

**PAGES
MISSING**

THIS IS THE 1,309th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, JANUARY 10, 1913

No. 2



FACTS WHEN YOU WANT THEM

You can have, at a moment's notice, an accurate, up-to-the-minute statement of the important items of your business if you use

THE NATIONAL OFFICE REGISTER

This machine makes printed records of office transactions, and adds and classifies what it prints.

It compels a correct entry, furnishes information and protection on monies handled and records kept, and at the same time an immediate personal audit of any or all departments of the business.

It saves time, labor and expense, and simplifies office system. Can be built to meet your particular requirements.

The National Cash Register Company

285 Yonge Street, Toronto

Canadian Factory, Toronto

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S SHORTCAKE



PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

About 32 PIECES to the POUND

So great is the demand for this new introduction that it is being manufactured night and day, and in the second week after it was placed upon the Market the output amounted to

89 TONS 18 $\frac{1}{4}$ CWTS.

This means about SIX-AND-A-HALF MILLION BISCUITS

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

**PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,
LONDON, ENGLAND**

**“Canned
by
Griffin &
Skelley”**

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation — you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by the name “Griffin & Skelley,” and you'll be absolutely safe.

**Sterilized
Prunes**

Griffin & Skelley pack **only** Sterilized Prunes — Sterilized with hot steam — Not dipped — No abnormal shrinkage — No living animal matter—No bacteria or germs—when “Sterilized” in this way.

**The Best Only
Always the Best**

**Griffin &
Skelley's
Canned
Fruits**

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples — fruits of recognized canned excellence. By the name “Griffin & Skelley,” you shall know these products as safe canned fruits to buy and sell.

We sell only the best of its kind

Arthur P. Tippet & Co.

AGENTS

MONTREAL

TORONTO

Hamilton, January 6th, 1913

RIO COFFEE—20c per pound in bag lots and over, Standard quality, net cash.

VALENCIA RAISINS—Finest Selected, good sound fruit, at 7½c per pound. We have only 50 boxes left at price mentioned.

CURRENTS—We are still filling orders for dry cleaned Filiatra Currants in half cases, at 6½c per pound.

CANNED SALMON—We want to reduce our stock of 1912 pack, and quote as follows:—

Red Sock Eye Salmon, 1 pound tall tins, at \$2.62½ per dozen; extra good quality and popular brand.

Cohoe Salmon, 1 pound tall tins, very attractive label, and Standard quality, at \$2.12½ per dozen.

Pink Salmon, 1 pound tall tins, \$1.00 per dozen.

DOMESTIC SARDINES—In Oil, ¼ pound tins, 100 tins to the case, at \$2.75 per case.

DATES—In original boxes, at 4¼c per pound.

COCOANUT—Extra choice quality, Shredded, in barrel lots, at 15c per pound. We have only a few barrels left at price quoted.

ROLLED AND PACKAGE OATS—We have made contracts for 3 carloads, which we want to dispose of within the next 3 months, and are taking orders for Rolled Oats, in bags, at \$2.25 per bag, freight prepaid in 5 bag lots and over, or could be included with Package Oats.

PREMIUM PACKAGE OATS—Quality guaranteed, 20 large packages to the case, to retail at 25c per package, \$4.00 per case, less 5 per cent., making net price \$3.80 per case, Freight prepaid in 5 case lots and over.

CORN MEAL—Standard quality, in bag lots, \$2.00 per bag.

The above quotations are F.O.B. Hamilton, unless otherwise specified.

Do not forget our liberal discounts to cash buyers.

We can ship goods advertised promptly.

Orders per mail and telephone receive special attention.

R. SIMPSON & CO.

Wholesale Grocers and Importers of Teas, Coffees, Spices

29-31 Charles St., Hamilton, Ont.

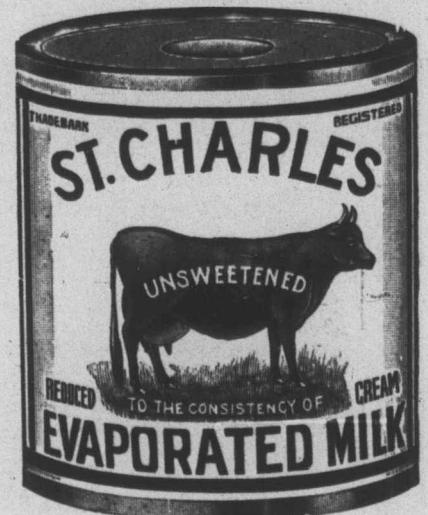
THE CANADIAN GROCER

BORDEN'S Milk Products

The Food of Millions



(The Original)



(Unsweetened)

NO matter what your trade may be—that of the poor man or the millionaire, the demand for **Gail Borden's Milk Products** is the same. The poor man uses it because of its handiness and keeping tendencies, while the rich use it for its genuine full cream flavor and its superior quality.

There is an all-year-round demand for **Borden's Eagle Brand Condensed Milk**, **St. Charles Evaporated Milk**, and **Reindeer Coffee**. You cannot make a mistake if you carry a full line of Borden's milk products. You take no chance whatever.

Borden Milk Co., Limited

"LEADERS OF QUALITY"

Montreal

Branch Office :—No. 2 Arcade Building, Vancouver



A Few Moments Between Nature And The Table

From the time nature ceases to become the life of the fruit until a delicious dessert is hermetically sealed in cans and jars ready to be served at the table of the consumer, only a few moments lapse. The reason for the superfine flavor and quality of



E.D.S.
Jams
Jellies
Preserves

is therefore quite apparent. Fruits that lie around for hours and sometimes days, lose their natural flavor which no amount of skilled treatment can repair. E.D.S. fruits are preserved on our own farm by expert canners. Try E.D.S., the widely advertised and popular brand.

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.



You'll make better
profits on

"NUT-LARD"

than on the lines
that it substitutes

This is a delicious substitute for pork lard, oils, butter or any kind of grease used for cooking or baking purposes. You know that the profit on some of these lines is particularly small, and very often the sale of butter is unsatisfactory to yourself and expensive for the housewife, biscuit and confectionery makers.

"Nut-Lard" is a delicate vegetable product (100 p.c. pure fat) taken from the cocoanut. It is cheap and works more satisfactorily than any other lard, butter or oil, as well as being more digestible.

The profits are good. The saving to your patrons is large. Write to-day for prices.

Manufactured by

ROCCA, TASSY & DeROUX

MARSEILLES, FRANCE

Deminion Agent

J. Russell Murray

MONTREAL

Ask the oldest persons
you know what they think
of Baked Beans as a diet



—then let them try “Simcoe.”

You'll see the smile
of genuine satisfaction
if you never saw it before.

THE FAMILY SIZE TIN
“A Larger Tin at a Smaller Price”

DOMINION CANNERS LIMITED

HAMILTON : : CANADA

Our Business is Ever Increasing

In 1911, our sales for

October, November,
December, footed up \$1,066,389.05

In 1912, they have been as follows:

October, \$464,966.57
November 426,322.45
December 376,821.89 \$1,268,110.91

Increase \$201,721.86

Hudon, Hebert & Cie,
Limited

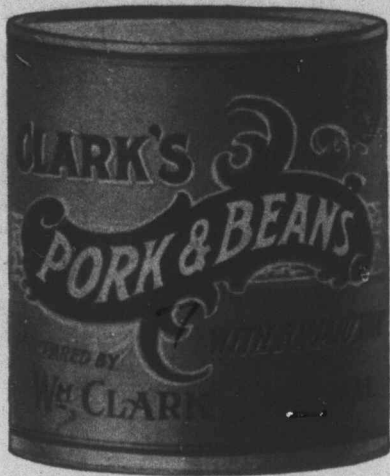
MONTREAL

Established A.D. 1839

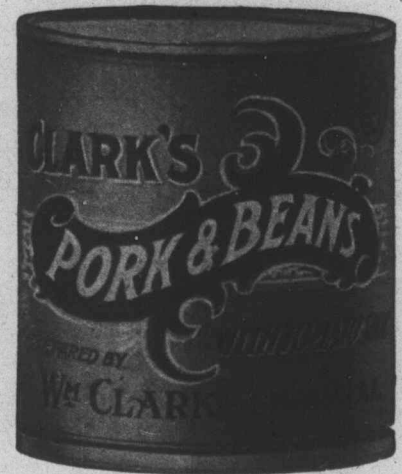
The Most Liberally Managed Firm in Canada

Clark's Pork and Beans

PLAIN, CHILI, TOMATO SAUCE



The one
outstanding
feature of
CLARK'S
is the



QUALITY

and QUALITY is indisputably the all-important need in the food of the nation.

Our people to-day are alive to the necessity of PURITY and QUALITY in their diet and that is one reason why your sales of CLARK'S PORK and BEANS are always heavy.

The people know from long experience that they are pure and dependable, for the name CLARK'S is always a guarantee that they are prepared only from the BEST.

Don't lose sight of the fact that QUALITY TELLS.

WM. CLARK, - MONTREAL

Hold a Bottle In Your Hand



One top-notch retail salesman, we know, attracts the housewife's attention to Shirriff's True Vanilla by taking a bottle and holding it in his hand. Then with his pencil, he points to the words:

Shirriff's True Vanilla

"Notice the words, *True Vanilla*, Madam," he says. He then goes on to explain to her their meaning, telling her that Shirriff's True Vanilla is the real extract of Mexican Vanilla beans, and not a chemical imitation. He asks her if she wouldn't like her cakes, puddings and sauces to have the real Vanilla flavor, which is far more delicious than any imitation flavor. He winds up by telling her how Shirriff's True Vanilla excels in strength and how many cakes one bottle will flavor. He rarely fails to make the sale.

Upon request we will send you a list of selling points that have proved successful in promoting the retail sale of Shirriff's True Vanilla.

Imperial Extract Company, Toronto CANADA



Keep a Good Stock

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

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

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to

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

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

Small's
Original **Maple Butter** A.D. 1894
Cre-mo



A recently organized syrup concern, perhaps to gain notoriety, has seen fit to send private letters to the jobbing trade and others, warning them against handling goods from us bearing the words "Maple Butter," and thereby avoid being mixed up with any litigation, stating that it was their property, they being first to use the words Maple Butter. Now, as our business connections extend to nearly every hamlet in Canada, America, and a good part of Europe, and while letter apparently was not taken seriously by those acquainted with the author, nevertheless it has caused us considerable correspondence and annoyance, therefore we have taken legal procedure against parties for damages, and take this medium to inform the trade in general that the words Maple Butter on maple products is public property, used by farmers in certain communities in Canada for past generations. We were first, however, to use extensively the words Maple Butter, as early as the latter part of last century, and have continued to use the words Maple Butter ever since. The words Maple Butter ap-

pear on all our price lists up to and including the 20th edition of 1911. However, for the benefit of any who possibly are strangers to us, or harbor any doubts, we produce the above facsimile of a photo of our maple exhibits in the old wood dairy building, Ottawa, photographed by E. Reardon, Ottawa, in the month of September, 1898.

Would also take this occasion to advise any whom it may concern, that the design of a Maple Leaf on maple sugar or syrup is our property, registered at the department 1891, and has been exclusively used and jealously protected by us ever since. However, we notice that the concern referred to above have been recently selling a few cases of syrup, on which they have used the leaf. It is not our intention to confiscate these goods, and in so doing annoy parties who unfortunately purchased same in good faith previous to this date, but have taken legal procedure against parties who pack these goods, and will hold same entirely responsible. Infringement of our brands in recent years

have become common occurrences, particularly from Mushroom concerns.

Grocerymen, do you grasp the moral? Goods of merit only are imitated.

Small's Maple Leaf Brand is the product of specialists of long standing, and has merited larger sales in 1912 than hundreds of other brands combined, and has also repeatedly captured highest awards the world over. Favorably commended by all users, and recommended by Lord Strathcona to the English trade. However, not on past reputation, but on the strength of the present quality and price do we seek continued patronage, and, remember, Small's Maple Leaf Brands cost but little if any more than the imitations. Through jobbers only. Stock carried for convenience of jobbers by Nicholson & Bain, Winnipeg, and all their branches throughout the West; stock also carried by Standard Brokerage Company, Vancouver; MacLaren Imperial Cheese Company, Toronto; C. E. Plain & Co., Ottawa; L. N. Duche & Son, Manchester England, and New York.

Canada Maple Exchange Limited
MONTREAL

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.

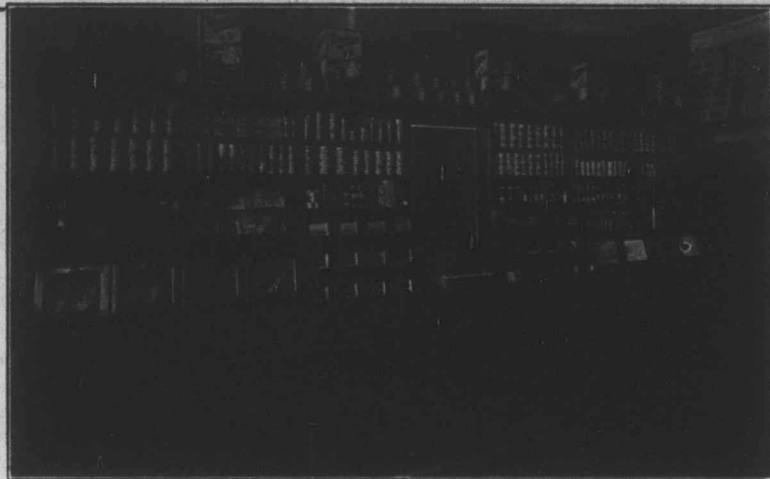
Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario



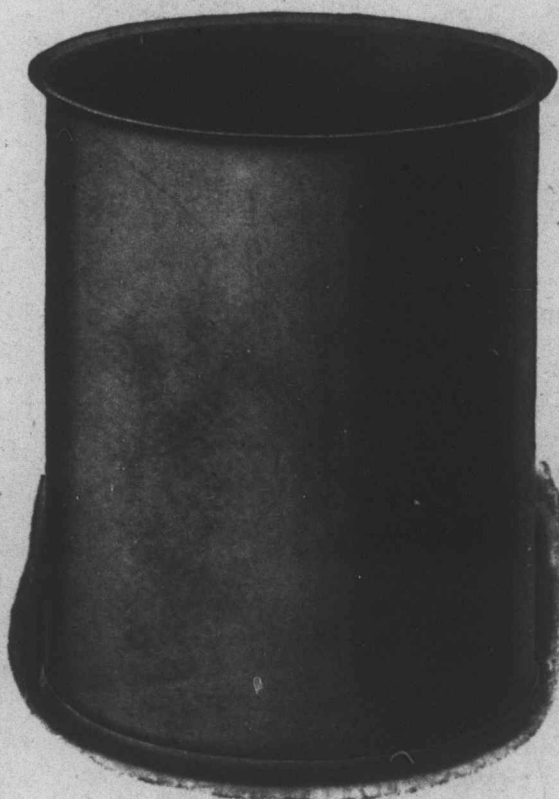
REPRESENTATIVES,

Manitoba: Watson & Treadwell, Winnipeg, Man.
 Sask. and Alta.: J. B. Smith, Box 495 Regina, Sask.
 Vancouver: Western Plate Glass Co., 318 Water Street.
 Montreal: W. S. Siscock, 33 St. Nicholas Street.
 Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.S.




TWO CENTS PER WORD

You can talk across the continent for two cents per word
 : : : with a Want Ad. in this paper. : : :



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

HARGREAVES (CANADA) LIMITED

33 FRONT ST. E. .. TORONTO

THE Canadian business of Hargreaves Bros. & Co., Ltd., of Hull, Eng., has been transferred to a new Company, who have opened an Office and Warehouse at the above address. Ample stocks of the four specialties, whose popularity in the Dominion has been so strikingly evident during the last year or two, OCEAN BLUE, GIPSY STOVE GLOSS, LINOLEO (Floor Wax), and GLOSSO METAL POLISH, will be carried. Orders and enquiries by post will receive instant attention at the new address.

To commemorate the birth of this, the first Colonial Company of Hargreaves Bros. & Co., Ltd., of Hull, Eng., we are

GIVING AWAY

absolutely free of charge, and mailed free, to any grocer in **Canada** who will write for it on his billhead.

A 1913 POCKET DIARY

This leather bound, beautifully printed, British production contains A **FREE INSURANCE COUPON** of great value, also much instructive information relating to **Canada**. It fits snugly in the Waistcoat Pocket and will soon be an indispensable necessity and a valued companion to every up-to-date Grocer.

Get our New Year Gift **NOW**—our supply is **not** unlimited.

HARGREAVES (CANADA) LIMITED

33 FRONT ST. E. TORONTO

WHITE SWAN

YEAST CAKES

are the most reliable and satisfactory yeast cakes on sale in Canada. Your customers will not complain of poor results if you supply this brand.

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals
Limited**

SOLE DISTRIBUTORS -- TORONTO

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.

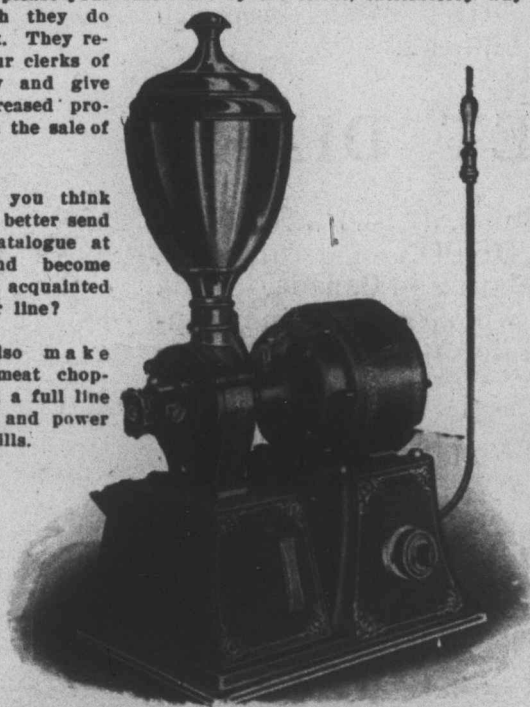
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

Pleasure and Profit

are both derived from the use of a Coles Electric Mill. They please your customers by the silent, satisfactory way in which they do the work. They relieve your clerks of drudgery and give you increased profits from the sale of coffee.

Don't you think you had better send for a catalogue at once and become better acquainted with our line?

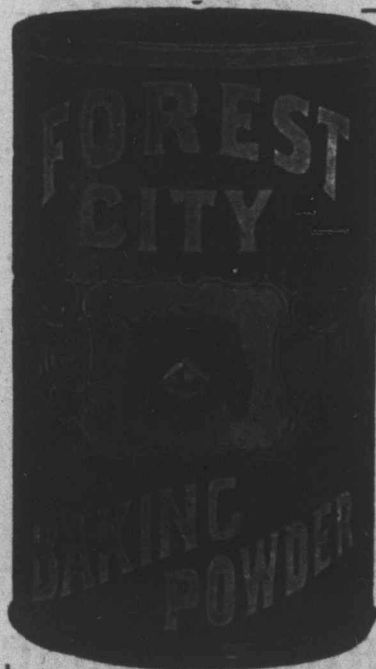
We also make electric meat choppers and a full line of hand and power coffee mills.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; E. T. Mowburn & 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:

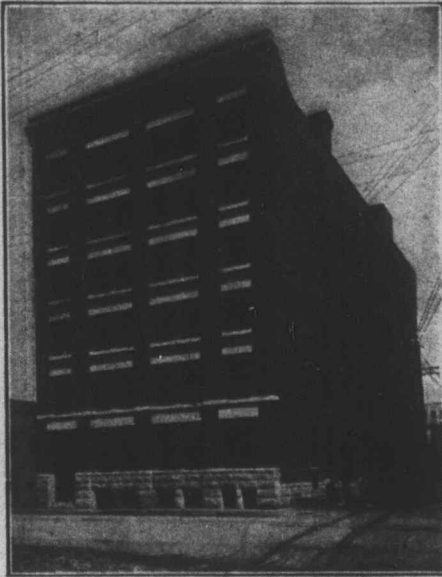
Mason & Hickey, Winnipeg

TEES & PERSSE LIMITED

ESTABLISHED 1884

**Manufacturers' Agents
and Warehousemen**

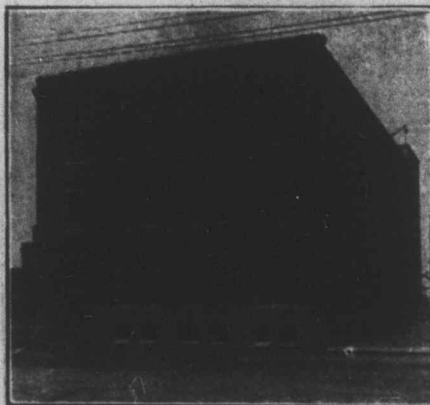
PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON



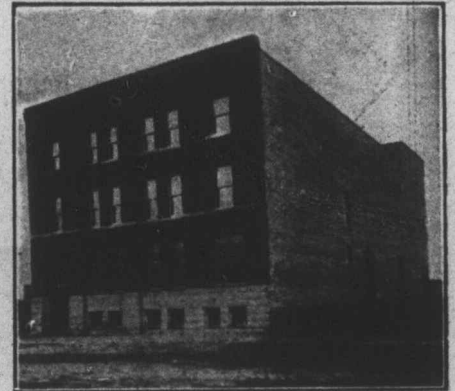
WINNIPEG WAREHOUSE



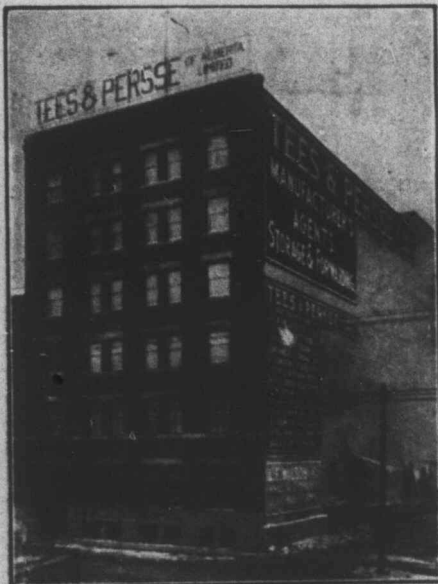
REGINA WAREHOUSE



SASKATOON WAREHOUSE



MOOSE JAW WAREHOUSE



CALGARY WAREHOUSE

We have pleasure in notifying the trade that our Western Agents, Tees & Persse Limited, carry a full line of our well known Brands of Macaroni, Spaghetti, Vermicelli,

**Hirondelle
Marguerite
Catelli**

and will be glad to fill all jobbers' orders promptly.

