the Market.

Manufactured by

The Standard Food Co.
 89 Westminster Bridge Rd., LONDON, Eng.

AGENTS:

Winnipeg:
 Buchanan & Gordon

Toronto:
 The Toronto-European
 Agencies
 122 Wellington St. West

BEANS AND PEAS

- | | |
|---------------------|--------------|
| White Haricot Beans | Rice |
| White Pea Beans | Lentils |
| Rangoon Beans | Pearl Barley |
| Large White Peas | Pot Barley |
| Split Peas | Pea Flour |
| New Zealand Butter | 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.)



In casks or bottles

Pure as distilled water

PURNELL'S Malt Vinegar, no matter whether in casks or bottles, has but one rival for purity, and that is fresh distilled water (aqua pura). The conditions under which this vinegar is made make it absolutely impossible for impurities to come in contact with the finished product in any way. For this reason Purnell's Malt Vinegar has been proven to be unequalled for all household purposes. Stock it for your better trade. It will suit them, for it has satisfied their ancestors for one hundred and fifty years.

Purnell & Panter, Ltd.

Malt Vinegar, Sauce and Pickle Makers

BRISTOL, ENG.



INCREASE ON INCREASE



During the first eight weeks of this year, Ontario and the Canadian North West showed an INCREASED consumption of "SALADA" over the corresponding weeks of 1912 of

TWENTY-SIX PER CENT.

Quebec, Nova Scotia, New Brunswick and Prince Edward Island, an INCREASE over the corresponding weeks of 1912 of

EIGHTEEN PER CENT.

and this on top of our enormous INCREASES in 1911 and 1912 which amounted to 2,314,026 lbs. in all our branches combined.

Is not this convincing that quality tells?

"SALADA"

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

**PEEK, FREAN'S
SHORTCAKE**

A Personal Chat About Ourselves

In this issue The Grocer publishes the second of a series on "Veterans in the Grocery Trade." Before it is concluded it will go into the trade history of a good many of Canada's oldest and most successful retailers. These articles are not written entirely from an historical standpoint—in fact that is a secondary consideration—but from the standpoint of the methods these men have used in building up business. Their careers will be dealt with so that they will be of practical value to others in the trade. Some of the methods they have adhered to will be gone into, and their advice to others in steering clear of the pit-falls to which the grocery business is subject. The third of the series will appear in a couple of weeks' time.

A GOOD BOOKKEEPING ARTICLE.

Among the articles that will appear in The Grocer in the no. distant future, will be one dealing with the complete bookkeeping system in use by a retail firm doing some \$40,000 business annually. This article will show one of the most complete systems on record. It will deal with entire equipment—books, cash and credit register—this firm uses to keep track of the exact progress of the business from day to day, week to week, month to month, and year to year. The claim has been made, and it is backed up by the large mercantile agencies, that many failures are due to incompetence in keeping books, so that this article will be of particular value to all those interested in a system of bookkeeping that will supply absolute information at all times.

CRITICISMS ON JOHNSON SERIES.

We find that practically every retail reader of The Grocer is following the articles each week written by Henry Johnson, Jr. These have made us all do a little more thinking and have therefore been most valuable. There are, of course, frequent criticisms heard in connection with some of the conclusions he has come to. This is quite natural as no one retailer thinks exactly like any other. Mr. Johnson has dealt and is dealing with a great many subjects. If at any time he makes a statement in which a reader cannot concur, he will be only too pleased to have the criticism. That is what he wants, because then he has ideas other than his own to work from.

As stated in the footnote of the page on which Mr. Johnson's articles appear, the name of the critic or the inquirer, as the case may be, will be withheld if a request is made. Write him through The Canadian Grocer and letters will be promptly forwarded.

SEND IN THE LEAKS.

From different parts of the country have come welcome letters for our "Leaks in the Grocery Store" column. On all sides we find this to be one of the most practical items in the paper considering the size of the space. Readers have been giving us actual examples of leaks they have come across and remedied. Every week we have communications of approval of this column which has started many a grocer on the hunt for the small losses that are keeping down profits, and the careless arrangements and inadequate service that are keeping people away from the store. The request is herewith made to

others that they send us their own experience as to the small avenues of loss they have run across and the methods they have used to stop up same.

The more that come the more practical and valuable will be this department.

WHAT READERS SAY.

The MacLean Pub. Co.,

Dear Sirs:—Please find \$2.00 check to pay for Canadian Grocer for another year. I have enjoyed it very much and it has given me quite a few ideas. I wish it success, and remain.

Glance Bay, N.S.

J. M. HOLMES.

The MacLean Pub. Co.,

Dear Sirs:—Please find enclosed Post Office Order for Canadian Grocer.

We would be lost without The Grocer now.

The brainy suggestions we have received through same have made dollars for us.

Whitney Pier, Sydney, N.S.

COCKELL BROS.

The MacLean Pub. Co.,

Gentlemen:—Please find enclosed a Post Office Money Order for \$4.00 which is to renew my subscription to the following publications:—

The Dry Goods Review,

The Canadian Grocer.

I find these publications a great help in my business and would not be without them at any cost.

Centreville, N.B.

G. E. WILSON.

One of the Best of Helps.

The MacLean Pub. Co., Ltd.—Find cheque enclosed for my subscription to The Grocer. I hope you will pardon me for neglecting to send the money, as I would hate you to cut me off. I consider The Canadian Grocer one of the best of helps in the grocery business, and would hate to be without it.

T. W. PARLMER.

Hensall, Ont.

Live Points of Interest.

MacLean Publishing Co., Ltd.—Enclosed please find money order for 2.00, my subscription to The Canadian Grocer.

Would say we find it a very valuable paper, and we anxiously look for it each week. We would certainly miss it very much if we couldn't get it.

It touches on so many live points of interest that no doubt a great many others are anxious to receive it each week.

R. G. HARSHAW.

Orangeville, Ont.

Finds Money's Worth in Grocer.

Editor, Canadian Grocer.—You will find enclosed \$2.00 for my subscription to The Grocer, which expired November 16, 1912. In renewing my subscription to your paper, I would like to add a word of very favorable comment to the improved condition, the very readable articles, and the interesting advertisements contained therein.

FRED ROWE.

Prescott, Ont.



**Robinson's "Patent" Barley Gets the Credit For
the Health of This Family of Eleven**

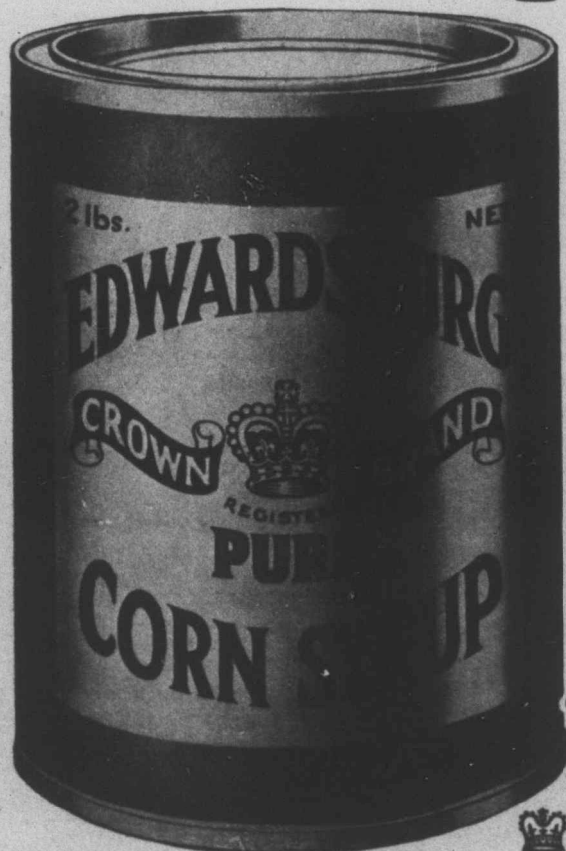
You cannot go wrong in carrying a stock of Robinson's "Patent" Barley and Robinson's "Patent" Groats. Order them from the wholesale Grocery or Drug Trade.

MAGOR, SON & CO., LIMITED
403 ST. PAUL St., MONTREAL 30 CHURCH ST., TORONTO
AGENTS FOR THE DOMINION OF CANADA

**Read What
This Mother Says:**

"I am the mother of eleven children, and have brought them all up on Robinson's "Patent" Barley, since they were a fortnight old; they were all fine, healthy babies. My baby is now just seven weeks old, and improves daily. A friend of mine had a very delicate baby which was gradually wasting away, and she tried several kinds of food, and when I saw her I recommended her the 'Patent' Barley, and it is almost wonderful how the child has improved since taking it. I have recommended it to several people, as I think it is a splendid food for babies, and I advise every mother that has to bring up her baby by hand to use Robinson's 'Patent' Barley, as it is unequalled."

Mrs. A. C. GOODALL,
12 Mount Ash Road,
Sydenham Hill, S.E.,
London, England.



**Pure—Healthful
—Profitable**

You can be sure of an increased volume of Syrup sales and a large amount of profit if you feature

**CROWN BRAND
CORN SYRUP**

It is a line to which special attention has been given to insure quality — no other syrup fills the bill like Crown Brand for cooking or with muffins, pancakes, etc.

**The Canada Starch Co.
LIMITED**

Manufacturers of EDWARDSBURG Brands
Montreal—Cardinal—Toronto—Brantford—Vancouver

Methods for Moving House Cleaning Goods

Plans That Will Prove Advantageous in Selling These Lines During March, April and May—Suggestions For Displays on Metal Polish, Brooms, Brushes, Soap and Sweeping Powder—A Small Size Advertisement For the Newspaper.

HOW METAL POLISH WAS SOLD.

One Half of Boiling Pot Cleaned With Metal Polish and Other Half Left Dirty.

One of the best methods of selling a metal polish is to show exactly the work that such polish accomplishes. Several retailers have adopted the plan of showing in the window a black boiling pot with one half dirty and the other cleaned and shined with the metal polish. This shows to splendid advantage the value of using such a polish. The writer knows of one dealer who last year had such a heavy stock of a certain line of metal polish that he was on the verge of throwing it out. It was suggested that he adopt this plan, which he did, and in two weeks he had disposed of the entire stock at a good profit.

A show card such as "Cleaned with this Polish" or "A Metal Polish that gives Results," would be a helpful addition to such a display.

SHOW USE OF SWEEPING POWDER

Piece of Carpet Swept With Some Powder Makes Good Seller.

During recent years the housewife has taken a great deal more interest in the use of sweeping powders than formerly. Particularly every good housewife has a stock of some sweeping powder on hand for her carpets and floors because of their value in allaying dust and killing germs.

A good display suggestion for this line is to show a piece of carpet, one half swept with the sweeping powder and the other not. The contrast will have the effect of making sales and at the same time, the display shows one good use of the powder.

HOUSE MADE OF SOAP.

Display of Soaps, Brushes, Brooms, Etc., That Sold Goods.

To sell housecleaning lines such as brooms, brushes, soaps, cleansers, etc. W. H. Hamilton, a Peterborough, Ont., grocer, last year dressed a unique window which helped him quite a deal. In the centre of the window was a little house with chimney built out of various bars of soaps. The end facing the street was made of red paper and with an

SUGGESTIONS FOR THE DISPLAY CARD

*Time and Strength Savers.
Let These Assist in the
Housecleaning Work.*

*Enemies of Dirt, They Fight
for You.*

*Disease Germ Extinguishers
of Tried Reputation.*

*A New Broom Sweeps Clean—
These Last a Long Time Too.*

*Less Scrubbing, Less Rubbing,
If You Use This Powder.*

*A Broom That Bridges
Space. (For a long handled
wall broom.)*

*Puts Life Into the Bath Tub
(For a bath powder.)*

*Handy Helpers for the Busy
Housewife.*

electric light inside, it showed up to splendid advantage particularly at night.

Around the house were shown in attractive groups house-cleaning brushes, brooms, cleansers, lyes, etc. Mr. Hamilton states this window brought good business.

In selling such goods as ammonia powder in packages he tries to sell the larger packages wherever he has the opportunity.

"For Instance," he said, "I have a 25 cent package which gives me a margin of 9 cents. On the other hand I have a five cent package that only allows a margin of 1½ cents, and it costs a great deal more to sell five small packages than one large one.

FAN-SHAPED BROOM DISPLAY.

A Neat Design Which Can be Used Effectively if Window has High Back.

Housecleaning brushes and brooms can always be attractively arranged if a little attention is given to the display. A window with a back to it presents a good opportunity for a fan-shaped design—the handles of the brooms and brushes pointing downward to a point and the broom and brush ends arranged in semi-circular form.

Such a display at once commands attention. The same design could be carried out on the window floor with small bunches of brooms and brushes

tied together and placed in a semi-circular form, with the concave on the inside. A showcard or two explaining the quality of these brooms and brushes would add to the selling effectiveness of the display.

During the entire house-cleaning season broom racks should be shown in prominent places. Last year a retailer informed the writer that after bringing his rack of brooms from the warehouse he sold about six times as many. The power suggestion is great and every advantage should be taken of the weakness of human nature in this regard.

A GOOD NEWSPAPER AD.

Talk on Lye Giving Its Uses in Brief Will Create Sales.

Even small space can be used to splendid advantage in the newspaper if one particular line of goods is advertised. Take Lye for instance. Following is a suggestion which retailers using small space might effectively use:—

LYE IS A HANDY HOUSEHOLD HELP

For the Spring housecleaning. Every housewife should have good supply.

Lye softens water, disinfects sinks and closets, cleans milk cans, and is splendid aid in washing dishes.

Lye kills roaches and is death to vermin of all kinds. It helps in cleaning cuspidors, bath tubs, cellar drains, in scrubbing floors, and is a strong preventive of disease.

Per tin - - - 10 cents

**H. P. ROGERS & CO.,
175 Aymer St.**

Such an advertisement in the newspaper giving actual uses of a house-cleaning line is bound to create sales during the spring season.

THE PAPER PAYS.

Otterville, Ont.

Dear Sirs:—

Please stop my paper at end of year as I am out of business at present. But if I go into business again, will want it as it pays a good business man in watching markets, twice what the paper costs him, besides the good reading matter. Wishing you every success.

Yours truly,
GEO. McLEAN.

Retailer Who Returns Goods Criticized

Complaints from Ontario Wholesalers—Think That When a Grocer Gives a Salesman an Order He Should Accept The Shipment—Little Trouble in Montreal—Retailers Say That Wholesalers Do Not Always Send the Goods Ordered.

A Hamilton, Ont., wholesaler has made the complaint to The Grocer that some retailers occasionally return orders they have already given to the salesman and submit little or no good reason why they adopt such a course. He maintains that this is not business and should not be done in connection with business matters.

Some Toronto wholesale grocers called on in connection with this matter had similar complaints to make. One of them remarked that if the market should happen to advance after some retailers had placed their orders they were always sure to accept the goods; but if it dropped before their arrival the wholesaler was liable to have them back on his hands. While this was not at all the case with reference to the majority of his house's customers, yet it occasionally happened. "Most of the difficulty in returned goods," he said, "comes in sales of futures where orders for goods are booked ahead, even before the price is stated.

Some Blame on Wholesalers.

"To a great extent," he maintained, "the wholesalers are to blame. Competition especially in Toronto where there are so many travelers and where the ground is covered so often, is very keen and as long as one house accepts returned goods, there is a tendency for others to do the same." "The business," stated another wholesaler, "is really scarcely worth the trouble, but sometimes competitors think it worth while, and rather than lose a customer, continue the practice on the ground that if they don't stand for it, someone else will."

Still another wholesaler laid some of the blame on the salesmen. "Salesmen" he declared, "are inclined to take too much for granted; they have not the transaction clearly defined at the time of booking, and do not provide the retailer with a copy of the order taken."

One firm stated that the only remedy for such a situation is to insist upon signed orders as is the practice in the States, and also for the retailer to keep a record of his purchases and insist on a clear, definite statement of the transaction.

"In order to make a sale the wholesaler must guarantee delivery no matter what changes may take place in the market before shipment is to be made." "Retailers," he maintained, "were inclined to forget this. Various ex-

cuses," he said, "are put forth at time of returning goods. The retailer does not always know the price, and does not make it a point to ask, at time of booking. When goods arrive, he sometimes claims the price is too high.

"Again, when no definite record of purchase is kept by the retailer, he often orders too much, when dealing with more than one wholesale house and on goods being delivered finds that he has more than he can handle. Others even go so far as to state that they do not want the goods and give no reason."

Send Goods Not Ordered.

One wholesaler maintained that in some cases with city customers wholesale houses are careless enough to deliver goods not actually ordered. In other words they fake an order and deliver the goods. The retailer may or may not remember his purchases well enough to know whether he placed this particular order, and thus is often loaded with goods and in no definite position to refuse them.

Different in Quebec.

The representative of a Montreal wholesale house stated that his firm had no particular trouble from returned goods to speak of. In fact out of 1,000 orders recently shipped only 3 were refused and these were all in Ontario, so thought it might be a drawback common to that province only. He said that his house formerly had trouble from this source but since prosperous times have come there has been little as the merchants seem to take the stand that the goods will sell in due time. The only trouble has been with delays in transit, but he claims that the merchants act very fairly in the matter and accepted Christmas goods that arrived too late for the holiday trade. This year it seems there was an exceptionally good demand for these lines during January.

This seems to be the prevailing opinion among the wholesalers in Montreal as they all report about the same thing.

Retailers Viewpoint.

Retailers spoken to by The Grocer stated that so far as they were concerned they never returned a shipment which came up to samples and specifications and which arrived on time. Sometimes, they contended, the retailer did not get the goods he ordered and was therefore quite within his rights in refusing to accept them. Seasonable goods, too, were required on time and if they did

not arrive when required, they were sometimes refused. Again a retailer would order certain brands of goods and if the wholesaler was out of stock of these, he would send some substitute that the retailer didn't want. They thought that under such a circumstance the retailer was entitled to refuse if he so desired.

If, however, the goods were exactly as had been ordered—correct in brand, weight, quality, and time of arrival—they all thought the retailer in duty bound to accept.



THE OPEN PICKLE KEG.

A traveller has called the attention of The Grocer to the leak in the grocery store caused by allowing a keg of bulk pickles to remain uncovered, and therefore exposed to the dust that flies about the store. Recently he noticed a clerk sweeping the floor around a keg of pickles with no covering whatever and he used no sweeping powder or anything else to keep down the dust.

Certainly, pickles are not going to be improved with a coating of dust. At the same time, the open keg is subject to dust falling from the shelving or counters, and other foreign matter falling in as the delivery boy passes.

Pickles that are allowed to remain uncovered will not sell well. People at all particular will not buy them. This, then, is a leak which requires stopping up in those stores that have been a little careless in this regard in the past.

It is a wise salesman who ties up to a going and growing business and identifies himself with it.

WELL WORTH THE MONEY.

