

THIS IS THE 1,300th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI.

PUBLICATION OFFICE: TORONTO, ONT., 8, 1912

No. 45

The Taste That Tickles The Palate



MINCE MEAT

- ☐ We have Mince Meats to satisfy the most fastidious, as well as those to whom price is a factor.
- ☐ Our qualities are the standard of excellence in the Mince Meat world, and appeal to all classes.
- ☐ Wethey's and Mince Meat are synonymous. Your customers know and appreciate it.
- ☐ Ask your jobber for our goods either in cartons or in bulk. If he cannot supply you, then write to us. Insist on Wethey's.



"ONE TRY SATISFIES"

J. H. Wethey, Limited

ST. CATHARINES
ONT.

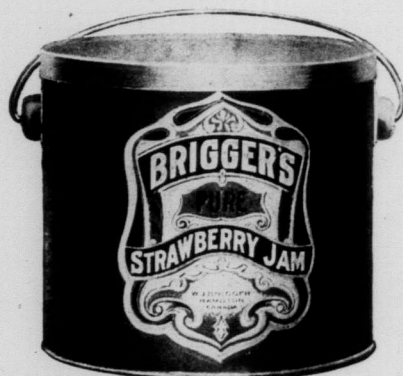


THE Grocer has many brands and makes of Jams, Marmalades, etc., from which to select his stock. Some are good and pure, and have the fresh ripe fruit deliciousness — these sell quickly and profitably. Others are adulterated, unsatisfactory, unsalable and unprofitable. Are you handling the profitable kind?



Brigger's Jams and Marmalades

are leaders for purity, fresh fruit deliciousness and quick selling qualities. They pay a good profit and give all around satisfaction. New season's pack now selling—get a stock and feature Brigger's for this Fall and Xmas trade.



W. J. BRIGGER, Hamilton, Ont.

GOOD SALESMEN

prefer to sell a high-grade article because it stays sold—and because it means repeat orders. This is one reason why so many top-notch salesmen like to sell their customers

Codou's

Vermicelli, Macaroni, Spaghetti, Fancy Letters and Figures.

Each one is a specialty with a national reputation for high quality.

Taganrog Russian Wheat is used exclusively—the wheat that yields the BEST results—the wheat that is peculiarly adapted to the desired purpose.

There is no better factory in the world adapted solely to the production of Macaroni and similar pastes than that of Felix Codou in Marseilles, France. Every modern appliance is there—it is scrupulously clean—the original has been enlarged several times to meet the steadily increasing demand from particular people.

“Codou's” is the name to think of when the best is wanted.

ARTHUR P. TIPPET & COMPANY

AGENTS

Montreal

Toronto

WAGSTAFFE'S

Fine Old English

MINCE MEAT and PLUM PUDDINGS, now ready for delivery. Packed in the most up-to-date plant in Canada.

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8 $\frac{1}{4}$ c
25 lb. Gold Lined Pails, in crates, per lb.	8 $\frac{1}{2}$ c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	\$2.00
5s. Gold Lined Pails, 8 in case, per pail..	.50
7s. Gold Lined Pails, 6 in case, per pail..	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

1s. Bowls, 1 doz. in case, per doz.	\$2.75
2s. Bowls, 1 doz. in case, per doz.	4.50
3s. Bowls, 1 doz. in case, per doz.	6.50

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

Ontario

Our Second Shipment of
New 1912 Season's



Registered

Shelled Bordeaux Walnuts

IS JUST AT HAND

Write at Once for Prices

W. G. Patrick & Co., Limited

IMPORTERS

Toronto

Montreal

Winnipeg

Vancouver

YOUR CUSTOMERS MAY NOT KNOW



(The Original)

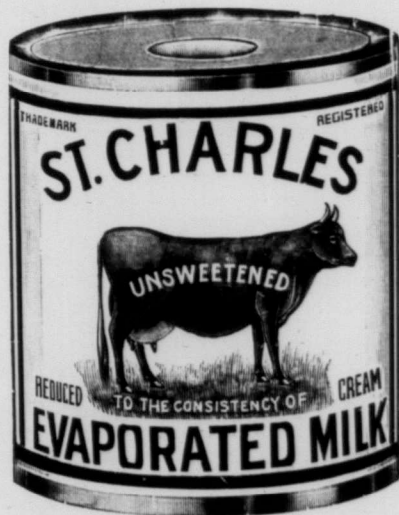
The many uses to which Borden's Milk Products can be put. Tell them some of the advantages and delicacies that are possible with these high quality products.

The food qualities of Eagle Brand Condensed Milk

It is the original Condensed Milk, and it has universally gained the distinction as being the standard of its kind. It is especially prepared with scrupulous care for use as an infant food, but at the same time it meets all requirements for general use. Eminently reliable medical tests have proven that Eagle Brand Condensed Milk is a reliable and perfect infant food. It has stood the test for over half a century.

Uses for Reindeer Coffee

Packed in one pound tins, containing milk and sugar. Just the thing for Camping and Excursion Parties, Socials, for the afternoon caller, for Roomers, for a mid-day business lunch, Travellers, in fact it is the most compact, convenient and economical drink for anybody, any time, and any place. There is no waste—can be made at a moment's notice by simply adding boiling water.



(Unsweetened)

To whip St. Charles Brand Evaporated Milk

The large percentage of butter fat or cream in St. Charles Brand permits of satisfactory whipping. To obtain quickest results, have the contents of the can and utensils thoroughly chilled, the colder the better, and whip in a bowl packed in ice, using a flat or coarse wire whipper. Flavor or sweeten. St. Charles Brand Evaporated Milk (unsweetened), whipped, is delicious in coffee or chocolate, or with fruits, puddings or plain cake.

Borden Milk Co., Limited

"LEADERS OF QUALITY"

Montreal

Branch Office :—No. 2 Arcade Building, Vancouver



Every grocer knows that COWAN'S PERFECTION COCOA is a distinctly profitable article to sell. You can increase your sales by telling your customers of the many different ways in which it can be used.

For Chocolate, Ice Cream, for Chocolate Fudge, Puddings, Cakes, etc., Cowan's Perfection Cocoa is Unsurpassed.

THE COWAN CO.
LIMITED

TORONTO, - ONTARIO

UNITED STATES GOVERN-

UNITED STATES GOVERN-
MENT CHIEF CHEMIST
—SAYS—

IF MEAT IS TOO
EXPENSIVE

**EAT
BEANS**

BEANS are the BEST SUBSTITUTE FOR BEEF

One should not eat meat anyway more than once daily, depending, of course, upon the physical condition and employment of the Person.

ASK FOR
SIMCOE BAKED BEANS
THE FAMILY SIZE TIN

ARE YOU SELLING FISH?

Do you know that it is one of the best paying lines that you can handle?

You don't have to create a demand for

Canada Brand Pure Boneless Cod

IT SELLS EASILY AND NETS A HANDSOME PROFIT.

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

BONELESS FISH.

SKINLESS FISH.

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

Wholesalers:—We can supply

LARGE DRIED CODFISH BY THE QUINTAL. LARGE FAT JULY SALT HERRING BY CAR LOAD.

OCEAN BRAND

Haddies

Kippers

Bloaters

Are the choicest and freshest possible. Get some from your wholesaler.

WRITE

NORTH ATLANTIC FISHERIES, LIMITED

Selling Branch:—47 William Street, MONTREAL

Frost Coming!

Purchase

PEACOCK PICKLES

Before the Frost
MATHEWSON'S SONS

WHOLESALE GROCERS

MONTREAL



**"CLUB HOUSE"
BRAND
SPANISH
OLIVES
EXCEL!**

1. We use only the finest smooth-skinned olives obtained from the best known localities.
2. Our scientific processing of the olives is marked by exceptional care, skill and cleanliness.
3. The "Olive" Brine is made from our own pure Artesian water.
4. Our guarantee of quality is back of each bottle.