La Cie. C. H. Catelli, Limitee
Montreal, Quebec

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

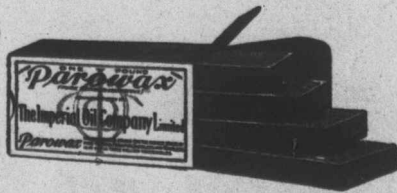


EDMONTON WAREHOUSE

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

CENTURY SALT

Why Not Sell It?

Century is a real good Salt. The crystals are as pure as can be distilled. Every process through which Century Salt must pass is superintended with greatest care.

Why not sell GOOD salt? It costs no more than other kinds.

We ship promptly.

THE DOMINION SALT CO. LIMITED
SARNIA, ONT.

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.

JUBILEE

and

KLONDIKE

Brooms are winners. They are made of the finest pea green Corn on handles polished by our own special process and each broom is enclosed in individual wrapper, covering both Corn and Handle. There is nothing in the market to compare with them.
Ask for latest price list.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO
CANADA

PURE RELIABLE



Have no hesitation

in stocking and recommending

"COW BRAND"
BAKING SODA

It is noted for its strength, purity and reliability, and is a market favorite with the cook.

See to your stocks. Order from your jobber.

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL

Almost as soon as you get
'CAMP' COFFEE
into stock — away it goes
Considering its excellence, purity flavour, value — can you wonder
No need to be a *magician* to sell 'Camp' Coffee — it sells *itself*.
Of all Wholesalers Ask to-day
R. Paterson & Sons,
Coffee Specialists,
Glasgow.

CAMP COFFEE

What's the Matter

with your sales of Macaroni? Are they low? If so, we can put them up. Are you stocking goods which give complete satisfaction?

"Hirondelle Brand"
(SWALLOW BRAND)

is just what you want, and the price is right. Gives you a good profit and does not weigh heavily on the housewife's purse.

"Hirondelle Brand" Sells
Get it and you'll see why.

The C. H. Catelli
Company, Limited.
MONTREAL, CANADA

They Simply Can't Resist

trying a jar of the delicious Cairns' Scotch Jams, Jellies and Marmalades when they see a display of these temptingly delicious, pure fruit products. The first sale is followed by repeats. Cairns' products sell on sight.



APPRECIATED BY ROYALTY



We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Alexander Cairns & Sons
Paisley, Scotland

Canadian Agents:
Snowdon & Ebbitt
Montreal

Tartan
BRAND
THE SIGN OF PURITY

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

Canned Vegetables, Fruits and Salmon, Syrup Etc.

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

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

All orders shipped same day as received.

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



Better Service Means More Trade

THE MCGREGOR PATENT BAG HOLDER
is the biggest step to quick service of your cus-
tomers, and quick service is probably the re-
maining thought of every trader to your store.
Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, 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.

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

SYMINGTON'S COFFEE ESSENCE

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

Thos. Symington & Co., Edinburgh and London

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



THE CANADIAN GROCER

The consumption of sugar is increasing and the prospects for a large business in 1913 are bright. We hope that you will secure your share of the increased business and prosperity in Canada this coming year. And if you use

St. Lawrence

Granulated

you will help to increase your trade in sugars.



Your Success Is Our Success

If your business prospers and you have many calls for the goods you handle you will buy large quantities.

← L. & B. Banner Brand JAMS and JELLIES

the product we manufacture, has proven a wonderful seller during the past year. The dealer is assured of a good profit, and the customer gets quality and value—the points that make sales and are all found in these delicious fruit products.

Make L. & B. Banner Brand Jams and Jellies a feature during 1913 and you will come out ahead.

LINDNER & BENNER

291 ARTHUR ST., TORONTO

Phone Park 2985

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto

WESTERN AGENTS:

W. L. McKenzie & Co., Grocery Brokers
Winnipeg Manitoba

Laurentia Milk

And Its Flavors

Laurentia Milk has a rich, creamy, slightly heated flavor, distinctly its own, which is the result of the smashing and complete mixing of the cream globules and the other solids with the liquids, and the heating of the milk when sterilized.

This is another important advantage for Laurentia Milk, as continued use with almost everyone develops a greater fondness for it than he or she previously had for ordinary milk, while many people have a decided preference for it from the start. Naturally the palate is bound to prefer whatever agrees most perfectly with digestion.

LAURENTIA MILK IS THE MILK FOR THE PEOPLE.

LAURENTIA MILK IS THE MILK THAT EVERY DEALER SHOULD HANDLE.

The LAURENTIA MILK CO., Ltd.

371 Queen Street West, Toronto, Ont.

Telephone—Adelaide 2766

HAS A PERFECT FLAVOR

IS THE CHOICE OF ALL

Best and

Best for you



Chocolates for Every Taste

Epps Chocolates are made in an endless variety of styles and flavors—a variety to suit every palate. The purity of the cocoa and other ingredients used in the manufacture of these Chocolates ensures perfection. They are the best for you—the best for your trade. Epps Cocoa has a perfect flavor, and is the choice of all.

Canadian Agents

F. E. ROBSON CO.

25 Front St. E.

TORONTO



The Value of a Name

in selling goods to the public has few better examples than in

Redpath

Extra **SUGAR**
Granulated

For over half a century the name "REDPATH" has stood for the best sugar in Canada, and consequently the best seller. Now it stands also for the cleanest, handiest, most up-to-date way of marketing it—the new

2 and 5 pound Sealed Cartons

These packages, bearing the name "REDPATH," are the livest sugar proposition in Canada to-day. Are you making the most of them?

The Canada Sugar Refining Co.
MONTREAL LIMITED

To the Wholesale Trade:

RANGOON BEANS

We can offer the very highest quality in any quantity. Substantial repeat orders placed by leading houses prove conclusively that as cookers and boilers the Rangoon is now the equal of the best.

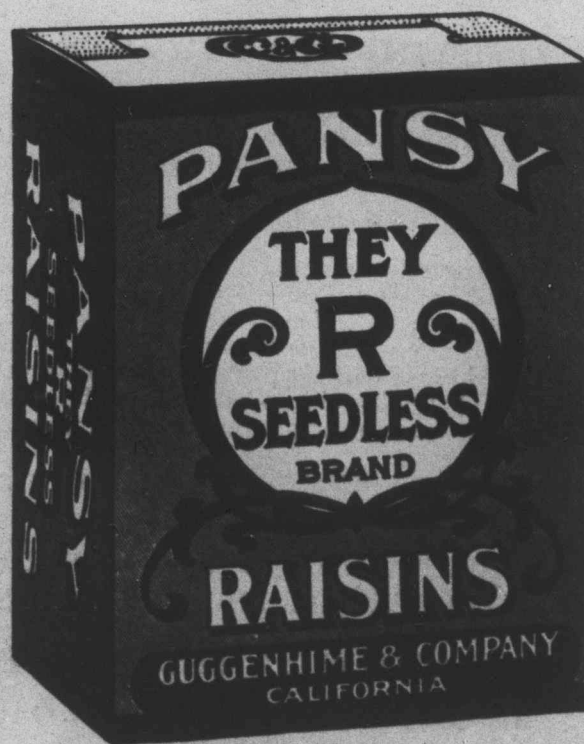
SPLIT PEAS

Quality of these also beyond dispute. We have imported good quantities to Canadian market, and buyers, without exception, are well satisfied, judging by steadily increasing demand.

N.B.—All shipments are inspected at Liverpool by our house there, thus guaranteeing quality of anything offered.

West India Co., Limited
MONTREAL

Ask Your Wholesaler
for this package





Wake Up

and sell the match that every consumer finds a delight in using.

Don't you know it? **Dominion** by name, perfection in quality, No broken sticks.

Dominion Match Co., Limited
Deseronto, Ontario

AGENTS:

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.; Halle-
way, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett,
Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.;
Orr, Brocklesby, Dane & Co., Winnipeg, Man.



FISH-\$\$\$

TIME WILL TELL



that dollars from Fish are easily made.

Dealers who desire

to make the most profits during this year should not overlook the trade and profits that the fish trade will make. To make the most profit you must handle the best fish, and to handle the best fish you must stock our brands.

Canada Brand Pure Boneless Cod

Tasty and appetizing, to say nothing of its nutritious value.

Make Out a Trial Order.

BONELESS FISH.

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

SKINLESS FISH.

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

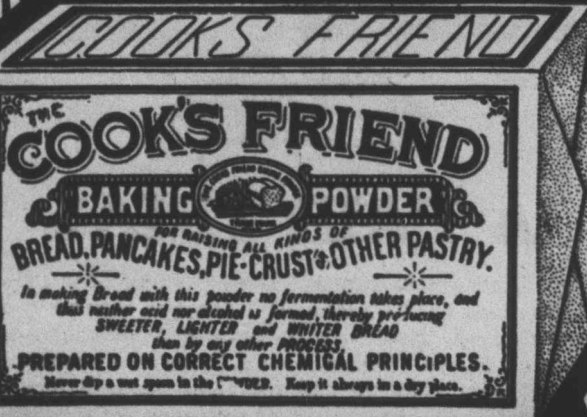
Haddies, Kippers, Bloaters,

OCEAN BRAND

Fillets - - - - - Boutilier's

In short, we can supply any line, so don't be in doubt.

The North Atlantic Fisheries
LIMITED
MONTREAL



MR. DEALER

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

Purer than the Law Demands
—Contains No Alum.
W.D. McLAREN, Limited
Montreal

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

FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

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

AURORA COFFEE

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

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.



Stock on Hand That Won't Sell!

There are many products, fads and non-staples which the dealer is induced to stock which turn out to be unsaleable.

It pays to be judicious in buying and stocking of new lines. The old original stand-bys are the lines that always sell, pay good profit and give complete satisfaction to the consumer.

Soclean is the old reliable, original, and satisfaction-giving sweeping compound.

Soclean absolutely lays dust, kills moths, saves dusting, etc. Soclean is a staple. Soclean is a good seller. Put up in pails to retail at 25c, 40c, and 75c per pail.

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.



A FAIR TRIAL

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

FOUR GOOD BRANDS

"Laurentia,"

"Daily Bread,"

"Regal,"

"National,"

One Cent. One Card. One Minute.

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

The St. Lawrence Flour Mills, Ltd.
MONTREAL



The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

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

Robinson's "Patent" Groats

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

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

MAGOR, SON & CO.

403 St. Paul Street, MONTREAL, 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



Holding Your Customers

Depends on your being able to supply them with the goods they require. When you are asked for

CROWN BRAND CORN SYRUP

no other Corn Syrup will do. Your customers want it simply because it is Crown Brand—the purest and finest Corn Syrup obtainable.

Clear as strained honey—delicious in flavor—Crown Brand Corn Syrup is used and appreciated in a majority of homes throughout Canada.

There is a national demand for it —

because housewives know that Crown Brand is the ideal Table Syrup — unequalled for culinary purposes, and a wholesome and nourishing food for children—profitable for you to handle.

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

The Canada Starch Co., Limited

Manufacturers of EDWARDSBURG Brands

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

A Retail Failure Nipped in the Bud

Merchant Had Neglected the Annual Inventory and Was Miscalculating His Profits—Auditor Called in and Set Things Right—Now a Successful Dealer—Suggestion on Taking Inventory at End of Each Month—Accounts to be Opened and How They are Conducted.

An auditor whose business brings him in touch with books of many retail merchants, relates how he once saved a dealer making an extensive turnover, from going into bankruptcy at a rapid pace.

The merchant began business some ten years ago with a capital of \$10,000. Before the end of three years ruin had all but seized him. The accountant was called in to try to save the business. He found that an inventory had not been taken since the business began. The method of the merchant was to add an average of 33 1-3 per cent. to the cost of purchases to get the selling price, and each day after the amount of sales had been ascertained, he would set aside as a separate fund 33 1-3 per cent. of the amount, labelled gross profit account. Out of this he paid his staff, store expenses and personal expenditures. His sales approximated \$100 per day, so he calculated on \$33.33 for his gross profit fund each day.

A Common Blunder.

Yet on this basis he managed to work along for the three years. How he did it was a wonder to the accountant. The trouble was that he had miscalculated his gross profits by appropriating the same proportion of his sales as he had added to his purchase. One day's sales aggregating \$100 would produce this result:—

Cost of goods sold	\$ 75.00
Profit added (33 1-3 p.c.)....	25.00

The amount that he should have placed in his gross profit was \$25, according to these figures, but he had taken a third of the total sales, as follows:—

Day's sales.....	\$100.00
Gross profit (33 1-3 p.c.)	33.33
	<hr/>
	\$66.67

Need of the Inventory.

This method left, after deducting the alleged profit, only \$66.67 with which to replace goods that had cost \$75.00. He

was, therefore, robbing the business of \$8.33 every day. That he lasted three years is certainly a wonder. This man's business was reformed on the accountant's suggestion. He recovered the some \$6,000 loss and to-day is a successful merchant.

Between now and the first week in February is a splendid time to take an inventory. There are many reasons why every dealer should know where he is at and none why he shouldn't.

• • •

Taking Stock Every Month.

A question was asked in last week's issue by a Moncton, N.B. merchant, how

STOCK ACCOUNT.	
On Hand Jan. 1, 13 \$	\$1500
Bought during January	800 2300
Sold in Jan. \$1200	
..less 20 p.c.	960 1340
AMOUNT ON BOOKS ACCOUNT	
Jan. 1, 13, total....	1000
Sold for credit in January	500 1500
Rec'd on account...	600 900
AMOUNT OWING ACCOUNT	
January 1, 13	800
Bought goods in January	800 1600
Paid out for goods in January	1000 600

to go about taking an inventory every month to know approximately where one is at all the time. The accompanying illustration presents one suggestion. The accounts necessary to be opened by this plan are Stocks, Amount on Books, and Amount Owing.

First consider the Stock Account. On Jan. 1, stock on hand as per annual inventory was found to be say \$1,500. There is bought during January \$800 bringing total stock up to \$2,300. There is sold in January \$1,200 worth of goods. Here is where the knowledge gained from the last year's inventory comes in.

Supposing sales during 1912 were \$12,000 and gross profits amounted to \$2,400. This would mean that the gross margin is 20 per cent. of the turnover. The average gross rate of profit for January should be about the same; so deducting 20 per cent. from the \$1,200 sales, which is \$240, the cost of the stock sold would be \$960. Deduct this from the \$2,300 and there remains \$1,340 worth of Stock.

Amount on Books.

Outstanding accounts should of course be known in a monthly inventory. The amount on the books Jan. 1 as shown by the annual inventory is \$1,000. For argument's sake, say that during January there were sold for credit \$500 worth. This would make a total of \$1,500 on the books but during that month \$600 were collected on account bringing Amount on Books down to \$900 before February 1.

This is valuable information apart from its place in the monthly inventory. Knowledge of it tends to keep down outstanding accounts throughout the year to a minimum.

What is Owing.

The Amount Owing account is easily understood from the accompanying illustration. On Jan. 1 the business owed \$800. During January there was bought on credit \$800 worth while there was paid out on account owing \$1,000, leaving debts of \$600 at end of month.

A Perpetual Inventory.

Thus, at the end of January we have the Amount of Stock, the amount on Books, and the amount Owing, so that with the other resources and liabilities such as cash in bank and on hand, notes payable and receivable, etc., a complete inventory can be made. At end of February the same thing can be done, and in this manner at any time throughout standing of his business, or, in other words, he has a perpetual inventory.

At end of the year, the usual inventory should be taken, for as the percentage of profit may vary, so this perpetual inventory may not be exactly accurate.

It is quite evident that this perpetual system has to be started immediately after the annual stocktaking and inventory. Care should be taken to get the average gross profit as nearly accurate as possible.

Making a Bankrupt Business a Success

How a Winnipeg Retail Grocery Firm Took Over a Failing Business Two Years Ago and Built It Up—On Opening Day 2,000 People Attended—Ten Salesmen Were Necessary to Give the Service Where Formerly There Were Two—Much Attention Paid to Service and Fixtures—One Salesman Responsible for Each Department.

Winnipeg, Jan. 9—(Special). — Two years ago the W. H. Stone Co., retail grocers, as a venture, took over a bankrupt business in the extreme north end of Winnipeg. At the time there were two clerks, neither of whom was overworked. Two months ago, W. H. Stone's St. John branch had an official opening of a fine new store on the corner of Main and Atlantic streets—an opening at which more than 2,000 people of the district were present. There were ten men behind the counters and in the store rooms. They were busy on the opening day and have been busy ever since.

A part of this success must undoubtedly be attributed to the general development of Winnipeg. The north end has grown exceedingly rapidly, and it

has been blessed with a good class of citizens—those who have good positions; who own their own houses, and are able and anxious to spend their money in fair quantities for the necessities and the luxuries. Yet not to the advancement of the district alone, can the advancement of this branch be attributed. There has been planning, scheming, and general business building, which must be credited to the work of a few men. This has done fully as much to make for success as has the growth of St. John's.

Store Itself Attracts.

The appearance of the store is attractive; and there can be no denying the fact that people like to do their business in a store which is bright, which shows goods well, and where on every side

there is evidence of cleanliness. The establishment is of good size, 34 x 36. In front are two fine show cases, one facing on each street, and the entrance is attractive. Inside the ceilings are high. There is an airiness and brightness which exerts its appeal, and there is a place for everything and everything is in its place. Perhaps this last feature is the great one in connection with this store, and perhaps it is a feature which other dealers will be most interested in. In this establishment, interior arrangement has been developed to a high degree.

As the accompanying cut, made from a photo taken before the store was quite completed, shows, a number of silent salesman are used. W. Percy White, manager, claims that these are well



Interior view of branch store of the W. H. Stone Co., Winnipeg. Note the new style fruit display stand to the left. This is described fully in accompanying article.

named. They are salesman indeed, for not only have they assisted in increasing the sales of regular lines, but they have helped to introduce new lines. Confectionery, for instance, was added to the goods carried when this new store was opened. In a silent salesman, cakes, pastry, and other confections were shown. It was not very long before this department became one which drew custom and which brought good profit.

Biscuit Show Cases Pay Well.

In the cut only one set of biscuit cases is shown. Three are used, however, for Mr. White has discovered, with many other dealers, that these, while perhaps a little expensive, yet pay their way. The development of the biscuit trade in this district has been remarkable. Never a day passes that a good many pounds do not sell at prices ranging between 40 and 75c.

One of the most unique fixtures in the store is a stand, so arranged that a wide variety of fruit is clearly shown. This is in pyramid form, and each of the three sides in which it is built, are divided into five sections; in one, apples may be shown; in another lemons; in another oranges; in still another grape-fruit; in another grapes, cranberries and so on. The fixture necessitated a considerable initial outlay, but every day it has paid large interest on the investment. Every day it has paid floor rent, and it has added to the general fine appearance of the store.