MacLean Pub. Co.,

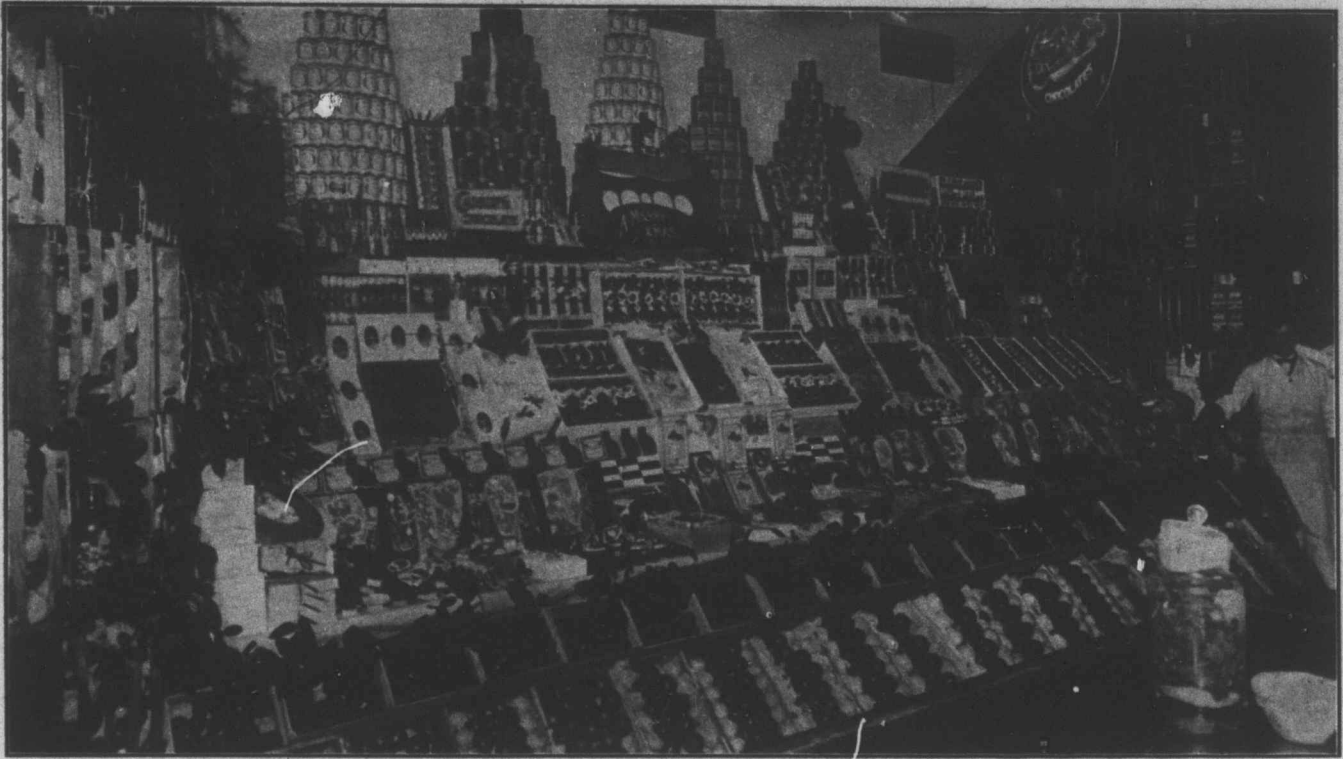
Dear Sirs,—I enclose cheque for two dollars as amount due on my Canadian Grocer.

We certainly have found it well worth the money. Sorry I did not take it years ago.

Yours truly,

GORRIE & CO.

Haliburton, Ont.



Type of interior display in Kelly's Grocery, Vancouver, B.C., that has helped sales considerably during the present winter.

Overcoming the Frosted Window Trouble

Vancouver Grocer Makes Effective Displays Inside During the Cold Weather—Gets Customers Buying From These and More Than Doubled His Previous Year's Christmas Trade.

Cold weather and frosted windows do not affect much the display feature of G. S. Kelly's store in Vancouver, B.C. The illustration shown herewith, although it reproduces a Christmas display, presents a good idea how Mr. Kelly looks after showing the goods to the customers in mid-winter, when the window is sometimes frosted over.

In Vancouver many of the windows are arranged so that the entire front can be taken out by sliding the glass to one side or upwards. This is the character of Mr. Kelly's: "Owing to the open window—tile front and top outside the door," he stated to *The Grocer*, "we have to rely to a great extent on the interior display now."

This Christmas display and the others shown proved good money makers, as the season's trade was more than double that of a year ago, or, in fact, any previous year. "I attribute this in the main," said Mr. Kelly, "to the novelty of the exhibits in interior arrangement."

The display above was arranged by A. Barker, the head salesman, and it should prove of assistance to others who may be handicapped similarly during the winter months.

In fact, those stores that are wide enough might well consider a bright, at-

tractive interior display the year round as well as a window trim. The window very often gets new people coming into the store, but the display inside induces customers to purchase goods they otherwise would overlook. It is to interest these customers beyond their regular everyday demands that this live salesman is anxious to do. He knows that if he simply supplies what is asked for he is only an order taker. To be a salesman he must create demand by personal conversation, attractive counter and interior arrangements, and the dozen and one other methods known to every live grocery salesman.

As Mr. Kelly says, the interior displays shown in his store have increased sales—doubled them in fact—and if they were all of the same calibre as that shown here one can readily understand why more goods were sold than during former Christmas seasons.

NEW TYPE OF GROCERY.

All Associated Lines Grouped Together and Refrigeration is on Advanced Lines.

New York, March 4.—What J. A. Badenoeh, its manager, declares is the last word in sanitary grocery selling,

and a high type of intensive merchandising, was exhibited to the public recently, when the new grocery department of the R. H. Macy & Co. store was opened.

There are two principal features of Mr. Badenoeh's scheme. One is sanitation, which is the keynote of the entire arrangement, and the other is a new system of grouping allied kinds of groceries on great pyramidal stands. For instance, if a shopper is in search of fruits, he or she will be directed to the fruit pyramid, where samples of all kinds of fruit will be found. It is the same with fish, vegetables, preserves, cereals, meats, pickles, spices and other kinds of groceries.

New ideas in sanitation and refrigeration have been worked out. Perishable provisions are kept in long glass cases with marble bottoms, underneath which are the refrigerating pipes. All the counters, demonstrating and show tables are of marble. A refrigerator, twenty-five by forty feet, is used for the storage of meats and other of the more perishable kind of provisions.

The floor is of dark red, fireproof substance, neither rubber nor fibre, but noiseless and so arranged that it may be flushed with water at night.

The CANADIAN GROCER

Established - - 1886

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GO AFTER COLLECTIONS NOW.

The matter of collecting accounts should be given more attention by the retail trade. Since March is again with us, strong effort on the part of the dealer ought now to be made along this line.

There are some people who would never pay their accounts if they were not gone after firmly. Winter is almost over and the excuse that the coal bill has to be met and the doctor bill has to be paid, must soon be relegated to the pigeon hole. The dealer who insists on his accounts going out once a month and who strenuously follows them up until they are paid will not be so far behind in collections and will not lose much money. If a retail business has a good collector it has just as valuable an asset as a good salesman. An Ontario retail dealer who is retiring from business told *The Grocer* the other day that in a few days after handing over the reins to his successor, he collected \$700 in outstanding accounts. The people had the money and he got his share because he was a good collector and went after his own properly.

Every dealer should have a clear-cut system in collecting accounts and his customers should know what it is. Let him send them out once a month, if that is his method, but give his customers to understand that he wants the money then. He has a strong argument in pointing out that at the very least he must pay his bills every thirty days. Many must be paid in 10 days and some at time of purchase. This should be used frequently and if a customer has any business instinct about him at all, he will see the force of the argument.

Accounts should be gone after now and cleared up early in the spring.

A MASTER DEAD-BEAT.

Everyone knows that the professional dead-beat has divers ways of extracting goods from the unwary, but the story herewith shows how more than \$4 worth of groceries was obtained without the money from a merchant who was on his guard.

This grocer was at the time in business at Sault Ste. Marie, Ont. A woman called one day and ordered the

goods stating that she had forgotten her purse and would pay for them on delivery. As the delivery man was carrying out the box with her groceries, the merchant exhorted him to be particularly careful to get the money or bring back the goods. He knew that their reputation as honest folk was not very reliable. John, the delivery man, promised to follow out the instructions. He came back a couple of hours later with neither and was, of course, subjected to a scolding before he could explain. When he did get the chance, an ingenious method was disclosed.

The groceries had been left on the kitchen table. The woman asked him if he had the bill, and of course he had. "Just come inside," she courteously requested, and John was given a seat in the parlor. "I'll go right upstairs and get the money."

But she never came back. John waited several minutes, yet there was no woman and no money. Finally he went to the kitchen to get the goods, but in the interval they had all been distributed,—he knew not where. The maid did not know where the woman of the house was; she knew nothing. He had to return without either, and he secured the acknowledgment of the grocer that he would probably have had to do the same under similar circumstances. He knew the family wasn't worth suing and so lost his \$4.

This certainly was a clever trick and up to the present holds the record. Who can beat it?

THE TREND OF TRADE.

In its last issue *The Financial Post* in dealing with the business outlook stated that the facts gathered from all parts of the country indicate that money has not shown during the past week any general signs of easing. But there is a change, especially in the far East. St. John and Halifax report improvement in collections and a stirring of business more hopeful than usual at this season of the year. Montreal reports some measure of improvement both as to collections and trade and the ramifications of the trade of that city are very wide.

One reason for the better showing in the East is given as the beginning of the immigration movement. Also the generous fall of snow has helped.

Speaking of the future *The Post* says that with the opening of navigation and the moving of the extraordinary amount of grain in storage at the head of the lakes, there will be more money available. This year, unless unusually severe weather sets in, and the season for it is now past, lake traffic will move by April first, practically a month ahead of last year. Insurance companies will accept risks this year starting from April 15.

CHANGES IN MERCANTILE LAW WANTED.

At the annual convention of the Ontario Associated Boards of Trade in Hamilton last week a resolution was passed urging the Provincial Government to pass legislation dealing with bulk sales with a view to protecting the wholesaler from loss through actions of dishonest retailers. The latter, it was charged, sometimes sell their stock in bulk before some of it was paid for.

This was objected to on the score that it would make the wholesaler careless as he would have the tendency to feel he had the protection of the Government. However, notwithstanding the objection, the resolution was carried.

There was also a resolution presented asking for a uniform Dominion Insolvency Law. It was stated by the

introducer that under the present system in Canada it is necessary for those dealing with merchants in the various provinces to be familiar with all the different systems and that this was annoying to the creditor abroad. More data were required on this so that it was not carried at the time.

INCREASING SEED SALES.

March is now with us and in a short time all garden and field seeds will be in demand. To the retailer who really goes after the seed business, seed time means a good deal of extra money with comparatively little trouble. The season is short thus giving a chance for a large turnover in small time—a chance which every merchant should appreciate and grasp.

The question is, what methods are you going to employ in your seed selling campaign to create a greater demand for that particular line of seeds which you handle, than you have ever met before?

The first essential is to get seeds upon which one can depend, with which he can give his own guarantee—and then get behind that line and push sales with all his might. The average retailer does not take enough interest in the sale of seeds and considers that all he has to do is to place the seed box on the counter in a prominent position. Lack of salesmanship with this line is everywhere very marked. A window display or a series of window displays would help greatly and be right in season. Attractive displays could readily be arranged with package seeds, lawn grass, beans, peas, or any of the many other seeds handled. The whole of the store interior can also be made to talk seeds, and together with local advertising, show cards, a couple of circulars, and the aroused efforts of every salesman in the store, a large turnover can speedily be affected.

Different methods are employed by different seed companies in selling goods. Those retailers who buy from a firm that sells outright find it necessary to buy closely and push sales all through the seed season in order to rid himself of his stock. Those who adopt aggressive methods find that stocks of seeds can be cleared out just as easily as any other line in the grocery store. On the other hand where the seed company makes a practice of calling in all seeds at the end of the season the retailer is not troubled with ridding himself of his stock, but as a matter of principle, and profit to himself, should be careful to sell as much as possible.

ANALYSIS OF FRUIT JAMS.

There has just been issued from the Inland Revenue Department at Ottawa, Bulletin No. 244 on fruit jams dealing with the character of 158 samples collected in Canada last autumn by food inspectors. This bulletin was prepared by Prof. A. McGill, Chief Analyst in the laboratory of the department and shows the following analysis:—

Addition of fruit juice acknowledged	18
Preservative or dye present	39
No explanatory statement	78
Sold as compound	3
Samples spoiled or broken	2
Containing glucose without acknowledgement	18
<hr/>	
Total	158

As to the genuineness or otherwise of these samples Professor McGill does not state, because the samples re-

ported on were collected too early to be judged under the present Food Standards on Fruit and Fruit Products which came into effect on November 25, 1912. Had the now existing standards been in force at the time of inspection 18 samples would have been described as adulterated.

From now on, for instance, the report points out it will be necessary to state the presence of glucose upon the label, whenever this article is present. Jams made with mixed fruits must also be properly described; although the addition of fruit juice up to ten per cent. is not prohibited. "Such juice," says Mr. McGill, "replacing water in the manufacture of the jam, doubtless adds to the value of the jam, and it is pleasing to note that in 18 samples examined, the maker has declared the presence of fruit juice.

"Some makers of jam claim that the addition of small amounts of glucose improves the article. The question may be considered an open one; but it is fair to the purchaser that he should be advised of the presence of glucose, and this is now required by our standards. Several manufacturers who formerly used glucose, have given up its use within a year or two; and in such cases, it is only in their older product that we find glucose."

EDITORIAL NOTES.

First guns of that housecleaning campaign should soon be fired.

• • •

Easter is not far distant. Plans for that Easter display should be now underway.

• • •

When a man trusts to luck in any business he either fails or is not an outstanding success.

• • •

The professional dead-beat is a literal thief. He should be punished according to the criminal law of the land.

• • •

So many folk have solved the 'cost of living' question that it is about time some other problem was put on the blackboard.

• • •

Going after collections may not be the most pleasant of the duties of the retailer, but sometimes it helps out wonderfully in meeting those wholesale invoices.

• • •

Spring and Good Friday are timed to arrive together this year. Since they both mean good business along different lines, the retailer should hang out the 'welcome' sign.

• • •

Seed time and harvest are the two big seasons of the year for the farmer. For the retailer who sells seeds aggressively, seed time and the harvest come simultaneously.

• • •

Health authorities in different Western Canadian cities are investigating quality of butter being sold. The woman of the house has apparently lost her ability as a butter taster.

• • •

Our Montreal market man reports that chickens 'have jumped about two cents per pound' and that 'turkeys are considerably stronger.' It may properly be assumed that next week turkeys will have also taken a jump. Spring is surely coming.

Trusting to Luck the Cause of this Failure

Case Where Business Principles Were Ignored, And After a Short Success the Crash Came—Question of How to Strike the Balance Between Sufficient Margins and the Inroads of Ignorant Competition—An Actual Case in Point.

*By Henry Johnson, Jr.

My Utopian correspondent says: "A world of information could be given us about this sentence in your third column: 'We make good margins, but that is the result of being wide-awake and well grounded in the principles of our business.' Will you amplify that for us?"

I said that failures in our town were few. They are. The last one of any importance occurred about 1897. The circumstances were interesting, and the story has its moral, so I shall outline it.

How the Failure Occurred.

Two brothers, both with some experience, started that grocery store with a fair stock in a good location. For three or four years they were quite successful. I had known them for years. I was going through the period of trying to find out, by some logical rule, what margin it was right to figure on various goods. I was seeking a method whereby one might know why and how it might be right to fix the margin on yeast and tea and sugar, so that we might get away from rule-of-thumb methods and have definite principles. I mentioned my perplexity to the younger, and brighter, brother one day.

He answered, half humorously: "Better do as the rest of us do, Henry—just go it blind; follow the prevalent custom, and trust to luck." I laughingly agreed that such might be the easier way, and perhaps fully as practical, but said I was not satisfied to go at it that way. I wanted to know the right method.

Successful for a Time.

Well, having met with some success, the boys branched out into a general store business—sort of department store. They leased more room, bought a miscellaneous line of goods, and generally went after a "big business." For a time they did a big business, too. In the end, however, which came in another couple of years, it was demonstrated that rule-of-thumb methods would not work. In other words, a man might "go it blind" to some extent in a business in which he had some training, where his guesses stood some chance of averaging out, but going it blind in any line with

which he was not familiar could only be expected to result in disaster.

The experience of those boys seemed to teach us all a lesson. That was, briefly, that it costs something for merchandise and then another something for service, and that our return must cover both, and then some, if we are going to make any money. Hence, local merchants have latterly gone on the plan of knowing pretty well what it costs to do business, and we have fixed our prices accordingly. On such things as there is always strong competition, we have met conditions and dealt according to established custom; but where there is room for individual initiative we have systematically taken all the margin the traffic could consistently bear. Thus we have evened up.

That is about what I mean when I say that we get good margins because we are well grounded in the principles of our business.

In Rome Do As the Romans Do.

Each town and locality has its own peculiarities. In some places there is little service which is of an exacting character. In others the demand for service is very exacting. Narrow margins and even something of the slapdash, rule-of-thumb ways of doing may seem to win where collateral expenses are light; but where expense ratios are high, one must know enough to get margins wide enough to cover everything, or one will lose out. The merchant must know his town.

Utopia seems to be all right now. Margins seem to be perfectly safe and sane. My only fear is that there is a tendency to go on a plan which will gradually spread the impression that there is a sort of grocers' trust which "has things its own way," and if that impression becomes strong enough competition will sooner or later work disaster to those who now seem so secure.

In a fair wind there is a tendency to let things drift; but drifting is always dangerous. One must be constantly on the alert, constantly at the wheel. One cannot safely lash the helm and go below for rest in any fancied security. The wind may change with striking suddenness and the sleepers only awaken when the ship is rushing on the breakers.

So I am inclined to think that the next question is not well considered. It is this: "Would a lower level of prices

draw enough more country trade to offset by volume the profit lost in per cent. of profit, giving the same total in dollars and cents of net profit?" I should rather ask: "Shall we not wisely curtail our present wide margins to some extent, so that we may insure to ourselves a continuance of our present prosperity?"

Buy In Lowest Market.

This, it seems to me, almost answers the further question: "Will the farmer usually look at the price he pays for goods or the price he sells for?" He will look at both. If he gets big prices for his produce he will be glad for so much of the deal; but if he is asked high prices for what he buys, his tendency will be to buy only moderately. His disposition will be such as you would have yourself. He will go to —ton when he has things to sell, buying just such little as may be required to keep up the appearance that he trades in —ton. When he goes out on a buying expedition, with little or nothing to sell, he will tend to head toward another town where prices are lower.

In other words, the selling end is only half of the bargain with the farmer. After he has sold well, he wants to buy at least equally well. If you give him half the deal you can only count on having him half cinched. Work out some system whereby you give him a fair shake both ways and then competition cannot touch you. Then, my friend, go away another five years, and, returning, note only change for the better in the local grocery field.

Demonstration Right There.