"Club House" Brand is attractively packed and yields a good profit margin. Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

Gorman, Eckert & Co.
Limited

London, - Ontario

Western Selling Agents
MASON & HICKEY, WINNIPEG



EASILY THE BEST

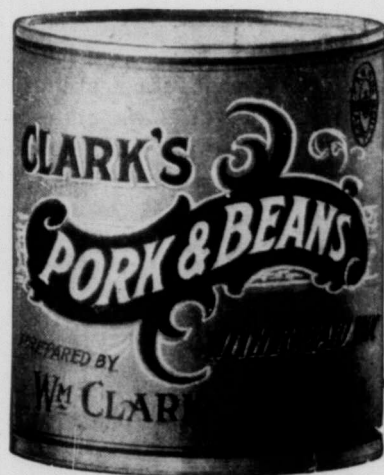
The BEST for your customer, because they are the BEST in QUALITY. They contain only the highest grade Beans, the purest, choicest, and most delectable Sauces, and the prices are right.



Clark's Pork and Beans

Plain Chili Tomato Sauce

They are the BEST for you, Mr. Grocer, because they are the old established brand which the public KNOWS, and the QUALITY, which they appreciate, makes for REPEAT ORDERS. They are ADVERTISED in a manner calculated to keep in touch with the old friends and to capture the new. You have no difficulty in selling them. The demand is large and steady. YOUR PROFITS CORRESPOND.



W. CLARK
MONTREAL

They Help to Keep the
Store Tidy---These
2 and 5 Lb. Sealed Cartons

OF

Redpath

Extra Granulated **SUGAR**

The shelves trimmed with these handsome cartons *invite customers to buy*, while bags or barrels under the counter do not. The cartons also help to give your store that reputation for being fastidiously clean and strictly up-to-date, which is such a valuable asset in attracting the best trade.

The Canada Sugar Refining Co.
MONTREAL LIMITED



MR. GROCER!

Investigate the merits of the new

**"WALKER"
Refrigerator Counter**

IT is just what you need for the economical handling of cooked meats, fancy dairy goods, fresh fruit, vegetables and seasonable delicacies.

IT combines perfect sanitation with economical refrigeration, and so temptingly displays your goods that customers will crowd around this counter to buy.

IT will boost your sales, win public confidence, individualize your store, and quickly pay for itself in a saving of waste alone.

Let us tell you more about it. Drop us a card for particulars and we will immediately get in touch with you. We manufacture the best in modern grocery fixtures—"Walker Bins."

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co.,
LIMITED

REPRESENTATIVES,—

Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 685 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

Berlin, Ontario

Eureka Canada's Sanitary **Refrigerator**

THE GREATEST

Dry air circulating Refrigerator of the age.



This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO

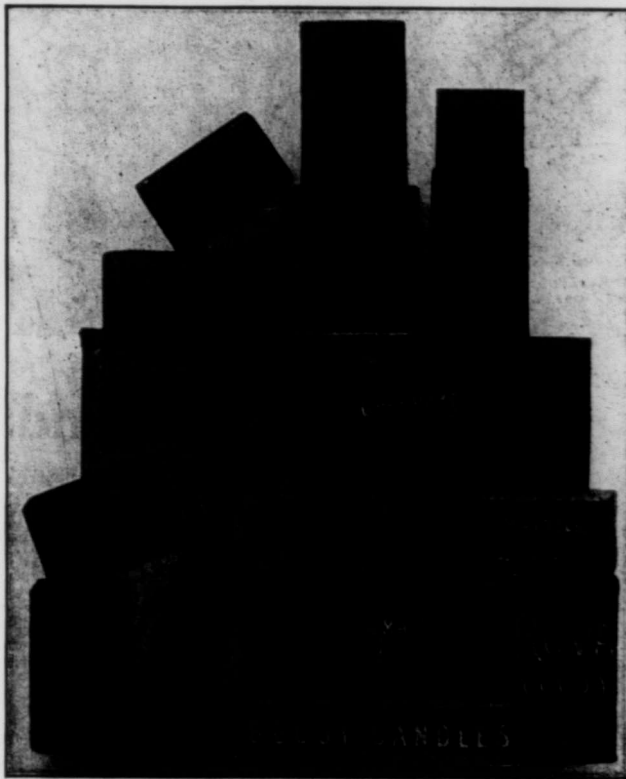
Montreal Representative
JAMES RUTLEDGE Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

THE CANADIAN GROCER

TO EVERY LARGE PACKER

All the Packets, Tins, Composite Boxes, Cartons, etc., shown in this illustration are Specimens of work actually done on the LOVELL Machines.



Bag and Carton Making, Packeting, Wrapping, Tin and Packet Lining and Labelling, Etc., Etc.

Send us samples for quotations.

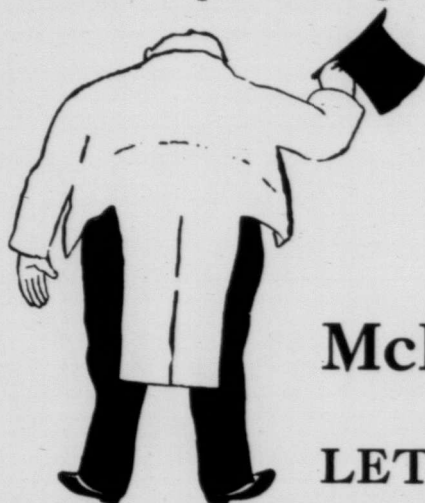
Lovell's Bag and Packet Machinery Limited, London, Eng.

TAKE OFF YOUR HAT to the trade of the West

This trade cannot be overlooked, and Eastern manufacturers are beginning to recognize its importance. They are catering to it; are you?

McKelvie & Stirrett is the oldest commission house in Alberta, and being well known, are booked up to handling live and reliable lines. Let us handle yours for this section.

We are now agents for such firms as these:—Armour & Co., Knight Sugar Co., Wethey's Mince Meats, Dominion Match Co., Evered & Co. (Brass Goods), E. D. Smith, Dominion Salt Co., A. & R. Loggie, Twyfords, Ltd. (Sanitary Goods).



WRITE TO-DAY FOR TERMS.

McKelvie & Stirrett, Calgary

BRANCH OFFICES:

LETHBRIDGE, Alta. EDMONTON, Alta.

HOLLAND RUSK

GOOD ALL DAY

Good—For Breakfast — Lunch—
Dinner.
Good—Just Buttered.
Good—With Cheese.
Good—With Jelly.
Good—With Jam.
Good—With Milk or Cream.
Good—With a Poached Egg.
Good—With Strawberries, Black-
berries, Peaches, sliced
Bananas, or any other
fruit, either fresh or can-
ned.
Good—With Coffee or Tea.
Good—With Cocoa or Chocolate.
Good—With Soup or Salad.
Good—With Welsh Rarebit.
Good—With any Chafing Dish
Receipt.
Good—With Hot Milk in cold
weather.
Good—As a Milk Toast.
Good—For Pudding.
Good—With Oyster Roast.
Good—With Fried Tomato and
Poached Eggs.
Good—In a HUNDRED Different
ways.
Good—For Infants.
Good—For Growing Children.
Good—For every member of the
family.

Good in one hundred ways.
Its wide adaptability and use-
fulness makes it the most prac-
tical and economical food known.
Made of the most nutritious
ingredients—eggs, milk, butter,
sugar, flour and delicious Dutch
flavoring.

Remember!
There is only **ONE HOLLAND
RUSK** and but **ONE THING**
like it—"more."

HOLLAND RUSK CO.
Holland, Mich.