Nor does this fixture occupy as much space as one might expect. The inside is hollow. Mr. White states that it has assisted him in watching the condition of the fruit. Each day one of the three sides is changed. Each morning each of the three sides is re-dressed. To do this the fruit stored in the pyramid must be examined, and so any defective apple or orange is discovered and thrown away before it can do harm.

A Display That Sold Well.

For the Christmas season several special arrangements were made inside the store. Near the fixture which regularly displays fruit, were pyramided boxes of Johnathan apples. These were so placed that little but the apples themselves were displayed, and the effect was striking, and caused activity in the vicinity of the cash register.

Near the centre of the store, too, a special display was arranged. There cans of corn, tomatoes, soups, and other lines, so popular throughout the winter were piled in four columns. On the tops of these, a roof effect was built, the whole being draped with Christmas greenery. Inside this novel fixture, the manager had his temporary office, where he could be in touch with all that was

going on and see that no customers were compelled to wait too long to receive attention.

The aim in this store has been to give adequate service, and Mr. White states that this is appreciated. Many customers speak of special displays which have attracted their attention, and all seem to take pleasure in looking over the new arrangements which they have now come to expect. One of the schemes to make shopping more comfortable, is a fountain of Crystal Springs water. Clean glasses are always kept handy, and many are glad to slake their thirst here.

To effect the best possible service, a method of making one man responsible for a certain department has been adopted. One clerk has full charge of the fruit. Others may sell this, but he is responsible for the display, and it is for him to keep the manager advised as to the condition of the stock. If oranges run low, or the supply of lemons is short, it is this man who is responsible, and feeling this responsibility, he sees that no shortage occurs.

One man is in charge of the produce department, and arranges when he wishes to have a window display. Another man is responsible for the appearance of the front counters, and for the window dressing. He is perhaps the head salesman, and takes as enthusiastic an interest in the store as does the manager.

Confectionery Has Become Profitable.

Several new lines have been added since the new establishment was opened. Confectionery, to which reference has already been made, is one of these. A high grade of candy also has been stocked, and the results have been much more than was expected. From Mr. White's experience there is no doubt that a grocery store which attracts a good class of custom is the place in which to sell a good class of confectionery. The boxes, however, and the loose candies, must be attractively displayed if the sales are to come.

Fish is different, but is also a new line in this store. It is handled in the produce department, of course, and has moved exceedingly well. The only trouble with fish, according to Mr. White, is to make arrangements for keeping it properly. Proper storage has been secured in this establishment. A man is in charge who knows how to lay fish out attractively, and the sale has grown steadily ever since the line was added.

This store is one which dealers in other cities, towns and villages would remember, but everything possible has been done to make work pleasant for the clerks. This, the head of the concern felt was absolutely necessary, if

the loyalty which they want, and which makes large sales possible, is to be secured. Some of the means of presenting goods adopted in this store, have required the expenditure of considerable money. Others necessitated only careful study. There will be many dealers who will secure a hint or two through considering the system adopted in this establishment.



AN OPEN CHEST OF TEA.

In last week's issue was recorded a leak caused by the dust nuisance. Apropos to this a grocer visiting in a large city calls attention to a particular case which came under his notice a few days ago. He was in a certain store in the city referred to and observed a chest of tea on the floor with the bottom tilted slightly but without any semblance of a covering.

The tea was there for any one to handle who wished. It was exposed to the dust flying about the store, which naturally mixed up with the tea that people purchased. Tea is an article that loses its flavor quickly unless kept in lead-lined packages, tins or other airtight containers. Imagine what such tea would be like in a week's time!

The natural conclusion to such a leak is loss of custom. Most women pride themselves on being good judges of tea. Unless the tea bought retains a uniform quality and flavor, they very quickly purchase it elsewhere. They buy a few other things "elsewhere" and soon become ex-customers of the man who has been careless enough to expose tea to the dust of the store.

TO BRAND POTATOES.

Vancouver, B.C., Jan. 8 (Special).—Potato growers in the Ashcroft district have united in forming the Ashcroft Potato Growers' Association. This association embraces the territory from Savona on the east to Spence's Bridge on the west. Its object is to have this produce graded the same as are apples, to improve the quality, and to sell the output in sealed sacks as a protection to retailer and consumer. The association hopes to lessen the cost of handling and to safeguard the interests of the producer, middleman and consumer.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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TORONTO, JAN. 10, 1913

CARRYING TOO HEAVY STOCKS.

According to a grocery traveler, who is an ex-grocer himself, there are many retailers keeping themselves poor on account of too heavy stocks.

He cited a particular instance of a retailer doing a \$40,000 business or more, yet who was unable to lay aside any money during the year. The trouble was he was buying too freely of goods in which some concession was offered if a quantity were purchased. This was being done in face of the fact that he was located in a city where there were several wholesale grocers, and where goods could be sent him every day.

The result of these heavy purchases was that his money was practically all tied up in stock. As fast as the money came in, it had to go out again to meet an invoice, and although his turnover was between \$3,000 and \$4,000 a month, he could not save a cent.

Undoubtedly the best policy for the average retailer is buying in small quantities. Too many want to snap up all things that apparently have a bargain tag attached, forgetting that the interest on the money invested in them often eats up the "bargain" long before the goods are turned over. There may be a few lines that one can afford to speculate on, but with the majority the chance of gain is so slim that they should be bought only when required.

STOPPING THE RAT NUISANCE.

Almost since the beginning of time, serious inroads have been made into stocks of retail grocers by rats and mice. When they get into a store they do much greater damage than the troublesome housefly—the latter can be seen, but the rodents only make themselves known by their destructive work.

It is long since time that an effective check had been put upon losses from rats and mice. Now that we have advanced considerably into the cement age, it is an easy matter to stop up all runways in the cellar. How one

dealer has rid himself of the pest, is effectively told in Henry Johnson, Jr.'s article in this issue.

This will be most valuable information for any merchant who is considering building or refitting in the spring. Mr. Johnson goes rather exhaustively into the subject, telling just what he has done to eliminate the vermin. From his description of the obstacles he has placed in their way, one would naturally come to the conclusion that any rodent not equipped with a tooth file would have considerable difficulty in penetrating the foundations.

NOT HOW CHEAP, BUT HOW GOOD.

Early in life, James J. Hill, the great railway magnate, was a clerk in an Ontario grocery store. Perhaps from his experience there he gained some of the facts he has recently used in a magazine article. In this he declares that the housewife's pocketbook is the greatest factor in our natural life.

He contends that the average wife fails to make the best use of her purse. She is tempted by marked down prices, he says, and goes at her buying haphazard. He adds:

"The tendency of the average woman is to buy everything as cheaply as possible. That is the worst kind of economy. It is difficult to convince a housewife of this fact, but when she once realizes it, she is on the true road to making money.

"The same principle that governs a transcontinental railway in buying steel rails ought to govern the housewife in her purchase of beef steaks—not how cheap, but how good.

"There is nothing more important in the life of this nation or in any other nation than the pocketbook of the wife."

Every aggressive retail grocer will endorse Mr. Hill's statements. The success of the majority of the large dealers of to-day is largely attributable to the quality of the goods they have sold. The trouble with bargain goods is that they are either usually bought when not needed or that their quality is inferior. The result is an unnecessary outlay or dissatisfaction.

A HELPFUL STOCK RECORD.

Now that the Christmas holiday trade is over for another year, retailers should sit down and consider what goods sold the best, what arrangements proved adequate, and wherein lay the shortcomings that meant loss of business.

One of the most important things is a knowledge of how much of each Christmas line was sold, how much left over or how much could have been sold if it had been in stock.

Those retailers who operate a cost book the year round in which all purchases are entered will have most of this information. If, however, no yearly cost book is used, there will be nothing to depend on but memory when goods are being ordered next fall for Christmas, unless records are kept of goods bought and sales for Christmas, 1912. Memory is too fickle to be depended upon.

It is important in such a record that there should be shown amount of held-over goods as well as the quantities of others that could have been sold if buying had been freer. The manager of any store who keeps in touch with stocks required, should undoubtedly have this information.

ELIMINATING WASTE MOTION.

The arrangement of the stock is an important factor in successful merchandising, and is not generally given the degree of attention it deserves. In the arrangement of his stock the dealer should give every care to so place it that it can be reached with the fewest possible steps and least time.

By looking back over the sales slips the merchant can easily list those articles that are in greatest demand. Of course, sugar, oatmeal, rice, etc., for which there is a recognized demand, need not be displayed as prominently as package cereal, coffee and other package goods, yet they should be immediately accessible. Such articles as sauces, pickles, cocoa, etc., can be displayed effectively on tables in centre floor space.

By arranging the stock with due regard to the daily demand for each article, the salesmen will be able to eliminate lost motion and can serve customers with more rapidity.

AN IMPORTANT LEGAL ACTION.

The trade in the United States is watching with great interest the course of the action brought by the United States government against the Kellogg Toasted Corn Flake Co., on the grounds that the Kellogg plan for maintaining prices of their corn flakes is an illegal restraint upon competition.

The plan of marketing this article, as stated by the Government, is the fixing of the price that the wholesaler receives from the retail trade.

In effect, a large number of manufacturers market their products similarly, claiming that they have the right to say at what price their own products must be sold. They maintain that if the wholesale price were not fixed in this way their business would be adversely affected. Some jobbers, they say, would cut prices, and so reduce the margin of profit that there would be no money for themselves or competing jobbers in selling such goods. This would tend to lessen sales of these goods.

The case will be followed with a great deal of interest by the entire trade of the continent. The defendants claim they are not violating the Anti-Trust Law of 1890 in any way, and we can expect a strong defence.

PROTECTION FROM DELINQUENTS.

The retail trade will receive with a hearty welcome the news given out at Ottawa that Hon. C. J. Doherty, Minister of Justice, will introduce during this session a number of amendments to the Criminal Code, most important of which will be a clause to protect the interests of retailers from delinquent debtors. No direct inkling is given of the nature of the new regulation, but it is understood that it will be designed to prevent the flagrant disregard of just debts, by the imposition of stringent penalties.

Undoubtedly, it is time that something was done to protect the retailer. The merchant has been made the victim of delinquent debtors through lack of adequate resource and, if the new measure provides the necessary means of bringing such persons to time, a huge injustice will be removed.

FROST DAMAGE TO CITRUS FRUITS.

A scare has been sent out from the Pomona district in California to the effect that frost has done immense damage to the orange and lemon crops between San Bernardino and Los Angeles. Some newspaper reports indi-

cate that the havoc wrought will be to the extent of \$40,000,000, but more conservative reports place damage at \$20,000,000.

It is, however, quite probable that when detailed information comes to hand even the loss as indicated by the latter figures will have to be greatly discounted. Canadian brokers representing growers in California claim that such scare reports as newspapers contain are usually wrong. As a matter of fact, it will take three or more weeks to determine just what the extent of the damage will be.

California, too, is a big state, and does not have to depend on any one district for the production of citrus fruit. It is quite probable, therefore, when the truth is known, reports will be modified considerably. Heaters are used throughout the orange groves, supplying artificial heat when frost is threatened, and no doubt these were used to good advantage.

EDITORIAL NOTES.

Don't neglect the inventory. February 1 is a good time to begin.

• • •

A combined display of cold weather lines will bring good business this month and next.

• • •

Remember that January is a splendid syrup and molasses month. Try a window display of them.

• • •

A stock record at the end of every month prevents the quantity of stock carried rising to undue proportion.

• • •

Make cleanliness of store interior a feature during 1913. It is one of the best trade getters on the slate.

• • •

"As slow as molasses in January," is a saying that has lost much of its force since dealers began to sell molasses in tins.

• • •

Wholesalers are finding business recovering from the after holiday slump. Even after the passing of Christmas and New Year's, it is evident that people must eat.

• • •

Very often the quantity price is a delusion and a snare. When a dealer ties himself up with a lot of slow selling goods just because he got them at a bargain price, he is being deceived.

• • •

Damage by frost to growing citrus fruits in California has been represented to be in the neighborhood of \$40,000,000. When final returns are in, however, this will be greatly reduced.

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Parcels Post is now a reality in the United States and mail order houses are making good use of it. Opposition from the merchants in Canada may yet defer it for a few more years.

• • •

A new use has been found for sticky fly paper. An ingenious Toronto jewelry store burglar discovered it would prevent glass from falling and so make his work much safer. Dealers might display it the year round with a show card attached, "Burglars' and robbers' best assistant."

Store Equipment that Eliminates Loss

What Henry Johnson, Jr. Has Done in Planning and Equipping New Store to Prevent Ravages of Rats—Good Furniture Plus Rat-Proof Walls, Floors and Ceilings—Movable Stock Shelves in Basement—No Goods Touching the Floor—Rats and Mice are Expensive Boarders and Should be Excluded from Entire Store.

*By Henry Johnson, Jr.

What does it cost you to board your rats and mice? Figure it up carefully and see where you land.

Consider the cut sack of flour, all dirtied up so that the contents must be sifted before it can be sold. Consider the broken packages of cereals, made entirely unsaleable, except, perhaps, in bulk at half price or less. Consider the damage done your trade through the occasional delivery of goods which carry the evidence of rats and mice with them. Compute the time of yourself and your help expended in putting rat-damaged goods back into saleable condition. Add these totals together and see whether the results would not pay big returns on an investment in some contrivance which would remove rats and mice from your consideration altogether.

For untold ages mankind has accepted the fly as something inevitable—no use fighting flies, they are too numerous, etc. Now, all at once, we awaken to the fact that flies can be eliminated, and we are so rapidly eliminating them that soon a fly will be as rare in a food shop, as much out of place and as vigorously dealt with as would be a snake to-day. Is not the time here for the similar elimination of rats and mice, completely and forever, from the grocery store of to-morrow? I think the time is here and I think this elimination is an accomplished fact at Johnson's.

Tilting Bins Were Installed.

Years ago I made a good beginning, through the installation of the latest improved tilting bins and the accompanying base shelf structure. This arrangement took care of bulk cereals, etc., but the shelves were not protected, nor was the wall-space behind the bins. The shelves stood away from the wall a matter of half an inch or so, with the result that we had to tack strips of tin along the rear edge of each shelf and upright before we excluded vermin from our goods. Even then, however, they got in through every break in the plaster. I have got that thing fixed in the new store.

Gives concrete basement floors, laid tightly against stone foundation walls in which all old pipe, and other holes have

been plugged with cement, and you have a condition where rats and mice cannot penetrate. They simply cannot get in. Being in, they cannot get out. So far as the basement goes, vermin is cut out—absolutely. Next come the interstices between the joists, where they are laid into the foundation. If the basement ceiling is unsealed, so there are no hidden pockets in the main floor, vermin cannot lodge there.

Impossible for rats to reach Basement.

That was my line of reasoning and my basis of action. The doors to the various divisions of the basement are heavy and truly hung. They fit tightly. They are kept closed and mostly locked, but always hooked firmly in any event. The bottom of each door runs close to the concrete floor and a strip of $\frac{1}{4}$ inch galvanized wire netting is fastened to the bottom edge of each door. Thus communication between compartments is made pretty nearly impossible for rats and mice.

Shelving is built against the wall of only the inner basement, the locked stock room. This shelving is built tightly against the wall, of plain lumber so it will not afford any lodgment for vermin; and the outer edge of the uprights is protected by a strip of netting as described. No good opportunity of getting in or staying in here.

Movable Racks for Stock.

Most of the stock is stored on "stacks"—moveable racks of shelves which are built of 2 x 2 uprights and 1 inch boards, in various sizes to accommodate various sizes of boxes. The stacks are mostly from 5 to 7 ft. long, and consist uniformly of a base-shelf, set in 2 x 2 timbers, a middle shelf about 30 inches up and the top shelf about 24 inches higher. Such sections will hold 38 to 40 cases of 2-lb. corn or peas; 24 to 28 cases of tomatoes; 24 to 36 cases of soap, etc. When they are unloaded, one man can move any of them from place to place. They are stood in rows, end to end, and back to back, with a passageway between each row, so that every case on each shelf can be readily got at for handling.

This arrangement facilitates the keeping the floor clean, the rapid handling of stock with the minimum of re-handling; enables us to flush the floor at any time,

because water will run under each stack without touching any of the goods; and affords no secure lodging place for vermin.

Stock Damage Reduced to Minimum.

The entire basement floor pitches gently to a central drain, so that we can flush the entire floor, or any part of it at any time, and in case of any leakage or the bursting of a barrel, no damage would be done to other stock.

Certain things are not completed yet. Some sections of old drawers would still afford nesting places; but these will be treated with the wire netting as to make them absolutely vermin-proof. Aside from these spots, I cannot think of anything we might have done to insure freedom from this one greatest grocers' pest; and I may add that so far we have caught and killed one rat and have found no evidence of mice. We were puzzled to know where the rat came from, but we found out OK. There was one old pipe-hole in the old wall, where we found they had prepared well for a cosy winter. We stopped that hole thoroughly with cement, sealing in the entire family, if there was one; and have seen no rats since.

Economizing in Heat.

Before I leave the basement I must describe a few more points.

The boiler, as I believe I indicated two weeks ago, is set into a sharp, almost useless corner, besides the divisional wall—a spot useful only for such a purpose. The boiler is bricked up, according to fire insurance rules, but the large smoke flue—about 24 inches diameter—is not covered. Instead of covering the flue and thus keeping the chimney good and warm, we built a partition mostly of discarded sash from the old windows with one of the old doors for entrance, thus making a small very warm room. Above that room we cut a register opening into the store above which gives us the benefit of a lot of heat which otherwise would have been wasted.

Under the cellar stairway, usually a catch-all for rubbish, we have every electric and gas meter for the entire building, the store and each tenant having independent service. Below the meter shelf is the condenser of the ice-machinery. Hence, each corner, often, so useless, or worse, is turned to advantage.

*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.

In another corner is the little refrigerating machine, occupying a space 3 x 4 ft. The old refrigerator-box is located where we get light from the elevator runway, and is used for reserve storage. The oil and gasolene self-measuring pumps are located in a little pointed corner where they occupy the minimum of otherwise useless room. The automatic weighing machine is likewise located with the hoppers giving down from the floor of the order-room above.

There are ample windows in the basement, and in the store floor above are laid slabs of inch-thick glass where light can be had from the big windows of the store, so that the basement is about as light as many a deep first floor sales-room.

Altogether, I feel that we have done pretty well, and the best of it is, that the entire advantages enjoyed are the result of planning and foresight and not accomplished through the expenditure of a lot of money. For instance, our vinegar and syrup barrels stand under a floor light in one street entrance so that there is ample light so long as there is daylight without.

Arrangement of Show Windows.

I see that this description of modern store equipment is going to run into still another article; but again, I do not think you will mind the use of the space for the description. I shall have space merely to begin on the main floor.

Description of the salesroom must begin with the windows which are unique, so far as I know. There is a stretch of 46½ feet of continuous plate glass on the main front, covering one entire side of the building. The glass begins right at the ceiling and runs down to the floor, not to a window-shelf or sill, as is usually the case. This arrangement gives us the absolute maximum of light and display space. It is well to remember, however, that we have a flatly north front, so require no awnings and we are not troubled with direct sunshine as we should be with frontage facing in other directions. Even so, however, I believe this window arrangement would be good anywhere and I should use it in any other store.

The next part of the description begins at the ceiling of the salesroom. This is of metal. That is not unusual, because metal ceilings are common nowadays. The uncommon thing about this ceiling is that from the margin thereof begins again the ¼ in. mesh galvanized wire netting. This netting laps up under the edge of the metal and drops down 8 or 10 inches.

The floor of the salesroom is of tile laid in cement two inches or more thick, reinforced with expanded metal lathing. From that floor, or the margin, thereof,

risers the wire netting, lapped under the floor and rising on the wall 8 or 10 inches.

As each section of shelving was made, remodeled or fitted for its place on the walls, the back of it was completely covered with the wire netting aforesaid, so that it is absolutely vermin proof.

Now note: Metal ceiling; continual wire netting from the margin of the ceiling down to and under the floor; tile floor. Is there any chance for rats or mice here? The total cost of that wire netting, its cost and the applying thereof, did not exceed \$125, for that sales-room. True, the room is small. The walls so covered do not exceed a total length of 190 ft., and the height is 11 ft., so the width of the netting is about 12 ft. over all. But the cost is so small compared to the results to be expected from its use, that the cost may be said to be negligible.

As I have now covered some of the more unique features of my equipment, this seems to be a good place to stop for this week. I shall be delighted to have comments on the plants.