The demonstration seems to me to lie right in that same last Utopian letter, as follows:—"This idea may interest you as being Utopian. A town near here (nine grocers and three butchers) is selling for cash only. No competitor can come in because they can undersell any credit man, and the people are educated to pay cash."

If in the nearby town, why not in —ton? If the competitor would have a hard time because the nine and three could undersell him, why would not the same thing apply in —ton?

Same Margin if Properly Handled.

As it actually requires no wider margin to do a credit business where credit

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

is properly handled than to do a cash business, —ton is practically in the same condition as the neighboring burgh; hence able to work on narrower margins; hence able to withstand competition; hence not fulfilling its destiny until it does so regulate things that competition could not come in.

With the organization already existing in —ton the thing should be a walk-away.

If this does not look right to others, I should like to hear further.



Following items are from our market reports of issue of March 10, 1893:—

“There is no change in the sugar market. The demand for refined continues very fair at 4½¢ for granulated.” — (From Montreal market.)

Editorial Note.—To-day sugar in Montreal market is quoted at 4½¢, being an eighth lower than at corresponding date twenty years ago.

• • •

“The Toronto market on potatoes is if anything a little steadier, and farmers’ deliveries are light on account of the impassable condition of the roads. Carloads here changed hands on track at 80¢ to 82¢, and store lots sell at 95¢ to \$1 a bag.”

Editorial Note.—Ontario potatoes to-day are quoted wholesale on the Toronto market at 75¢ to 80¢ per bag, small lots, and are, therefore, 20¢ a bag cheaper than in March, 1893.

• • •

“The provision market does not show much change. Business is quiet on the whole, but prices run firm, especially for pork. We quote: Canadian short cut pork, per brl., \$23 to \$24; hams, city cured, per lb., 13¢ to 14¢; lard, Canadian, in pails, 12½¢ to 13½¢; bacon, per lb., 12¢ to 13¢; lard, com. refined, per lb., 10½¢ to 12¢.”

Editorial Note.—Above is from our Montreal market of March 10, 1893. By comparing these prices with those existing to-day it will be seen the latter are somewhat higher.

B.C. Merchants Hold Annual Convention

Many Prominent Grocers Connected With the Proceedings— Freight and Express Rates Criticized — Parcel Post, Granting of Credits and Organization Among Other Topics—Held During the Pure Food Show.

Vancouver, March 5 (Special).—The sixth annual convention of the Retail Merchants’ Association of British Columbia was held in the Labor Temple on Tuesday, Feb. 25. Previously this association was controlled by the grocers, but the latter last year decided to expand the scope of the organization and took under their banner other retail merchants.

So as to ensure a good gathering of those interested, the executive arranged that the convention should be held during the Pure Food Show exhibition. Their expectations for a large assembly were realized for over one hundred members of the association sat down to listen to the work done and that contemplated for 1913.

In the absence of F. W. Welsh, Vice-President, H. C. Martin, occupied the chair. In welcoming the retail merchants of the province he outlined the different points that required attention in the interests of the retailers of British Columbia.

Some of these questions were:—Clause in the criminal code placing the amount of *capias* at \$100; in the event of a debtor leaving a locality for another without taking care of his obligations; the question of a stated hour for the closing of retail stores; that of misrepresentation in advertising; exorbitant express and freight rates; question of delays in shipping; in the towns and cities the closing of banks at noon on Saturdays, leaving the merchants to cash many hundreds of cheques that otherwise would be taken care of by the banking institutions, and other important points.

T. F. McDowell read a short paper on his ideas of progression in retail organization, which was closely followed and much appreciated.

The secretary outlined a better working of the association through organizing and forming local associations throughout the province and by affiliating with the provincial organization, this in turn effecting connection with the Eastern provinces and also with the Retail Merchants Association of Canada.

Thomas S. Futeher, secretary for Vancouver Island, spoke to some length as to the activities of the association work there, expressing his assurance that if an active movement was made good results would follow.

K. F. Oxley, a Kelowna grocer, made a stirring speech as to how their active

organization was getting results, showing that he, as the representative from this city, knew what his association wanted and what they apparently intended to get. The main point in his remarks was the placing of a Retail Merchants’ Association in a position to reach the railway commission in connection with delayed freight.

R. L. Peterson of the Cowichan Merchants, Limited, of Duncan, B.C., spoke at some length as to the workings of the association in that town and expressed himself as clothed with authority from the Duncan association to assist in any way he thought wise in bringing about an action that would show something.

The assembly unanimously decided that the Retail Merchants Association of British Columbia should be continued and that an active directorate be elected.

Nominations for the president were unanimous in re-electing F. W. Welsh, of the London Grocery Company, of this city. E. A. Howse, of Nicola, was elected vice-president; R. L. Peterson, of Duncan, second vice-president. Thos. Connor was elected secretary for the Mainland and Thomas S. Futeher for Vancouver Island, George S. McKenzie, of Kelowna, B.C., being elected secretary of the Interior. The treasurership was vested in the Mainland secretary.

Another special change was made in the method of choosing the directorate with the unanimous approval of the convention, that in all twelve active merchants should comprise the executive committee, electing three from Vancouver Island, three from Vancouver City, two from New Westminster, and four from Interior points, and that any local association anywhere in the province affiliating with the provincial organization would be privileged to send their president to any executive meeting as an ex-officio member.

The election of the directorate resulted as follows: New Westminster, W. Anderson and H. T. Kirk; Vancouver City, A. C. Bartig, Frank McKee and W. C. Stearman; Vancouver Island, L. Acton, P. D. Johnson and E. J. Wall; Interior, John Martin, of Vernon; S. J. McDiarmid, of Salmon Arm; K. F. Oxley, of Kelowna, and W. England, of Kamloops.

Further resolutions were moved, seconded and carried that the directors be authorized to employ such ways and means as will secure a capable organizer.

The Clerks' Page

By the Cub Reporter

CLERK VERSUS SALESMAN.

A Hamilton, Ont., Grocer reader sends the following actual alleged attempt on the part of a clerk to make a coffee sale. The reader asks that it be placed gently in the W. P. B. if it is thought it would not appeal to readers. The answer to this is that it is published herewith:

THE WAY NOT TO SELL.

SCENE.—Grocery Store.—Caste—Mrs. Smith, customer, and Mr. Clerk, alleged salesman.

Mrs. Smith—"How is that High-up coffee I see advertised so much?"

Mr. Clerk—"Oh, I guess it's all right." (Wet blanket No. 1.)

Mrs. Smith—"Do you really think it will not make me nervous or keep me awake at night?"

Mr. Clerk—"Well, I really don't know. I have never tried it. Mrs. Jones claims it does not make her nervous, but others say it is just the same as other coffee." (Wet blanket No. 2.)

Mrs. Smith—"What does it sell for?"

Mr. Clerk—"55c per pound." (Silent wet blanket No. 3.)

Mrs. Smith—"55c a pound! I won't pay that for any coffee, would you?"

Mr. Clerk (liking to be agreeable)—"I suppose it is good coffee; but it is pretty high." (Soaking wet blanket—buyers cold chills.)

What Might Have Been.

How easy it would have been for that clerk to have replied like this: "It's fine coffee, Mrs. Smith; everyone likes it who gives it a trial. Mrs. Jones says it's the best coffee she ever drank, and the only kind she can drink at night without being kept awake."

Mrs. Smith—"How much is it a pound?"

Mr. Clerk—"We are asking 55c for it, Mrs. Smith, and I tell you it is worth it. Make it the same strength as regular coffee, and it only costs you 13⁸/_c per cup."

Mrs. Smith—"But don't you think 55c a pound is too high?"

Mr. Clerk—"No, I don't, Mrs. Smith. A person who really appreciates good

coffee could never object to paying 13⁸/_c per cup, and High-up coffee will not make you nervous or keep you awake at night."

Mrs. Smith—"I will try one can."

You know she would. She would feel cheap if she quibbled on paying 13⁸/_c per cup.

THE MAKING OF CITRON PEEL.

A young Western Canadian grocery salesman asks the Cub Reporter who edits this page some questions about citron peel—how it is made, etc. Rather than send this information by mail it is printed herewith so that every clerk who does not know about the manufacture may secure the advantages.

Citron peel consists of the thick and tender rinds of several varieties of the Citrus medica, a native of Asia, but now cultivated in most warm climates. The fruit of some of the larger varieties often weigh as much as 5 lbs. each.

The sweet rind citron is prepared in the simplest manner by soaking the rind in warm fresh water for a couple of days, then boiling slowly in more fresh water until tender. The water is then drained off, and the rind put into a thick syrup of the best white sugar and boiled slowly and as long as possible without crystallizing the sugar. The pieces of peel are then allowed to cool, then placed in fresh syrup, and the boiling repeated. The pieces are almost now transparent, and have absorbed all the sugar they will hold, so they are finally placed on shallow trays and dried in a warm, airy oven.

The bitter citrons are gathered quite green and tender, cut in halves or quarters, freed of pulp, and then put into a vessel of strong brine and left there for a month. The salt water is then poured off and fresh put on. The process extracts the bitter principle from the fruit, the salt being afterwards extracted by the fresh cold water. The peel is then boiled in fresh water until a fork will easily pass through it. It is next drained, placed in an earthen jar, and white sugar syrup poured over it, and

allowed to stand a few days; then boiled again, and the process repeated until it will take up no more sugar. It is finally dried, either on trays, as above described, or in an "evaporator," and is generally flavored with lemon peel.

Citron peel is imported either ready candied from Madeira, etc., where the best quality is prepared in large quantities, or in salt and water, to be afterwards candied in this country or used without candying.

Citron peel is less acid than the lime or lemon fruits, has a tendency to prevent vomiting, and excites the appetite; hence its value in rich cakes, Christmas puddings, sweetmeats, punch, negus, etc.

VICTORIA CLERKS ORGANIZE.

Finding that the question of a weekly half-holiday in the stores can be carried through only by means of unity, those who attended a recent meeting of the grocery clerks of Victoria, B.C., decided to form an association of the clerks in the stores of that city. Accordingly a mass meeting of the clerks will be held shortly for the purposes of organization.

The meeting was addressed on behalf of the organization committee of the Trades and Labor Council by Christian Sivertz, president of the British Columbia Federation of Labor; A. Watchman, president of the Trades and Labor council; T. H. Norris, secretary of the council, and president of the Painters' union William Coffee, of the Hod Carriers' union, and E. A. King, Plumbers' union. The deputation assured the clerks that they would have the backing of the Trades and Labor council in forming a strong and active organization in this city.

The man who thinks he is too old to learn is, so far as results go.

If you do no figuring on the profits of your business until after you have made them, you are likely to find them lacking.

Veterans in the Grocery Trade

Number Two—
J. B. HARKER

John B. Harker, Belleville, Merchant, Who Became Clerk at Age of Fourteen Years—Spent Five Years as Apprentice in Old Country at Small Pay—Altogether Has Been 34 Years Connected With the Trade—Unique Method of Preventing Large Credit Accounts.

Starting in the grocery business at ten cents a day would not be a very inviting prospect for a youth of 14 in these modern times. Yet this is what John B. Harker, until recently a Belleville, Ont., grocer, received for one year some 34 years ago. At the age of 14 years he became apprenticed in England to a retail grocer at 60 cents a week, and the first year he made the grand total of \$31.20, or about 10 cents for each working day.

His apprenticeship was distributed over five years, and each year up to the last his increase in pay was 24 cents a week. That meant that during the second year he received 84 cents per week, or total of \$43.68. The third year it was \$1.08 weekly, making \$56.16 altogether; the fourth \$1.32, or \$68.64 for the entire year. During the fifth year the contract called for a raise of 48 cents, so that Mr. Harker's wages were raised to \$1.80 weekly that year, making \$93.60 altogether. Totalling up his remuneration for the five years, it will be seen he received the munificent sum of \$293.28.

Experience Worth More.

It must be understood, however, that Mr. Harker received more than that, although not in actual cash. He had an experience which could not at that time be estimated in dollars and cents, but which since has stood him in good stead. It was the strong foundation stone of his career. During that five-year apprenticeship he learned the rudiments of the business. He knew the sources of every staple line, the growth, history and character of each, and could talk intelligently on them. He studied service from the ground up and absorbed all the selling methods that came under his notice.

Two weeks ago Mr. Harker laid down the reins of business in Belleville, Ont., after a successful career. He is truly a Veteran grocer, having been connected with the business continually for more than 34 years.

After serving his apprenticeship he immediately secured a position at a weekly salary equal to \$12.50—a big jump from \$1.80. Shortly after he came to Canada and spent four years clerking in Toronto. Belleville next secured him, and for 17 years he was with Wallbridge and Clark there. For the past eight years, and until his retirement a couple of weeks ago, he was in business for himself. He has sold to W. H. Lanning.



JOHN B. HARKER.

Belleville, Ont., grocer, who has just retired after spending 34 years in the trade as apprentice, salesman and proprietor. A Canadian Grocer reader for 25 years.

Go After Best Trade.

In a conversation with Mr. Harker, one would soon discover that he had evolved a good many ideas that have undoubtedly helped him in building up his business. One of his maxims has always been, "Cater to the best trade." He claims that when a merchant does this he gets considerable of the poorer class of trade as well as the best, and is thus able to always move out anything that should happen to become a sticker or what was not actually required or wanted by the best customers.

"If," he says, "I were to have catered to the poorer class of trade I would have got it and nothing else."

Mr. Harker, too, has always made it a point to study the tastes and likes of his customers. When he found, for instance, that a certain customer was fond of a certain blend of tea or coffee he made a note of it in a memorandum book and always aimed to supply that blend. In the case of butter, when he found any particular brand of creamery was satisfying his customers he stuck to that whether butter went up or not. He knew they would be satisfied with the quality, and there was always some satisfactory reason for the advance. Quality was of more importance to him than price.

Overcoming Bad Credits.

"A good account collector is a valuable asset to the business," in one of Mr. Harker's opinions. "Better still is a man who can prevent bad accounts."

This is where he thinks many grocers fall down. Credit is given indiscrimina-

tely, and soon several hundred dollars are out where much of it cannot be secured. Mr. Harker used a novel method of holding down the poor outstanding accounts. He had a card with "Terms Cash" printed on it hanging in a conspicuous part of the store. This did not mean that he insisted on everyone paying cash. The best customers are shorter credit people, who are sure pays, and cash was not insisted upon in their case. But when a doubtful pay customer asked for credit the sign was brought into commission.

Here is an actual instance showing how Mr. Harker was in the habit of dealing with the erstwhile cash customer who wanted credit:

"Prior to Christmas last," he related to the writer, "a customer came to me stating he was out of work and wanted some credit. He had been paying cash because he was not a man I could depend on. I pointed to the card 'Terms Cash,' stating that I could not change from that course. If I did, someone else whom I did not know as well as I knew him would want the same privilege. 'But, I said, 'I'll tell you what I'll do. I'll lend you \$10 so that you can pay me the cash for the groceries you purchase now, and later on you can let me have the \$10 again.

Got His Money Back.

"He accepted the offer, took the money and bought \$4 groceries, for which he paid out of the \$10. Of course, he did not come back, because he knew I would always insist on cash, and then he was under an obligation to me. In January he got work again, and two weeks ago paid me back the \$10.

"That was my system when a man asked for credit whom I knew was a possible slow or never-pay. By following it out, I lost little money. Even if I never got back the money I loaned that would mean my entire loss, instead of probably \$70 or \$80."

He would advise a beginner in the grocery business to pay most careful attention to credits and collections. Carelessness in this regard, he declares, is the cause of a great many failures. His 34 years in the business has convinced him of this.

Mr. Harker has been a reader of The Canadian Grocer for twenty-five years, and counts himself the oldest subscriber. He states there had only been a few issues of the paper out when he subscribed.

Current News of the Week

Quebec and Maritime Provinces.

The Addington Grocery Co. has been registered at Montreal.

The Glace Bay Co-operative Society, Glace Bay, N.S., sustained a fire loss recently.

The estate of A. Johnston, general merchant, Peters Road, Prince Edward Island, is succeeded by J. L. McKinnon.

Arthur Boutilier, president of North Atlantic Fisheries, Ltd., was in Montreal this week and spent some time with W. R. Spooner, local manager.

H. B. Short, Mayor of Digby, N.S., representing the fish merchants of the Atlantic Coast on the Dominion Fisheries Advisory Board, passed through Montreal on Monday on his way home from Ottawa, Ont.

Ontario.

Frank Dens, a Hamilton, Ont., grocer, died recently.

J. J. Little, a Toronto grocer, has sold to T. P. Loblaw.

J. Arnold has opened a new store at 428 Dundas Street, Toronto.

W. E. Graham, grocer, Toronto, is succeeded by T. A. Davidson.

David R. Kenny, for ten years a grocer in Toronto, died last week.

J. B. Harker, grocer, Belleville, Ont., has sold his business to Mr. Lanning.

Gordon Halliday is opening a grocery store at Kirkwall, Ont., near Hamilton.

The Port Dalhousie Canning Co., Ltd., has been granted incorporation in Ontario. The capital is \$75,000.

The Western Salt Co., Limited, of Mooretown, Ont., have erected and have now in operation a new plant at Courtwright, Ont.

John J. Fee, wholesale produce dealer, Toronto, Ont., has been spending the past few weeks in Washington and some of the larger cities of the South.

A Toronto fish pedlar was in police court during the week charged with creating a nuisance by shouting his wares on the street. The magistrate let him off, but he was warned that he would have to be more musical in future.

H. Gilbert Nobbs, manager for Canada and the United States of Holbrooks, Limited, has just completed twenty years' service with this company. It is interesting to note that when he entered the firm he received a salary of \$1.20 per week.

The British Canadian Cannery, Hamilton, Ont., are erecting two new factories this year—one at Port Dalhousie

and the other at Blenheim, Ont. This will make seven that this firm now have. They are also increasing the capacity of some of their other factories.

The Berlin, Ont., Trades and Labor Council has passed resolutions opposing the demands made by the Dominion Retail Merchants' Association to the Dominion Government for standard weight on potatoes at 75 pounds per bag, and also in favor of parcels post, which the association is opposing.

Secretary E. M. Trowern, of the Retail Merchants' Association, has organized a branch in Trenton, Ont., of which the following were elected officers: President, F. W. Barry; First Vice-President, N. J. McNair; Second Vice-President, Russel Haines; Secretary, James S. Hurie; Treasurer, H. Kemp.

Western Canada.

The Manitoba Gazette announces that letters patent have been granted to Richards and Brown.

The citizens of Battleford, Sask., recently tendered a banquet to A. F. MacLaren, president of the various Laurentia milk companies.

British Columbia Fruit Grocers' Association want the duty on apples raised. A deputation will wait on the Ottawa Government to this effect. They will also ask that it be made compulsory to label United States fruits.

It is stated that some Vancouver firms handling New Zealand butter are defrauding the buyers by making over the butter and adding water. The law in Canada allows only 16 per cent. of moisture, but the allegation is made that butter with a greater moisture is being sold.