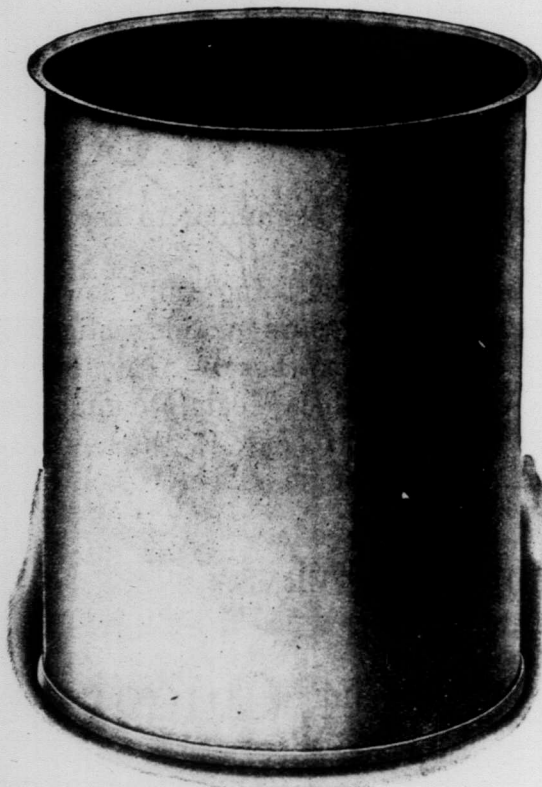


Good in One Hundred Ways

The many ways in which HOLLAND RUSK is eaten make it a fast seller. Keep it displayed on your counter, and when your customers buy it call their attention to its convenience as a toast with WELSH RAREBIT—in fact, whenever you sell cheese for WELSH RAREBIT sell a package of HOLLAND RUSK to be eaten with it. HOLLAND RUSK is not only delicious with fruits, berries, marmalades, jellies, oysters, poached eggs, etc., but it has high food value. It is a satisfying food for people of all ages, is enjoyed and easily digested by infants, growing children or dyspeptics. Our advertising helps to make HOLLAND RUSK sell. Keep it on your counter where customers can see it.

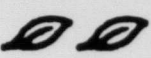
HOLLAND RUSK COMPANY
HOLLAND, MICHIGAN

Valuable premium coupons in every package increases sales. Send for list of gifts.



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

THE CANADIAN GROCER

SELLING ARGUMENTS

There are selling arguments that are good and there are selling arguments that are better.

In reply to enquiries from the consumer, we have found that it is much more effective to quote oysters in pints, rather than quarts. In years gone by oysters were handled very differently from what they are now. The consumer feels that the price has been advanced, but the value they receive for their money at this time is greater than that which they received ten years ago; that is, they are receiving more solids or actual food properties. The family that required a quart of oysters under the methods that prevailed a few years ago, will only require a pint under the present methods, and will really obtain more satisfaction. There, of course, continues to be more or less watering of oysters, but this method is wrong, and will, as a natural result, be its own undoing. How often the consumer purchases oysters, depends entirely upon the satisfaction obtained in eating them, with the result that it is up to every dealer to put the oysters out in the best possible condition, and obtain a price that will afford his doing so. Obtain the best oysters possible, put them out in the best possible condition, and the trouble of getting a price for your stock will be pretty well taken care of.

We can supply you with the necessary quality; the rest of it is up to you. COAST SEALED oysters stand for more with Canadian trade to-day than all other brands combined.

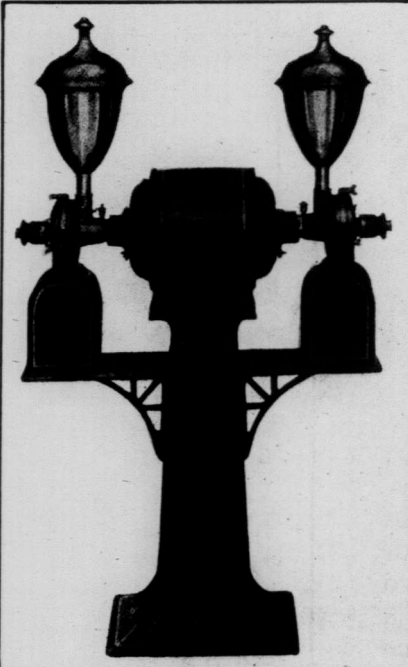
CONNECTICUT OYSTER CO.

50 JARVIS STREET

TORONTO



The business of the "SEALSHIPT" Oyster System's Canadian Branch has been taken over by us. We can fill all orders promptly for "SEALSHIPT" Oysters or equipment.



Let Us Help You

if you are thinking of installing any store equipment in the line of **Coffee Mills, Spice, Tea or Coffee Bins.** We are the general agents for the United States and Canada for the incomparable **Henry Troemner Agate Bearing Scales,** exclusive **Tea, Coffee and Spice Bins and Cans, Coffee Mills,** etc.

Our fixtures possess uniqueness and individuality, and can be obtained at the lowest possible price.

Information, Estimates and Prices cheerfully furnished on request.

J. A. FLESCH & SON

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

Scotch Marmalade

Made from Seville oranges
and pure refined sugar

by

JOHN GRAY & CO.,

LIMITED

GLASGOW

Contains neither Glucose
nor preservatives.

Prices and Samples from:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 73 Front St. East; Ottawa, E. M. Lerner & Sons, 11 York St.; British Columbia and Yukon, Kirkland & Rose, 312 Water St., Vancouver.

THE LITSTER LINE

claims your business on the absolutely fair basis of comparison. Quality for quality we give more genuine quality and value than any similar line you have ever handled. "Litster's" means purity and satisfaction for your customers and satisfactory profits to you.

**Half-Minute Puddings,
Jellies,
Custards, Salad Dressings**

(All in powdered form)

Anything Litster's is Good

THE LITSTER PURE FOOD CO., LTD.
TORONTO

The Queen of Blends

Roasted by our special process, our Coffee has a delicious flavor and aroma, which ensures it an appetizing beverage.

The Coffee Bean is selected from the choicest growths of the world's finest coffee fields and our own famous blend.



Trade Mark of Quality

Sweetheart Brand Coffee

A few of our lines:—

**SWEETHEART BAKING POWDER.
SWEETHEART EXTRACT SWEETHEART JELLY
SWEETHEART MUSTARD**

IXL Spice and Coffee Mills

Limited

London, Ontario

The Largest Apples

are always at the top of the barrel, because appearances count in selling. Tempting a buyer is largely a matter of appearance; the right article at the right price, rightly displayed. You never know how many

GIPSY STOVE GLOSS

sales have been lost till you keep it handy, prominent. Plan to have it where she'll see it.

HARGREAVES BROS. & CO., LTD.,
HULL, England.

Agents for ONTARIO

F. E. ROBSON & CO., 25 Front St. East,
TORONTO.

Profits!

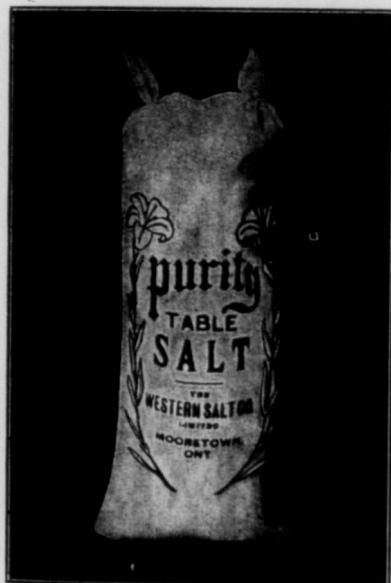
'CAMP' COFFEE



The retail profit on 'Camp' is as satisfactory as 'Camp' itself—and 'Camp' *always* gives satisfaction.

If you are after good Coffee—good Profit—good Customers—you ought to be after 'Camp' Ask your Wholesaler.

R. Paterson & Sons,
Coffee Specialists,
Glasgow



Buy the Best

A line that will give entire satisfaction throughout the year to all of its users is

PURITY SALT

It is rightly named, because it consists exclusively of fine dry, even crystals,

free from all foreign substances.

It is **pure**—that's why the women think so highly of it.

Your profit is assured. Order a stock to-day.

The Western Salt Co., Ltd.
MOORETOWN, ONTARIO

WARNING!

[CRESCENT



BRAND

SODA-CRYSTALS (WASHING SODA)

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

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

WHITE SWAN YEAST CAKES

WILL PRODUCE WHITER, LIGHTER ^{AND} SWEETER
BREAD THAN ANY YEAST SOLD IN CANADA

THAT'S WHY THEY
GIVE BEST RESULTS

ORDER FROM YOUR WHOLESALER ANYWHERE IN CANADA

Reduce Coffee Costs

by installing a Coles Electric Mill. Did you ever stop to consider that it costs you about fifty times as much to grind coffee with your hand-mill as it would with one of our time, temper and back saving electric mills.

If you are interested, write us at once for further details and let us explain how you can get the best outfit at a fair price.

We make a full line of hand and power mills—all at reasonable prices.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; I. T. Mewburn & Co., Calgary, Alta.