Annual Staff Gatherings

Toronto, Jan. 6.—A very successful gathering was held on Saturday evening, Dec. 27th, when the officers, managers and sales staff of Gunns' Limited, were the guests of the company at the annual dinner given at McConkey's. The chair was occupied by John A. Gunn, president of the company, and the guest of honor was B. Cope, in commemoration of his having completed a term of forty years' continuous service in the business.

After the dinner, which was thoroughly enjoyed by all, the president, in the course of his address, made fitting reference to the loyal and efficient service rendered by Mr. Cope during his long period of employment with the company, and as a substantial token of the company's appreciation, presented Mr. Cope with a silver tea service. Mr. Cope made a fitting reply, and in the course of his talk, recalled many interesting incidents in connection with the early history of the business.

A conference was then held, during which speeches were delivered by the other officers and heads of departments, and by many of the sales staff, interspersed with a musical programme, contributed by members of the company's own staff. Gunns' Limited have the happy faculty of inspiring a loyalty on the part of their employes not often found.



Following are items from The Grocer of January 13, 1893:

"The time to take inventory is of but minor importance, but it should be taken when practicable, at the dullest season of the year in the locality where your business is. My judgment is that for an annual inventory, Feb. 1 is a particularly good time. The rush of the holiday trade is over and the bulk of the winter stock has been sold, the spring purchases have not been made, and in the majority of stores the stock is at the lowest; besides, at this season the average prices on general commodities are at their lowest point."

Editorial Note.—This is an extract from an article appearing 20 years ago and is particularly applicable to day. The inventory should not be overlooked.

"Dealers in dressed hogs in Montreal have manifested considerable excitement during the past week on account of some large purchases in Ontario, and the news from Chicago, which gives evidence of a decided scarcity in hog meat. Buyers in Montreal have paid as high as \$8.20 in the West, or equivalent to \$8.25 to \$8.35 laid down in Montreal for ear load lots and the general expectation is for much higher prices."

Editorial Note.—Dressed hogs on the Montreal market to-day are quoted at from \$12.50 to \$12.75.

"The Toronto Retail Grocers' Association held its January meeting on Monday evening in its rooms on Richmond street. Messrs. Booth, Clark, Gibson, White, Mills, Western, McMillan, Saunders, Doyle, Bond, Butcher, Cleary, Johnston and Roberts were present."

Editorial Note.—At this meeting 20 years ago officers were installed for the year 1893. D. W. Clark was the president and in his inaugural address pointed out there much work to be done; he also suggested that members, as well as capable outsiders, contribute special papers on various trade subjects, and he proposed to call on certain members for such papers. A question box, he thought, ought to be opened. Mr. Clark is now vice-president of the association and has been nominated to again fill the president's chair. Election of officers will be held at meeting on Jan. 20.

Current News of the Week

Quebec.

Edouard Tessier, grocer, Montreal, has sold to Pierre Poudrette.

Bernard Pink, E. & T. Pink Co., Ltd., London, Eng., is again in Canada, and will remain here for some time.

John J. Gilmor, of John J. Gilmor & Co., manufacturers' agents, Winnipeg, was in Montreal during the week.

The Minister of Agriculture for Quebec has granted a charter for the formation of a Co-operative Society of Maple Sugar and Syrup Makers.

The premises of the O.K. Spice Mill Co., in the rear of St. Denis Street, Montreal, were badly damaged by fire recently, loss being estimated at \$19,000.

La Societé Spa is a new concern who have opened up office and a factory in Montreal. They are manufacturers of La Veritable Saucisson Coe, and a few other French food products.

The Canadian Fairbanks-Morse Co., Ltd., have concluded arrangements with the International Motor Co. of New York, whereby they become sole Canadian agents for the Mack motor trucks.

With regard to the report from Ottawa that owing to the low cost of United States eggs, Canadian produce men were becoming alarmed, one of the well-informed provision men of Montreal says there is no anxiety whatever. "In any event," he declared, "by the first of February the total stock at present available in Montreal will be exhausted and the United States will have to be drawn upon for further supplies, unless the weather here continues mild and there was anything of a fresh-laid stock. At the present time there are only 18,000 cases of eggs in the city. Each case contains 30 dozen and the average demand in Montreal alone is 6,000 cases a week. There is no alarm here, and I might say that supplies are being procured from the United States even at the present time."

Ontario.

M. W. Little, grocer, Toronto, has sold to White Bros.

R. McGregor, Ltd., grocers, Ottawa, sustained a small fire loss recently.

Wm. Buck, general merchant, Walsingham Centre, Ont., is succeeded by Christmas & Ross.

A merchant near Windsor, Ont., was fined \$100 and costs recently for selling liquor without a license. Several kegs of liquor confiscated by the police were destroyed.

A. W. Crysler and T. E. Morgan, general merchants, Delhi, Ont., sustained loss by fire recently.

The Grocer acknowledges with thanks a handsome little calendar from A. E. Kelly, grocer, corner Florence and Lyon Streets, Ottawa. "Clean and Always Reliable" is the motto of this store.

The McCormick Biscuit Manufacturing Co. will erect a new factory in the east end of London, Ont. Their present site has been selected as the location for the Federal Square, for which the electors voted, involving an expenditure of a quarter of a million dollars.

J. A. Henderson (John W. Bickle & Greening), Hamilton, Ont., was in Toronto on Tuesday calling on the wholesale trade with Sverre Bjelland, of Chr. Bjelland & Co., fish canners, Stavanger, Norway. Mr. Henderson is the general agent for Ontario for Chr. Bjelland & Co.

The grocers of East London, Ont., have decided to close their stores at seven o'clock on Monday, Tuesday and Wednesday evenings. Many of the merchants formerly kept open till ten o'clock, although a few like Thos. Shaw, A. J. Denny and Geo. Pettitt closed every night excepting Saturday at seven o'clock.

A "false pretence" case of interest has recently been concluded in Toronto. Fred Coward, a manufacturers' agent, Spadina Avenue, laid the complaint and defendant was a retailer who, having taken over a business some time ago, purchased goods afterwards in name of the man from whom he bought the business. He pleaded guilty and was ordered to pay into court \$39.93, and was bound over by a \$400 bond to insure his good behavior in future.

Hon. Archibald Campbell, founder and head of the Campbell Flour Mills Co., Ltd., West Toronto, with mills at Midland and Peterboro, Ont., died on January 5 in Wellesley Hospital, Toronto. Senator Campbell had been in ill-health for three weeks prior to undergoing an operation in this hospital on December 31. He was born in Ridgetown, Ont., on April 27, 1846. He was educated in the public and high schools of his native town and at an early age commenced the milling business in Chatham, Ont. He came to West Toronto in 1892, where he founded the concern now known as the Campbell Flour Mills Co., Ltd.

Western Canada.

J. M. Carter, of Moose Jaw, Sask., has erected a new store building on the corner of First Avenue and Hochelaga Street. In this he recently opened out a new stock of groceries, fruit and confectionery.

Orr, Brocklesby & McLain have just formed a firm of manufacturers' agents in Winnipeg, with offices at 507 Confederation Life Building. All the members of this firm are well-known to the grocery trade of the West.

The American Can Co. have selected a site for a new factory in Vancouver, B.C. The company will start almost immediately on the erection of the building. The total investment there will be about \$750,000. The proposed plant will employ several hundred persons. P. F. Kendell, vice-president of the company, was in Vancouver to look over the site.

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.

Editor Canadian Grocer.—Would you kindly advise me where I can buy Asepto Washing Powder?

Preston, Ont.

E. S. L.

Editorial Note.—The Asepto Manufacturing Co., St. John, N.B., are the manufacturers.

Canadian Grocer.—Can you give me addresses of manufacturers of potato flour? Would you also give me the address of manufacturers of Enterprize meat choppers?

Regina, Sask.

J. U.

Editorial Note.—Fred Coward, importer, 402 Spadina Ave., Toronto, puts up potato flour. The meat chopper referred to is made by the Enterprize Manufacturing Co., Philadelphia, Pa.

CATALOGUES AND BOOKLETS.

A catalogue from Willer & Riley, Boston, Lincolnshire, England, packers of peas in bottles, has come to hand. This shows by fine illustrations in colors how the firm pack peas in bottles, and is also a price list. Both round and square bottles are used, the former being in two different sizes. The catalogue shows also a facsimile of a bottle of beans and packages of sweet and boiling peas.

Practical Suggestions for the Clerk

The Clerk of To-day is the Merchant of Tomorrow

Herewith appear opinions and ideas from two salesmen in Canadian grocery stores. The Grocer wants to hear from every retail salesman on questions of selling goods, store arrangement, window display, treatment of customers, loyalty to the employer, etc. These are among the live problems that every salesman is brought in touch with. Your ideas on how to go about these things help all readers of the paper. Send them along for this page. All are invited to contribute.

In December last the Retail Grocers' Association of Vancouver, B.C., held for retail grocery clerks a window dressing competition for "Made in British Columbia" goods which brought out considerable response.

The grand prize was won by Harold M. Wood, Duke's grocery, corner Hastings street and Gore avenue. He had dressed a strong-selling, attractive provision window which not only captured the prize but sold considerable goods.

"The marks for the competition," writes Mr. Wood, "were given under three headings, namely selling qualities of the window, 50 per cent.; artistic effect 25 per cent., and novelty 25 per cent."

"When dressing the window we, of course, considered selling qualities first. The result was that we sold \$200 more provisions during December than any other month of the year. At the same time the boys picked up \$150 in prize money, which was very satisfactory to all of us."

Conclusive Proof of Window's Value.

"Earlier in the year we built up an apple trade from about 20 boxes per week to 100 boxes per week through window displays. I may say we have allowed the apple trade to drop down again to about the old level. This only goes to show the value of good attractive windows from the grocer's point of view."

Mr. Wood demonstrates conclusively that the window can be made a strong seller. It requires some attention but if the extra sales are good, the work of trimming the window will not have been done in vain. The experience of this western salesman can be emulated to good advantage by others.

Clearing Out Old Stock.

In the up-to-date grocery store one of the matters which continually receives attention, but perhaps more especially at this season of the year when there is a slight lull in business after the Christmas trade, is the moving out of old stock. This is the opinion of H. E. Phillips with F. Simpson & Sons, Yonge street, Toronto.

Mr. Phillips states that there are some lines which naturally move out without allowing old goods to accumulate—or if they do accumulate, they are readily distinguished from the new stock—and there are others which, being little affected by time are practically of as great value at the end of a season as at the beginning. But the goods with which greatest care must be taken are those which depreciate with age but not noticeably. Among these latter are included more particularly bottled goods, such as pickles, jams, fruits, and olives. These, so far as the outward appearance is concerned, remain unchanged with age except perhaps that the labels become browned and speckled. But upon being opened quite a marked change is noticed in the flavor of the contents.

Close Attention Required.

For this reason Mr. Phillips maintains that these goods need to be watched very carefully and particular pains must be taken to keep the old stock moving. It at once becomes essential to watch every bottle and to know approximately how long it has been in stock. Some system of moving out the old and moving in the new so that the two do not become mixed and thus indistinguishable must be adopted, and followed very carefully throughout the year.

While to many this may seem only a trifling matter, and a matter which few consider worth the trouble, yet to Mr. Phillips, it becomes an essential if a man wishes to cater to, and hold a high class trade.

The time to go Over the Stock.

Now that the holiday rush is over and that there is a slight lull in business, an excellent opportunity is given for taking inventory and finding exactly what goods are in stock and in what quantities. Mr. Phillips was busy at this work last week.

Stocks are naturally lower at this season than at any other, so that now is the time for action. If the dealer has never had a fiscal year he should begin one now. In going over the stock, the

salesmen should see that it is fresh and they should maintain freshness throughout the year.

Merchants who deliver most of the goods sold often do not take goods from shelves to fill orders, but have a shipping department and draw from that. In such cases goods on the shelf are liable to become stale. Now is a good time to change all goods on display. Those which are known to depreciate in value can be disposed of at reduced rates and in large quantities to institutions of one kind or another. "It is much better policy," claims Mr. Phillips, "to dispose of such goods at cost or even at a sacrifice than to allow your trade to be injured by stale goods going out."

PREVENTING FAKE ADS AND SALES.

The Washington State Retail Merchants' Association has prepared two measures which will be presented to the state legislature. One is designed to protect the legitimate retailer against false, fraudulent, misleading, objectionable or pernicious advertising and the other is a bill providing for the bonding of collection agencies, fixing the amount and time of bond and qualification and number of sureties thereon and prescribing for failure to comply with provisions.

A fine of not less than \$100 nor more than \$1,000 in addition to imprisonment of from one month to twelve months is provided for any person, firm or corporation who may produce, print or circulate false or misleading advertisements. Each day's continuance of this practice shall constitute a separate offense.

Damaged goods sales, fire sales, bankrupt and wreck sales and misrepresented by those terms, advertisements comparing prices with unreal or obsolete selling prices, containing exaggerated statements of quantity or quality, and all other statements calculated to deceive or mislead the purchaser, are classed under the heading provided for in the above.

The other bill provides filing of a bond with the secretary of state by all collection agencies. Said bond shall be in the sum of \$5,000. The bill is not designed to apply to duly authorized attorneys, national banks, or any bank or trust company incorporated under the laws of the state.

Sugar Takes 15 Cent Plunge Downward

Market Has Been Easy for Good Many Weeks and on Tuesday the Drop Came—Still in Fairly Weak Condition—Corn Syrup Market Easier—A Decline in Winnipeg—Bean Market Affected by Foreign Beans and Market is Weak.

QUEBEC MARKETS.

SUGAR.—As predicted all along in recent issues, the market has weakened considerably, with the result that prices are now lower by 15 cents per hundred. Generous deliveries from Cuba and good crop news the world over explain the drop right away, and those who reasoned with us on the basis of big crops are now the better off. Indeed the activity in grinding centres at present makes us look for a further downward move if one can take the week's fluctuations as any criterion.

Local firms are inclined to believe that another drop will take place stating that there must be a readjustment of prices, as the margin between refined to-day and raw is somewhat too wide.

Again, there is a chance of a tariff revision and this may curtail heavy buying, in fact put a damper on the market, as buyers will be inclined, and justifiably so, to adopt a hand-to-mouth policy, until something definite is slated.

At lower prices more business is doing locally.

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

MOLASSES.—Market is still firm in fact firmer and must remain so till about March, as new crop molasses will be delivered about a month late this year, owing to climatic conditions having been adverse to growing. Last year new goods were on the market about February, but the largest Barbados houses say it will be March before any large quantities will come along. In the meantime, trade is good, there being a noticeable demand from the bakers for cheaper grades.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 25
Antigua	0 20	0 20
Porto Rico	0 40	0 40
Corn syrup, bbls.	0 65	0 65

Corn syrup, half-barrels	0 03 1/2
Corn syrup, quarter-barrels	0 03 1/2
Corn syrup, 3 1/4-lb. pails	1 75
Corn syrup, 25-lb. pails	1 25
Cases, 2-lb. tins, 2 doz. per case	2 45
Cases, 5-lb. tins, 1 doz. per case	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60

DRIED FRUITS.—The general feeling in the market is steadiness, with an inclination towards firmness. Coast supplies of fancy apricots are reported as practically used up and the firm tone to this market is decidedly pronounced. Peaches on the other hand are dull and have been for some time. California prunes as far as large sizes are concerned are steady as this class is short, but other varieties are from steady to easy. Dates are a little easier as new supplies are en route, the price as a result being altered.

Evaporated apricots	0 14 1/2
Evaporated apples	0 07 1/2
Evaporated peaches	0 10
Evaporated pears	0 15
Currents, fine filitras, per lb., cleaned	0 05 1/2
Currents, 1-lb. pkgs. fine filitras, cleaned	0 05 1/2
Currents, Fatras, per lb.	0 09
Currents, Vostizias, per lb.	0 09 1/2
Dates, 1-lb. packages	0 07 1/2
Dates, Halloween, loose	0 05 1/2
Figs	0 11
Figs, 3 crown	0 08
Figs, 4 crown	0 09 1/2
Figs, 5 crown	0 11 1/2
Figs, 6 crown	0 12 1/2
Figs, 7 crown	0 13 1/2
Figs, 8 crown	0 14 1/2
Comadre figs, about 33-lb. mats	1 30
Glove boxes, 16-oz., per box	0 10 1/2
Glove boxes, 10-oz., per box	0 07 1/2

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

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

COFFEE.—The demand is still good, though there is no sign of any drop in prices, in spite of certain rumors that Valorisation coffee would be liquidated. There is no such an event (as far as roasters and consumers are concerned) under way, as the Brazilian government have made up their minds long ago to continue their policy of "What we have we'll hold." Nothing but a bumper crop can break prices.

Mocha	0 25	0 25
Illo	0 21 1/2	0 22 1/2
Mexican	0 25	0 25
Santos	0 25	0 24
Marsabito	0 25	0 26 1/2

NUTS.—Locally trade has slackened some. Advances from France go to show that the stock of shelled walnuts there is short and a demand from Europe, to say nothing of other centres, is pretty

strong. The market is firm and shows an upward tendency. Shelled almonds are steady and there is a change in price of the 3-cr. variety.

In shell		
Brazil	0 14	0 15
Filberts, Sicily, per lb.	0 12 1/2	0 14
Filberts, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 17	0 18
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled		
Almonds, 4 crown, selected, per lb.	0 32	0 33
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 09 1/2	0 09 1/2
Coon, roasted	0 09 1/2	0 09
Diamond G., roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12	0 13
Virginia No. 1	0 12	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 15	0 16
Walnuts		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

RICE.—There is a possibility of firmer markets for rice in near future. Local importers and dealers report a general upward movement in primary markets. Demand, though not so heavy as formerly, is well maintained.

Rangoons		
Rice, grade B, bags 250 lbs.	3 75	
Rice, grade B, bags 100 lbs.	3 75	
Rice, grade B, bags 50 lbs.	3 75	
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 75	
Rice, grade C.C., pockets 25 lbs.	3 75	
Rice, grade C.C., bags 250 lbs.	3 75	
Rice, grade C.C., bags 100 lbs.	3 75	
Rice, grade C.C., bags 50 lbs.	3 75	
Rice, grade C.C., pockets 25 lbs.	3 75	
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 75	
Patna, polished	4 45	4 00
Pearl	5 00	4 10
Imperial Glace	5 40	5 00
Sparkle	5 75	5 00
Crystal	5 50	5 00
Snow	5 50	5 00
Ice Dips	5 75	5 00
Carolina Rice	1 00	0 90
Brown Sago, lb.	0 08	0 07
Tapioca, medium pearl, lb.	0 07	0 06
Seed, lb.	0 07	0 06

ONTARIO MARKETS.

POINTERS—

Sugar.—Dropped 15c.
Prunes.—Firmer.
Dates.—Declined 1c.
Corn Syrup.—Easier.
Beans.—Weak.

Toronto, Jan. 8.—A much brisker tone is noted in trade this week. Holiday season seems fairly well over and now dealers are getting into the swing of business once more. Wholesale grocers have been very busy of late through re-arranging price lists, and making all preparations for the new year's business together with filling such orders as are already coming in. So far as is possible to judge just from the way the year has started off, everything points towards an increase in business during 1913. General satisfaction and optimism prevails.

SUGAR.—Sugar has this week dropped 15c locally. In New York it is down

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25c, in Montreal 15c., and in Winnipeg 5c. In spite of the optimistic views expressed last week sugar seems to be declining and dealers are looking for an easier market this spring. Much seems to depend on the American market as well as on statistical conditions and this points towards further reductions.

Extra granulated, bags	4 70
Extra granulated, 20-lb. bags	4 80
Extra granulated, 5-lb. cartons	5 00
Extra granulated, 2-lb. cartons	5 00
Imperial granulated	4 85
Boomer granulated	4 85
Yellow, bags	4 30
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 10
Extra ground, 50-lb. boxes	5 30
Extra ground, 25-lb. boxes	5 50
Powdered, bbls.	4 90
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 10
Red Seal, 5-lb. box	0 37
Crystal diamonds	0 75
Paris lumps, in 100-lb. boxes	5 45
Paris lumps, in 50-lb. boxes	5 35
Paris lumps, in 25-lb. boxes	5 85

SYRUP AND MOLASSES.—With the decline in the sugar market it is expected that prices on syrups will range a little easier. At present there is no change in price on higher grades. Corn syrups are rather weaker this week. Amount of business transpiring is small.