The three-storey building occupied by C. H. Catelli Co., Limited, Montreal, manufacturers of alimentary pastes, was destroyed by fire early this morning. The loss will amount to \$60,000, but is covered by insurance. This factory when running turned out about 50,000 lbs. of macaroni and vermicelli per week.

At the last banquet of the Canadian Credit Men's Association in Winnipeg Roderick Mackenzie, of the Grain Growers' Association, was the speaker. Mr. Mackenzie stated that the harvest last year had been a good one, but that the reason for the tightness in the money market was that the Western farmers were not able, after paying the freight charges and the milling of their grain, to obtain a profit sufficient to meet their

needs. What the Grain Growers wanted, he said, was free trade in natural products to give an outlet for the goods they produce. W. S. Fallis, the president, who replied, was firmly convinced that free trade would bring about the ruin of the country, and pointed to the prosperous conditions that have prevailed in the United States for the past century under protection.

Grocers' Letter Box

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

An inquirer wants to know where he can purchase a liquid for sprinkling on floors as a dust preventive known as "Klean Koat." Can anyone furnish The Grocer with this information.

Editor Letter Box.—Will you be good enough to let us know the address of manufacturers or representatives of English American and Canadian firms manufacturing yolk egg powder or egg substitute.

Quebec, P.Q., Grocer.

Editorial Note.—We would refer this inquirer to Holbrooks, Limited, King W., Toronto; Henry H. Ottens, Philadelphia, Pa.; W. G. Patrick & Co., York St., Toronto, and The Canadian Egg-Save Co., 62 Temperance St., Toronto.



To J. J. NAIRN, general manager of The Dominion Cannery, Limited. Mr. Nairn was born March 7, 1857, at Aylmer, Ont. He has spent 26 years in the canning industry, prior to which time he was in the banking business.

To JOHN P. ATKINSON, manager The N. K. Fairbank Co., Limited, Montreal. Mr. Atkinson was born March 8, 1873, at Amherstburg, Ont. He began with the above company in 1900, and was appointed manager in 1908.

Sugar Market Firming; Drop in Paper Bags

Sugar Situation Should Be Watched—Pure Spices Show Tendency to Advance
—Canned Lobsters Advance—Beans Easier in All Larger Markets—Flour
Dropped 25 Cents Per Barrel in Halifax.

MONTREAL MARKETS.

POINTERS,—

Ground Cloves—Advanced to 26c lb.
Cream of Tartar—Advanced to 28c per lb.

Canned Lobsters—Up 25c per dozen.
Fancy Barbadoes—Up 1c a gallon on futures.

Sugar—Firmer.

Montreal, March 6.—Wholesalers report larger business for past month than was accomplished during same period last year. The demand this week is a little heavier than last week, while collections are reported to be better than for some years past at this season.

The excitement in sugar seems to be the main topic for gossip this week and the advance in molasses is causing quite a little comment. There is a persistent feeling among the trade that the staple lines are on the decline but there has been little as yet to substantiate this.

Few prices have been changed this week. The most important possibly is the advance in canned lobsters. One pound flats have advanced to \$5.75 per doz., while 1/2 pound flats are now selling at \$3.05. There are few Talls offered at present and some stocks are entirely exhausted.

Ground cloves are selling at 26c per pound. Canary seed is bringing 6 to 7c according to the quantity purchased. Cream of tartar is selling at 28c per pound.

SUGAR.—Locally, prices of sugar remain same as last week but there is firmer tone to market now than there has been for some time past. The sugar situation is still uncertain, but there is feeling that prices will firm up as the long looked for report on the sugar situation is at hand and its tone is bullish. New York market on raw sugar advanced from \$3.35 to \$3.54, but as refiners here did not follow decline of a few weeks ago in raw sugar it is not likely they will follow the present advance. Whether this advance will be sustained is question that will decide the next turn of the market.

The demand for sugar is quite heavy and dealers are beginning to stock up as they seem to think sugar has reached low level and way things look at present, supports this theory. The liberal buying is not confined to big dealers, but seems to be general.

Wholesalers report "Jamaica Crystals" raw sugar on spot here selling at

\$4.50, while ordinary raw is bringing 37c per pound.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 50
Granulated, 5-lb. cartons	4 50
Granulated, 2-lb. cartons, per cwt.	4 50
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 25-lb. cartons	7 50
Crystal diamonds, Dominicos, cartons	7 50
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Bright coffee	4 65
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.	

SYRUP AND MOLASSES.—Cables from Barbadoes this week advise that crops are a disappointment as they are not as bountiful as was at first reported. Prices on fancy Barbadoes for April, May, June and July delivery have advanced 1c per gallon. Spot stocks, however, will remain the same till the arrival of the new crop. Trading is fair.

Corn syrups remain same as last week. Demand for these syrups remains good.

Fancy Barbados molasses, puncheons	0 40	0 62
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	0 30	0 30
Puerto Rico	0 40	0 40
Corn syrups, bbls.	0 63 1/4	0 63 1/4
Corn syrups, half-barrels	0 63 1/4	0 63 1/4
Corn syrups, quarter-barrels	0 63 1/4	0 63 1/4
Corn syrups, 25-lb. pails	1 75	1 75
Corn syrups, 10-lb. pails	1 25	1 25
Cases, 2-lb. tins, 1 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.—Demand for dried fruits this week shows brighter tone than it has since holiday trade. No one line seems to be in better demand and the trading appears to be more or less for filling in exhausted stocks. Prunes are moving freely.

Evaporated apricots	0 14 1/2	0 15
Evaporated apples	0 07	0 07
Evaporated peaches	0 09 1/2	0 10
Evaporated pears	0 12 1/2	0 14
Currants, fine filigras, per lb., cleaned	0 06 1/2	0 07 1/2
Currants, 1-lb. pkgs. fine filigras, cleaned	0 07 1/2	0 08 1/2
Currants, Filigras, per lb.	0 09	0 09 1/2
Currants, Fostissas, per lb.	0 09 1/2	0 10
Dates, 1-lb. packages	0 06 1/2	0 07 1/2
Dates, Hallowee, loose	0 04 1/2	0 05
Figs	0 11	0 11
Figs, 3 crown	0 10 1/2	0 10 1/2
Figs, 4 crown	0 10 1/2	0 11
Figs, 5 crown	0 11 1/2	0 12
Figs, 6 crown	0 12 1/2	0 13 1/2
Figs, 7 crown	0 13 1/2	0 14
Figs, 8 crown	0 14 1/2	0 15
Comadre figs, about 35-lb. mats	1 30	1 40
Glove boxes, 15-oz., per box	0 10 1/2	0 11 1/2
Glove boxes, 18-oz., per box	0 07 1/2	0 08

Prunes—		
20-30	0 12	0 12
30-40	0 11 1/2	0 11 1/2
40-50	0 10	0 10
50-60	0 09 1/2	0 09 1/2
60-70	0 08	0 08
70-80	0 07 1/2	0 07 1/2
80-90	0 07	0 07
90-100	0 06 1/2	0 06 1/2
Rosalia prunes	0 07	0 08

Raisins—		
Choice seeded raisins	0 07 1/2	0 07 1/2
Choice fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice loose muscatels, 3-crown, per lb.	0 07 1/2	0 08
Choice loose muscatels, 4-crown, per lb.	0 07 1/2	0 08 1/2
Seedless, new, in packages, 12 oz.	0 07	0 07 1/2
Select raisins, 7-lb. box, per lb.	0 07 1/2	0 08 1/2
Sultana raisins, loose, per lb.	0 11 1/2	0 12
Sultana raisins, 1-lb. cartons	0 12 1/2	0 14
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per 1/4 box	0 75	1 90
Valencia, fine, off stalk, per lb.	0 07 1/2	0 08
Valencia, select, per lb.	0 08	0 08 1/2
Valencia, 4-crown layers, per lb.	0 08 1/2	0 09

TEA.—Reports from different sources tell of increasing consumption of tea throughout the entire world, and the consumption of tea in Canada during past year shows a healthy growth. Medium priced teas show marked increase.

Prices remain same as last week, but trading is a little dull, but is fairly good for this season of the year.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 45
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 22
Pekoe Souchongs	0 20	0 25

India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 28
Hyson	0 19	0 25
Gunpowders	0 19	0 25

China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 50

COFFEE.—The primary markets are easier but local market remains unchanged from last week. The demand is somewhat heavier and more business is being accomplished this week than formerly. Demand seems to be chiefly from large centres and trade from city proper is increasing. The favorite grade seems to be the medium priced blends.

Mocha	0 25	0 29
Rio	0 21 1/2	0 23 1/2
Mexican	0 25	0 25
Sanos	0 24	0 25
Maracibo	0 27	0 27
Javas	0 30	0 40

SPICE.—The most noteworthy item in the spice trading is the high price of cloves which is record price. Demand is fair and steady.

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

RICE AND TAPIOCA.—Trading is nominal with steady demand. Prices remain stationary.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 65	3 65
Rice, grade B, bags 100 lbs.	3 65	3 65
Rice, grade B, bags 50 lbs.	3 65	3 65
Rice, grade B, 1/4 pockets, 15 1/2 lbs.	3 65	3 65
Rice, grade B, pockets 25 lbs.	3 75	3 75
Rice, grade C.O., bags 250 lbs.	3 65	3 65
Rice, grade C.O., bags 100 lbs.	3 65	3 65

THE CANADIAN GROCER

Rice, grade C.C., bags 50 lbs.	3 65
Rice, grade C.C., pockets 25 lbs.	3 65
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 75
Palm, polished	4 65
Pearl	5 40
Sparkle	5 40
Crystal	5 35
Snow	5 60
Imperial Glace	5 20
Ice Dips	5 35
Carolina Rice	7 35
Brown Sago, lb.	0 05
Tapioca, medium pearl, lb.	0 07
Seed, lb.	0 07

NUTS.—Situation in nuts remains same as for past few weeks. A few orders are coming in for these lines, but the demand is not large which is all that can be expected at this season of the year.

in shell—		
Brazils	0 14	0 16
Filberts, Sicily per lb.	0 12 1/2	0 13
Filberts, Barcelona, per lb.	0 11	0 11
Tarragon Almonds, per lb.	0 15 1/2	0 17
Walnuts, Myette Grenobles, per lb.	0 15 1/2	0 17
Walnuts, Marbots, per lb.	0 13	0 13 1/2
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 35	0 37 1/2
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/2	
Coon, roasted	0 08	
Diamond G, roasted	0 09	
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 11	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 75	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

BEANS.—There is no change in bean market which continues steady with fair demand. Poor quality of the Ontario offering is still an item of gossip among the trade. Few beans or peas are being imported just now as the dealers seem to have ample stocks for present.

Imported white beans, bush.	2 60	2 75
Yellow beans, bushel	3 00	3 60
Ontario, 3 lb. pickers	2 60	2 65
Imported green peas, Belgium	2 75	3 30
Yellow peas	2 60	2 70

ONTARIO MARKETS.

POINTERS:—

- Sugar—Firming.
- Coffee—Market slightly stronger.
- Pure Spices—Tend to advance.
- Shelled Walnuts—2c lb. easier.
- Lobsters—Higher.
- Paper Bags—Easier.
- Condensed Milk—Deliveries improving.

TORONTO, March 6.—Trade during past week has taken on brisker tone, and greater volume of business has been transacted than during previous week. At present a good healthy trade is passing, and prospects for future are brightening. Sugar situation is marked by firmness at time of writing, but whether the near future will turn scale in opposite direction is yet a puzzle. Montreal manufacturers of paper bags have dropped prices about 20 per cent. to stimulate trade, and as result Toronto manufacturers are meeting new prices.

Collections on the whole have been fair, and about as good as during any other year. Tightness of money, say wholesalers, is confined to a great extent to speculators, and thus difficulty in

making collections is experienced more in the cities than in the smaller towns and country districts. Banks, scenting trouble through so much speculation, called in their money and raised the cry of shortage before the catastrophe actually was even in sight, was the way one wholesaler who is a bank director put the matter.

SUGAR.—Sugar market this week shows greater firmness than it has done for some weeks past. Raws have been advancing so that on Tuesday New York people bought 10,000 tons on strength of advance and at the higher price. This would indicate that sugar has reached the low point, and that it is now likely to advance. Wholesalers, looking to early rise in price, have bought up fairly heavily, so that now stocks are well replenished. So far as can be judged from present conditions this seems an excellent time for the retailer to lay in a supply. But market should be carefully watched.

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

SYRUP AND MOLASSES.—Trade in these lines has been a little brighter during past week. Market situation is still one of dullness, with little sign of change. Fancy Barbadoes are firm, but remain unchanged as yet. Corn syrups and maple syrups have been moving rather more freely than week ago.

Syrups—		Per case.
2 lb. tins, 2 doz. in case	2 40	
5 lb. tins, 1 doz. in case	2 75	
10 lb. tins, 1/2 doz. in case	2 95	
20 lb. tins, 1/4 doz. in case	2 95	
Barrels, per lb.	0 03 1/4	
Half barrels, lb.	0 03 1/4	
Quarter barrels, lb.	0 03 1/4	
Pails, 20 1/2 lbs. each	1 75	
Pails, 25 lbs. each	1 25	
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	
1/2 gals., 12 to case	5 40	
1/4 gals., 24 to case	5 60	
Pints, 24 to case	3 60	
Maple Syrup—Pure—		
Gallons, 6 to case	6 00	
1/2 gallons, 12 to case	7 25	
Quarts, 24 to case	7 25	
Pints, 24 to case	4 00	
Quart bottles, 12 to case	3 80	
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 28	0 30
West Indies, half barrels	0 30	0 32
Barbadoes, fancy, barrels	0 45	0 47
Barbadoes, fancy, half barrels	0 49	0 51

DRIED FRUITS.—Evaporated fruit situation is just as weak as at last writing. Demand is light, and only small quantities are moving. Evaporated apples continue weak. Quality is said to be a little better than last year owing to large apple crop, and thus better samples taken to the evaporator.

Prunes—	
30 to 60, in 25-lb. boxes	0 13 1/2
40 to 50, in 25-lb. boxes	0 13 1/2

80 to 60, in 25-lb. boxes	0 10 1/2
60 to 70, in 25-lb. boxes	0 09
70 to 80, in 25-lb. boxes	0 09 1/2
80 to 90, in 25-lb. boxes	0 09
90 to 100, in 25-lb. boxes	0 07 1/2
Same fruit in 50-lb. boxes, 1/2 cent less.	

Apricots—		
Standard, 25-lb. boxes	0 13	
Choice, 25-lb. boxes	0 15	
Peaches—		
Standard, 25-lb. boxes	0 10	
Choice, 25-lb. boxes	0 11	
Candied Peels—		
Lemon	0 11	
Orange	0 12	
Citron	0 15	
Tapietas		0 04 1/2
Bag figs	0 05	
Fancy box figs, according to size	0 10	
Evaporated apples	0 07	
Currants—		
Fine Filigras, per lb.	0 07	
Choicest Amalas, per lb.	0 07 1/2	
Patras, per lb.	0 07 1/2	
Choice Vostizas	0 10	
Shade dried Vostizas	0 10 1/2	
Cleaned, 1/2 cent more.	0 11	

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

TEA.—Shipments of Indians from Calcutta have been much curtailed of late, and now samples on last direct shipments are being received. London market for Indians is slightly stronger this week, while for Ceylons it is steady, and prices remain unchanged.

COFFEE.—Poorer grades of coffees on primary market, which during past couple of weeks have been easier, have been firming up again during last three or four days, and are likely soon to be back to original basis. Milder coffees continue unchanged.

Rio, roasted	0 31	0 33
Green, Rio	0 30	0 32
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 28	0 29
Java, roasted	0 27	0 28
Mexican	0 28	0 29
Guatemala	0 26	0 28
Jamaica	0 24	0 25
Chicoy	0 11	0 13

SPICES.—Pure spices are all moving upward. Dealers, anticipating more energetic work on the part of the Government inspectors, are sending out purer spices than formerly, and as result prices have to be raised. An advance of from 10 to 15 per cent. on old figures has been accomplished. Market remains firm.

	5 and 10 lb.	1/2 lb.	1/4 lb.
	Tins.	pkgs.	tins doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	22-28	72-90	80-1 15
Cloves	30-35	1 00-0 95	1 00
Cream tartar	25-35	90-0 00	
Curry powder	25-35		
Ginger	22-27	65-0 55	75-0 55
Mace	75-1 00		0-2 75
Nutmegs	25-30	90-0 00	1 00-0 50
Peppers, black	20-23	67-0 75	80-0 50
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 60	75-0 60
Turmeric	16-18		

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

Cardamon seed, per lb., in bulk	1 25	1 40
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 35	0 50
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over		
f.o.b. Montreal	3 75	
Rice, standard B., f.o.b. Toronto	3 83	

RICE AND TAPIOCA.—Rice and tapioca situations remain practically unchanged from week ago. Volume of business is only fair.

THE CANADIAN GROCER

	Per lb.	
Rangoon, per cwt.	3 63	4 00
Patina	0 06	0 05 1/2
Java	0 06	0 06
Java	0 06 1/2	0 07
Carolina	0 06	0 10
Sago, medium brown	0 05 1/2	0 06
Tapioca—		
Bullet, double goat	0 06 1/2	0 06 1/2
Medium, pearl	0 06	0 07
Flake	0 06	0 06
Seed	0 06	0 06 1/2

NUTS.—New shelled walnuts are easier this week by about 2c a pound. Business is dull, only the small seasonable trade passing.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 18	0 16 1/2
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 32	0 33
Chestnuts, Italian, large, lb.	0 12 1/2	0 12 1/2
Chestnuts, Canadian, peck	0 25	0 25
Filberts	0 12	0 12 1/2
Hickory nuts, per lb.	0 13	0 07
Pecans	0 15	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 06 1/2	0 06 1/2
Peanuts, green, jumbo	0 10	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Canadian beans continue easier on account of heavy stocks and inferior quality. Only a few samples are being received from which no wrinkled beans can be picked. Austrian H.P. are worth from \$2.60 to \$3, according to quality, but there are few now on market. Ordinary Austrians are bringing about \$2.40. So great variety appears in quality that prices are pretty much nominal.

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

PAPER BAGS.—Manufacturers of paper bags in Montreal have dropped their prices about 20 per cent. for the purpose of stimulating trade. Toronto manufacturers have announced that they are meeting prices of Montreal manufacturers, but as yet have not arranged a regular schedule. A substantial decrease can be counted upon.

CANNED GOODS.

MONTREAL.—About the only development in the canned goods market this week is the expected advance in canned lobsters, which have advanced 25c per dozen on 1's and 15c per dozen on 1/2's; talls are practically exhausted.

The booking for next year's pack is quite heavy, and in most instances exceeds last year's booking.

TORONTO.—An advance of 10c per dozen has been announced here on 1/2-lb. tins of lobsters, which makes present quotations \$3 to \$3.25 per dozen. Pound tins have been advanced about 25c. These advances go into effect immediately, even before the new goods, which are expected in another month, arrive.

Scarcity in condensed milk, so marked during past few weeks, is gradually becoming less, so that now deliveries are improved slightly.