By Royal



Letters Patent

NELSON'S Crystal Leaf GELATINE

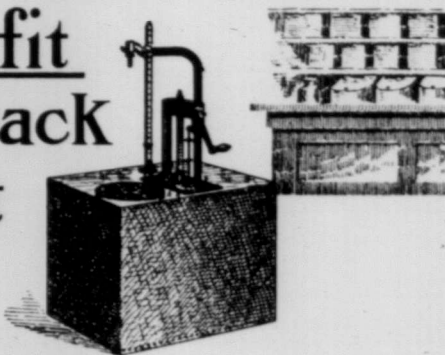
Unrivalled in the kitchen,
can be obtained from

W.G. PATRICK & Co.

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



"That Bowser Outfit
has paid me back
Every Cent
it Cost"



There are 750,000 BOWSER OIL TANKS in use to-day. Why? Because they pay! If you sell oil from an old-style tank you lose money in waste of oil and the damage it does to other articles, and you're paying the price of a

BOWSER SELF-MEASURING OIL TANK

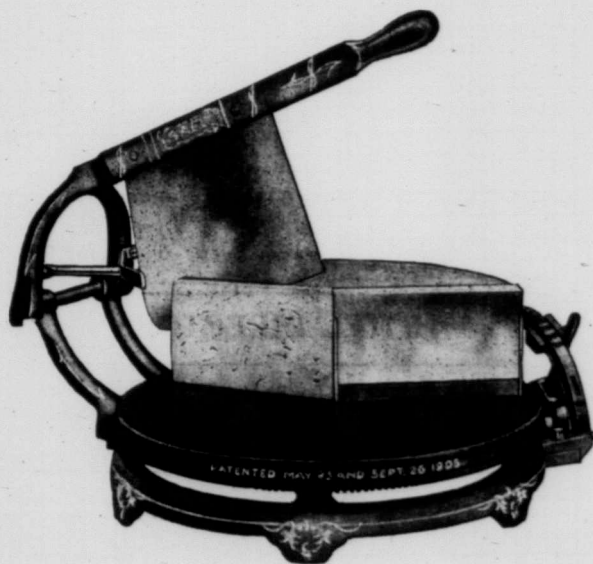
without having it. You have only an oil "nuisance" instead of an oil "business." The BOWSER OUTFIT does away with the measure and funnels; you simply hang the customer's can on the nozzle and pump the desired amount. As soon as pumping stops an automatic cut-off checks the flow of oil and prevents dripping. If you fill an odd measure the indicator shows you what to charge. No waste of oil or time. No dirty oil-soaked floors. No need to run down cellar nor to a back room to draw oil, because the BOWSER OUTFIT is so clean it can be kept in the most convenient part of the store. Write us for complete catalogue No. 222, and full information—Free.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., Toronto, Ont.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems.

Established 1885.

THIS FIXTURE PAYS FOR ITSELF



in the saving of overweights which occur **without it.**

It shows exactly how much will be received for a cheese. You should know this. **Never trust** to guess work.

The "SAFE" is the cutter which continues to cut **accurately.**

It is an investment. Not an expense.

Pays for itself in a few months.

No overweights. No crumbs. No drying out.

Order one to-day and stop your loss on cheese.

If your Wholesale Grocer has none in stock, write us.

COMPUTING CHEESE CUTTER CO.

621-625 MAIN STREET,

ANDERSON, IND. U.S.A.

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,

Rice's Salt

The Salt that is ALL SALT

It is always in demand, because it is of the first quality. Stock
RICE'S and earn the favor of your customers. It is the best ob-
tainable for Table, Dairy and Cooking.

Write for Prices, Prompt Shipment.

THE NORTH AMERICAN CHEMICAL CO. Ltd., Clinton, Ont.

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

WESTERN Incorporated
1851
ASSURANCE
COMPANY

FIRE
AND
MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - \$3,000,000.00

Losses Paid Since Organization
of the Company, over - \$55,000,000.00

HON. A. COX, President

W. R. BROCK, Vice-President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

British America Assurance Company

Incorporated A.D. 1833

HEAD OFFICE, TORONTO
(FIRE ASSURANCE)

BOARD OF DIRECTORS

Hon. Geo. A. Cox, President. W. R. Brock, Vice-President.
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox,
Geo. A. Morrow, D. B. Hanna, Augustus Myers,
John Hoskin, K.C., LL.D., Frederic Nicholls, Alex. Laird,
James Kerr Osborne, Z. A. Lash, K.C., LL.D.,
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager

Assets over - - - - - \$ 2,000,000.00
Losses paid since organization over - 35,000,000.00

BLACK JACK

QUICK
CLEAN
HANDY

½-lb. tins—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBERs

HOTEL DIRECTORY

HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION

The most popular hotel in
OTTAWA, ONTARIO. James K. Paisley, Prop.

ACCOUNTANTS

Jenkins & Hardy Assigns, Chartered Accountants, Estate and
Fire Insurance Agents, 158 Toronto St., Toronto
25 Canada Life Building, Montreal.

THE CANADIAN GROCER

25-LB. BAGS

St. Lawrence

Granulated

In 25-lb. bags, 4 bags in a sack, is a very useful package, handy for Merchants and a convenient size for Consumers, and cannot be controlled by fluctuations of price.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

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

This is the Season For James Dome Black Lead

Keep your stock well sorted up. The demand throughout the country is increasing.

The Home market for

JAPAN TEA

is just about closing---quality and price have been particularly attractive this season and in consequence stocks in first hands are unusually small at this period.

FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

CHESWRIGHT & NICHOLLS, Limited

Norway Wharf, Commercial Road East

LONDON E., ENGLAND

Manufacturers of Tea Lead, Silver Brand Metal, and Argentoid (paper-backed foil) for

Tea Packing

also Pure Tin and Composition Tin Foils for wrapping all kinds of Confectionery, Soaps, Tobacco, Cigarettes, etc.

Agents in St. John, N. B.:
THE SMITH BROKERAGE CO., Limited

Agent in Toronto
MR. CHAS. H. ANDERSON,
50 Front Street East

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.



IT IS NEW
Different, Better,

one of the handsomest packages you have ever seen and yet retails at

10c. Per Package

giving you a fine profit.

MEADOW-SWEET CHEESE

Its own peculiar nip and appetising flavor, combined with an ever fresh appearance, readily win it friends.

Rightly styled

"The King of all Package Cheese"

Have you tried our Saratoga Chips cooked in pure Salad Oil, Put up in packages to retail at 10c. and 20c.

WRITE FOR SAMPLE

The Meadow-Sweet Cheese

29 and 31 William St.

MONTREAL



50% PROFIT
GUARANTEED

Riga Water

sells the year round

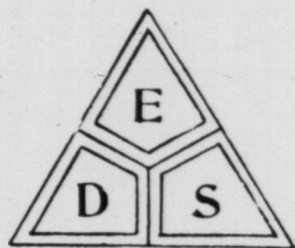
A most pleasant beverage and purgative water that invigorates the system and produces the buoyancy of good health.

Cures Constipation and all Stomach troubles.

Strongly Recommended
by the Medical Board

WE WANT AGENTS

La Societe des Eaux Riga
MONTREAL



PRESERVED PURITY

Purity is a strong selling point in favor of E. D. S. Jams, Jellies, Marmalades, etc.

Factory made Jams always receive the most severe criticism, and if they are not absolutely pure and come up to the high quality mark they are not wanted. The people pay good money and want good Jam. The dealer who does not handle goods of the highest quality and purity is a sure loser.

The masses appreciate E. D. S. Quality and Purity. E. D. S. products have the approval of the Government inspector for purity.

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.

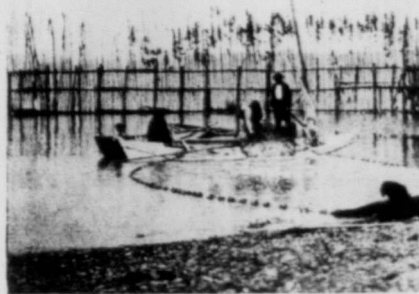


LIVE CURED FISH

ALL Canadian sardines are caught in the famous Passamaquoddy Bay.

FREQUENTLY all packers obtain fish from the same weir at the same time.

SUPERIOR Quality is therefore dependent upon Superior Methods.