Syrups—	
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 85
20 lb. tins, 1/4 doz. in case	2 60
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 03 1/2
Pails, 30 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 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
1/2 gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	0 28 0 30
West Indies, half barrels	0 30 0 32
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 48 0 50

DRIED FRUITS.—With new price lists coming out the prices in several of the dried fruits have been changed by some dealers, while by others they are left as formerly quoted. Dates have been rather easier during past week and on primary markets have declined—hal-lowee' 1/4c and fards 1/2 to 1c per lb. Supplies in the local market are rather light. Prunes have taken on a much firmer tone though no price change has been made. Figs at present are very scarce. Heavy stocks have been well cleaned up and through the war crops have not been attended to, thus supplies are not coming forward as fast as desired. Peaches have also advanced 1/4c, and by some dealers apricots have advanced 1c, California seeded raisins 1/2c and California muscatels 1/4c per lb.

Prunes—	
30 to 40, in 25-lb. boxes	0 13 1/2 0 13 1/4
40 to 50, in 25-lb. boxes	0 11 1/2 0 11 1/4
50 to 60, in 25-lb. boxes	0 10 1/2 0 10 1/4
60 to 70, in 25-lb. boxes	0 09 0 08 1/2
70 to 80, in 25-lb. boxes	0 10 1/4 0 10 1/2
80 to 90, in 25-lb. boxes	0 07 0 07 1/2
90 to 100, in 25-lb. boxes	0 07 1/2 0 07 1/4
Same fruit in 50-lb. boxes, 1/4 cent less.	
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 12 1/2
Candied Peels—	
Lemon	0 11 0 12 1/2
Orange	0 12 0 13
Citron	0 15 0 16
Tapnets	0 04 1/2 0 04 1/2
Bag figs	0 08 0 07
Fancy box figs, according to size	0 10 0 15
Evaporated apples	0 07 0 07 1/2
Currants—	
Fine Filiatras, per lb.	0 07
Choicest Amalas, per lb.	0 07 1/2
Patras, per lb.	0 07 1/2
Choice Vostizas	0 10
Shade dried Vostizas	0 10 1/2 0 11
Cleaned, 1/4 cent more.	
Raisins—	
Sultana, choice	0 10 0 12
Sultana, fancy	0 12 0 14
Valencia, selected, new	0 09 0 09 1/2
Valencia, old stock	0 07 1/2 0 08
Seeded, 1 lb. packets, fancy	0 07 1/2 0 07 1/2
Seeded, 1 lb. packets, choice	0 06 1/2 0 07
Dates—	
Hallowee', full boxes	0 05 1/2
Hallowee', half boxes	0 05 1/2
Fards, choicest, 12-lb. boxes	0 08 1/2 0 09 1/2
Fards, choicest, 60-lb. boxes	0 07 0 07 1/2
Package dates, per pkg.	0 06 1/2 0 07 1/2

TEA.—Very little change is noted in the tea situation this week and prices are being well maintained. High grade teas are scarce and those who wish them will certainly have to pay the price. Low grades are coming forward in large quantities but in these the quality is poor creating little demand. If the poorer grades continue to flood the market prices on finer teas are likely to advance even higher.

COFFEE.—High grade coffees are now coming in more freely and the new crop shows good quality. Mexican primes are somewhat better as to style and cup quality than last season, and from 1/2 to 3/4c higher for importation. The Santos market is about steady with slightly easier tone owing to anticipated sale of Valorization coffee this month in New York which amounts to 900,000 bags.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 21
Santos, roasted	0 24	0 25
Maracaibo, roasted	0 25	0 26
Ragotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 27
Guatemala	0 28	0 28
Jamaica	0 24	0 25
Chlorcy	0 18	0 13

SPICES.—Another week brings practically no change in the spice market. Wholesale houses are busy getting everything ready for a big year's business. Prices remain unchanged.

		5 and 10 lb.	1/4 lb	1/2 lb
		Tins.	pkgs.	tins doz.
Allspice	14-17	60-0 70	70-0 80	
Cassia	22-27	72-0 80	80-0 90	
Cayenne pepper	23-33	72-0 80	80-1 15	
Cloves	25-29	90-0 95	95-1 10	
Cream tartar	25-28	90-0 90		
Curry powder	25-28			
Ginger	22-27	65-0 85	75-0 85	
Mace	65-80		0 2 75	
Nutmegs	25-30	90-0 90	1 00-2 00	
Peppers, black	20-23	67-0 75	80-0 90	
Peppers, white	28-30	90-1 05	1 05-1 15	
Pantry spice	20-27	65-0 85	75-1 10	
Picking spice	14-18	75-0 80	75-0 80	
Turmeric	16-18			
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.				
Mustard seed, per lb., in bulk		0 10	0 12	
Celery seed, per lb., in bulk			0 35	
Shredded coconut, in pails		0 16 1/2	0 17 1/2	

RICE AND TAPIOCA.—Tapioca is somewhat easier on the primary market this week. The change is only slight, however, and is not likely to affect conditions here. Rice, if anything is a little firmer, but both are practically marking time just now.

Standard B., from mills, 500 lbs. or over.	
L.o.b. Montreal	3 75
Rice, standard B., L.o.b., Toronto	3 35
Per lb.	
Rangoon	0 05 1/2 0 06
Fancy rangoon	0 05 1/2 0 05 1/2
Patna	0 05 1/2 0 06
Java	0 05 1/2 0 07
Carolina	0 05 1/2 0 06
Sago, medium brown	0 05 1/2 0 06
Tapiocs—	
Bullet, double goat	0 05 1/2 0 06 1/2
Medium, pearl	0 05 1/2 0 07
Flake	0 05 1/2 0 06
Seed	0 05 1/2 0 07

NUTS.—Shelled nuts have all taken on a firmer tone during past week and on primary market are slightly higher. Those in the shell continue unchanged. Brazils are rather easier and very scarce. But now that holiday trade is over there is very little demand for nuts of any kind.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16 1/2
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 25	0 26
Chestnuts, Italian, large, lb.	0 15 1/2	0 15 1/2
Chestnuts, Canadian, peck	0 12	0 12 1/2
Filberts	0 12	0 12 1/2
Hickory nuts, per lb.	0 07	0 07
Pecans	0 18	0 20
Brazils	0 14	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08 1/2	0 09 1/2
Peanuts, green, jumbo	0 10	0 10

BEANS.—Little change has taken place in beans. Canadian beans, for some time none too strong are again a little easier while foreign continue pretty firm and in fairly good demand. There are a great many poor quality Canadians on the market which of necessity are giving place to the imported which are not only of finer quality but are hand picked. Prime beans, per bush., new 2 00

CANNED GOODS.

VEGETABLES.		Group A.
		Per doz.
2's, Asparagus Tips		2 27 1/2
2's, Asparagus Butts		1 65 1/2
Beans—		
2's, golden wax		1 00
3's, golden wax		1 40
Gal., golden wax		4 05
2's, Refugee, green		1 60
3's, Refugee, green		1 40
Gal., Refugee, green		4 30
2's, Beets, sliced		0 97 1/2
2's, Beets, whole		0 97 1/2
3's, Beets, sliced		1 32 1/2
3's, Beets, whole		1 37 1/2
3's, Cabbage		1 00
2's, Carrots		1 00
3's, Carrots		1 30
2's, Cauliflower		1 67 1/2
3's, Cauliflower		2 10
2's, Parsnips		1 15
3's, Parsnips		1 30
Gal., Turnips		1 15
Peas—		
2's, extra fine sifted, size 1		1 75
2's, sweet wrinkles, size 3		1 35
Early June, size 3		1 30
Standard, size 4		1 25
Gal., standard, No. 4		5 00
2's, Spinach		1 30
3's, Spinach		1 60
Gal., Spinach		5 25 1/2
Gal., Tomatoes		4 00
2's, Corn		0 97 1/2
3's, Squash		1 15
Gal., Squash		1 25
2's, Succotash		1 15
3's, Pumpkin		0 85
Gal., Pumpkin		2 85

FRUITS.

		Group A.
		Per doz.
3's, Apples, standard		1 00
3's, Apples, preserved		1 00
Gal. Apples, standard		2 85
Gal. Apples, preserved		4 05
2's, Huckleberries, std.		1 50
2's, Huckleberries, preserved		1 50
Gal. Huckleberries, std.		5 30
2's, Grapes, white, preserved		1 25
Gal. Grapes, white, standard		3 05
2's, Lawtonberries, heavy syrup		2 05 1/2
2's, Lawtonberries, preserved		2 25 1/2
2's, Peaches, white, heavy syrup		1 50

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2 1/2 Peaches, white, heavy syrup	2 00
3/4 Peaches, white, heavy syrup	2 25
1 1/2 Peaches, yellow, flax, heavy syrup	1 27 1/2
2 Peaches, yellow, heavy syrup	1 50
2 1/2 Peaches, yellow, heavy syrup	2 00
3 Peaches, yellow, whole, heavy syrup	2 25
3 Peaches, yellow, whole, heavy syrup	1 77 1/2
3 Peaches, pie, not peeled	1 27 1/2
3 Peaches, peeled	1 47 1/2
Gal. Peaches, pie, not peeled	3 52 1/2
Gal. Peaches, pie, peeled	4 37 1/2
3 Peas, Bart., heavy syrup	1 77 1/2
3 Peas, Bart., heavy syrup	2 12 1/2
3 Peas, Flemish Beauty, heavy syrup	2 37 1/2
2 1/2 Peas, Flemish Beauty, heavy syrup	1 77 1/2
3 Peas, Flemish Beauty, heavy syrup	2 37 1/2
3 Peas, Kelfers, heavy syrup	1 67 1/2
3 1/2 Peas, Kelfers, heavy syrup	2 02 1/2
3 Peas, Kelfers, heavy syrup	2 27 1/2
3 Peas, light syrup	1 22 1/2
3 Peas, light syrup	1 67 1/2
3 Peas, pie, not peeled	1 27 1/2
3 Peas, pie, peeled	1 47 1/2
Gal. Peas, pie, not peeled	3 62 1/2
Gal. Peas, pie, standard	4 00
3 Plums, Green Gage, light syrup	1 30
3 Plums, Green Gage, heavy syrup	1 30
3 Plums, Green Gage, heavy syrup	1 90
3 Plums, Lombard, light syrup	0 90
3 Plums, Lombard, light syrup	1 30
3 Plums, Lombard, heavy syrup	1 05
3 Plums, Lombard, heavy syrup	1 45
Gal. Plums, Lombard, standard	3 55
3 Plums, Egg, heavy syrup	1 45
2 1/2 Plums, Egg, heavy syrup	1 70
3 Plums, Egg, heavy syrup	2 20
3 Plums, Damson, heavy syrup	1 45
Gal. Peas, pie, peeled	4 27 1/2
3 Plums, Damson, light syrup	0 90
3 Plums, Damson, light syrup	1 30
3 Plums, Damson, heavy syrup	1 05
Gal. Plums, Damson, standard	3 55

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

Fruits.

3 Black pitted cherries, heavy syrup	1 97 1/2
3 Black not pitted cherries, heavy syrup	1 55
3 Red pitted cherries, heavy syrup	1 97 1/2
3 Red not pitted cherries, heavy syrup	1 55
Gal. Red pitted cherries	3 85
Gal. Red not pitted cherries	3 45
3 White pitted cherries, heavy syrup	1 97 1/2
3 White not pitted cherries, heavy syrup	1 55
3 Black currants, heavy syrup	2 00
3 Black currants, preserved	2 30
Gal. Black currants, standard	6 30
Gal. Black currants, solid pack	6 30
3 Red currants, heavy syrup	2 30
3 Red currants, preserved	2 30
Gal. Red currants, standard	6 30
Gal. Red currants, solid pack	6 30
3 Gooseberries, heavy syrup	2 00
3 Gooseberries, preserved	2 30
Gal. Gooseberries, standard	7 02 1/2
Gal. Gooseberries, solid pack	6 50
3 Pineapples, sliced, heavy syrup	2 05
3 Pineapples, sliced, heavy syrup	2 05
3 Pineapples, whole, heavy syrup	2 27 1/2
3 Pineapples, whole, heavy syrup	2 27 1/2
3 Pineapples, sliced, Hygeian Brand	2 27 1/2
3 Rhubarb, preserved	2 30
3 Rhubarb, preserved	3 52 1/2
Gal. Rhubarb, standard	3 52 1/2

Raspberries—

2 black, heavy syrup	2 02 1/2
2 black, preserved	2 40
2 red, heavy syrup	2 15
2 red, preserved	2 40
3 Strawberries, heavy syrup	2 15
3 Strawberries, preserved	2 30
Gal. Strawberries, standard	7 52 1/2
Gal. Strawberries, solid pack	9 77 1/2

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

SALMON PRICES.

1 lb. talls	2 87 1/2
1 lb. flats	2 82 1/2
1/2 lb. flats	1 70

(If case lots 2/4c doz. less.)

Red spring, 1 lb. talls	2 50
Red, 1/2 lb. flats	1 50
Chico, 1 lb. talls	4 30
Humpback, 1/2 lb. flats	0 90
Humpback, 1 lb. talls	1 25

WINNIPEG MARKET.

POINTERS—
Syrup—Reduced 10c.
Hand-picked Beans—Scarce.
Sugar—Down 5c.
Peanuts—1/2 cent off.

Winnipeg, Jan. 9.—Year is beginning well in wholesale grocery trade, although travelers are not all on the road, wired orders coming in have kept warehouse staffs quite busy and there is just as much doing now as there was before the commencement of the holiday season.

Collections are reported as fair though hardly up to expectations; the amount of cash trade is however satisfactory.

Outside of a reduction in syrups there is little to note in the matter of price changes in staple lines. Prunes are 1/2

cent per lb. cheaper. Peanuts are a little easier and Brazil nuts are practically unobtainable as are hand picked beans.

SUGAR.—Prices declined on Tuesday 5 cents per hundred pounds due to the large crops of raws. Demand is excellent, supplies adequate with market on the weak side.

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

SYRUPS. — Corn syrup has declined 10 cents per case and may yet go lower as all corn products are weak due to cheap corn, the U.S. crop being heaviest in many years.

Corn Syrup—

2 lb. tins, per case	3 13
5 lb. tins, per case	2 53
10 lb. tins, per case	2 41
20 lb. tins, per case	2 51
Barrels, per 100 lbs.	3 70
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	6 20
Maple syrup, 1/2 gals.	5 85

DRIED FRUITS.—Prunes are quoted 1/2 cent lower by most of the local houses but coast reports indicate a situation of some strength and further declines are not probable. California sultanas are cheap, Smyrnas' dear.

Prunes—

90-100s, 25s, s.p.	0 05 1/2
90-100s, 10s, s.p.	0 05 1/2
90-95s, 25s, s.p.	0 05 1/2
80-95s, 10s, s.p.	0 07 1/2
70-80s, 25s, s.p.	0 07 1/2
70-80s, 10s, s.p.	0 07 1/2
60-70s, 25s, s.p.	0 07 1/2
50-60s, 25s, s.p.	0 07 1/2
40-50s, 25s, s.p.	0 09 1/2

Cooking Flax—

Choice	0 85 1/2
Half boxes	0 85 1/2
Half boxes	0 85 1/2
Half boxes	0 85 1/2

Valencia Raisins—

Fine, f.o.s., 25s, s.p., per box	2 75
Fine, selected, 25s, s.p., per box	2 70
4-crown layers, 25s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 35
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 25s, s.p., per box	2 30

Sultanas—

California	0 09 1/2 0 05 1/2
Smyrnas	0 15 0 15

Currants—

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

COFFEES AND TEAS.—There is no new feature is the local tea and coffee trade. There is a somewhat improved demand for coffee which would no doubt be brisker with colder weather.

Coffee—

Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 23
Chicoory	0 12 1/2

Tea—

China blacks, choice	0 25 0 40
India and Ceylon, choice	0 25 0 40
Japans, May picking	0 25 0 50
Japans, choice	0 25 0 45

BEANS. — Beans and peas are firm since last reductions. There are practically no hand-picked beans obtainable here. Winter trade quite up to average.

Beans, hand-picked, per bushel	2 35
Beans, 3 lb. pickers, per bushel	2 35
Split peas, sack, 90 lbs.	4 25
Whole peas	2 30

NUTS.—Stocks of Brazil nuts are reported as exhausted. Peanuts are cheaper by 1/2 cent, and shelled walnuts 1 cent up. Trade has been heavy.

Brazil	0 13 0 14
Tarragona almonds	0 16 1/2 0 16 1/2
Peanuts, roasted, Jumbos	0 12
Peanuts, choice	0 09 1/2 0 09 1/2
Peas	0 17
Marlot walnuts	0 13 1/2 0 13 1/2
Grenoble walnuts	0 16

Sicily almonds	0 11 1/2
Shelled almonds	0 25
Shelled walnuts	0 30
Chestnuts	0 20

NEW BRUNSWICK MARKETS.

St. John, Jan. 9.—Usual lull which follows rush of holidays is now being experienced by local dealers. Travelers are however, resuming their labors and orders are beginning to come in again. Money is none too easy at the present writing. While business has been dull during the last week or more, it is not more so than the markets have been, for there has been hardly a movement in this connection. It is believed by dealers who keep thoroughly in touch with sugar situation, here, that the prospects for cheaper sugar during the year are bright and that there is every reason to expect lower prices or at least nothing higher in quotations. Recent advices from leading houses are to the effect that crop, speaking generally, was very large.

One of the oldest dealers here says he looks for much easier year in provision market during 1913. The flour market is like the rest, slower than usual, but indications are there may be strengthening during the next fortnight or so. Stocks of molasses in St. John are light.

Bacon	2 80 2 85
Beans, hand picked, bushel	2 80 2 85
Beans, Austrian, bushel	2 05 2 75
Beans, yellow eye, bushel	3 10 3 15
Butter, dairy, per lb.	0 32 0 35
Butter, creamery, per lb.	0 28 0 30
Buckwheat, W., grey, bag	2 25 3 00
Chocoo, new, lb.	0 15 1/2 0 15 1/2
Currants, 1's, lb.	0 07 1/2 0 08
Canned Goods—	
Beans, baked	1 30 1 35
Beans, string	1 02 1/2
Corn, doz.	1 10
Peas, No. 4	1 40
Peas, No. 3	1 42 1/2
Peas, No. 2	1 45
Peas, No. 1	1 80
Peaches, 2's, doz.	1 55 1 60
Peaches, 3's, doz.	2 35 2 40
Raspberries, doz.	2 20
Strawberries	2 20
Tomatoes	1 05
Commeal, gran.	4 85
Commeal, bags	1 05 1 10
Commeal, bbls.	3 25
Eggs, henery	0 45 0 50
Eggs, case	0 35 0 40
Flour, Manitoba	6 25 6 35
Flour, Ontario	5 65 5 70
Lard, compound, lb.	0 19 1/2 0 21
Lard, pure, lb.	0 15 1/2 0 15 1/2
Lemons, Messina, per box	3 25 4 00
Molasses, Barbados, fancy	0 35 0 40
Oatmeal, rolled	5 80
Oatmeal, std.	5 65
Pork, domestic mess	25 75 26 00
Pork, American clear	25 00 26 00
Potatoes, barrel, new	1 80 2 25
Raisins, California, seeded	0 07 1/2 0 08 1/2
Rice, per lb.	4 25 4 80
Salmon, Case—	
Red Spring	9 25 9 80
Chocoo	5 50 5 75
Sugar—	
Standard granulated	4 80 5 00
Austrian granulated	4 80 4 90
Bright yellow	4 70 4 80
No. 1 yellow	4 40 4 50
Paris lumps	4 00 4 25

RAPID CHANGE FROM WHEAT TO FLOUR.

The first train load of No. 1 Northern wheat over the Transcontinental Railway via Cochrane reached Port Colborne, Ont., on January 1 at midnight. There it was unloaded, milled and reloaded in less than twenty-four hours, a record time. The product left January 2 for St. John, from which port it will be carried by boat to South Africa.

How Edmonton Co-operative Store Will Work

Has Been Organized With —\$100,000 Capital—Products of the Farm Will be Sold at Farmers' Prices — Farmer Will Get Goods in Return to Value of What His Goods Can be Resold at—Trade Unions to be Interested.

Edmonton, Alta., Jan. 9—(Special).—The Pioneer Trading Company, incorporated recently under the laws of the Province of Alberta with a stated capitalization of \$100,000 in 5,000 shares, each of a par value of \$20, has opened a co-operative store here, with the intention of establishing branches throughout the city and small factories and wholesale depots in various parts of central Alberta.

J. A. MacDougall, the manager, announces that all products of the farm will be sold at farmers' prices, based on a fair profit for labor and capital invested also that it is planned to use the branches to collect farm products for quick dispatch to the central distributing point in Edmonton, where the shareholders and others can obtain staple commodities at reasonable prices. The list of stockholders contains the names of prominent farmers in the Edmonton district.

To Let in Trade Unions.

"The co-operative scheme is not to be confined solely to the farmers," Mr. MacDougall added. "Steps will be taken in the near future to secure the co-operation of the trade unions of Edmonton by enlisting their members as shareholders and giving them the benefit of the profits derived from the business as well as the benefit of direct dealing with the farmers.