Demand for jams and bottled goods of all kinds is improving, and during past week these goods have been moving out fairly freely.

MANITOBA MARKETS.

POINTERS:—

Sugar—Weak.
Beans—Down 15 cents.
Tapioca—Down 3/8c.

Winnipeg, March 5.—(Corrected by Wire.)—The business situation is not just as satisfactory in the West as all would like to see it. Tightness of money, not scarcity of money, lies at the bottom of a certain present inactivity, and is creating some uneasiness as to the future.

On every hand, from the artisan to the management of great concerns, has come an impression that it would be wise to go slow until the atmosphere clears. The European situation is not clear, and all thinking people know that that lies at the bottom of the lack of enthusiasm in London over Canadian investments. What money has been required has been found so far, but alarmists have not been wanting who say that the mine is nearly worked out.

On the other hand, low prices of all grains during last six months has made last season's crop one of small profit to the farmers, and they have little, if any, surplus cash to go on with.

These two facts lie at the basis of what uneasiness exists.

But there are favorable prospects. The immigration season is opening up with a rush, and those well informed state that arrivals of settlers and capital from this source will beat all records.

A great building development in towns, a great railroad expansion and considerable industrial expansion are assured. There is considerable grain yet to market, which, it is hoped, will bring better prices.

At present real estate people are the chief ones to complain. It would perhaps be no real loss to the general welfare if the present extravagant notions of Western land values were reduced about one-half, and if people generally would get discouraged from embarking the savings in lots in sub-divisions, many of which can never be anything but the prowling ground for wild cats.

There is a steady demand for staple lines of groceries, and the following price changes may be noted:—Beans reduced 15c per bushel; tapioca off 3/8c per lb.; evaporated apples, 3/4c off.

Collections are coming in slowly, but city retail business is good.

SUGARS.—From all reports sugar will remain cheap this year. There are large crops of sugar in all producing countries, and the only solution of the problem of the distribution of these crops is low prices. There may be occasional reactions, but it is pretty certain sugar will average cheaper in 1913 than in 1912.

Montreal and B.C. granulated, in bbls.	5 15
Montreal and B.C. in sacks	5 10
Montreal yellow 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.—Corn syrups are steady, with a fair demand. Maple syrup is popular line to feature about this season in the West. There is a sentimental reason for this among the many Western residents originally from Eastern Canada.

2 lb. tins, per case	3 13
6 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, 1/2 gal.	5 85

DRIED FRUITS.—There seems to be little of change in the dried fruit lines. Prices have been steady for some time, and now there is not even an expectation of change hinted at. Evaporated apples are weak, and have suffered a further decline of 3/4 of a cent.

	Per lb.
Prunes—	
90-100s, 25s, s.p.	0 05 1/2
90-100s, 10s, s.p.	0 05
80-90s, s.p.	0 06
80-90s, 10s, s.p.	0 06 1/2
70-80s, 25s, s.p.	0 06 1/2
70-80s, 10s, s.p.	0 06 1/2
60-70s, 25s, s.p.	0 07 1/2
60-80s, 25s, s.p.	0 07 1/2
40-50s, 25s, s.p.	0 08 1/2

Cooking Figs—	
Choice boxes	0 06 1/2
Half boxes	0 06 1/2
Half bags	0 05 1/2

Valencia Raisins—	
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
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20

Sultanas—	
California	0 09 1/2
Smyrna	0 13

Currents—	
Dry clean, per lb.	0 07 1/2
Washed, per lb.	0 07 1/2
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

COFFEES AND TEAS.—Present high prices seem to have no effect on the consumptive demand, which shows a steady increase.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicoory	0 11 1/2

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

BEANS.—3-lb. pickers are now down to \$2.30 per bushel. Hand-picked beans are so scarce as to be practically off the market. Peas are steady.

Beans—	
Hand picked, per bushel	2 45
3 lb. picker	2 30

Peas—	
Split peas, sack 98 lbs.	4 00
Whole peas, bushel	2 75

Barley—	
Pot barley, per sack 98 lbs.	3 65
Pearl barley, per sack 98 lbs.	5 75

NUTS.—Trade is very quiet and altogether featureless.

	Per lb.
Brazil	0 18
Tarragona almonds	0 16 1/2
Peanuts, roasted, Jumbos	0 12 1/2
Peanuts, choice	0 11
Pecans	0 22
Marbot walnuts	0 13 1/2
Grenoble walnuts	0 18
Sicily filberts	0 11 1/2
Shelled almonds	0 34
Shelled walnuts	0 31

NEW BRUNSWICK MARKETS.

By Wire.

St. John, March 5.—Local markets have been fairly quiet during last week.

THE CANADIAN GROCER

Business keeps up well. A change is looked for in flour. It is expected to go lower. A few changes have occurred in some staples, particularly pork products. All are firmer. Market is strong, and slight increase in lard is a result. Eggs are easier and butter also. There is better supply of both.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, hand picked, bushel	2 75	2 80
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, 1's, lb.	0 07½	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 10
Corn, doz.	1 10	1 10
Peas, No. 4	1 40	1 40
Peas, No. 3	1 42½	1 42½
Peas, No. 2	1 45	1 45
Peas, No. 1	1 80	1 80
Peaches, 2's, doz.	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 20
Strawberries	2 20	2 20
Tomatoes	1 65	1 65
Cornmeal, gran.	4 75	4 75
Cornmeal, bags	1 40	1 40
Cornmeal, bbls.	3 95	3 95
Eggs, henry	0 30	0 32
Eggs, case	0 25	0 27
Flour, Manitoba	0 23	0 25
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10½	0 11
Lard, pure, lb.	0 16	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	5 25	5 30
Oatmeal, std.	5 25	5 30
Pork, domestic mess	24 50	27 50
Pork, American clear	25 00	27 00
Potatoes, barrel	1 65	2 25
Raisins, California, seeded	0 07½	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
Austrian granulated	4 50	4 60
Bright yellow	4 50	4 60
No. 1 yellow	4 20	4 30
Paris lumps	5 60	5 75

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, March 5.—Business here is about average for the season. Eggs are weaker than at time of last report and are now at 35 cents. Butter is plentiful with fair demand. Wholesalers are expecting higher markets for dried fruits.

Butter, creamery, per lb.	0 35
Butter, New Zealand prints	0 33
Butter, New Zealand solids	0 32½
Currants, Filistras, per lb.	0 08½
Currants, Vostizzas, per lb.	0 10
Canned Goods—	
Corn, 2's, per doz.	1 20
Peas, 2's, per doz.	1 47½
Raspberries, 2's, per doz.	2 37½
Strawberries, 2's, per doz.	2 37½
Tomatoes, 2's	1 40
Cornmeal, per barrel	4 30
Eggs, per dozen	0 35
Flour, Manitoba best, per bbl.	6 60
Oatmeal, std., per sack	1 90
Potatoes, local, ton	15 00
Potatoes, Ashcroft, ton	21 50
Raisins, Cal., fancy, per lb.	0 06
Rice, Japan, per ton, No. 1	115 00
Rice, Japan, per ton, No. 2	90 00
Salmon, Sockeye, per case	19 25
Sugar, std., granulated, per cwt.	5 55

NOVA SCOTIA MARKETS.

By Wire.

Halifax, March 5.—There is fair volume of business passing in wholesale groceries. Bad roads have, however, interfered much with trade. There is a decline of about twenty-five cents in flour and feeds. Wholesalers report better demand for flour and indications are for heavy sales this month. Imported fruit prices are firm. Lemons are five dollars per case here, being dol-

lar below New York quotations. Navel oranges are up fifty cents to four dollars. Stocks of vegetables held by retailers are light.

Apples, No. 1, per bbl.	3 60
Bacon, side, per lb.	0 19
Butter, creamery, per lb.	0 32
Currants, Vostizzas, per lb.	0 08½
Canned Goods—	
Corn, 2's, per doz.	1 20
Peas, 2's, per doz.	1 47½
Raspberries, 2's, per doz.	2 37½
Strawberries, 2's, per doz.	2 37½
Tomatoes, 2's	1 40
Cornmeal, per bag	1 50
Eggs, fresh, per dozen	0 28
Eggs, cold storage, per dozen	0 28
Flour, Ontario, 90 per cent.	4 95
Flour, Manitoba best, per bbl.	6 05
Hams, per lb.	0 19
Lemons, per case	5 00
Oatmeal, std., per sack	2 65
Oranges, navel, per case	4 00
Potatoes, per bag	1 60
Raisins, Cal., fancy, per lb.	0 06
Rolled oats, per bbl.	5 25
Salmon, Sockeye, per case	19 25

PRESENT VIEWS TO MINISTERS.

OTTAWA, March 6.—On January 8th last a delegation from the Dominion Board of the Retail Merchants' Association of Canada waited upon the Hon. Mr. Borden and laid before him twelve resolutions of importance to the retail trade, and which had been dealt with at their last convention. The deputation was favorably received by the Premier, and they were requested to lay the same before the various Ministers whose departments they came under.

Saw the Various Ministers.

Following up this request, a committee, consisting of the Dominion president, P. J. Cote, Quebec; Dominion treasurer, J. A. Beaudry, Montreal; Dominion secretary, E. M. Trowern, Toronto, and E. C. Matthews, member of the Dominion Board and chairman of the grocers' section of the association, waited upon the following Ministers of the Government recently, and considered with them the various resolutions that had been laid before the Premier:—

The Hon. J. D. Reid, Minister of Customs, with regard to "better inspection to prevent smuggling in ports of entry." Their views were stated to him regarding the necessity of having a retail merchant on the Tariff Commission in the event of a Tariff Commission being appointed.

The Hon. L. Coderre, Secretary of State, pointing out to him the reasons why the association opposes the giving of special legislation to co-operative society promoters.

The Hon. L. P. Pelletier, Postmaster-General, and discussing with him their objections to any system of parcels post that will benefit large mail order houses at the expense of the retail merchants of Canada.

The Hon. C. J. Doherty, K.C., Minister of Justice, regarding an amendment to the Criminal Law, to make false advertising an offence; also to make the manager or president responsible for the deeds of a company, the same as an individual merchant is held responsible.

Also the present unfair position that merchants are placed in under certain clauses of the Criminal Code.

The Hon. W. B. Nantel, Minister of Inland Revenue, regarding the abolition of fees for the inspection of weights and measures, and having a law passed to fix the weight of a bag of potatoes throughout the Dominion.

The Hon. G. H. Perley, Acting Minister of Trade and Commerce, regarding the required amendments to the Gold and Silver Marking Act, and their reasons why they require a department for the retail trade in the Department of Trade and Commerce. The delegation state that results warranted their visit, and that the Ministers are now better able to understand their requirements and the reasons they advance the same. They are pleased with the outlook, and hope to report good results when the session closes.

CATALOGUES AND BOOKLETS.

The catalogue and prize list from Willer & Riley, packers of peas in packages, Boston, Lincolnshire, England, shows by five illustrations in colors how this firm puts up peas and beans in what are called bottle packets. The labels on these packets show peas and beans all round just as if they were inside glass bottles. At a distance one would think they were actually bottles. Fac-similes of the various packets the firm produces are shown. The MacLaren Imperial Cheese have been appointed their agents in Canada.

FOR SALE

GROCERY AND MEAT BUSINESS FOR sale—this is located right in heart of industrial section of Welland. The turnover has doubled itself within twelve months. Anyone requiring a genuine business should look into this. Strictest investigation invited. About \$2,000 required. Address, first instance, H. L. Hatter, Grove St., Welland.

WANTED.

WANTED—I WANT A GOOD LINE TO sell the wholesale grocers or confectioners. 15 years' connection with the best trade in the Maritime Provinces. Commission only. Address Traveller, Canadian Grocer, Toronto.

HAMILTON

Branch Manager Wanted

Responsible firm of Grocery Brokers wishes to open an office in Hamilton. Excellent opportunity for live young man with knowledge of groceries. Prefer man with connection among jobbers in Hamilton, Brantford, and St. Catharines. State experience and references. All applications will be strictly confidential. Apply Box 468, Canadian Grocer, Toronto.



Florida Oranges and Messina Lemons Advancing

Increased Demand As Result of California Frost Causes Primary Markets to Stiffen—Heavy Shipments of Pineapples Expected in April—Large Consumption of Strawberries—Drop in Potato Market Expected Soon—Bahama Tomatoes Take Slump in Montreal.

Florida oranges have been advancing steadily on primary market for past few days, and in New York are already quoted higher. An advance of about 50c a case can be expected on Canadian markets within next ten days or two weeks. Messina lemons, too, have already had two advances each of a shilling this week. Fresh cut lemons arriving on Canadian markets in another month will thus be dearer, and futures will likely show even more marked effects of advances. This is due entirely to the heavy buying in the United States and all other parts which depended chiefly on California crops.

MONTREAL.

GREEN FRUITS.—There is a brighter tone to market this week than there has been for several weeks past. Apples seem to be in better demand this week than last; russets are favorites. Odds and ends are being cleared up at fair prices. New York reports advance in Sicily lemons of a dollar a case, but this advance has not affected local market yet, although prices here are quite firm. Cranberries are practically without demand. Trading in them is quite without interest, and prices are practically same as last week.

Apples, fall, No. 1	3 00	4 50
Apples, fall, 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	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

VEGETABLES.—Trading in vegetables is exceedingly dull these days, and about only item of interest is the decline in Bahama tomatoes, which is more in the nature of a slump. Last week they

were quoted at \$3 to \$3.50 per case; this week the price is \$1.75 to \$2 per case repacked. Florida tomatoes are still \$3 to \$3.50 per case, and are likely to remain at this figure, as they cost more to produce than the Bahama tomatoes, for the latter are cultivated by cheaper labor and on cheaper land. It is reported that three cars of Bahama tomatoes are on way to local market, and it is expected that this shipment will knock bottom out of Florida tomatoes, as it is hardly likely they can compete with Bahamas at the lower price, as the quality of both are about on a par.

Canadian oyster plant	0 50
American oyster plant	1 10
Spanish onions, large case	2 50
Canadian red onions, per lb.	0 01 1/4
Wax beans, in hamper, imported	5 50
Carrots, bags	0 75
Cabbage, bbls. of 3 doz.	1 25
Cauliflower (for single cases \$2.00)	3 00
Celery, per crate (3 to 6 doz.)	4 50
Cucumbers, per dozen	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 1/2
Quebec grades, car lots, per bag.	0 60
Quebec grades, small lots, per bag.	0 90
Spinach, bbl.	2 50
Tomatoes, hothouse, lb.	0 30
Turnips, per bag	0 90
Egg plant, doz.	2 50
Boston lettuce, crates, 2 doz.	1 50
Curly lettuce, crates, 4 doz.	1 75
Strawberries, qt.	0 42
New potatoes, 7c lb. or, bbl.	10 50
Horse radish, lb.	0 15
Garlic, bunch	0 15

TORONTO.

GREEN FRUITS.—Greater firmness prevails in orange market this week. On primary market Florida oranges have been advancing steadily for past few days, and in sympathy with these advances prices here are expected to go up 50c per case within next ten days. Navels are practically off market just now, but stocks will be replenished before another week passes. No further advance has been made in apples, but for good varieties there is a firmer feel-

ing. Common varieties are still cheap, and not wanted. Strawberries continue firm at advanced prices.

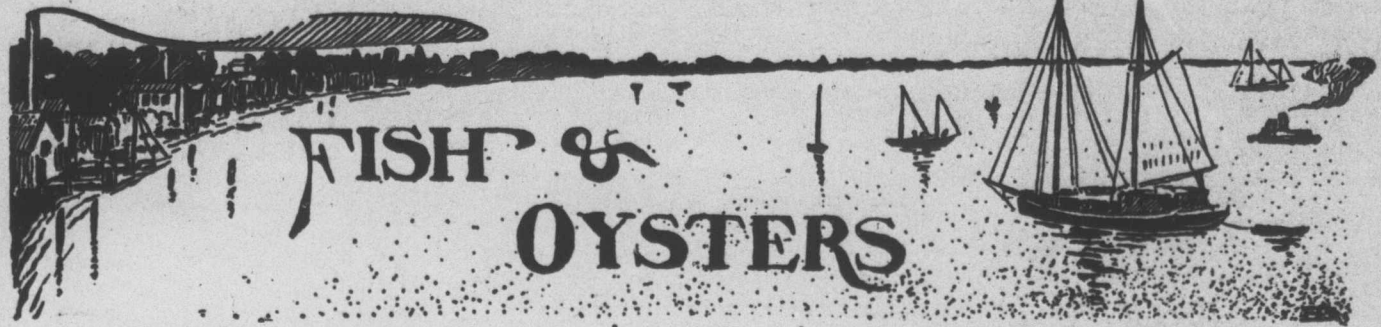
Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	2 50	2 50
Artichokes, Canadian, bag	1 75	2 00
Bananas, per bunch	1 75	2 00
Cranberries, per bbl.	12 00	12 00
Cranberries, crate	3 75	4 00
Cocoanuts, per sack of 30	6 50	6 50
Hothouse grapes, per lb.	1 10	1 10
Grapefruit, Florida, sizes 54, 64 and 80, case	3 50	4 25
Grapefruit, Jamaica, all sizes, per case.	2 50	3 25
Lemons, Messina	3 50	4 00
Oranges, Florida, ordinary, case	3 00	3 75
Oranges, Florida, Pineapple variety, case	4 00	4 00
Navels, per case	3 00	3 75
Oranges, bitter, case (200 and 160)	2 25	2 50
Oranges, Valencia, ordinary, 420c, case.	3 75	3 75
Oranges, Valencia, large, 420c, case.	4 75	5 00
Oranges, Valencia, 714s, case	5 25	5 25
Pineapples, per case	4 00	4 50
Pears, Cal., 1/2 boxes (35 to 50)	2 50	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, per quart box	0 45	0 55
Tangerines, per strap, 2 boxes	5 50	5 50

VEGETABLES.—Potato situation continues pretty much same. Dealers are looking for easier prices, and now are buying on hand-to-mouth basis for fear of getting caught with heavy stocks.

The potatoes are in the country, and it will now be only short time till they will have to be marketed. Farmers are holding out as long as possible in hopes of better prices—and better roads.

Sweet potatoes are in big demand. Car lots now move out in three or four days, whereas only a few years ago it would have taken a month to sell the same quantity.

Beans, wax and green, hamper	4 00	5 00
Beets, per bag	0 60	0 75
Beets, imported, per doz.	1 00	1 00
Brussel sprouts, per quart box	0 22	0 22
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 of dozen heads	3 50	3 75
Celery, California, bunch of dozen heads	1 25	1 25
Chicory, doz.	0 75	0 75
Cucumbers, Boston, hot house, doz.	1 50	3 00
Egg plant, per crate of 30 to 45	3 50	4 00
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 80	0 80
Peppers, green, hamper of 6 boxes	2 50	3 00
Parley, large bunches, doz.	0 75	0 75
Potatoes, Ontario, per bag	0 75	0 80
Potatoes, New Brunswick, per bag	0 85	1 05
Parsnips, per bag	0 80	0 85
Potatoes, new, Bermuda, hamper	3 00	3 00
Potatoes, new, Bermuda, barrel	8 50	8 50
Rhubarb, according to size, per doz.	0 85	1 25
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Turnips, per bag	0 30	0 30
Tomatoes, hothouse, per lb.	0 30	0 30
Tomatoes, Florida, case	4 00	4 50
Sweet potatoes, 50 lb. hamper	1 00	1 00
Water cress, per doz. bunches	0 25	0 25



General Firmness to the Fish Market

Trade in all Lines Has Been Good—Weather Conditions More Favorable For Fishermen—An Early Start Expected in Fishing Operations—Catches of Halibut and Lobsters Light—Oyster Season Expected to Hold Good Throughout March.