GOLDEN RULE SARDINES ARE ALL LIVE CURED

That is—The holds of all our boats are equipped with sanitary brining tanks, so that the fish come,

RIGHT OUT OF THE OCEAN INTO THE BRINE—ALL ALIVE.

Thus we bring our factory to the fish in place of the fish to our factory.

You do not need to be a fisherman to appreciate this advantage.



IT MAKES THE FISH LOOK BETTER—TASTE BETTER—SELL BETTER.

McDonald Packing Company
FAIRHAVEN, N.B.

The spotless plant and the largest in Canada exclusively devoted to Sardines

AGENTS:

Vancouver—Oppenheimer Bros.	Toronto—Wallace Anderson.
Calgary—H. Donkin & Co.	Kingston—James Craig.
Edmonton—D. J. McLeod.	Ottawa—D. Stewart Robertson & Sons.
Winnipeg—G. B. Thompson.	Montreal—J. W. Windsor.
London—Geo. H. Gillespie.	Quebec—Albert Dunn.
Hamilton—J. W. Bickle & Greening.	Halifax—C. E. Creighton & Son.

39 Years Established

MINTO BROS.

have the enviable record of serving the merchants with high quality Teas for 39 years. Do you not think with the experience we have had in catering to your requirements, that we can increase your tea department? All we ask is that you send us an enquiry for anything you may be requiring in the tea and coffee line, and we will show you by comparison that we can materially increase your sales. We handle exclusively Tea and Coffee. All our experience and energies are devoted on these lines, so that you can readily understand, MR. GROCER, that we can give you the best values for the least money, and what is more important, can give you the same standard teas all the year round.

Can you not see wherein you can save money? Kindly phone, wire or write us for samples at our expense. Also include an order for the greatest packet tea on the market.

"MELAGAMA"

MINTO BROS.,

45 FRONT ST.
EAST

TORONTO

There is Call

for the use of SNAP Hand Cleaner every hour of every day in the office, factory and home.



SNAP HAND CLEANER

removes easily all kinds of soil and does not injure or roughen the tenderest skin. Every dealer should carry SNAP.

SNAP COMPANY, Limited
Montreal, Quebec



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

Hamilton, Nov. 4th, 1912

Currants---

Market is likely to advance owing to War Trouble in Europe. We have just received 3 carloads per SS. Bellona, fine quality, loosely packed, Filiatra Currants, which we offer at $6\frac{1}{2}$ c. per pound F.O.B. Hamilton.

Valencia Raisins---

Finest selected, good sound fruit, at $7\frac{1}{2}$ c per pound for prompt shipment F.O.B. Hamilton.

Canned Salmon---

We have 1 carload to offer at **95c.** per dozen, in 5 Case lots and over, choice quality Pink, 1 pound tall tins, 4 dozen to the case, net cash, F.O.B. Hamilton.

We can deliver the goods advertised promptly.

We attribute the large increase in our business to the values we have to offer. Orders per mail and telephone receive special attention.

Robert Simpson & Co.,

Wholesale Grocers and Importers of Teas, Coffees and Spices,

29-31 Charles St., Hamilton, Ont.



BOUILLON Season is Here

You can fill the want of your custom for a stimulating and invigorating, as well as healthful drink at this season of the year by selling them

BRAND'S BEEF BOUILLON

Contains the fullest nutritive qualities, and is made from the best materials, in a cheap and portable form.

BRAND'S ESSENCE OF BEEF



consists solely of the juice of the finest meats, without the addition of water or of any other substance, very nutritious. Essence of Beef is best taken cold.

Brand's Specialties make a favorable, lasting impression wherever introduced.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, - - - London, Eng.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER



You will put your hand on Money

if you make a feature of Lawrason's Snowflake Ammonia and Lawrason's Snowflake Bath Powder. These two moderate priced household necessities have proven big sellers by reason of their effective cleansing and water softening powers.

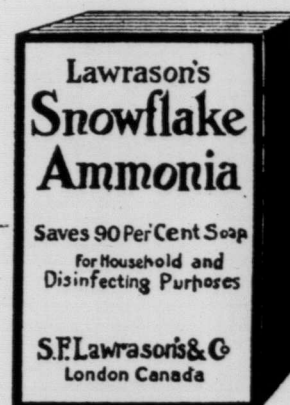
Lawrason's Snowflake Ammonia is backed by a guarantee of \$500 that it equals in cleansing power any similar powder on the market selling for twice the price.

Lawrason's Snowflake Bath Powder is a boon to the city dweller. It is perfumed and antiseptic, and is unequalled for softening hard water. Packed in neat green and red lithographed tins, with nickeled top.

Lawrason's are the lines for you to handle.

Write at once

S. F. Lawrason & Co.
LONDON ONTARIO



Why Red Rose Wins

Chiefly, because so many merchants seem to appreciate the quality and true value of Red Rose Tea more than they ever have before—seem to realize that the quality of a pound of tea depends on the price they pay almost as much as the quality of butter or flour depends on the price, and they feel safe in recommending a tea that has **made good**.

This is, of course, as it should be. In quality — real value — is **where Red Rose always wins**. Nothing but quality will stand the rude jolts of unfavorable market conditions and unfair or reckless competition.

T. H. ESTABROOKS CO., LIMITED
7 Front St. E., Toronto, Ont.

VINEGAR

APPLES

160,000 barrels from our own orchards.

Choice eating apples for domestic and export use, supplied in any quantities.

A vinegar without a rival. A PURE APPLE-JUICE Vinegar, made in a model factory under expert supervision. It is a vinegar that pleases every user.

SUN GOLD VINEGAR is a business builder. Housewives insist on having that and no other. Moreover, it is a profitable vinegar to handle. Dealing direct with the trade, our prices are exceptionally low.

Many dealers have placed their order for a year's supply—how about you? The prices we quoted them we will quote you. Get in on them. Write to-day.

P.S.—Our prices of new cider and apples in any quantities are equally interesting.

CIDER

Sun Gold Cider
Is unfermented and free from alcohol.

This year's products in casks and barrels.

The National Land Fruit and Packing Co., Limited

Sales Dept., 1-3 Scott Street, TORONTO

Factory and Cider Mill: MIMICO, ONT.

Good Tea Brings Good Trade

Nothing attracts and holds Trade like **Good Tea at Popular Prices.**

The number and frequency of **Repeat Orders** on our High Class Blends, proves the wisdom of pushing Good Tea.

Our rich mellow blends, uniform in quality and flavor are bringing **Good Trade** to our customers in all parts of the **Dominion.**

Push your 40 cent Tea.

Our  Blend
Star

Beats in Quality any 40c. Tea in packages on the market.

English Breakfast Tea at 27 cents
will please your customers and bring trade to your store. Our guarantee holds.

Complete satisfaction or return at our expense.

Freight paid on 100 lbs. and over in Ontario.

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

. F. EBY, President

Toronto, Canada

HUGH BLAIN, Vice-President

THE VERY FINEST CEYLON TEA
 IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality. Remember the sale is guaranteed.

"SALADA"
 41 Eastcheap, London, Eng.

"SALADA"
 TORONTO

"SALADA"
 198 W. Broadway, New York

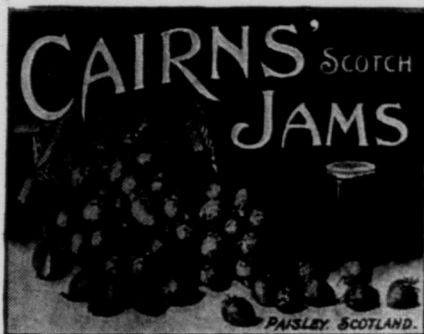
"A Want-More FASCINATION"

Is what is making the sales of Cairns' Scotch Jams forge ahead so rapidly. They have the full, natural flavor of the fresh fruit, being most carefully selected and prepared. Royalty appreciates Cairns' Jams, Jellies and Marmalades, and so will your customers. Profit by selling the best.

CAIRN'S JAMS

ALEXANDER CAIRNS & SONS
 PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal.



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.