"Thirty-three per cent. of the profit will be set aside to enlarge the business, the rest being paid as dividends to shareholders. We expect to guarantee a dividend of 8 p.c. annually, but that is only a small item. Where the shareholders will derive the greatest benefit is in the opportunity afforded them to sell their products and purchase their commodities at prices that do not have to bear a large profit to the middle man.

"At first it was thought advisable to make the guaranteed dividend larger but the directors finally decided it would be more in the spirit of co-operation if, instead of declaring a large dividend, the margin of profit to the company on the business were cut down.

Where Profit Comes From.

"Following out this policy the company will purchase butter, eggs and other commodities from the farmers and give in trade, the same price that is paid

for them by customers at the store. In such cases the company gets its margin of profit in the turnover on the goods sold to the farmer in trade for his products. Incidentally, the wide margin that so often is found between the price the farmer gets for what he raises and the price paid for it by the consumer, is entirely eliminated."

• • •

Editorial Note.—It would appear that the system referred to in last paragraph—giving the farmer goods to value of what the city people have to pay for produce he brings in—is not any too sound. The company relies on its profit from the turnover on the goods sold but gets nothing for time, work or money spent on getting in country produce, storing or selling it. It does not even pay its share of overhead expenses. Any retail firm in any event is entitled to a margin on goods sold.

BUSINESS ON CASH BASIS.

London Dealer Does \$10,000 Worth of Trade First Year in Small Store.

London, Ont., Jan. 9—(Special).—An illustration of what can be done in the way of a strictly cash grocery business is given by C. M. Newans, of South London. Mr. Newans built a small brick store about 15 x 30, one story with basement, and put in a stock of staple groceries, less than one thousand dollars worth. His store is situated about two blocks away from two other grocery stores that cater to the same neighborhood and have up-to-date methods, such as calling for orders, prompt delivery, etc.

In the face of this Mr. Newans did ten thousand dollars worth of business the past year.

When a person considers that this is Mr. Newans' first year in business and he has no delivery outside of what he carries on his arm it is remarkable. His daughter, about 16 years old, is all the help he has in the store, so one can see his expenses are a mere trifle. Mr. Newans states he learnt a lesson many years ago, when he ran a large grocery store on the main street on the credit system. In the interval he has been a market gardener.

CALIFORNIA'S BIG YEAR.

The fruit season just passed in California, is remarkable as the heaviest in shipment of deciduous fruits that that state has ever experienced. Exclusive of apples, there were shipped in 1909, 13,117 carloads of twelve tons each, which was the greatest shipment known up to that time. In 1911, 12,544 carloads of thirteen tons each were shipped, and in 1912 there were 13,341 thirteen-ton cars shipped in all. The season was opened by the shipment of the first carload of cherries on the 8th of May. Looking over the records of last year it is noted that the first shipment of that season was made from the same shipping point on May 10. There was practically no difference in the earliness of the two seasons. That of 1911 was later by two weeks than the average, and it is unfortunate that the season just past should have been practically a duplicate of it. It cannot be said, however, that as much financial loss resulted to the State last year, owing to the lateness, as was the case in 1911.

TRADE NOTES.

Wm. Painter, a Hamilton, Ont., grocer, died recently.

Geo. S. Bartlett, proprietor of the King Edward grocery, Chatham, Ont., had the distinction of running second in the Chatham aldermanic race, polling 1,160 votes. This showing is all the more creditable as this is the first time Mr. Bartlett has aspired to office.

William Griffith, J.P., a former wholesale grocer in Toronto, passed away on Tuesday. He was one of Toronto's oldest business men and head of the one-time wholesale grocery firm of W. & R. Griffith whose place of business was at the corner of Front and Church Streets. He retired more than twenty years ago when he was appointed on the staff of H. M. Customs. He was eighty-five years old.

Despite the hard work of the season, the employees of the W. H. Stone Co., Winnipeg, were full of the Christmas spirit, making several presentations after the doors finally closed on Christmas eve. To A. E. White, manager of the up-town store, the staff presented a beautiful leather chair. W. McCrea, for fourteen years a member of the staff, was also remembered, a fine case of pipes being given him. W. Percy White, manager of the St. John branch, was surprised by his staff, a silk umbrella, suitably engraved, being placed in his hands. All the recipients expressed their pleasure at the good will behind the gifts.



Damage Reported to Californian Fruits

While Reports Claim Frost Has Caused Great Havoc, it Will Not be as Large as Indicated—Lemons Firming in United States—Celery Cutting in California Interfered With by Frost—Strawberries Coming More Freely.

Recent despatches from California bring varied reports with regard to the amount of damage done to the orange and lemon crops by frost. That a great amount of damage has been done there seems little doubt and all reports go to confirm this. But as yet no definite estimate can be had regarding the exact damage. It will take two or three weeks' time anyway before such information can be obtained.

Demand for lemons keeps good for season. In the United States lemons are very firm and are about due for an advance. In all probability this will affect prices here and cause them to go up also.

Florida oranges still continue a bit scarce. Some of the packing houses have already opened but a number will not commence business again till after Jan. 15. More navels are coming on now. Business keeps brisk for season and considerably better than at same time in other years.

The cold snap has also interfered somewhat with celery cutting in California. Shipments are again beginning to come in, however, and through brisk demand are being rapidly disposed of and at very fair prices.

MONTREAL.

GREEN FRUITS.—Trade has become duller but yet some fairly large orders have been booked. Still the heavy purchases made by consumers recently must cause a lull. Oranges are going well as are grape fruit and lemons. Cranberries are still firm but they will soon be neglected when an easing off will take place.

Apples, fall, No. 1	3 00	5 00
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cranberries	7 50	8 00
Grape fruit, Florida, case	3 50	4 00
Lemons	3 50	4 00
Oranges, late Valencia	4 50	5 00
Pineapples, Cuban, cases of 24	4 50	5 00
Grapes	2 25	2 75

VEGETABLES.—Detail demand is only fair. Celery is keeping up while potatoes are also firmer. Cabbage is stronger while Canadian beet is also selling a little more freely. Canadian onions are not over plentiful.

Spanish onions, large case	2 50
Canadian red onions, per lb.	0 01%
Wax beans, in hampers	4 00
Carrots, bags	0 75
Cabbage, dozen	1 20
Cauliflower, doz.	0 60
Cucumbers, basket	0 30
Peppers, green, basket	3 75
Radishes, dozen	0 25
Sweet potatoes, per basket	2 00
New potatoes, bag	1 00
Spinach, box	1 00
Parasips, bag	3 00
Tomatoes, hothouse, lb.	0 25
Turnips, per bag	1 25

TORONTO.

GREEN FRUITS.—An advance shipment of Sicily bitters arrived here Tuesday. Quality is said to be excellent. Oranges are fully colored and come in sizes 200, 160, and 300. Brokers and dealers seem well satisfied with first samples of crop.

Strawberries now seem a staple line on this market. Shipments come from Florida and being packed in ice lined boxes arrive here in splendid condition. By the box prices range from 40 to 60 cents, while some have been sold in crate lots at 30c.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	3 00
Greenings, fancy, per box	1 25	
Greenings, No. 1, per bbl.	2 25	
Greenings, No. 2, per bbl.	3 00	
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	1 75	2 25
Bananas, per bunch	1 75	2 25
Cranberries, per bbl.	11 00	12 00
Cranberries, crate	3 25	3 75
Grapes, Almeria, per lb.	6 50	7 50
Hothouse grapes, per lb.	0 75	
Grapefruit, per case	3 50	
Kumquats, per quart	0 25	
Lemons, Messina	2 75	3 00
Oranges, Florida, case	2 75	3 25
Navels, per case	2 00	3 25
Mexican oranges, per box	2 25	
Pineapples, per case	4 00	4 50
Persimmons, per case	2 50	
Pomegranates, per doz.	0 90	
Strawberries, per small box	0 40	0 60
Tangerines, per strap	4 00	5 00

VEGETABLES.—With the reawakening of business after the holiday many more potatoes have been offering than

before. Stocks are good but owing to light demand there has been an easing off in prices. Prices range considerably lower than a week ago.

Large supplies, both of Canadian and Valencia onions have been received lately and though moving fairly freely are passing out just a little too slowly to suit local dealers. Canadian yellow danvers are in greatest demand. Quality in them continues up to high standard noted in all last years crop.

A large shipment of sweet potatoes has recently been received and is said to be of fine quality and average size. Prices quoted are \$1.50 per hamper.

Beets, per bag	0 65	0 75
Carrots, per bag	0 65	
Cabbage, per dozen	0 35	0 40
Celery, per dozen	0 35	0 40
Celery, California, per crate	5 50	6 00
Cucumbers, Boston, hot house, doz.	2 00	
Lettuce, doz. bunches	0 25	0 30
Lettuce, Boston heads, hamper	3 25	
Mushrooms, per lb.	0 65	0 75
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 85	1 00
Potatoes, Ontario, per bag	0 90	1 00
Potatoes, New Brunswick	1 00	1 10
Parasips, per bag	0 75	
Turnips, per bag	0 35	0 40
Tomatoes, hothouse, per lb.	0 30	
Sweet potatoes, hamper	1 50	
Cauliflower, per case	4 25	

WINNIPEG.

FRUITS AND VEGETABLES.—Green fruits are a little quiet, Ontario apples are easier. Malaga grapes and cranberries high, oranges and lemons lower. Imported green vegetables have pretty well taken the place of local stuff.

Frozen cranberries	10 00
Malaga grapes, kegs	8 50
Navel oranges, case	3 50
Bananas, per bunch	2 50
California lemons, crate	7 00
Washington apples	1 50
Ontario tomatoes	0 75
Ontario apples	4 50
Cranberries	14 00
Spanish onions	3 75
Florida grape fruit	5 00
Pears	4 00
Valencia onions	2 00
Sauerkraut, lb.	0 04
California tomatoes, case	2 75
Potatoes—	
Potatoes, per bushel	0 40
Carload lots	0 35
Jersey sweet potatoes, barrel	8 50

The Oceanic Oyster Co. of Canada, Ltd., have opened an office and distributing station at 609 St. James Street, Montreal, for the purpose of taking care of their Canadian trade in steel and bulk oysters. They also are putting on the market oysters in glass jars.



A Firmer Tone to the Flour Market

Due to Uneasiness in Mill Feed Market—Mill Feed Being Exported to Eastern States—Some Firms Quote Decline But This is Not General—Cornmeal Market Lively But Easiness is in Sight—Rolled Oats Decline.

Just what exact conditions in the flour and cereal market are this week is hard to state. Mill feeds are again in the limelight. That there is a surplus on market seems obvious. As stated a week ago there was some indication that mill feed would be exported to the Eastern States, and this week has seen the report confirmed to some extent anyway. Were large quantities to be exported in this way, surplus would soon be worked off the market and prices again stiffen.

At present there is considerable difference in prices quoted by different mills, especially on bran which shows a range of \$2 per ton. The whole mill feed market seems easier, and some even go so far as to predict a general decline. What the future will be is hard to state.

Prices on corn have again stiffened in Chicago. This is attributed to some demand for export and to disinclination of farmers to sell at present low prices. Higher prices would immediately induce larger marketing by farmers which again would effect a decline.

Up to present mills have been greatly rushed with filling orders and have not been able to make cornmeal fast enough. There is possibility, however, that orders will soon run down and then competition will tend to lower prices.

Business keeps up much beyond expectations. "We've done more business already than we counted on doing before the 15th," said one man last Tuesday.

MONTREAL.

FLOUR.—Considering season of year local demand is fairly satisfactory, but calls for export are few, and millers are not at all busy in this department, nor are there any immediate signs of an improvement. Winter wheat flour is in fair demand and prices are well maintained.

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	

ROLLED OATS. — Business is still quiet at same prices as last week. After

holiday effect is over we may see more active market. Oats are now at fairly low figure compared with corresponding period during recent years, and a decline may be expected.

Fine oatmeal, single bag lots	2 53
Standard oatmeal, single bag lots	2 53
Granulated oatmeal, single bag lots	2 53
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots	2 20
Rolled oats, jute bags, 90-lb. single bag lots	2 30
Rolled oats, cotton bags, 90-lb. single bag lots	2 35
Rolled oats, barrels	4 65
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30
Roasted cornmeal, 100 bags	2 25

TORONTO.

FLOUR.—Flour has taken on firmer tone this week owing to slight uneasiness in mill feed market. Freight rates continue firm and a good export trade is being done in wheat for forward delivery. This would indicate that present values are considered good and that prices would not go lower. At present more wheat is offering and is moving readily.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 30
2nd patents, in car lots, per bbl.	4 90
Strong bakers, in car lots, per bbl.	4 60
Feed flour, in car lots, per ton	30 00
Flour in cotton sacks, 10c per barrel more.	32 00
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.—Cornmeal is scarce article on the market to-day. While corn can be had in large quantities, mills have been so busy that it has been very difficult to get this ground. In order to help out temporarily some mills have been trying to buy from others, but with little success. In Chicago corn has stiffened up a little, but locally prices on cornmeal have been slightly reduced.

On Wednesday rolled oats declined 15 cents a barrel or 7½ cents a sack. This was in face of fairly busy operations on part of mills but situation in oat market warranted the change.

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

MILL FEEDS.—Earlier in week word was spread around that millfeed had

slumped another dollar. Some mills have reduced their prices to this extent, and some even quote \$18 per ton for bran f.o.b. Toronto, but reduction has not been general and prices are still quoted at last week's figures.

Mill feeds have been exported during past week to Eastern States and this has tended to remove the local surplus. If this condition continues mill feeds will again stiffen up.

Bran, in car lots, per ton	20 00
Shorts, in car lots, per ton	23 00
Middlings	25 00

WINNIPEG.

FLOUR AND CEREALS.—A fair export trade and good local demand is reported in flour circles at prices unchanged.

Best patents, per bbl.	5 40
Seconds, per bbl.	4 90
Rolled oats, 80 lb. sack	1 90
Granulated oatmeal	2 70
Cornmeal, 98 lbs.	2 20

HELPS LESSEN INVENTORY WORK.

In taking an inventory of goods in stock there are certain things that do not have to be done every year if records are kept. One of these is finding the tare of containers. For instance if weights of spice drawers, biscuit tins, jars containing rice, tapioca, etc., are kept, the work of weighing them will not have to be done year after year. To facilitate this work a Chatham, Ont. grocer marks the tare on any container of this character where it will not get rubbed off, and where it can be easily seen. The weight of the contents is therefore secured by one weighing only.

A NEW DUNDAS STORE.

Dundas, Ont., Jan. 6.—A few weeks before Christmas "Carroll's" of Hamilton, Ont., opened a branch store in Dundas, Ont., thus adding the ninth link to their chain. This store is a model of effective display and modern equipment. The store is in the heart of the business section and is brilliantly lighted. It is equipped with many modern labor saving devices and the bin arrangement is especially attractive. This branch is in charge of a lady manager.

Farmers' Market Conditions in Two Towns

Restrictions Against the Retail Grocer in Collingwood Had Effect of Raising Prices to the Consumer—How the Grocers Successfully Combated This Situation—By-law Now Rescinded—In Welland There are No Restrictions—Prices are High But Retail Grocer Gets Little of the Produce Business.

In many towns and cities in Canada retail grocers are restricted from entering the farmers' market and purchasing for re-sale until a certain hour. In some cases this is 10 o'clock and in others 11. If found buying prior to the restricted hour, a fine results.

The idea of this is, of course, to give the townfolk first call on the produce on the market—the bringing together of producer and consumer.

Restrictions Were Cancelled.

These restrictions evidently do not work out to the advantage of the farmer, the consumer and the town in all cases. A short time ago the Collingwood, Ont. town council, yielding to the clamor raised by a few ratepayers, who claimed the grocers and provision dealers were holding them up for high prices, passed a by-law prohibiting retailers purchasing their supplies on market days before 11 a.m. The hour was subsequently changed to 10 o'clock. A large store in the town hall was fitted up for the farmers to display their goods in. A caretaker was also provided, whose duty it was to keep the place warm when necessary and to have a general oversight of the place.

Prices Went Higher.

For some time the plan seemed to work well, and was well patronized, but by degrees the purchasing public came to realize that they were paying prices much in excess of what retailers asked. That selling prices were agreed upon amongst many farmers, could scarcely be doubted. In the meantime the dealers took the matter philosophically. They purchased the bulk of their supplies in outlying towns, advertised their prices fully in the local newspapers, with the result that their business rallied from the slump caused by the opening of the retail market. In addition they found it easier to demand cash from the customer. The complete failure of the market to inaugurate lower prices as anticipated, decided the council to rescind the by-law and make the premises used once more a revenue producer. This latter action of the council is warmly approved in a recent issue of a Collingwood paper. It states that the scheme instead of attracting a larger number of farmers had the very opposite effect, and was a decided detriment to the town while in operation.

Conditions in Welland.

In Welland, Ont., according to retailers there the market as operated at present is keeping prices of certain goods up

although situation is quite different from Collingwood. Butter, for instance, that can be bought in Toronto for 32 cents is 35 in Welland.

A. J. Coniam, a grocer in that town, and formerly of Toronto, related to The Grocer some of the conditions existing there.

"There are no market restrictions whatever," he stated. "On Tuesdays, Thursdays and Saturdays all kinds of produce are freely offered for sale, the prices invariably being higher than surrounding towns, in fact in many instances exceeding retail prices in Toronto. When the rush is over on the market the farmers and hucksters betake themselves to the side streets with what happens to be unsold, peddling it from door to door. The result of this procedure is that the grocers find it unprofitable to carry much produce stock, as the majority of the people patronize the market."

Organization Required.

Mr. Coniam admitted that these conditions could be successfully combated, and the public supplied at lower prices, and in better condition by the grocers and produce men, but unfortunately, there was little cohesion amongst the trade in his community. Unless a better spirit prevailed, and grocers were agreeable to work amicably together, the present unprofitable state of affairs for dealers in this line would continue, and at same time the consumer would continue to pay more for certain goods than he would if conditions in the grocery trade were better.

Another Welland dealer spoke along similar lines. He maintained if the grocers could bring in a carload or two of potatoes, or a large quantity of butter, advertise them and get after the trade, they would not only get the business but bring prices to a lower level.

IMPORTANCE OF NORWEGIAN SARDINE INDUSTRY

Stavanger Has Some Forty Concerns Canning This Fish Turning Out Total Estimated at 80,000,000 Tins Yearly—One Firm Employs 1,800 People—Where and How Sardines are Caught—Fishing Has Not Been Good Lately.

The sardine and other fish packing industry in Stavanger, Norway, is the chief industry in that city of 40,000 inhabitants. So says Sverre Bjelland, of Chr. Bjelland & Co., packers of King Oscar sardines, who is now in Canada on a business trip. Mr. Bjelland has completed a trip through the United States and Western Canada, and was this week in Hamilton and Toronto. When he leaves Canada for home on January 22, he will have spent three months on this continent—his first western trip.

In Norway, Mr. Bjelland says, sardine fisheries and canning supply occupation for a great many people. His company alone have 13 factories, employ some 1,800 men and pack 30,000,000 tins annually. The total estimated output of sardines in Stavanger is placed at about 80,000,000 tins a year.

"Sardines are caught in the Norwegian fjords or long bays," he stated, "the fishermen using nets which are dragged through the water and a great many are caught at one time in these.

"This fish is found the whole year in the fjords but there is a close season be-

tween Feb. 1 and May 15, when they are not allowed to be caught. While fishing is allowed the remainder of the year, the best sardines, however, are caught between July and September."

During the past three or four months sardine fishing has been quite poor—practically a failure, thus lending strength to the market. The cause of this is due to the fact that the fish have gone down into very deep water.

As intimated above the fishing and fish canning industries of Norway are very important. Norway, Mr. Bjelland says, is a canned goods country. While sardine canning has made rapid progress during the past 28 years, it is still in its infancy and has a great future—much the same as has fruit and vegetable canning in Canada. There are some 40 concerns in Stavanger engaged in the industry.

First Clerk—"How many people work in your office?"

Second Clerk—"Oh, I should say roughly about a third of them."



Trouble Met with in Fish Supplies

Quantity of Western Fish Difficult to Secure—Lack of Ice Prevents Fishing—
Lobster Fisheries Off Nova Scotian Coast Hampered by Storms—Halibut and
Salmon Quite Firm—Oysters Selling Well.

With limited supplies in many lines and a heavy seasonable demand fish trade during the past week has been quite active. And with cold weather now setting in and several festivals ahead there is still every reason to believe that trade will continue brisk for some time to come.