Scarcity of fresh Haddock and halibut still prevails, causing advances in prices. Other lines too are moving upward and whole market shows general firmness. Fish dealers at all points have been well satisfied with way in which business has kept up and with Lent continuing for another three weeks are looking forward to further large turnover before season closes. Snowfall in New Brunswick has greatly stimulated trade in that district while in Montreal market has been quieter during past week.

Fishermen are now making all preparations for an early start, and dealers look forward to early catches replenishing stocks.

MONTREAL.

FISH.—Trade in fish during past week has been quieter than at any other period during Lent. Cause for this is supposed to be that dealers are pretty well stocked up. Orders are coming in quite steadily, however, but are mostly sorting orders. Big orders are still coming but not as freely as last week. Stocks of frozen and smoked fish are getting low and it is expected that wholesalers and producers will make a general clean up of their stocks this year. While the bulk of fish caught during year has not been as large as last year yet increased price will make the financial return practically same as for last year. No important fishing has been done during 1913 but fishing fleets are outfitting for the season's work now, and will be starting out in a few days. Two fishing ships landed about 200,000 fish at end of last week.

Trade in bulk oysters is slackening off. Prices of shell oysters is little higher this week at beds as ice has been interfering with the operations. Prices to retailers have not advanced locally.

There is big demand for smoked fish from all parts of the country haddie

being the favorite. Trade in salt fish is dull.

FRESH AND FROZEN.

Black Sea bass, per lb.	0 12
Bluefish, fancy, per lb.	0 13
Barbotte (dressed), bullheads, per lb.	0 10
Market cod, cases, 250 lbs., per lb.	0 05
Less than case	0 05 1/4
Steak cod, per lb.	0 06
Tom cod, new, per bbl.	1 40
Flounders, per lb.	0 05
Haddock, per lb.	0 05
Haddock, fresh, per lb., by express.	0 05 1/4
Halibut, fresh, per lb.	0 15
Herring, frozen, per 100 fish, medium.	1 80
Herring, large, per 100 lbs.	2 25
Mullets, per lb.	0 10
Mackerel, per lb.	0 10
Pike, dressed and headless, per lb.	0 07
Pike, round	0 06
Perch, dressed	0 10
Smelts, fancy	0 12
Smelts, No. 1, per lb.	0 10
Salmon, fancy spring, per lb.	0 14
Salmon, red. B.C., per lb.	0 10
Salmon, Gaspe, per lb.	0 05
Salmon, Qualla, per lb.	0 07 1/4
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 pume cod tablets, 20 lb. boxes, per lb.	0 10 1/4
Halifax pume cod, 3 lb. box, per lb.	0 15
Boneless cod, in blocks, 20 lb. boxes, per lb.	0 06
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	0 07 1/4

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	1 75
No. 1 mackerel, half bbls.	7 00
Lake trout, keg	7 00
No. 1 green haddock, per 200 lbs.	8 00
Salt eels, per lb.	8 06 1/4
Salt sardines, bbls.	8 00
Salt sardines, half bbls.	3 00
Scotch herring	7 25
Scotch herring, keg	1 10
Holland herring, keg	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 07
Fillets, fancy, fresh cured, lb.	0 12
Fillets, regular, lb.	0 11
Herring, new, smoked, per box	0 13
Kippers (small), per box of 50 fish	1 00
Smoked salmon, per lb.	0 22
Boneless smoked herring, 4 lb. boxes, lb	0 10
Ciscoes, per basket	1 25

SHELL FISH.

Solid meats—Standards, gal., \$1.70; selects, gal.	1 90
Bulk standards, gal., \$1.40; selects	1 80
Cape Cod Shell Oysters—	
Medium size, per bbl.	8 50
Boiled lobsters, per lb.	0 25

TORONTO.

FISH.—Fresh cod appear on market again this week, but are very dear. Prices at the coast are 7 cents, which

has caused an advance to 10 cents here. Stocks in trout are low and becoming well cleaned up. Lake Erie Herring is practically off the market. Up to the present time stocks have held out in face of the high prices but it is expected that scarcity will soon be felt unless fishing sets in early. Halibut, coho salmon and trout are all getting low.

Oyster conditions are particularly good for this time of year and oystermen are looking for large amount of business throughout whole of March. Up to present time business is reported as especially good for season.

FROZEN FISH.

Halibut, per lb.	0 12
Trout, per lb.	0 11
Coho salmon, headless and dressed	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
Pickered, per lb. straight	0 09
Lake Erie herring, per lb. straight	0 06

FRESH CAUGHT FISH.

Steak, cod	0 10
Haddock	0 09
Flounders, per lb.	0 05

SMOKED.

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

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 00
Cod in loose strips, 25-lb. to box, lb.	0 05 1/4
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.

Labrador herring, per keg	3 25
Labrador herring, per barrel	5 75
Labrador trout, per keg	7 25
Scotch herring, Loch Fyne, per kit.	1 10
Holland herring, per keg	0 50

Oysters—	
Selects, per gallon	1 75
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	1 75
Straights, 5 gal. lots	1 05

Shrimps—	
1 gallon cans	1 25
2 gallon cans	2 00
3 gallon cans	4 00

Smelts—	
No. 1, per lb.	0 11
Extra, per lb.	0 10

HALIFAX.

FISH.—Local dealers still report a scarcity of fresh fish. Small quantity of fresh halibut was landed here this week which sold for 25 cents per pound, the highest price ever paid for halibut in this city. Lobster catch is small, being scarcely sufficient to supply the restaur-

ant trade. There is demand for all the fresh fish that the dealers can procure. Such a scarcity of fish at this season of the year is unprecedented. Demand for salt fish has shown a marked increase, due directly to scarcity of the fresh article.

ST. JOHN.

FISH.—Fish market during week has been well up to standard. Local dealers are heartily satisfied with manner in which business has been sustained since beginning of Lent and remaining few weeks are expected to lose nothing in this respect. Stocks have been fair

during last ten days. Fine weather has prevailed for greater portion of the time, thus permitting fishermen to attend to their catches. Cod and haddock still remain as staples, and the demand for them keeps up well although there has been a slight falling off in stocks, arrivals from Nova Scotia having been smaller than usual.

Local fish merchants report a much better sale for salt stocks since recent impetus in lumbering operations in New Brunswick, owing to heavy fall of snow and colder weather. Up to within last month or so, sale of barrelled pickled goods has been only fair, but it is becoming better.

WINNIPEG.

FISH.—The market is well supplied with all varieties usually sold here. Oysters are yet selling well. Coarse lake fish are plentiful, but this trade is mostly in the hands of pedlars.

Fish—

Oysters, per gallon	2 75
Fresh salmon	0 11
Frozen halibut	0 00
Fresh whitefish	0 00 1/4
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 06
Holland herring, keg	0 72
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 80
Labrador herring	4 20
Fresh trout	0 12

Quicker Route for B.C. Salmon to West Indies

Pacific Coast Salmon Packers Have Just Claim In Requesting This Since Canadian Government is at Work of Bettering the Steamship Service—At Present Routes are Circuitous and Expensive—Some Proposals Made to Minister of Trade and Commerce.

British Columbia packers of salmon want a shorter and less expensive route to the markets of the West Indies than now exists. At present canned salmon from the Pacific Coast must be sent all the way across the continent by rail to St. John, N.B., and from there by steamship to its destination. The only alternative route at present is by U.S. steamships from Seattle to Salina Cruz, via the Tehuantepec Railway to Vera Cruz, thence to St. John, N.B., and back again to the West Indies.

The packers maintain, and properly so, that since the Federal government is negotiating a Reciprocity Treaty with the British West Indies and going into the question of steamship transportation, they should be given the privilege of reaping some of the advantages of that treaty. The Reciprocity Treaty as it now stands does not give this privilege to Canadian Pacific Coast interests owing to the want of proper steamship connection.

One of the chief Pacific ports on the Mexican shore is Salina Cruz in the Gulf of Tehuantepec. Salina Cruz is the Pacific terminus of the Tehuantepec Railway. At present there is no connection between Vancouver and this port Vera Cruz, on the Gulf of Mexico, is the chief Atlantic terminus of the same railway. There is now no connection between Vera Cruz and the British West Indies, and as the Panama Canal will not be ready yet for some time, there is no possible route to transport goods from Vancouver to the Indies other than the long rail haul to St. John and thence by boat or from Seattle via Tehuantepec

Railway to St. John and back to the West Indies.

Want Call at Vera Cruz.

Among the remedies suggested by the British Columbia salmon packers is that Vera Cruz in the Gulf of Mexico be made a port of call by St. John or Halifax vessels en route to the West Indies. This would at least enable the packers to ship goods via Seattle and the Tehuantepec Railway to the Indies pending completion of the Panama Canal. The Vancouver Federal member was last fall apprised of this suggestion and asked to see that it be placed before the government when considering improved steamship service.

What appears to be from the map even a more direct route would be by steamship to Salina Cruz, the Tehuantepec Railway to Puerto, Mexico, on the Gulf of Mexico, and steamship to the Islands.

It is known, however, that the government is having a difficult time getting steamship companies interested in enlarging and improving the service. This is one of the conditions of the trade agreement. The service is to be more frequent and fast boats are to be put on with first class accommodation for passengers. Ample cold storage accommodation for perishable freight is also a condition. But the government finds that suitable boats are scarce now. There is a great demand for tonnage of all kinds, and especially for the sort which is wanted on this service.

Could Not Agree.

The last steamship company which turned down the proposals of the Can-

adian Government is the White Star Company. The government would not meet the terms of the company in either side of the subsidy or in the arrangement of ports of call.

It is understood that negotiations with this company have been definitely broken off, and it is even possible that the service to the Islands will not be improved this year.

When Geo. E. Foster, Minister of Trade and Commerce was passing through Vancouver on his way to Australia a memorial was presented him by the Board of Trade asking that he use his influence while in Australia to obtain a preference for British Columbia salmon.

At the same time "the need of a steamship connection with the Atlantic terminus of the Tehuantepec Railway and with the Atlantic terminus of the Panama Canal," was brought up, and, "that in view of the reciprocal treaty between the West Indies and Canada, it is desired that in case of any steamship service being subsidized by the Dominion Government, arrangements be made both in the Gulf of Mexico and on the Pacific Coast in the event of the trade passing through the Canal, that British Columbia should be in a position to derive its fair share of advantages."

It seems only fair that the salmon packing interests of British Columbia, who now sell considerable salmon in the West Indies, should be given some consideration, and it is to be hoped that the government will be able to provide a more direct and less expensive route for them.

FLOUR & CEREAL DEPARTMENT



Flour Situation Dull; Bran in Great Demand

Export Trade in Flour Curtailed by High Atlantic Freight Rates—Rolled Oats Beginning to Move Freely—Millers State There is Little Profit for Them at Present Prices—Prospects For an Advance in Toronto Are Bright.

Flour situation this week is marked with dullness and lack of life. Domestic demand is only fair and export demand throughout whole season has been dull on account of the discrimination Atlantic Steamship lines have been making against flour as compared with wheat. Usually wheat rates are only a matter of 2 or 3 cents per 100 lbs. lower than flour rates, but this year flour rates are almost double those on wheat. Supply and demand has had much to do with situation, but back of all there seems to be something else working.

Demand for rolled oats has increased slightly in Montreal since decline of week ago, and in Toronto has increased to such an extent that an early advance would seem possible. Bran is in large demand from all quarters. With cornmeal at present low figures it makes excellent feed. This fact is greatly increasing call for bran, so that now stocks are reduced almost to scarcity as compared with situation a few weeks ago.

Receipts of flour in Montreal for the week were 4,646 sacks as compared with 13,148 for the corresponding week of last year. The exports from St. John and Portland for the week were 33,340 sacks as against 20,711 for the corresponding week of year ago. Stock of flour in store on spot Monday showed decrease 1,458 sacks, as compared with week ago and an increase of 106,858 sacks over stocks held on same date last year.

In Halifax a decline of 25 cents has taken place in flour and feeds.

MONTREAL.

FLOUR.—Situation remains about same as last week with exception of increased booking for export. Local market is void of any interesting features and prices remain same as last

week. Demand from city continues fair, while there is steady demand from country points.

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

CEREALS.—Things remain quiet in cereal market after decline of last week and prices are steady at new level. Demand is trifle better than week ago, but difference is hardly noticeable. The weather has been favorable for increased buying during past week, but this factor did not seem to benefit market to any extent. The exports from St. John and Portland for the past week were 7,850 sacks and 600 cases as compared with 10,565 sacks for the same period last year.

Cereals—		
Rolled oats, in 25 sack lots	2 05	2 05
Rolled oats, in single bag lots	2 20	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 95 lb. sacks	2 00	2 15
Cornmeal, in 95 lb. sacks	1 85	2 05
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—There is good demand for bran and middlings owing to exhausted state of the farmers' stocks of grain. Prices are quite firm at figures quoted last week. Supplies are ample to fill demand and more business has been accomplished this week than last week.

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.—Flour market is altogether without feature, and continues in same situation as week ago. Wheat market too is lifeless, so that no upheaval is expected from that source. It is expected that heavier snowfall of past week will do much to better domestic trade.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	5 30	
2nd patent, in car lots, per bbl.	4 80	
Strong bakers, in car lots, per bbl.	4 80	
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 55
Blended domestic consumption	4 85	5 05

CEREALS.—Rolled oats have been moving out freely during past week. Prices are now so low that retailers might do well to consider purchases now. Mills state they are scarcely inclined to thank a man for his trade at present prices owing to there being so slight a margin. With demand holding, prospects are for early advance.

Rolled wheat situation is marked by slightly greater firmness than week ago. Owing to scarcity of first class wheat caused by wet weather at time of harvest, an advance in local market would not be alarming.

Corn has been advancing on primary market, but as yet has not gone high enough to cause an advance on meals. Owing to abundance of corn in South little change is expected.

Rolled oats, small lots, 90 lb. sacks	2 15
Rolled oats, 25 bags to car lots	2 05
Standard and granulated oatmeal, 95-lb. sk., small lots	2 25
Rolled wheat, 50 lb. boxes	1 50
Rolled wheat, small lots, 100-lb. bbls.	2 75
Rolled wheat, 5 barrel to car lots	2 05
Cornmeal, 95 lb. bags, 25 bag lots, best quality	1 70
Cornmeal, 95 lb. bags, 25 bag lots, coarser grades	1 50
Rolled oats in cotton sacks, 5 cents more.	1 80

MILL FEEDS.—Bran is still quoted at \$19 to \$20, but with greatly increased demand and stocks running low there seems every likelihood for an advance. Mills overstocked a month ago are now turning down orders on account of scarcity of supplies. Demand for bran is greater, chiefly on account of low price of cornmeal. A fair amount of business is passing in other mill feeds, but owing to large stocks of coarse grains in country and cheap cornmeal demand has not been as heavy as usual.

Bran, in car lots, per ton	20 00
Shorts, in car lots, per ton	21 00
Middlings, in car lots, per ton	22 00
Wheat moulee, in car lots, per ton	25 00

WINNIPEG.

FLOUR AND CEREALS.—There is only a quiet export trade in flour, and the domestic market is about average; prices steady, with no prospect of change in the near future.

Flour—		
Best patents, per bbl.	5 40	
Seconds, per bbl.	4 80	
Bakers', per bbl.	4 70	
Rolled Oats—		
Rolled oats, 90 lb.	1 90	
Standard granulated, 95 lb.	2 40	
Cornmeal, sack, 95 lb.	1 75	
Wheat granules, 95 lb.	2 05	
Bales, 100	2 05	



Produce & Provisions



Provisions Firm with Tendency to Advance

All Hog Products Show Marked Signs of Firmness—Tendency to Advance in Sympathy With High Prices on Live Hogs—Hams up ½ Cent and Lard Firmer in Montreal—Butter Firmer: Scarcity of Finest Quality in Fresh Makes—New Laid Eggs Offering Freely—Prices Easier—Large Shipments of Storage Stocks Received on Montreal Market.

Market for all hog products is firm, with changes tending chiefly in upward direction. With present high prices on live hogs and light offerings it looks as if high prices should rule on provision market throughout season. Demand during past week has been on increase, and is especially good considering that the Lenten season is on. Market for dressed hogs rules strong at present high figures owing to light receipts.

Butter situation shows little change from last week, general firmness continuing to prevail. Stocks of fall creamery in Montreal are getting low, and causing dealers to import New Zealand to meet demand. Finest quality in fresh makes is scarce and bringing a good price. Present offerings present a stably, feedy flavor for most part, so that in Toronto, especially, second grade butter is tending to be a drug on market.

Storage eggs are at last beginning to show signs of coming to an end. Large shipments arrived last week in Montreal and again flooded the market, but few more are to come forward. In Toronto stocks are light, and apart from some held on contract do not amount to much. All these will need to be cleaned up, however, before conditions warrant the usual spring speculative market.

The table below shows the receipts of butter, cheese and eggs at Montreal for the past week, with comparisons:—

Receipts	Eggs, pks.	Butter, cases.	Cheese, boxes.
Week ending March 1, 1913	3,508	1,322	186
Week ending Feb. 22, 1913	2,726	657	106
Week ending March 2, 1912	3,560	505	62

MONTREAL.

PROVISIONS.—"Up again and going strong," is the tone of the local provision market. Hams have advanced ½ cent per pound and pure lard is trifle higher in some quarters. Hogs are still quoted at \$9.85 alive and dressed pork

is wholesaling at \$14.00 to \$14.50, which is an advance of ½ cent per pound for better hogs. Tendency at this writing in local market is toward higher prices, but this may be changed by the easier tone reported in United States market at beginning of the week, owing to increased receipts of live hogs. This easier tone is not expected to last for more than a few days and will probably be followed by increased shortage of hogs which in turn will cause higher prices. Lard is firm with good demand.