GUARANTEE

OF PURITY

Baking Powder, Spices, Coffee, must be of highest quality. You cannot take chances upon them, for if you do you will lose customers. If you look for the trade mark—PRINCE OF WALES—on all of these lines you undertake to handle you will be securing the purest and best for your customers. It is on our

- | | | |
|-------------------|--------------------|---------|
| Baking Powder | Flavoring Extracts | Cloves |
| Créam Tartar | White Pepper | Gingers |
| Iceing Powder | Black Pepper | Nutmegs |
| Club Health Salts | Allspice | |

CLUB JELLY POWDERS. Put in a few of these packages. Tell your customers that you have a "Double Event" proposition for them. There is a custard powder along with the jelly in each package. They will surely purchase.

We supply spices whole or ground. Over 50 years' experience. Deal with an old-established, reliable firm and be sure of what you are getting.

We are manufacturers of CORKS and CAPSULES also.

S. H. EWING & SONS

MONTREAL

TORONTO



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



GETTING THE BUSINESS

From the grocers' viewpoint depends upon the demand there is for the goods he has in stock. That's why

Crown Brand Corn Syrup

Is sold by all good grocers. It brings business because the demand for it is national.

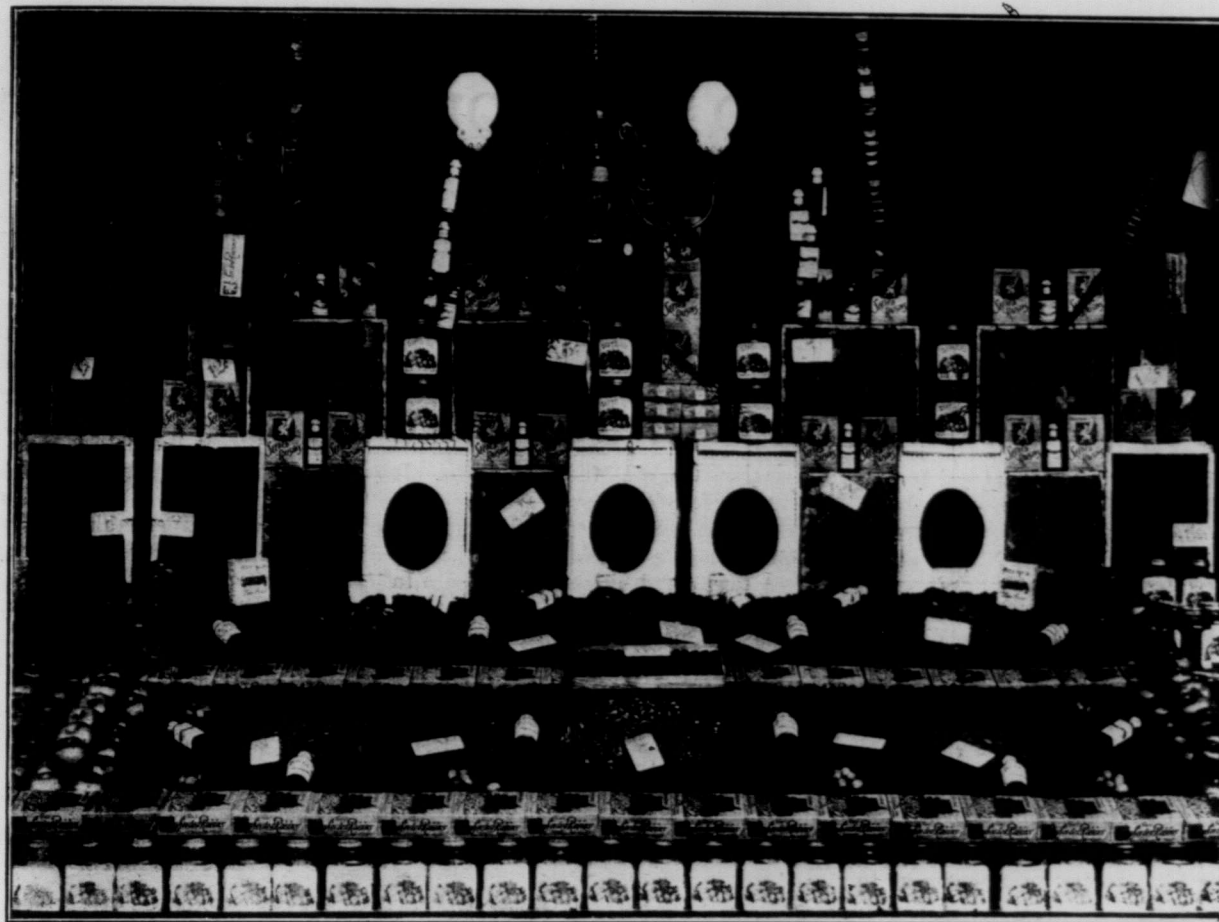
When Crown Brand is asked for, no other Corn Syrup will do.

Crown Brand is known throughout Canada as the ideal table syrup, and custom comes where Crown Brand is sold.

This is the season and now is the time to stock Crown Brand. It will please your customers to know that you have it—and prove a steady source of profit to you.

The Demand is There—You Simply Have to Supply It.

THE EDWARDSBURG STARCH CO.
LIMITED
MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



Suggestion for an early Christmas Baking Material Display. This was shown last year by Bruce and Sanderson, of Toronto.

Catching Eye of "Looking Around" People

One of the Functions of the Early Christmas Baking Material Window—An Attractive Dried Fruit, Extract and Nut Window That Could be Used to Advantage With Arrival of First New Season's Goods—Addition of Couple of Display Cards Helpful.

"We are just looking around."

How frequently is such a statement heard in the retail store! People come in to look around. They do not purchase everything they see, but sooner or later such "lookers" draw forth their pocket books to buy something observed.

Herein lies a suggestion for the grocer. Show just as many goods that will stand showing, as possible, and show them in a manner that they will sell themselves.

New Goods Should be Shown.

With the autumn season, nearing an end, people are looking forward to Christmas and as soon as Christmas goods arrive they should be displayed. The window is the place where they will be looked at and if the importance of buying early is clearly emphasized, goodly quantities will be sold.

The above display should be made a splendid early seller of Christmas baking material. It was one shown by

Bruce & Sanderson, Parliament street, Toronto, last year and as may be judged from the appearance, sold considerable goods. In the background are some tissue paper decorations neatly draped about the chandelier. Below these are boxes of figs and prunes on end so that the fruit faces the front. Arranged among these are packages of seeded raisins, bottles of flavoring extracts and of strawberry jam. Flavoring extracts, too, may be seen hung with string from the ceiling.

The orderly arrangements of fruits, peels, and nuts on the floor of the window should be closely observed. To the front next the glass is a row of bottled preserved fruit on top of which has been placed a line of package raisins, end to end. The window is flanked on either side by rows of apples. On the floor towards the front is a pile of shelled walnuts in the centre, and a pyramid of shelled almonds to the right and left.

These nuts are joined together by a spreading of currants, the display being dotted here and there with bottles of flavoring extract and nutmeg.

The rear half of the floor shows icing sugar in packages, piles of peel, and flavoring extracts on a floor of raisins. Liberal use has been made of price tickets as Bruce & Sanderson are firm believers in their value.

Introduce Some Show Cards.

Retail grocers could easily make such a window as the above quite profitable just as soon as the new dried fruits come in. By the addition of a couple of show cards bearing inscriptions such as "Season's First Dried Fruits," and "Always best for the Christmas Baking," the bulk of the best trade could be sold.

The experiment is worth while attempting. The "just looking around" people will frequently succumb to the selling power of such a display.

Ontario R.G.A. to Petition Governments

Federal Legislators Will be Asked to Change Weights and Measures Law and Sir James the Law Respecting Garnishment of Wages—Petitions Already Drawn Up and Signed by Many—New Members Added From Steelton, Sault Ste Marie and Ingersoll, Among Them Being Two Women.

The autumn work of the Ontario Retail Grocers' Association is proceeding in a favorable manner. In addition, to adding many new names to the membership list of the provincial body, things are gradually being got into shape to bring about several of the desired objects of the association. Secretary Wm. C. Miller, of Toronto, reports he is receiving splendid encouragement from the several sections of the province and preparations are now being made to descend upon both the Dominion and Provincial legislatures with their demands for amendments, to some of the laws affecting the trade which are at present considered unfair.

An Amendment Long Sought.