Shortness of supplies of Western lake fish is making conditions more critical than ever. With a late winter and no ice for fishermen to get out on, supplies coming forward have been slow and shipments light so that now dealers are away behind.

Both halibut and salmon continue firm, supply and demand warranting an early advance.

Demand for oysters keeps very heavy. Up to the present time supplies coming forward have been pretty heavy but now with greater signs of colder weather shipments are likely to become a little lighter. Oyster growers are in rather an anxious state of mind under present weather conditions.

MONTREAL.

FISH.—With a few more festivals ahead fish business is strictly active and it looks as if there will be no slackening for some time to come. All lines of prepared fish are moving freely while smoked are also in good demand.

FRESH AND FROZEN.

Flounders	0 10
Dressed perch	0 09
Fancy spring salmon, per lb.	0 10
Large shad herring, each	0 05
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04 1/2
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 11
Herring, frozen, per 100 fish	2 00
Mullet	0 04 1/2
Pike, dressed and headless, lb.	0 08
Pike, round	0 06
Steak, cod	0 05
Mackerel	0 12
R.C. red salmon, per lb.	0 10
New Gaspe salmon, per lb.	0 12
Qualla salmon	0 07 1/2
No. 1 smelts, per lb.	0 11
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 11
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 20

Barbette (dressed) bullheads, per lb.	0 09
Black on a bass	0 12
Fancy bluefish	0 15
Fancy weakfish	0 12

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	5 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt sels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring	6 50
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12 1/2
Salt sels, per lb.	0 06
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	12 50

SMOKED.

Bloaters, box	1 25
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07 1/2
Fillet, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 15
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

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

TORONTO.

FISH.—Halibut still continues firm and chances are that prices will again be advanced. Supplies are scarce and demand much heavier than can readily be met.

Smoked fillets have advanced 1 cent this week and are now quoted at 12 cents. On account of colder weather setting in and boats being unable to go out so easily higher prices are likely to rule for some time.

Salmon are still firm and an advance though not yet made is still anticipated.

Western lake fish are coming in slowly. Visible supplies are now far short of demand.

FROZEN FISH.

Halibut, per lb.	0 11	0 12
Trout, per lb.	0 11	0 12
Coho salmon, headless and dressed	0 12	
Qualla salmon, per lb.	0 10 1/2	
Sea herring, per 100	2 00	2 00
Lake Superior herring, per 100	3 50	

FRESH CAUGHT FISH.

Steak, cod	0 08
Haddock	0 07

Herrings, per lb.	0 05	0 05
Perch	0 12	0 07

SMOKED.

Ciscoes, per basket	1 00
Finnan haddie	0 08
Smoked fillets	0 12
Smoked bloaters, 500	1 25
Kippers	1 25

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06 1/2
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.

Labrador herring, per keg	3 25	
Labrador herring, per barrel	5 75	
Labrador trout, per keg	7 25	
Scottish herring, Loch Fyne, per kit.	1 10	
Holland herring, per keg	0 80	0 85

Oysters—		
Selects, per gallon	1 75	2 00
Straights, 1 gal. lots	1 75	
Straights, 3 gal. lots	1 70	
Straights, 5 gal. lots	1 65	

Shrimps—	
1 gallon cans	1 25
2 gallon cans	2 40
3 gallon cans	4 00

Smelts—	
No. 1, per lb.	0 11
Extra, per lb.	0 16

HALIFAX.

FISH.—Stormy weather during past week has proved disastrous to fishermen along the coast, especially the lobster men. Heavy damage to the lobster gear is reported, and as result fishing has been temporarily paralyzed. Since first shipment of 80,000 live lobsters to the Boston market, the exports have been unusually small for the season of the year. There is a scarcity of fresh fish. Few smelts are coming on the market, and there is practically no halibut to be had. There is a fair demand for pickled fish, and smoked fish are quite active.

WINNIPEG.

FISH.—There is reasonable demand for fish and market is well supplied with all lines. Trade in oysters has been active.

Fish—		
Oysters, per gallon	2 75	
Frozen salmon	0 11	
Frozen halibut	0 09	
Fresh whitefish	0 08 1/2	
Fresh pickerel	0 05	
Rock cod	0 10	
Haddock	0 05	
Finnan haddies	0 08	
Holland herring, keg	0 68	0 75
Kippers, box	3 00	
Smoked cod	0 12	
Gold-eyes, dozen	0 50	
Labrador herring	4 50	



Produce & Provisions



New Zealand Butter a Factor on Market

While Not Playing Important Part in Eastern Canada Yet Its Importation Relieves Situation and Tends to Weaken Prices—Produce Men Would Welcome Colder Weather—This Would Help Move Out Storage Eggs Better—New Laid in Greater Supply—Provisions Rather Quiet Yet.

Little change has taken place in situation of any of provision markets this week. Much seems to depend upon weather conditions, and a cold snap setting in now would help greatly in stiffening business.

This week brings an inquiry from the West for butter but judging from offers made, conditions of supplies cannot be very bad. However, supplies will need to be replenished soon and figures asked by dealers in the East will need to be met. Rates in Canada are still several cents higher than in England, New Zealand and Australia and thus Canadian dealers are able to import at a profit. But so far as quality is concerned Canadian creamery butter as a rule still takes the lead, so that demand for it will in all likelihood continue heavy. Fresh Canadian makes have been coming in more heavily than during past couple of weeks but demand continues brisk and has taken up all fresh supply.

Fresh eggs are now coming from all of Western Ontario in large quantities. In the eastern provinces they are still rather scarce and high prices prevail. Large supplies are said to be coming into Chicago and may be had there for 24 cents per dozen. After paying freight and duty Ontario dealers are able to offer these to the trade at 35 cents per dozen. Thus the Southern market is influencing conditions here to a certain extent.

Provision market has taken on a firmer tone this week owing to shortage of supplies. Offerings in hogs have been light for some weeks and with a fairly active demand for smoked meats supplies have been greatly cut into. Thus a general firmness prevails.

MONTREAL.

PROVISIONS.—Local situation is somewhat firmer owing to available supplies being short. Smoked meats at

present are not very active as buyers have carried over an amount after Christmas. Lard in spite of present indications looks to have firmer future.

Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14 1/2
Large sizes, 20 to 28 lbs., per lb.	0 16 1/2
Medium sizes, 15 to 19 lbs., per lb.	0 17
Extra small sizes, 10 to 14 lbs., per lb.	0 17 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 19
Breakfast bacon, English—boneless, per lb.	0 19 1/2
Windsor bacon, skinned, backs, per lb.	0 22 1/2
Spiced roll bacon, boneless, short, per lb.	0 16 1/2
Boiled ham, small, skinned, boneless	0 25 1/2
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15 1/2
Cases, tins, each 10 lbs., per lb.	0 16 1/2
Cases, tins, each 5 lbs., per lb.	0 16 1/2
Cases, tins, each 3 lbs., per lb.	0 16 1/2
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 17 1/2
Tubs, 50 lbs. net, per lb.	0 15 1/2
Tierces, 375 lbs., per lb.	0 15 1/2
One pound bricks	0 16 1/2
Compound Lard—	
Boxes, 50 lbs., per lb.	0 10 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10 1/2
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10 1/2
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10 1/2
Pails, wood, 20 lbs. net, per lb.	0 19
Pails, tin, 20 lbs. gross, per lb.	0 19 1/2
Tubs, 50 lbs. net, per lb.	0 19 1/2
Tierces, 375 lbs., per lb.	0 09 1/2
One pound bricks	0 10 1/2
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces 28 00	
Canada short cut back pork, bbl., 45-55 pieces 27 00	
Heavy short cut clear pork, bbl.	25 00
Clear fat backs	25 00
Heavy flank pork, bbl.	26 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00

BUTTER.—It was stated in recent issue that importations of New Zealand butter would necessarily have a disturbing effect on local market. The general easiness prevailing at present for fresh made creamery may be attributed to the latter, and prices are lower. Of course New Zealand butter, as a general rule, can scarcely be said to be as high in quality as the Canadian creamery now offering. But if conditions remain as they are now creamery men will not receive as high a price from dealers, as a lower price will be offered to make sure of free buying on part of consumer. It might be added, though, that the market in England for New Zealand butter will have a lot to say as to movement of our market, as an advance on the other side would mean immediate firmness here.

Creamery blocks	0 32 1/2
Dairy tubs, lb.	0 26

EGGS.—Owing to milder weather which set in quite recently fresh laid eggs are coming in more freely, but this little hustle on part of the hen is not regarded seriously. The market at present has not eased to any great extent here. Indeed prices are likely to move higher because we are now facing a cold season ahead.

New laid eggs, per doz.	0 45	0 50
Selects	0 32	0 38
No. 1's	0 28	0 32

TORONTO.

PROVISIONS.—Dressed meats have been selling well at local houses during past few days. Shipments of hogs now arriving, while a little heavier than last week, are still quite light and are beginning to cause scarcity of goods. Under present conditions prices remain firm and look as if they would continue so. Little change is anticipated.

Though price on fresh pork keeps high, lard continues low, which seems just a little strange. The market, however, is firm and the general tone good.

Prices except on hogs remain without change.

Smoked Meats—		
Light hams, per lb.	0 16 1/2	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16 1/2
Backs, plain, per lb.	0 21 1/2	
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 14 1/2	0 14 1/2
Shoulders	0 12 1/2	0 13 1/2
Pickled Meats—ie less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 24	0 25
Long clear bacon, light	0 14	0 15
Long clear bacon, heavy	0 14	0 14 1/2
Long clear bacon, extra heavy	0 13	0 13 1/2
Lard, tierces, per lb.	0 14	0 14 1/2
Lard, tubs, per lb.	0 14	0 14 1/2
Lard, pails, per lb.	0 14 1/2	0 15
Lard, compounds, per lb.	0 09 1/2	0 09 1/2
Live hogs, local	8 35	8 40
Live hogs, at country points	8 10	8 10
Dressed hogs	11 50	12 50

BUTTER.—Trade in the butter market lately has consisted chiefly in what might aptly be called a hand-to-mouth business. Everybody seems fairly well supplied just now, and between that and weather conditions no one is in-

duced to buy heavily and stock up. Orders are confined greatly to daily wants. Plenty of storage is on the market now and fresh makes are coming in fairly well with probability that they will be heavier soon. At present market is pretty dead and practically without tone.

Fresh creamery print	Per lb.	0 30	0 32
Creamery solids		0 27	0 29
Farmers' separator butter		0 26	0 28
Dairy prints, choice		0 23	0 25
Dairy solids			

EGGS.—The egg market is at present purely a weather market. Bad weather continuing would cause even a further slump in the markets while a cold snap coming now would tend to stiffen prices in the South for at least a short time. At present the United States market is weak. "We're not buying a nickle's worth more eggs than we need just now," said one man this week.

New laids are coming in much more freely now and prospects are that supply of these will increase as time goes on.

Strictly new laid, per doz.	0 35	0 40
Storage, per doz.	0 25	0 26
Pickled, per doz.	0 25	0 26

CHEESE.—Though the cheese market is rather quiet as yet after the holiday still a good firm feeling prevails. Most cheeses now sold are Septembers and Octobers and in these quality is fine. Some Novembers, however, are still on the market, and owing to quality being pretty mild are not being worked off fast.

Cheese—	New.	Old.
Large	0 14½	0 15½
Twain	0 14½	0 15½
¼ Twain	0 15	0 16
Stilton	0 16	0 18

POULTRY.—After holiday rush poultry is pretty quiet. Deliveries are light. Some live is still coming in and a few dressed, but owing to light demand dealers are not buying at all heavily. Prices remain unchanged.

POULTRY (prices paid to country merchants):		
	Live.	Dressed.
Spring chickens	0 12	0 13-0 15
Spring ducks	0 12	0 13-0 14
Old fowl	0 08	0 10-0 11
Roosters	0 08	0 08-0 10
Turkeys	0 17	0 18-0 20
Geese	0 10	0 12-0 13

WHOLESALE PRICES (to city dealers).		
Spring chickens, dressed, lb.	0 12	0 18
Spring ducks, dressed, lb.	0 14	0 16
Fowl, dressed	0 11	0 13
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

HONEY.—Quietness prevails in honey market and little is moving. A good firm feeling continues, however, with unchanged prices.

White clover honey, in combs, fancy, doz.	3 00
White clover honey, in combs, No. 1, doz.	2 65
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12½
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 13
Buckwheat, 60-lb. tins, lb.	0 10½

WINNIPEG.

PRODUCE AND PROVISIONS.—The demand for cured meats is quiet following the unusually heavy demand during the holiday season. Manitoba cheese is quoted at an advance and imported eggs are down 1 cent. Butter steady. Lard has declined further.

Lard, tierces	0 13½
3 lb. tins, cases	8 70
5 lb. tins, cases	8 65
10 lb. tins, cases	8 55
20 lb. pails, cases	2 80
50 lb. tube	6 90
1 lb. bricks	0 15
Cured Meats—	
Hams	0 15½ 0 18½
Long clear	0 15½
Short clear	0 15½
Shoulders	0 14½

Bacon	0 20	0 22½
Cheese—		
Ontario, large	0 15½	
Ontario, twins	0 15½	
Manitoba large	0 15	
Manitoba twins	0 15½	
Butter—		
Creamery	0 35	0 37
Dairy	0 29	0 30
Eggs, fresh laid, Manitoba	0 35	0 40
Southern eggs, shortage		0 23

Are U.S. Egg Importations Alarming?

Ottawa Despatch Claims Canadian Egg Men are Becoming Anxious—What Some Wholesale Provision Men Have to Say—Canadian Dealers Packed Eggs in United States and are Now Bringing Them on Market—Weather Playing an Important Part.

Toronto, Jan. 9—(Special).—The following despatch from Ottawa on the egg market will be interesting reading for the trade:—

The newest thing in trade troubles is the conduct of the egg, more especially the United States egg, product of the prolific American hen. It is coming into Canada. Representations made to the Government indicate that the advent of the United States egg under existing circumstances is viewed with alarm by Canadian egg interests.

The egg trade across the border appears to be in a somewhat disorganized condition, seemingly due to the efforts of housekeepers' leagues in making war on high prices. The situation is abnormal. Eggs are said to be selling in several cities close to the border at prices far below what it costs to buy and store them. Egg men on this side of the line have a winter's supply, procured at prices several cents higher than those now being charged at the border.

A Grocer representative took up this matter with some of the leading wholesale produce merchants who state that there is nothing startling in the egg outlook except those conditions which are the natural result of the soft weather.

Many Canadian dealers purchased eggs last summer and had them stored in the United States. The increase in importations is due to these dealers bringing across their purchases.

The Weather a Big Factor.

"The slump in the egg market is due entirely to the weather," was the remark of one man. "The mild weather has increased the local supply of 'strictly new laids,' and as there is only a limited market for high-priced eggs, the price naturally had to come down. The consumption of eggs at popular prices will be sufficient to take care of the surplus stock."

It was generally stated that for the last six years United States cold storage men have made money, and last year the abnormal weather conditions increased this profit. This year spurred on by the success of last year the cold storage

dealers bought up every available egg paying more for them than conditions warranted.

The advices from several leading United States markets show the pack to be 22 per cent. greater than is 1911 and Canadian packs were 'similarly heavy.'

"Had the weather continued firm," stated another produce dealer, "the result would have been different and should the temperature stay down the price of eggs will be firmer."

One dealer reports that many new-laid eggs coming from local farmers are salt-packed eggs washed up for the occasion and sold as the real article. This deception makes the dealer cautious as he has to guard against this loss, consequently he cannot pay as much as he otherwise would if this deception were not practised.

Toronto storage men report that their supply of eggs is going out nicely. In fact one man is oversold 539 dozen this week. Several contracts have been cancelled and deposits forfeited but the general opinion is that should the present soft weather continue there will be a decided slump and in the event of a cold snap prices will advance.

Pretty Much Fiction.

The statement in the Ottawa despatch reprinted above that "the advent of the United States eggs is viewed with alarm by the Canadian egg interests" is mostly fiction, according to the wholesalers.

There is nothing alarming in the present situation, they think, which will readjust itself with the colder weather. In fact eggs have been brought into Canada from the States frequently during past couple of years.

The supply of Canadian eggs is considerably less than the demand. This condition has existed for some time and until the domestic supply is sufficient to meet the home demand the United States egg will not be imported. Two of the dealers interviewed made purchases in Chicago this week but state that the difference in price is very slightly in favor of Chicago. The egg production is governed by the weather. The mild weather tends to increase the egg production while cold weather decreases it.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$40 PER INCH PER YEAR

BAKING POWDER.
W. H. GILLARD & CO.

Diamond.
1-lb. tins, 2 doz. in case ..\$2 09
½-lb. tins, 3 doz. in case.. 1 25
¼-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

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

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

Under 100 bookseach 0 04
100 books and over, each 0 08½
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 Buckwheat Flour, per dozen, \$1.

White Swan Self-rising Pancake Flour, per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.

White Swan Flaked Rice, \$1.

White Swan Flaked Peas, per doz., \$1.

F. COWARD,

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

DOMINION CANNERS.

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

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 00
Pineapple 2 00
Ginger 2 25

Pure Preserves—Bulk.

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

14's and 30's per lb.

Strawberry 0 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 23
Perfection chocolate, 20c size, 2 doz. in box, doz.. 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90
Sweet Chocolate— Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes 0 40
Queen's Dessert, ¾'s, 12-lb. boxes 0 40
Vanilla, ¼-lb., 6 and 12-lb.

boxes 0 35

Diamond, 8's, 6 and 12-lb. boxes 0 28

Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24

Diamond, ¼'s, 6 and 12-lb. boxes 0 25

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

Chocolate Confections—Per lb.
Maple buds, 5-lb. boxes ... 0 36

Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1, 5-lb. boxes 0 30

Chocolate wafers, No. 2, 5-lb. boxes 0 25

Nonpareil wafers, No. 1, 5-lb. boxes 0 30

Nonpareil Wafers, No. 2, 5-lb. boxes 0 25

Chocolate ginger, 5-lb. bxs. 0 30

Milk chocolate wafers, 5-lb. boxes 0 36

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

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

Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35

Milk chocolate, 5c cakes, 3 doz. in box, per box.. 1 35

Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 36

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

Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPE'S.

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

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

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

Elite, 10c size (for cooking) dozen 0 90

Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85

Nut milk bars, 2 dozen in box 0 80

" breakfast cocoa, ¼'s and ½'s 0 36

" No. 1 chocolate 0 30

" Navy chocolate, ½'s .. 0 26

" Vanilla sticks, per grs 1 00

" Diamond chocolate, ½'s 0 24

" Plain choice chocolate liquors 20 30

" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto

sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinqueme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 4-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

COCOANUT.

CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c, and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.

1-lb. pkgs. White Moss .. 0 26

¼-lb. pkgs. White Moss .. 0 27

¼-lb. pkgs. White Moss .. 0 28

1 and ½-lb. pkgs., assorted 0 26½

¼ and ½-lb. pkgs., astd. 0 27½

¼-lb. pkgs., astd., in 5-lb. boxes 0 28

¼-lb. pkgs., astd., in 5-lb. boxes 0 29

¼-lb. pkgs., astd., 5, 10, 15-lb. cases 0 30

Bulk—

In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

Pails Tins Bbls.

White Moss, fine strip 0 19 0 21 0 17

Best shredded .. 0 18 0 16

Ribbon 0 19 0 17

Macaroon 0 17 0 15

Desiccated 0 16 0 14

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 00

"Regal" Coffee and Milk, ea. 2 doz. 4 50

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

Canned Meats

The latest addition to Gunns Pon-Honor products,
**LUNCH TONGUE, OX TONGUE, CORNED BEEF,
PORK & BEANS (Plain and with Tomato Sauce)**

Popular sizes, Attractive packages, Right price.
The name Gunns is guarantee of quality. Stock well,
good sales assured.

GUNNS Limited

Packers and Refiners

TORONTO

HAMS

Have you considered the fact that choice sugar cured Hams are selling 3 and 4 cents a pound less in price than either Breakfast Bacon or Backs? Hams to-day are the cheapest pork products on the market, and should show the dealer a good profit, either smoked, pickled or cooked.

There are no finer hams cured
than the "Star Brand," put up by

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

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 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

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, \$2.85.	
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.	

CONFECTIONS.
PEANUT BUTTER.
Ontario Prices

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

CHEESE.
MACLAREN'S IMPERIAL.
Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each 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.
SHIRRIFF'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

CRESCENT MFG. CO.
Mapleine— Per doz.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.
Per doz.

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

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.
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	6 50
12 quarts	5 75
24 pints	6 25
24 1/2-pints	4 25

Tins— Gall.