Long clear bacon, heavy, lb.	0 15
Hams—	
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, 15 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 28
Hogs, live, per cwt.	9 85
Hogs, dressed, per cwt.	14 00 14 50
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 14½
Cases, tins, each, 10 lbs., per lb.	0 15
Cases, tins, each 5 lbs., per lb.	0 15½
Cases, tins, each 3 lbs., per lb.	0 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 0 16
Compound Lard—	
Boxes, 50 lbs., per lb.	0 10
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10½
Pails, tin, 20 lbs. gross, per lb.	0 09½
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 09½
One pound bricks, 60 lbs. to case	0 11½
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	27 50 28 00
Canada short cut back pork, bbl., 45-55 pieces	27 50
Heavy short cut clear pork, bbl.	27 50
Clear fat backs	28 00
Heavy flank pork, bbl.	28 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 15½
Plate beef, barrel	None offered
Cooked Meats—	
Jellied tongue, 10 lb. open tins, per lb.	0 25
Headcheese, per lb.	0 10
English brawn, per lb.	0 12½
Jellied hock, 4 lb. tins, per tin	0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.)	0 07
Tripe, in kits of 25 lbs., per lb.	0 06

BUTTER.—The demand is good and quite a volume of business has been accomplished during past week. Supplies of fall creamery are getting low and wholesalers are being forced to import

New Zealand butter as winter made creamery will not permit of its being held for any length of time. About three cars of New Zealand butter were imported during the week. Prices remain firm at last week's quotations.

Creamery blocks 0 25½
Dairy tubs, lb. 0 28
Creamery, winter made 0 28 0 28½

EGGS.—While total receipts of eggs this week show an increase over last week of 782 cases, total receipts being 3,508 cases, there were fewer "new laid" eggs received. The big increase is due partly to shipments of Prince Edward Island and Western Ontario storage stocks but it is assumed that Prince Edward Island stocks are pretty well cleaned up with big shipment this week and it is not expected that many more will find their way onto local market. Tone of market on new laid is a little better than last week and prices are inclined to remain at present level till weather takes another change. Demand for storage eggs is limited and storage men are finding it a hard matter to market their packs. Any reasonable offer is being accepted in order to get them moving.

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

CHEESE.—There is better demand for export cheese this week and prices have stiffened somewhat. Local trading continues practically unchanged either in volume or prices. Receipts of cheese on the local market show an increase of 80 cases over last week and an increase of 124 over same week year ago.

Cheese—

	New.	Old.
Large	0 14	0 14½
Twin	0 14½	0 15½
¼ Twin	0 15	0 15
Stilton	0 15	0 15

POULTRY.—Supply of poultry is somewhat limited and is not sufficient to fill demand with result that prices have stiffened quite a little during past week. There is an especially good demand for chickens which have jumped about two

cents per pound. Turkeys are also considerably stronger.

Poultry, Dressed—		
Turkeys, per lb.	0 24	
Ducks, per lb.	0 22	
Chickens, per lb.	0 19	0 20
Fowls, per lb.	0 15	0 16
Geese, per lb.	0 14	

HONEY.—Demand for honey is quite limited at this writing owing to prevailing high prices which have curtailed consumption considerably. Demand comes principally from biscuit and confectionery manufacturers. Prices remain same as last week.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS. — Provision market continues firm with strong tendency towards an advance on account of ruling high prices of live hogs. Some firms have advanced prices on all hog products ½ cent above prices given below, but the general quotations continue unchanged from last week. All meats continue firm and are likely to advance again shortly. Lard too is on the upward trend. Demand for all lines is on the increase and whole market is in better shape than week ago.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 16½	0 17
Backs, plain, per lb.	0 21½	0 21½
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14½	0 15½

Shoulders	0 13½	0 14½
Pickled Meats—		
lc less than smoked.	22 00	23 00
Heavy mess pork, per bbl.	27 00	28 00
Short cut, per bbl.	0 25	0 26
Cooked hams	0 15	0 15
Long clear bacon, light	0 14	0 14½
Long clear bacon, heavy	0 13	0 13½
Long clear bacon, extra heavy	0 14	0 14½
Lard, tierces, per lb.	0 14½	0 14½
Lard, tubs, per lb.	0 14½	0 15
Lard, pails, per lb.	0 08	0 09½
Lard, compounds, per lb., tierces	9 00	
Live hogs, fed and watered	8 65	8 75
Live hogs at country points	13 50	
Dressed hogs		

BUTTER.—Fresh made butter, both creamery and dairy of strictly No. 1 quality is scarce and hard to get. As result prices on best quality are advancing but owing to large quantities of old butter and second grade butter on market, it is difficult to quote any definite price. Fresh made of finest quality brings from 1 to 2 cents more per pound than old or inferior stocks. As yet there has been no shortage on market, but there is now a slight tendency in that direction.

Fresh creamery print	0 22	0 33
Creamery solids	0 28	0 30
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 22	0 23
Dairy solids	0 20	0 22

EGGS.—The egg market is again easier. Deliveries have been free, and almost enough to take care of requirements. More new laids are now coming in than at the end of March year ago. Thus with declining prices, consumption is increasing. Storage stocks are now getting pretty well cleaned up. Some are still held on contract and thus will be on market for some time yet.

Eggs—		
Strictly new laid, per doz.	0 26	0 27
Storage, per doz.	0 16	0 20
Pickled, per doz.	0 14	0 15

CHEESE.—For some time cheese has remained unchanged and inclined to be sluggish. This week, however, there have been some enquiries and sales over the cable. Thus prospects are that firmer prices may be realized shortly. Stocks are beginning to get out into pretty well.

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

POULTRY.—Market advancing with splendid demand for fresh killed buds which are sold as quickly as they come in. Dealers this year are working on storage stocks at least three weeks earlier than last year. Demand now is more particularly for smaller fresh killed birds. Stocks of storage are plentiful and market firm.

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.—Market continues firm, but with no great demand. High prices are given as reason for curtailed consumption. Stocks are light and at an early date this week it was stated that there were no five pound pails on market. Honey in comb is scarce.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 15½	
Clover honey, 10-lb. pails, per lb.	0 15½	
Clover honey, 5-lb. pails, per lb.	0 13	
Buckwheat, 60-lb. tins, lb.	0 15½	

How an Early Closing By-law is Drawn Up

Arnprior, Ont., Grocers Petitioned the Council to Have One Passed and Were Successful—Asked for Early Closing During First Three Months of the Year—Time Will be Six o'clock—The Penalty.

A few weeks ago The Grocer published in answer to an inquiry, the Ontario law regarding Early Closing. In Arnprior, Ont., the grocers have got the council to pass a by-law providing for early closing. The by-law which was printed in the Arnprior Press, to give it due publicity, will be of interest to all places contemplating a similar move and is published herewith:

BY-LAW NO. 512.

BEING A BY-LAW TO PROVIDE FOR THE EARLY CLOSING OF SHOPS FOR THE SALE OF GROCERIES BY RETAIL WITHIN THE MUNICIPALITY OF THE TOWN OF ARNPRIOR.

PASSED THE 14th DAY OF FEBRUARY, 1913.

WHEREAS by "The Ontario Shops Regulations Act" Revised Statutes of Ontario, 1897, Chapter 257, and amending Acts, it is among other things enacted that if any application is received by or presented to a local Council, praying for the passing of a by-law requiring the closing of any class or classes of shops situate within the municipality, and the Council is satisfied that such application is signed by not less than three-fourths in number of the occupiers of shops within the municipality and belonging to the class or each of the classes to which such application relates the

council shall, within one month after the receipt or presentation of such application, pass a by-law giving effect to the said application and requiring all shops within the Municipality, belonging to the class or classes specified in the application, to be closed during the period of the year, and at the times and hours mentioned in that behalf in the application.

AND WHEREAS an application has been presented to the Municipal Council of the Corporation of the Town of Arnprior by the occupiers of Shops for the sale of Groceries by Retail situate within the Municipality of the Town of Arnprior, praying for the passing of a by-law requiring all the Retail Grocery Shops in the Municipality of the Town of Arnprior to be closed and remain closed on each and every week day during the months of January, February and March in each year, with the exception of Saturday and the day immediately preceding a public holiday during the said months, from the hour of six o'clock in the afternoon of one day to the hour of six o'clock in the forenoon of the next day.

AND WHEREAS the Municipal Council of the Corporation of the Town of Arnprior aforesaid has considered the said application and is satisfied that it is signed by not less than three-fourths in number of the occupiers of shops for the sale of Groceries by Retail within the said municipality, to which class of shops the said application relates:

AND WHEREAS it is expedient to grant the prayer of the said application. Therefore the Municipal Council of the Corporation of the Town of Arnprior enacts as follows:

1. That from and after the twenty-fourth day of February, 1913, all shops within the

said Municipality of the Town of Arnprior for the sale of Groceries by Retail shall be closed and remain closed on each and every week day during the months of January, February and March in each year, with the exception of Saturday and the day immediately preceding a public holiday during the said months, from the hour of six o'clock in the afternoon of one day to the hour of six o'clock in the forenoon of the next day.

2. That this By-law shall take effect on the twenty-fourth day of February, 1913.

3. That any person or persons who shall be guilty of any infraction of or breach of this By-law shall, upon conviction thereof before the Police Magistrate, or any Justice or Justices of the Peace, having jurisdiction in the matter, forfeit and pay such a fine as the said Magistrate, Justice or Justices convicting shall inflict, of not less than one dollar nor more than fifty dollars, together with the costs of the prosecution, and in default of payment thereof, the same shall be collected by distress and sale of the goods and chattels of the offender, and in case of non-payment of the fine inflicted for any such breach and there being no distress out of which the same can be levied, such offender shall be imprisoned in the Common Gaol of the County of Renfrew, with or without hard labor, for any period not exceeding twenty-one days, unless such fine and costs, including the costs of the distress and of the committal and conveyance of the offender to the Gaol, are sooner paid.

(Sgd) JOHN BRENNAN,
Mayor.

(Sgd) TREVOR H. GROUT,
Clerk.

Readers Of The Grocer, Let Us Know Your Wants

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

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

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

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

The Canadian Grocer

Montreal

Toronto

Winnipeg

Vancouver

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 65
" 12-oz. 3 85
" 1-lb. 4 90
" 3-lb. 13 60
" 5-lb. 22 35

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

Sizes. Per doz. tins.
Borwick's 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 bookseach 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.50.
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, h'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 55

Marmalade.

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

Pure Preserves—Bulk.

5 lbs. 7 lbs.
Strawberry 0 69 0 95
Black currant 0 69 0 95
Raspberry 0 69 0 95

14's and 30's per lb.

Strawberry 0 13
Black currant 0 13
Raspberry 0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

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

Unsweetened Chocolate—

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

Sweet Chocolate— Per lb.

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

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

Chocolate Confections—Per lb.

Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 25
Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil Wafers, No. 2, 5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
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 & Perse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
" breakfast cocoa, ¼'s and ½'s 0 36
" No. 1 chocolate 0 30
" Navy chocolate, ½'s .. 0 26
" Vanilla sticks, per grs 1 00
" Diamond chocolate, ¼'s 0 24
" Plain choice chocolate liquors 20 30
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½, and ¼-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, ¼-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 60
Peerless Brand, tall, ea. 4 doz. 4 50
Jersey Brand, tall, ea. 4 doz. 4 50
St. Charles Brand, Hotel, ea. 2 doz. 4 25
Peerless Brand, Hotel, ea. 2 doz. 4 25
Jersey Brand, Hotel, ea. 2 doz. 4 25
St. Charles Brand, gallons, each, ½ doz. 4 75
"Reindeer" Coffee & Milk, ea. 2 doz. 5 60
"Regal" Coffee and Milk, ea. 2 doz. 4 50
"Reindeer" Cocoa & Milk, ea. 2 doz. 4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co. Per Case.

Canada First Baby Evaporated Milk 2 00
Canada First Family Evaporated Milk 3 90
Canada First Medium (20 oz.) Evaporated Milk.... 4 40
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 80

ROYAL BAKING POWDER



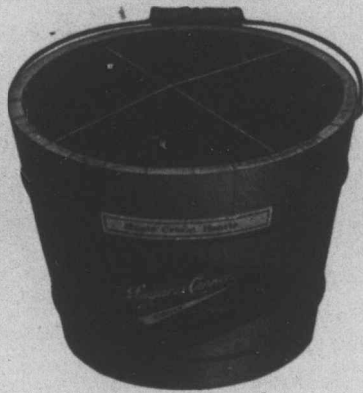
Absolutely Pure
The only baking powder
made with Royal Grape
Cream of Tartar
No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

MAKE



50-60%



PROFIT

ON YOUR

CANDY

SALES

By Stocking Diamond Brand Specialties

Maple Cream Hearts

A very popular confection with the bulk of the people. They are delicious, and sell at a popular price. A pall will cost you only \$2.40 (18 lbs.), and will retail at 20c lb., which means a profit of 50% and a quick turnover.

Crystallized Maple Gems

are very much in demand—daintily flavored with real sap, they make a very toothsome confection. Packed in 18 lb. pall at \$2.70. Retails at 25c pound—a good round profit.

Tear out this advertisement and instruct us to send a pall of each of the above lines, with samples of our other specialties. Write to-day.

SUGARS AND CANNERS, LIMITED MONTREAL

Notwithstanding reports which unscrupulous firms make to get business, we are still on the map, and doing treble the amount of business, which is a very good indication of the quality of our goods and service rendered.

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 26 1/2
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, 1/2-lb. tins do	0 33
Anchor Brand, 2-lb. tins, German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, 1/2-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, 1/2-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 1/2	0 25 0 30
1 and 1/2	0 32 0 40
1 and 1/2	0 37 0 50

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

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

Small size\$1.50 per doz., net
Large size\$3.00 per doz., net
In 3 dozen free cases. Freight paid on 1/2 gross order.

CEREALS.

Grape Nuts—No. 22, \$3; No. 23, \$4.50.

Post Toasties—No. T3, \$2.25.
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial— Per doz.	
Small, 2 doz.	0 65
Medium, 2 doz.	0 65
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Palls, 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 1/2 doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 00
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS. SHIRIFF'S.

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.	
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 85
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, 1/2 doz. in case	6 50

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

BASSIN DE VICHY WATERS.

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

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case 12 lbs., 3-lb. bars, lb.	0 09
Case 25 lbs., 11-lb. bars, lb	0 08
Case 50 lbs., 1/2-lb. bars, cs	3 75
"La Lune," 65 p.c. olive oil.	
Case 12 lbs., 2 1/2-lb. bars, lb	0 08 1/2
Case 50 lbs., 1/2-lb. bars, case	3 35

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 00

Matts Golden Russett—

Sparkling Cider, 24 pts.	4 00
Apple Vinegar, 12 qts.	2 40
These prices are F.O.B. Montreal. Imported Peas "Soleil"	

Per case

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

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, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-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 10 1/2
20 lb. wood pails	0 10 1/2
20 lb. tins	0 10
Cases, 3 lbs., 20 to case	0 11
Cases, 5 lbs., 12 to case	0 10 1/2
Cases, 10 lbs., 6 to case	0 10 1/2
F.O.B. Montreal.	

MARMALADE. SHIRIFF BRAND.

"SHREDDED."	
1 lb. glass (2 dz case)	\$1.90 \$1.80
2 lb. glass (1 dz case)	3.20 3.00
4 lb. tin (1 dz case)	5.50 5.35
7 lb. tin (1/2 dz case)	8.60 8.35

"IMPERIAL SCOTCH."

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

MUSTARD. COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., 1/4-lb.	1 40
D. S. F., 1/2-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., 1/4-lb.	0 85
F. D., 1/2-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 80
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 27 1/2
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 05
Globe Brand.	
5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 05
25-lb. cases, 1-lb. pkgs., lb.	0 06 1/2

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80
Straight.	

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

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	

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

IMPERIAL DESSERT JELLY. Ontario Prices.

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

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS. 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.

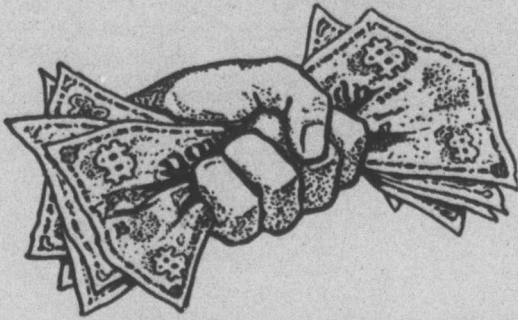
FELS NAPHTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	\$ 5 00
Five cases or more	4 05

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

1-16 gall., doz.	\$ 2 00
1/4-gall., doz.	6 00
1/2-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

THE WESTERNER'S DOLLARS ARE AS GOOD AS HIS WHEAT



Are you in touch with the facts regarding the immense amount of wealth that has been brought into Western Canada as the result of the enormous harvest?

Are you going to leave the demand for your goods unfilled in Western Canada when you can place them on the market here so easily? We handle accounts in Western Canada for the Manufacturers of Europe, United States and Eastern Canada from our five large warehouses, and with a large staff on the road. We guarantee sales.

Write to-day.

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..	.06 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 pkg.	.07 1/2
48 lbs., silver gloss, in 6-lb. tin canisters .....	.06
36 lbs., silver gloss 6-lb. draw lid boxes .....	.06
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 1/4c 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 .....	.06
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 1/4c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6 75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 9-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

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

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
 Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

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

SYRUP.

EDWARDSBURG STARCH CO. CROWN BRAND CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 40
 5-lb. tins, 1 doz. in case... 2 75
 10-lb. tins, 1/2 doz. in case. 2 65
 20-lb. tins, 1/4 doz. in case. 2 60
 Barrels, 700 lbs. 3 1/4
 Half barrels, 350 3 1/4
 Quarter barrels, 175 3 1/4
 Pails, 38 1/2 1 75
 Pails, 25 lbs. each 1 25

LILY WHITE CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 75
 5-lb. tins, 1 doz. in case... 3 10
 10-lb. tins, 1/2 doz. in case. 3 00
 20-lb. tins, 1/4 doz. in case. 2 95
 (5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

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

Terms: 30 days net. No discount for prepayment.

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

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

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.
 2s., Tins, 2 doz. to case.
 Quebec, per case \$ 1 85
 Ontario, per case 1 90
 Manitoba, per case 2 30
 Saskatchewan, per case ... 2 60
 Alberta, per case 2 70
 British Columbia, per case 2 40

DOMOLCO BRAND.

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

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

H. P.

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

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

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

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

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

STOVE POLISH.

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

NUGGET POLISHES. Dos

Polish, Black and Tan ... 0 85
 Metal Outfits, Black and Tan 3 65
 Card Outfits, Black and Tan 3 25
 Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s ..	45
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6 1/2s and 12s.....	46
Stag, 5 1-3 to lb.	30
Old Fox, 12s	44
Pay Roll Bars, 7 1/2s	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..	35 .50
Gold Label, 1/2's	44 .60
Red-Gold Label, 1/2's	55 .80
LUDELLA CEYLON TEA.	
Orange Label, 1/2's	24 .30

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

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

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

Wholesale R't'l

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

"KOLONA" TEA.

Ceylon Tea, in 1 and 1/2-lb. lead pkgs., black or mixed24
 Black Label, 1-lb., retail at20 .25
 Black Label, 1/2-lb. retail at21 .26
 Blue Label, retail at24 .30
 Green Label, retail at30 .40
 Red Label, retail at35 .50
 Brown Label, retail at... .42 .60
 Gold Label, retail at.... .55 .80

JAMS AND JELLIES.