One of the important aims at the present time is to secure an amendment to the Scale Inspection Act, which is considered a gross injustice to the merchant. The association claims that since scale inspection is in the interests of the general public, like other similar inspections, it should be paid for by the government. At present, the grocer has to pay it, whether his scales prove to be correct or not. As the Dominion House opens on Nov. 21, this matter is being rapidly pushed forward. The London and Ingersoll associations have already signed a petition to the Government and other towns and cities are now doing so. These will all be forwarded to the secretary of the Ontario association who will combine them and send them on to the House of Commons.

Here is a copy of the petition re the Scale Inspection Act that is being signed by several of the associations:—

To The Right Honorable R. L. Borden,
Premier of the Dominion of Canada,
And the other members of the
House of Commons.

"We, the undersigned merchants of the city of (), hereby humbly and respectfully petition your honorable body for the amendment of the Weights and Measures Act, R.S.C., Chapter 52, Sections 54 and 56, and the regulations passed by the Governor-in-Council under said Act, in order that the fees now payable to the inspector by the merchants whose weights and measures are inspected, shall henceforth be borne by the Government, inasmuch as the inspection is for the protection of the public, and not the merchants; and in most instances the weights and measures are found to be standard, and in general the payment of the fee becomes a hardship to the merchant."

Petition Re Garnishee Law.

Another desired amendment that is rapidly taking head is that to the Gar-

nishee Law, an Ontario enactment which is considered far from fair to the merchants. A petition in respect to this amendment is being signed by local associations and forwarded to Provincial Secretary Wm. C. Miller, Toronto. It is the desire of the Ontario association to get as many of these individual petitions from the associations of the different towns and cities as possible. In those towns where there are no active associations, petitions signed by as many of the merchants as possible will be welcomed as they will materially add to the strength of the association's demands when they are made to the legislative body. "Even if there should be only one merchant in a town or community," says Secretary Miller, "if he will write endorsing the amendments, it will help us."

Here is the petition re garnishment:—

To Sir James Whitney,
Premier of the Province of Ontario,
And the other members of the
Legislative Assembly.

"We, the undersigned merchants of the city of (), humbly and respectfully petition your honorable body for the amendment of section 146 of the Division Court Chapter 32-10, Edward VII. and section 7, sub-section 1 and 2 of the Wages Act, chapter 72-10, Edward VII., in order that debts due by mechanics, workmen, laborers, servants, clerks or employes for, or in respect of their wages, may be seized, garnisheed, or attached all over the sum of ten dollars, instead of twenty-five, as the said sections now read.

"Under the present state of the law your petitioners are practically deprived of the value of the process of garnishment, as wages are in nearly almost all cases paid weekly, leaving no excess to which recourse can be had."

Not only are the desired amendments to both the Weights and Measures Act and the Garnishee Law of interest to the grocers but to all classes of merchant, no matter what lines they may be selling, and in signing the petition, the names of many others besides grocers may be secured.

Women Joining the Association.

Different towns in Ontario, according to advices from the secretary, are gradually giving their support to the Ontario Association. C. O. Weldon, secretary of the Steelton, Ont. Grocers' Association this week forwarded the membership fees for nine of the local grocers. They are Lash & Co., G. J. Saunders, A. E. Wade, Jno. Muncaster, A. Brouillard, W. A. Stonehouse, of Steelton, and Mrs. M. A. Barry, Miss E. A. Quigley and R. McMeeking, of Soo. Ste Marie West.

Among the names will be found those of two women, the first feminine members to send in their fees to the Ontario body.

Jno. Scott, of Woodstock, a member of the executive and President John Diprose of the London association recently visited Ingersoll and although there is no active organization there, they succeeded in enlisting the following grocers:—McLeod & McBain, McDougall & Son, W. J. Hogarth, A. J. Dyer, Buchanan Bros., S. M. Fleet, C. H. Crawford, R. Stuart, M. Tanner.

A considerable number of new members are expected before the end of the year.

THE GROCER'S CHRISTMAS CONTESTS.

Place your Christmas window display in The Canadian Grocer's contest. Last year \$20 were distributed among the winners and this year a similar amount has been set aside. Cities and towns over 10,000 population are placed in class 1 and all centres under that population in class 2, so that all stores have a fighting chance to win a prize. Winners in each case receive \$5, \$3 and \$2 respectively. Apart from securing a prize, the window trimmer who decides now to compete is going to be greatly helped in his work of dressing windows. He will have a better display because he will plan ahead and will continually be on the look out for new ideas. If the dealer himself does not attend to the dressing of the window, let him suggest to his clerk at once that he enter the race. The contest closes on December 31, on or before which date all photographs should be mailed to The Grocer. The only conditions are that the window be dressed by the dealer or one or more of his clerks and that Christmas goods be used. Any number of windows can be submitted.

There is also a newspaper advertisement competition. When the Christmas ad. has appeared in the newspaper clip it out and send it along. If several appear, send them all and the best one will be used by the judges. The first prize in this contest is \$3 and the second \$2. Make your decision to enter now.

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AN ELABORATE WINDOW DISPLAY

The above hunting window was shown by E. F. Mason, a Peterborough, Ont., grocer. It is dressed well back into the store, about twelve feet from glass, with a gradual slope upwards and with a background of evergreens, in front of which stands a large deer looking through the underbrush of trees on one side. To the front are the hunter's grocery supplies and cooking utensils, and to the right a small pool of running water which flows down the incline and over a small fall to a larger pool eight inches deep, six feet long and two and a half wide with stone and gravel bottom. Around the banks or edges of water are moss-covered stones and autumn leaves. The tufts of grass and logs. This all tended to make a realistic

scene and easily attracted the eyes of all passersby and not merely the hunter.

On one old log stand two rifles and two fishing rods leaning toward corner of window. In front of the log is a large bottle of a meat extract and a Thermos bottle with a sign which reads "Mr. Deer-Hunter—A hot drink out of your thermos. Nothing better on a cold watch." Some ducks, and grey and black squirrels are also in the window, with several mounted deer heads higher up. Three large photos of different hunting parties are seen.

This window certainly attracted a great deal of attention and sold considerable goods. This is a display that might well be placed on file by every window trimmer for suggestions another year.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—
 Montreal—Rooms 701-702 Eastern Townships Bank Building. Telephone Main 1255. O. S. Johnston
 Toronto—143-149 University Ave. Telephone Main 7324.
 Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—
 New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.
 Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—
 London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

FRANCE—
 France—John F. Jones & Co., 31 bis Faubourg Montmartre.

Subscription: Canada, \$2.00; United States, \$2.50;
 Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, NOV. 8, 1912

LOWER FLOUR PRICES.

Prices on Manitoba flour have been reduced 20 cents per barrel in Eastern Canada this week. There has now been a general reduction all over Canada, in keeping with values on new crop wheat, but the amount of the reduction has not been same in all sections.

Three weeks ago, prices in the West were lowered, some mills going down 30 cents per barrel and others 50 cents. Since then a reduction of 50 cents per barrel from former prices has become about general.

Prices in Eastern Canada were expected to drop some time ago, but the Balkan trouble gave cause for delay as it was argued that there was no use in reducing prices until the outlook became more definite. This week, a decline of 20 cents per barrel was announced.

A larger reduction than this was anticipated in some quarters. Prices in the West were lowered by more. Millers argue that the West was on a higher basis and could afford to come down. This is true to some extent, but present prices in the East are on the same level as a year ago, while those in the West are 20 cents per barrel lower.

For this reason it would seem as if Eastern prices should later see another reduction to put them on a par with Western figures. Some dealers think this quite possible.

SERIOUS ROT AMONG POTATOES.

There is bound to be a heavy loss this year from rotten potatoes in Ontario. A Grocer representative recently visited different farming communities and saw the pits and cellars where potatoes were stored, and in every case but one, he would estimate the rot at anywhere between 30 and 50 per cent. This does not include the rotten potatoes discarded when the fields were dug, as there, a great many more could be seen which had never been picked.

The cause of the rot was of course the rainy weather which was most favorable to the development of blight. From reports received practically all low lying land and

even heavy high fields in Ontario have been affected. Sandy soil has been more fortunate but it was not entirely immune from the rot.