5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
1/2 gal. 20s	2 25

RASSIN 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
Case 200 lbs. 3 1/2-oz., case.	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
Case 100 lbs., 3 1/4-oz. bars, case	1 80
Case 200 lbs., 3 1/4-oz. bars, case	3 40

ALIMENTARY PASTES.
BLANC & FILS.
Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07 1/2
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	3 75
Apple Juice, 12 qts.	4 50
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 00
Matts Golden Russett— Sparkling Cider, 12 qts.	5 00
Sparkling Cider, 24 pts.	4 00
Apple Vinegar, 12 qts.	2 40

CANNED HADDIES, "THIS-TLE" BRAND.
A. P. TIPPET & CO., Agents.

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

INFANTS' FOOD.

Robinson's patent barley, 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.	
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BOAR'S HEAD LARD COMPOUND.
N. K. FAIRBANK CO., LTD.

Tierces	0 09 1/2
60 lb. tubs	0 10
20 lb. wood pails	0 10 1/2
20 lb. tins	0 09 1/2
Cases, 3 lbs., 20 to case.	0 10 1/2
Cases, 5 lbs., 12 to case.	0 10 1/2
Cases, 10 lbs., 6 to case.	0 10 1/2

F.O.B. Montreal.
GUNN'S "EASIFIRST" SHORT-ENING.

Tierces	0 09 1/2
Tubs	0 09 1/2
20-lb. pails	0 10
20-lb. tins	0 09 1/2
10-lb. tins	0 10 1/2
5-lb. tins	0 10 1/2
3-lb. tins	0 10 1/2
1-lb. cartons	0 11

MARMALADE.
SHIRRIFF BRAND.
"SHREDDED."

1 lb. glass (2 dz case)	\$1.90 \$1.90
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)	8.00 8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	\$1.60 \$1.55
2 lb. glass (1 dz case)	2.80 2.70
4 lb. tin (1 dz case)	4.80 4.65
7 lb. tin (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 80

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 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI
D. SPINELLI C.Y., MONTREAL
Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box	0 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 06

Globe Brand.

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

Straight.	2 50
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.

Criole soap, per gross	\$10 20
Florida soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 00
6 dozen to box	7 20

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

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.
Prices—Ontario and Quebec:

Less than 5 cases	\$ 5 00
Five cases or more	4 95

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

1-16 gall. doz.	\$ 2 00
1/2-gall. doz.	6 00
1/4-gall. doz.	10 00
1 gall. doz.	19 20
1-16 gall. gross lot	26 00

More Profit for Grocers

Some grocers who figure Costs and Profits are reluctant to sell cereals that do not pay a fair profit.

There is every reason why **Post Tavern Special**, the new hot porridge, should have the hearty support of grocers, and become the leading seller. It pays the grocer better profit, and fully satisfies consumers.

Post Tavern Special has quality. The skillful blending of Corn and Rice with Wheat, the result of research by food experts, produces an improved flavor.

Not only is the grocer's profit much more liberal than on competitive products, and the quality the highest, but the demand-creating campaign back of it is of the broadest scope.

Post Tavern Special is backed by strong, national magazine advertising. But, unlike the publicity campaigns on similar products, the advertising is not confined to magazines. The country is being covered with a broadside of billboards, and in addition, a systematic aggressive selling campaign, including demonstrations, sampling, and thousands of window displays.

Like all other Postum Co. products, the sale of every package of Post Tavern Special is absolutely guaranteed to both the Jobber and Retailer.

By co-operating with the manufacturers, any grocer can develop a trade on this new cereal that will grow increasingly profitable.

Post Tavern Special is supplied in cases of 2 dozen 15c packages or 3 dozen 10c packages.

If you have not already stocked it, say "**Post Tavern Special**" to your Jobber's salesman next time he calls.

"There's a Reason"

THE CANADIAN POSTUM CEREAL CO., LTD., WINDSOR, ONT.



Western Canada Trade Will Make Money For You

United States, European and Eastern Canada manufacturers have found it particularly profitable to have their accounts in Western Canada handled by a reliable firm on the ground.

Don't overlook this market

You can do a big selling business in Western Canada if you have organized representation.

The people in this centre of activity are liberal buyers and profit payers, and our connection with this trade makes us the proper representatives for you.

We have warehouses in five great distributing centres, and our representatives are in constant touch with the trade at all times.

We will be pleased to handle your account.

NICHOLSON & BAIN,

Wholesale Commission Merchants
and Brokers

HEAD OFFICE
REGINA

SASKATOON

WINNIPEG, MAN.
EDMONTON

WINNIPEG

CALGARY



Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Cocoanut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.

The demand is great—the profit is good — Order NOW.

W. P. Downey
MONTREAL, QUE.

**Fresh Fish
Commands
Trade**

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

**Georgian Bay
Apples**

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

LEMON BROS.

Owen Sound, Ontario

Lemon Market
in Messina will
advance very
shortly---

BUY NOW

They'll keep
**St. Nicholas
Home Guard
Puck
Kicking**

J. J. McCABE

Agent

Toronto, - Canada

**BAINES' PATENTED
SHELF BRACKETS**

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

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

State whether building is brick or frame.

THE PIQUA BRACKET CO.

SOLE MANUFACTURERS.

PIQUA, OHIO



CASTILE SOAP



"LA VIERGE"

**The Virgin Brand
EXTRA SUPERIOR QUALITY**

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal

SOLE AGENTS FOR CANADA

Vegetables

Domestic and Imported

We are showing perhaps the most complete line of Winter Vegetables obtainable. In the Imported Southern Fresh Vegetables we have; **Head Lettuce, Cucumbers, French Endive, Chicory, Sweet Potatoes, Bermuda New Potatoes, Egg Plant, Brussels Sprouts, Celery**, as well as the full Domestic line; **Cabbage, Hot-house Tomatoes, Carrots, Beets, Parsnips, etc.**

WHITE & CO., LIMITED

"The Fancy Fruit House"

Toronto

ONIONS PUSH SALES ONIONS

Very Fine, Well Cured

YELLOW DANVERS

In Bags of 75 lbs.

RED GLOBES

Extra Fancy Quality, Hard Dry Stock,
In 100 lb. Bags.

FINEST SPANISH ONIONS

Cases of 140 lbs. and Half Cases of 65 lbs.

The demand is big, anyway—make it bigger by giving **ONIONS** a little extra attention. They are money-makers. Order some to-day.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

GUELPH

and

NORTH BAY

Established 1861

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



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.

Ours are No Higher Than Other Prices

THE CONTINENTAL BAG & 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.

BROOMS OF QUALITY

always cost a little more than the other kind. **BUT** it pays **YOU** to merit the approval of your customer—on a line used every day by the one who knows.

Ask us for prices—or better still order sample six dozen.

Walter Woods & Co.
HAMILTON - WINNIPEG

Quicken Your Service

By getting the best equipments possible to facilitate business.

Give Better Service

See our Computing Scales, Cash Carriers, Meat Cutters, Cheese Cutters, Show Cases, Wall Cases, Fruit Stands, etc.

Protect Yourself Against Losses

Get our prices on Credit Systems, Safes, Cash Registers, etc.

Everything in the Fixture Line

Canadian Scale & Fixture Co.
SHERBROOKE, QUEBEC

QUINQUINOL

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

Recommended by the Minister of Agriculture.

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

NO LOSS FROM VERMIN OR MOISTURE

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

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

QUINQUINOL STOCK FOOD CO.
69 St. Timothee St., Montreal

"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



WHAT is more tasteless than Soda Biscuits that are stale? You may answer "stale peanuts," and you may be nearly right. They are in the same class.

TELFER'S Soda Crackers are always fresh and crisp, because they are packed while fresh and crisp in such a way that they retain their delicious crispness for a long period.

THE quality of Peerless Soda Crackers is second to none, and this point aids materially in placing this brand at the head of the Soda Cracker world.

Take advantage of our advertising, and profit by pushing Telfer's Products.

TELFER BROS.,
LIMITED

Collingwood - Ontario

Branches :

**TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM,
BRANTFORD, EDMONTON**

WORLD RENOWNED
 BRAND  STUHR.

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



Oakey's

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

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

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

Wellington Mills, London, England

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



Read any
 Advertisement of

MAPLEINE

And you'll see why
 you can safely re-
 commend it.

Order of your jobber, or
Frederick E. Robson & Co.,
 25 Front St. E., Toronto, Ont.

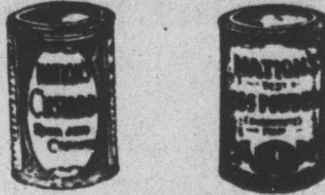
Mason & Hickey,
 283 Stanley St. Winnipeg Man.

The Crescent Mfg. Co.
 SEATTLE. WASH.

**NATION'S CUSTARD
 POWDER**

The dainty, delicious
 dessert sold by leading
 grocers from coast to
 coast, and always in
 season.

Nation's Egg Powder



AGENTS:

C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
 (For Ontario.)
The W. H. Escott Co.,
 Winnipeg, Man.
McKelvie, Cardell, Ltd.,
 Calgary, Alta.
Distributors, Ltd.
 Edmonton, Alta.

Samples free by post.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, O. C.
St. John, N.B.	Winnipeg, Man.

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

THOMAS C. IRVING, GENERAL MANAGER
 WESTERN CANADA
 TORONTO

MUCH PRAISE

has been given
 Fels-Naptha:---
 and every word
 deserved.

Always that
 Fels-Naptha "did
 everything claim-
 ed for it." Of
 these, most im-
 portant, the sav-
 ing of work, time,
 and boiling or
 scalding water.



**Readers Of The Grocer, Let Us Know
 Your Wants**

The Canadian Grocer is in a 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 Canadian Grocer
 you are entitled to this service.



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 Catalog No. 39. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

KING (BRAND) JAM

**Led in 1912
Will Lead in 1913**

because it is well known amongst the best of dealers everywhere, as the very best of its kind.

Every possible care is taken in its manufacture, only the best of fruits being used, and it has the body that good jams ought to have.

Start off the New Year with an order of "King."

Labrecque & Pellerin, Montreal

AGENTS:

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

THE McCASKEY ACCOUNT SYSTEM

Are You Prepared To Hand Over a Few Hundred Dollars To The "Bad Pays" Of Your Town? ? ?



Showing Electric Recorder and Cash Till.

or do you need your money more than they do. You are entitled to protect yourself from "Bad Pays," and can do so by using the

McCaskey Account Register

thereby keeping your customers and you always informed as to their standing. Only one writing, no late hours bookkeeping. It practically eliminates bookkeeping and loss of bad debts.

It's worth inquiring about. Write to-day.

We also make every style and size of single Carbon Pad Manufacturers of "Surety" Carbon Back Counter Check Books

The Dominion Register Co.
LIMITED

TORONTO - ONTARIO

Trafford Park, Manchester, Eng.

IT STOPS LEAKS IN A GROCERY STORE

**STARCH
that is
STARCH
"CHINESE"**

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



O. Lefebvre, Prop.
OCEAN MILLS
Montreal

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



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 KING OF SARDINES
—KING OSCAR BRAND**

Caught and packed within shortest time possible. "King Oscar" Sardines do not lose their zesty, sea flavor.

Uniform special size and quality.

Particularly suitable for salads, etc.



"King Oscar" stands for A1 quality.

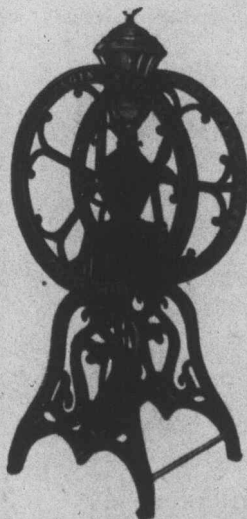
Only the finest olive oil used.

By Special Royal Permission.

CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

**THE ELGIN
National
Coffee Mill**



The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders.

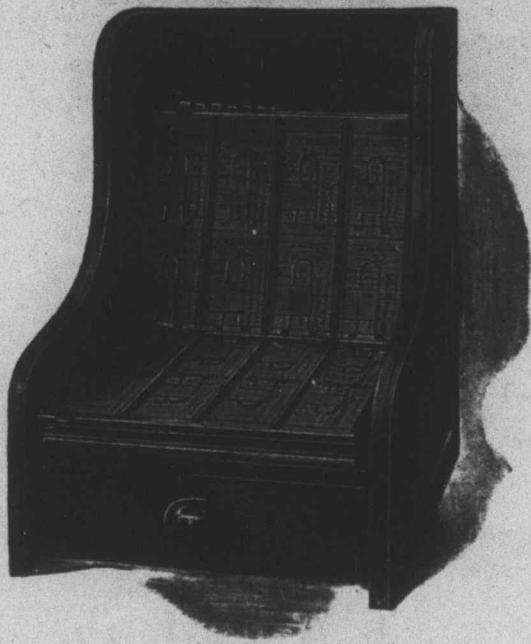
Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Cadville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Snye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Haynes & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Feed Your Bookkeeping Worries to



The ULLMAN Account Register

The machine with brains.

It will save money for you because it will keep your collections up and your bad accounts down. It will do away with forgotten charges and will cut out concessions to customers over disputed accounts. The Ullman Register is a perfect watchdog against leaks and losses. It is small in size, great in capacity, compact and quick. It will collect your old accounts and still retain the friendship of your customers. With every Register is furnished a fireproof safe, giving protection in case of fire. Write us for further information and for special mail order proposition.



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

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario



BRUNSWICK BRAND

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

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

Our Chief Sellers:

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

CONNORS BROS., LIMITED

Black's Harbor, N. B.

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





BEST VALUE IN OLIVES

The exceptionally big value and the deliciousness of **D. W. C. Spanish Olives** recommend them to your customers — **D. W. C. Olives** are profit-makers.

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.

Sterling Pickles

STERLING QUALITY

Your customers, if they have ever used Sterling Brand Pickles know that and will look for the "Sterling" label on their pickles. This label is known far and wide as an absolute guarantee of Sterling Quality.

Your displays will be more attractive if you bring to the fore the goods with the "Sterling" label.

Try the pickles that are pickled right—"Sterling."

THE
T. A. Lytle Co.

LIMITED

Sterling Road, Toronto, Can.

EUREKA

Twenty-seven years of Eureka Refrigeration



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

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO

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

Think It Over!

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

Black Knight Stove Polish

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

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



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

ANTI-DUST Sweeping Powder

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

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

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

SAPHO MFG. CO., LIMITED, MONTREAL

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

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

Fenwick, Hendry & Co., Kingston, Ont.

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

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

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

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

Rock City Tobacco Co., Limited
Quebec

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton,

- - - - -

Ontario

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.

FOR SALE

FOR SALE—AN OLD ESTABLISHED GROCERY business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 485, Canadian Grocer, Toronto.

MISCELLANEOUS

725,000 LIVE MERCHANTS USE NATIONAL cash registers. We couldn't sell them unless they saved people money. The National will guard your money, too. Write us for proof. 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.

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

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

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egly Register Co., Dayton, Ohio; 123 Bay St., Toronto; 256 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE Hartford. Agencies everywhere in Canada.

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.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

MISCELLANEOUS

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

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

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

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

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

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto



TANGLE-FOOT FLY PAPER

The only Sanitary and Non-Poisonous Fly Destroyer.

"Blackstrap" MOLASSES

In original Puncheons as received from West Indies

USED FOR STOCK FEEDING, FOUNDRY, CHEAP BAKING PURPOSES, Etc., Etc.

W.S. Goodhugh & Co.

304 Board of Trade Building MONTREAL

The CONDENSED AD. PAGE WILL INTEREST YOU

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

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.

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

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

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

THE "WANT AD."

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

VOL-PEEK



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

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

TURKISH DELIGHT!

"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
MacLaren Imp. Cheese Co., Ltd., Toronto.

OLYMPIA AND BEN BEY CIGARS

are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

PICKLES & CATSUP

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

SUCHARD'S COCOA

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

FRUIT PULPS

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

GRATTAN & CO., LTD.

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

Let Us Make Your Store Fixtures

We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery

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

BAKE OVENS



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

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. **GEO. J. CLIFF, Manager**

A highly recommended sweeping powder, sold only in bulk; a strong, pleasant disinfectant.

"NO-DUST"

NO-DUST MFG. CO.
8 Market Sq., St. John, N.B.

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

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

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES.

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

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

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

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

The J. J. TOMLINSON CO.
WINNIPEG
 Wholesale Grocery Brokers.
 Office and Truck 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.

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

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

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

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

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

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

ONTARIO.

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

ONTARIO—Continued.

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

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

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

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

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

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

Manufacturers' Agents and Brokers' Directory

(Continued.)

MARITIME PROVINCES

C. E. CREIGHTON & SON

Brokers and Commission Merchants
Manufacturers' and Millers' Agents
HALIFAX, - NOVA SCOTIA
Domestic and Foreign Agencies Solicited

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and
careful attention to all business. High-
est Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale
Commission Agents
353-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class
Grocery Agencies. Highest References.

QUEBEC.

L. EMILE GABOURY

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

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

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

One of the most successful re-
tailers 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."

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

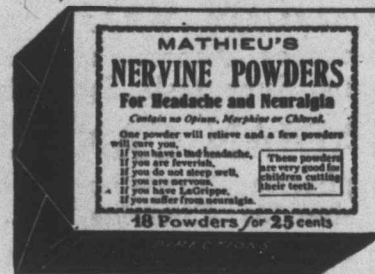
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland
Railway. Cars distributed carefully.

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

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

Every Merchant who handles—

Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommend-
ed. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil*

is a specific in all forms of 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.....

**Grocery
Advertising**

By Wm. Borsodi

It contains suggestions for
special sales, bargain sales,
cash sales, etc.; ideas for
catch lines or window
cards, and many hints for
the preparation of live ad-
vertising copy. A collection
of short talks, advertising
ideas and selling phrases
used by the most success-
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ALL ORDERS PAYABLE
IN ADVANCE.

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Predicted**

All indications
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of prosperity. So
don't let the credit
customer get too
far ahead of
you. If he pays
up well you
share in the
general pros-
perity.



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Coupon Books

will persuade him to pay up, and
without offense.

HOW THEY WORK

A man wants credit. You think he is
good. Give him a \$10.00 Allison Cou-
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or note form in the front of the book,
which you tear out and keep. Charge
him with ten dollars—no trouble. When
he buys a dime's worth, tear off a ten
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is used up. Then he pays the \$10.00
and gets another book. No pass books,
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For sale by the Jobbing Trade
Everywhere.

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worth of HIGHEST QUALITY GOODS must be disposed of before this date.

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5,000 c/s to offer. Don't Miss.

800 c/s "Frs. Petit Cie." Paris, SMALL PEAS

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Nuts and Almonds of all kinds.

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None better imported—from Marseilles.

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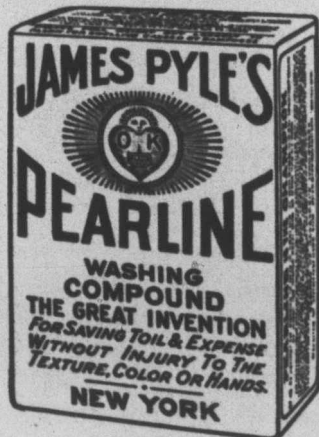
Telephone Main 3766

THE CANADIAN GROCER

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JAMES PYLE & SONS

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5 Case Lots \$3.40

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The price of the 36s has been reduced in order that the large size may be sold at the popular price of two for 25c.

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Selling Agents for the Provinces of Quebec and Ontario



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Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

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KINGSTOWN, . ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto.
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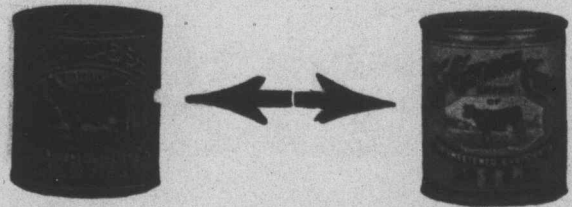
ALWAYS WELCOME—NEVER SENT BACK

When Salt is ordered and no name mentioned you gain most by sending the best. You may take it for granted that

WINDSOR TABLE SALT

is wanted, send it every time. If someone sends an inferior salt it creates an unpleasantness which starts with the delivery boy and does not end at your desk—you might loose the customer.

**THE CANADIAN SALT CO.,
LIMITED**
WINDSOR :: ONTARIO



**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

THE CANADIAN GROCER

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS



TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT



Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

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It is solving the perplexing high-cost-of-fruit problem for thousands of good housewives in Canada.

It is in many ways taking the place of fruits for dessert, and the cost is so small in comparison with fruit or honey that it helps solve the high cost of living.

Domolco Molasses

is fast becoming popular as a table delicacy in the Canadian home of rich and poor, because of its pure wholesomeness, its delicious appetizing flavor.

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