T. UPTON & CO.

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

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

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

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen \$0 90
 List Price.
 "Shirriff's" (all flavors), per doz. 0 80
 Discounts on application.

YEAST.

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

Fish Orders for Lent

Fresh and Frozen Halibut,
 Whitefish, Trout, Smelts,
 Cod, Haddock
 Bloaters, Kippers,
 Shredded Cod,
 Package Codfish

Also all the best lines prominent in the Fruit Trade.

Tomatoes, Pineapples, Bananas,
 Oranges, Lemons, Celery,

All the early Vegetables, etc.

If you want the best all the time, stay with us.

WHITE & CO., LIMITED

Wholesale Fruit and Fish Dealers

TORONTO and HAMILTON

Nothing Better

To attract trade than a Good Fruit Display.

The essential thing is to have the **BEST** and to have them **FRESH**.

A Few Suggestions:

Pineapples, Strawberries, Tomatoes,

Cucumbers, Rhubarb, Lettuce,

Radish, Cauliflower, Celery, Parsley,

Oranges, Tangerines, Grape Fruit

All of the very Finest Quality Procurable.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

MR. MERCHANT:

HAVE YOU EVER STOPPED TO CONSIDER THAT *QUALITY* IN FOODS IS REMEMBERED AFTER PRICE IS FORGOTTEN.

If you have, you will understand why we put the purest and best materials into every one of

HEINZ 57 VARIETIES

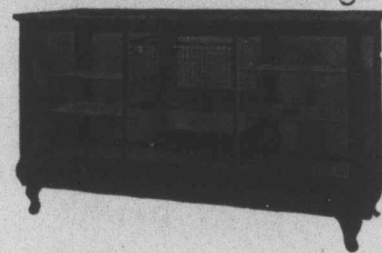
PURE FOOD PRODUCTS

regardless of price, and combine with it absolute cleanliness of preparation in our model, sanitary kitchens.

We are co-operating with you, Mr. Merchant, in holding the confidence of your customers, and thus assuring the permanency of their trade — for you and for us.

H. J. Heinz Company

DISPLAY PERISHABLE GOODS IN THE SANE WAY



Display them in our handsome

Silent Salesman Arctic Refrigerator

Keep them always fresh and clean and you will not only add to the appearance of your store, but will attract the better trade. We make refrigeration cases, etc. of all kinds.

Send for New Catalog.

JOHN HILLOCK & CO., Limited
TORONTO, ONTARIO

J. UPRICHARD, AGENT IN WEST: Regina, Sask.

Hundreds of Successful Business Men—

read the Facts, Statistics, Forecasts, etc., published each week in

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EVERY POUND OF
ANCHOR BRAND FLOUR
IS GUARANTEED TO AN OUNCE

and to-day we have completed extensive experiments covering the practical analysis of all popular flours in Canada, whereby our new product, Anchor Brand Flour, will be found to excel anything ever offered to the public to date. This new formula involves new expensive machinery, but such expense is nothing compared to our desire to make the last word in flour, alone incorporated in Anchor Brand.

Don't hesitate to try a ear or two and make sure of Quality and Uniformity for all time.

Leitch Brothers' Flour Mills, Ltd.

OAK LAKE :: MANITOBA, CANADA

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

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

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

Rock City Tobacco Co., Limited
Quebec



Why Don't You do Like Him?

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

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

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

You should have Kingery's Book of Possibilities and Catalogue No. 41. They are free.

KINGERY MFG. CO.

Cincinnati, Ohio



**GOLD
\$\$\$\$**

—genuine government minted gold dollars would be less tempting than "Soclean" to the good thrifty housewife, even if sold at the same price, if she knew the real value of this famous and original sweeping compound. It gathers up all dust, destroys the germs contained therein and gives

the home the pure clean atmosphere that makes life worth living.

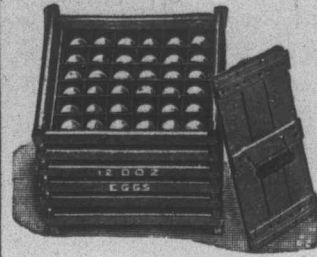
Have you your stock, Mr. Grocer, to supply the Spring cleaning demand? Order now.

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.



**Humpty
Dumpty**

**EGG
CRATES**

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

Walter Woods & Co.
HAMILTON and WINNIPEG

RICE'S SALT

THE TABLE SALT ABOVE
THE AVERAGE

Your order to-day, for any amount, will be appreciated, for it is a certain forecast of your continued patronage. The Quality and Purity does it every time.

We ship promptly. Get our prices.

HE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Coderich, Ont.

"BABBITT'S"

IS A

**CONCENTRATED
SOAP POWDER**

OF WONDERFUL
CLEANSING POWER



It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller — an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal.

B. T. BABBITT, INC.
NEW YORK

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.

Write for Sample Copy Published Saturdays \$3.00 per annum

THE FINANCIAL POST OF CANADA

"The Canadian Newspaper for Investors."

TORONTO

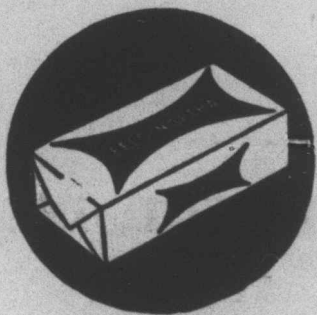
CANADA



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

Do You Consider

the value of Fels-Naptha soap (red and green) cartons for quick, effective store display and no expense whatever? You simply put the cartons aside carefully as the soap is sold; there is no better store-show.



"See How Easy it is, Tilly?"

The new girl who has never made a Jell-O dessert needs only one lesson. After that she too is a firm friend of Jell-O, for dessert making has become one of her easy tasks.

JELL-O

is popular with women because it helps to make kitchen work comfortable and it satisfies the family appetite for something fine for dessert.

It is her pleasant experiences with Jell-O that send the housewife to the grocer's for more Jell-O. It is the housewives who move Jell-O off your shelves.

THE GENESEE PURE FOOD CO.,
 Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

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

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.
 Edmonton, Alta.
 Halifax, N.S.
 London, Ont.
 Ottawa, Ont.
 St. John, N.B.

Vancouver, B.C.
 Hamilton, Ont.
 Montreal, Que.
 Quebec, Que.
 Toronto, Ont.
 Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
 WESTERN CANADA
 TORONTO



You Get More

That is always a strong selling point in favor of any article. First appearances are lasting and quantity appeals strongly to customers when comparing brands.

Chinese Starch

contains 16 ounces to the package, many others contain but 12.

The price is the same and the quality excels. Then why handle inferior lines?

Get Prices.

OCEAN MILLS, Montreal

O. Lefebvre, Prop.

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



Continental Germ Proof Paper Bags

The Superior Quality of Continental Paper Bags for Grocers' and Confectioners' Use is the result of expert selection of Raw Materials and constant attention to all the minute details of Bag-Craftsmanship.

Through all the varying conditions of the Trade, the Continental Bag and Paper Company, Limited, have maintained one Quality—the Best.

Our are No Higher than Other Prices.

THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED

OTTAWA

ONTARIO

DISTRIBUTORS:

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

Maritime Provinces: Mr. Thomas Flanagan, Halifax, N.S. Manitoba, Alberta and Saskatchewan: Walter Woods & Co., Winnipeg.

British Columbia: Smith, Davidson & Wright, Vancouver, B.C.

Quebec Province and Montreal: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.



Three Lines You Should Know and Introduce to Your Customers

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

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

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

J. MALCOLM & SON

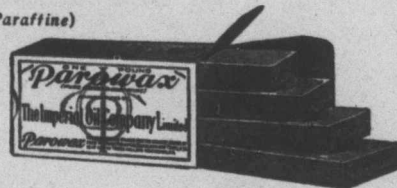
St. George

Ontario

Parowax

(Pure, Refined Paraffine)

Parowax is needed by every woman



who wants her clothes to come out of the wash clean, white and in good condition.

Added to the soap in the boiler, it does away with all the destructive, tiring rubbing on the washboard.

The woman who has once tried Parowax refuses to be without it.

Parowax is also used for sealing jellies, preserves, etc.

Put up in pound and half-pound cartons—20, 40 and 100 cartons in a case.



The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax



We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT, Limited
Manufacturers :: MONTREAL



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

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

The Hall-Mark Of Sardine Superiority



By Special Royal Permission.

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

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

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

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

YOU ARE THE MAN WE WANT

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

ELGIN National Coffee Mill

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



Ask any of the following jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches)

VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.

TORONTO—Eby, Blain, Ltd.; E. B. Hayhoe & Co.

LONDON—Gorman, Eckert & Co. ST. JOHN, N.B.—G. E. Harbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL — The Canadian Fairbanks Co. (and branches).

EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards

CO.

ELGIN, U.L., U.S.A.



Say This And Mean It

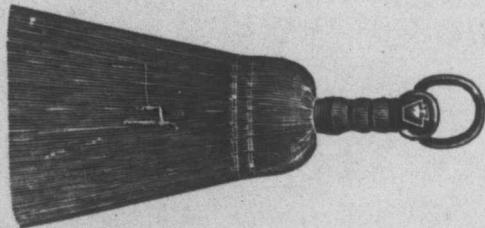
"Madam, this is the best table salt we sell—it is always clean, dry and fine—it never cakes, flows evenly from the shaker and flavors food as it should be flavored.

WINDSOR TABLE SALT

is the only salt to use in cooking or baking—pastries are crisp and flaky, with absolutely no trace of a bitter after-taste."

The salt will prove you to be right.

THE CANADIAN SALT CO.,
LIMITED
WINDSOR ONTARIO



Do You Handle WHISKS?

Most broom manufacturers make a few whisks just to work up their short broom corn, but we specialize on this line and each season visit the district where Whisk Corn is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at extra special value to the Jobbing Trade.

Write for samples.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO



BRUNSWICK BRAND FINNAN HADDIES

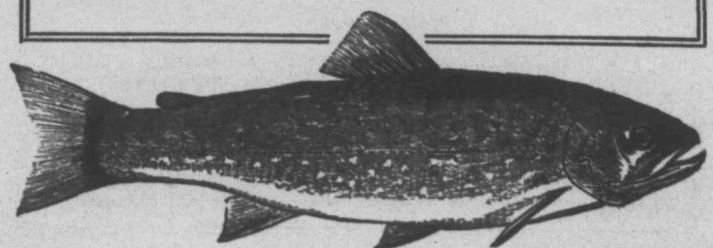
Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

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

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

CONNORS BROS., LIMITED
Black's Harbor, N.B.

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



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

THE TASTY SAUCE

with that piquant and appetizing deliciousness that makes it so popular with all people wherever introduced—

Paterson's Worcestershire Sauce.



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.

CUTTING DOWN EXPENSES

Your patrons will welcome anything that will relieve them from some of the high cost of living. The prices of butter and lard are particularly high, and these commodities are used in baking and cooking to a great extent. Here is a lard that is very economical, pure and wholesome, being a vegetable product.



NUT-LARD

(Reg'd)

Free From Cotton Seed Oil

is a scientific preparation made from the oil of nuts. The product is a 100% pure fat, and is easily digested, and does the work better than animal fats and oils.

You cannot recommend "NUT-LARD" too strongly, both for efficiency of work in the kitchen, and for the reduction in cost of cooking.

Bakers, confectioners and biscuit manufacturers find it preferable to other fats. Every package is guaranteed for purity.

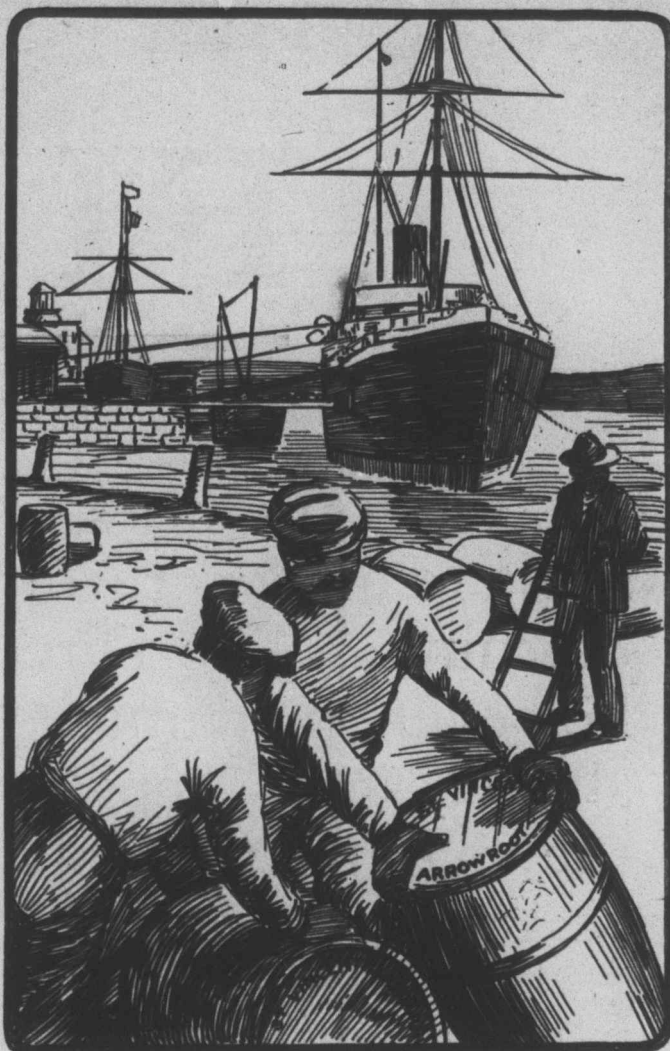
There are better profits for you. Write to-day to agent.

Manufactured by

ROCCA, TASSY & DeROUX
MARSEILLES

Dominion Agent:

J. Russell Murray - Montreal



FOR A CENTURY OR MORE

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

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

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

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

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

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN

ST. VINCENT
B.W.I.



FIRE

Our premises, unfortunately, suffered some damage through fire last Tuesday morning. The Directors of the Company, however, met immediately, and have taken all necessary steps for the continuation of the manufacture of all lines.

We respectfully ask the trade to be patient and hold their orders as usual for the popular

Hirondelle (Swallow) Macaroni, etc.

We assure them that no pains will be spared in getting ourselves in a position to fill all orders within a reasonable time.

C. H. CATELLI, LIMITED
MONTREAL



GET IT NOW

Paris Pate Sandwich

A remarkable seller at a remarkably reasonable price. Quality good enough for the richest folk, but price is low enough for the poorer.

Paris Pate Sandwich

6 tins, freight prepaid, for 50 cents as a trial offer to retailers.

Paris Pate Sandwich

is made from the purest of beef and choicest spices. Cooked by experts only. Every tin positively guaranteed.

WE WANT MORE AGENTS

**Société Française
de Spécialités Alimentaires
MONTREAL**



You Will Catch

the trade of the men match-users also that of the household if you supply your patrons with the

DOMINION SILENT MATCH

—this match does not sputter or spark and is a sure lighter. The stems are made of best selected wood and do not break by the mere touch.

Dominion Match Co., Limited
Deseronto, Ontario

REPRESENTATIVES

The Canada Brokerage Company, Limited, Toronto, Ont.;
The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co.,
Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham &
Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet
& Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Hallo-
way, Reid & Co., Edmonton, Alta.; McKeivie & Stirrett,
Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.;
Orr, Brocklesby, Dane & Co., Winnipeg, Man.



THE CANADIAN GROCER

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.

MISCELLANEOUS

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The 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 letterforms, 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-Smud 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)

BUSINESS CHANCES

FIRST-CLASS GROCERY BUSINESS IN Toronto. One of the most up-to-date stores, good, clean stock and everything in first-class shape, doing a first-class business. Owner wishing to retire from business the only reason for selling. Apply Box 464, Canadian Grocer, Toronto.

FOR SALE BY TENDER FIRST-CLASS Grocery Business of the late W. H. Fielding, corner of Woolwich St. and London Road, Guelph, Ontario. Stock at invoice price with premium for Good-Will. Horses Rigs and Fixtures at valuation; 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. The highest or any tender not necessarily accepted. Terms, cash. For further particulars apply to J. L. Fielding, Guelph. Tenders to be addressed to J. L. Fielding, Guelph, not later than the first 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

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. Egr 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 214, Stair Building, Toronto.



TANGLE-FOOT

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

The Sanitary Fly Destroyer,
Non-Poisonous.

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
Frerick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
267 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE. WASH.

A SAFETY-CHECK ON THE CREDIT CUSTOMER

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

ALLISON
Coupon Books



Here's How They Work

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

For Sale by the Jobbing Trade
Everywhere.

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

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,
189 Amherst St., - - Montreal.

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

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

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

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

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

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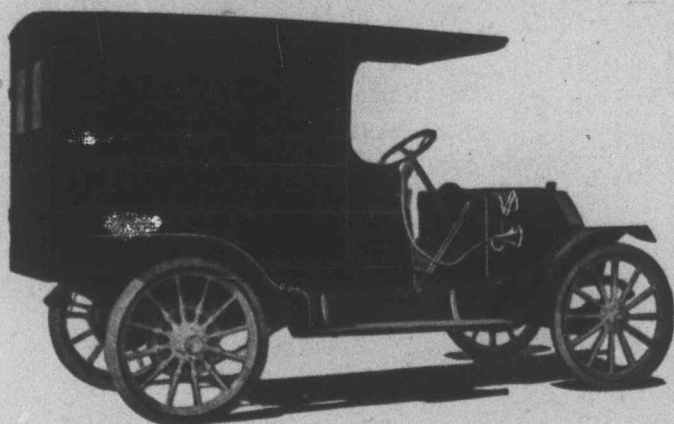
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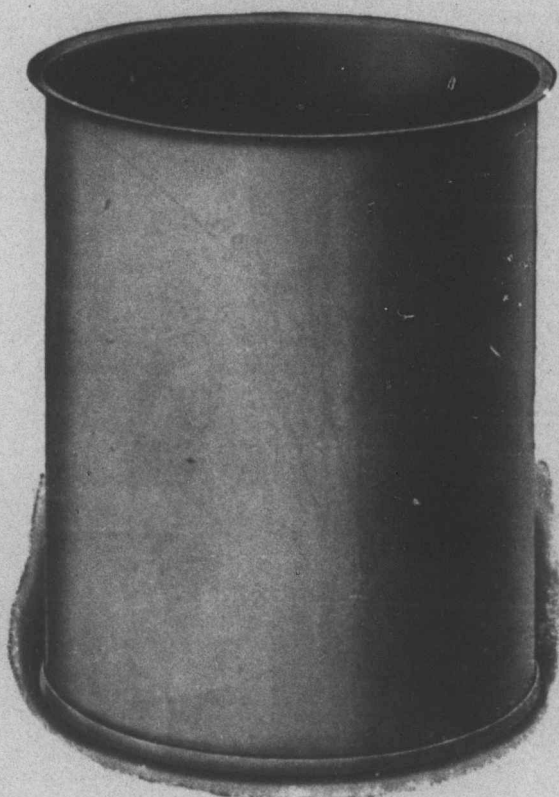


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