Potatoes in Ontario were one of the heaviest crops in years and to make matters worse, the big tubers are, as a general rule, the ones that have been and are being attacked. Earlier in the season rot was reported in New Brunswick stock but recently few complaints have been heard and shipments are now coming to Upper Canada.

Last year potatoes were exceedingly scarce and high and from all appearances prices this winter will again be high even in face of heavy crops. If the percentage of good potatoes is to be reduced one half, they certainly will not be as low as has been generally expected.

BACKBONE AND TACT NEEDED.

If a merchant knows he is buying inferior eggs from a country customer, but pays that person as much as if the eggs were fresh, he places himself in the same category as the dealer who slashes prices just because he thinks the man across the road will do so if he doesn't. Each of them lacks the backbone necessary to the man in business. They seldom or never attain a high degree of success because they pay too much attention to other people's business and not enough to their own.

In last week's issue a letter appeared from a Grocer reader on why stale eggs continue to be marketed. He pointed out that as long as one dealer was suspicious of what a competitor was doing or would do, just so long would the bad egg pass the sentinels and get out on to the market.

If a merchant doesn't know he is accepting inferior eggs for new lays, he should make certain that he does know by candling them. All that is required afterwards is backbone to decide to pay only for the quality received, and tact to show the farmer why he cannot be paid full market price. When every first hand egg buyer does this, egg shrinkage will gradually disappear.

ARROWROOT PRICES AND IMPORTS.

Arrowroot is one of the latest grocery articles to show an upward move in prices. Owing to the heavy demand from England, where arrowroot is an essential to many industries, prices in the producing countries have been advanced and values in Canada have accordingly been affected.

One source of information says that the price has raised about 55 per cent., prices in St. Vincent, B.W.I., the chief country of growth, having been advanced two and three-eighths cents per pound.

Besides meaning considerable to biscuit manufacturers who use this line, that which the grocer sells is also affected.

The imports of arrowroot into Canada during the past few years have shown a substantial increase. Imports which in 1905 amounted to 30,292 had grown in 1910 to 58,710 pounds and in 1911 to 67,096 pounds.

FILING GOOD CHRISTMAS DISPLAYS.

The Grocer has recently been running a number of splendid Christmas window displays shown by retailers last year. Now that the time is again rolling around when the Christmas display of dried fruits, nuts, peels,

etc., is in order those that have been shown should be taken every advantage of.

In the Fall Campaign Number several were given. Others appeared in our issues of October 25 and November 1 and still another may be seen in this issue. These have been published early to give suggestions to those who make early displays of Christmas dried fruits. Those who do not trim any Christmas goods windows now should keep them on file for reference when the time comes that they are needed.

Mere matter-of-fact displays around the festive season are of little use in creating demand. What the public want, and more so than ever to-day, is something unusual, out of the ordinary and attractive. The window that can show this is the one that gets the business. It is folly for a dealer to say that he keeps all his customers around Christmas even without any display whatever. But even should he keep them, he is not selling them what he would with an attractive, original window display.

A file, therefore, for all Christmas windows would be a profitable investment with only a few cents, if any at all, necessary to finance the deal.



NUTS COMING TO THEIR OWN.

There is no doubt that the food value of nuts is not recognized as greatly as the facts warrant. It has been asserted, on the authority of chemists, that the nutritive properties of nuts entitle them to a much higher place than they now occupy as an article of food.

It is even asserted that if all other means of nutriment were cut off, man could support life on the nut crop of the world. This statement has been made in some of the best school text-books of Europe, and it appeared in a school book recently published in this country. The rising generation seems likely, therefore, to have a higher opinion of the utility of nuts than their fathers entertained.

With these facts in view, there is no reason why the retailer cannot easily increase nut sales to double what they are in a year now. Sales, however, cannot be increased by waiting for the public to be educated to the food value of nuts. Each dealer must educate his own customers. This is the simplest and most profitable method and should soon result in nuts being used the year round in large quantities and not only at festive seasons.



WHO SOLD THE BAD POTATOES?

In large cities the rambling street-peddler is a thorn in the side of many grocers. He goes about from door to door singing out his wares and making many a sale that properly belongs to the retailers of the district. The grocery store suffers worst of all. The peddler knows that the people must eat and he is going to sell them provisions.

But if the public were acquainted with the methods adopted by many peddlers they would buy little from them. Some, of course, are honest but a great many are after the people's dollar regardless of the quality of goods delivered.

Not long ago some two or three ear loads of potatoes were received in a large Canadian city which were so rapidly on the decline that few dealers would have anything to do with them. They soon fell into the hands of some street peddlers who sold them at a sacrifice from house to house. The potatoes were either diseased or

badly rotten and should not have found a market anywhere.

This goes to show the unreliability of many street peddlers and it is information that the retailer can use to break customers off the habit of buying from them. If such information is communicated to customers in an off-hand manner, they will not accuse the retailer of making false pretences to secure their trade.

The retailer of course should be sure of the quality of his own goods before attempting to criticize those of the peddler.



EDITORIAL NOTES.

Dried fruits have a high food value. They can be recommended on this score.

* * *

The sooner you get people thinking about Christmas the sooner they will buy for that occasion.

* * *

This is a good season for the sale of cheese. Fancy varieties should be pushed by every grocer.

* * *

Don't argue. Marshall Field's favorite maxim in business was "The customer is always right."

* * *

Now that women are joining the Ontario R. G. A., any request from that body will be granted by our legislators.

* * *

You can't know too much about the goods you sell. There is, every now and then, a customer who asks new questions.

* * *

Rot among Ontario potatoes is assuming larger proportions. Purchasers should make sure they get what they pay for.

* * *

Competition is the life of trade. Especially is this so when the competition is between clerks to see who can make the most sales.

* * *

Don't have a \$15-a-week clerk doing work that could be done by a ten-dollar man. Keep the high-priced clerk at the important work.

* * *

The Grocer's Christmas window dressing and ad-writing contests are going to prove interesting this year. Better get in line now.

* * *

Canadian food standards are gradually being executed. Prof. A. McGill, our Chief Analyst, is a hero that should be worshiped by all exponents of pure foods.

* * *

The folks who are just looking around the store sometimes buy. An eye should be kept on them always, and at the proper moment the salesman should offer his services.

* * *

Under the heading "Versatile Vegetable," The Optimist tells of an amusing Buffalo, N.Y., law court case wherein a judge made a unique decision. The case involved the "Sunday Store Closing Law" which permits the sale of fruits but not groceries nor vegetables. He ruled that "the tomato is a fruit when sold raw, but becomes a vegetable when it is canned." Using the same principle he would no doubt declare that a man is a gentleman when sober but an ass when "canned."

Food Standards Fixed by Government

Announcements Have Been Made Regarding Flavoring Extracts, Honey, Fruit, Canned Peas and Lard—Twenty-Five Per Cent. the Limit of Water in Honey—No Coloring Matter in Lard—Canned Peas Must be Green Except Label States Otherwise

Ottawa, Nov. 5.—The Government has announced the adoption of a number of Food Standards for Canada, including extracts, honey, fruit and fruit products, canned peas and lard.

Flavoring Extracts.

The standard set for extracts reads as follows:—

1. A flavoring extract is intended for the purpose of flavoring food, is a solution of correct strength, as hereinafter defined, of sapid and odorous principals derived from an aromatic plant or parts of a plant, with or without its natural coloring matters, and conforms in name to the plant used in its preparation.

2. The usual solvents employed in the preparation of flavoring extracts are ethyl alcohol, water and glycerine. In the event of any other solvents than ethyl alcohol, water and glycerine being used, such solvents shall be harmless to health, and their names shall be plainly stated on the label.

3. Solutions of natural or synthetic preparations such as vanillin, coumarin, benzaldehyde, methyl salicylate or other sapid and odorous compounds, more or less resembling substances found in plants, or absolutely identical with these if harmless to health, may be sold for flavoring purposes, if properly labelled so as to make it quite clear that they are not extracts as above defined; and preferably by the use of the word Artificial or Imitation.

4. If an extract be fortified or strengthened by having such natural or synthetic preparations as are referred to in the immediately preceding section added to it, the fact of such addition shall be clearly stated on the label, or the word compound or mixture shall be used to describe it.

5. Lemon Extract is the flavoring extract prepared from the lemon peel, or from oil of lemon, and contains along with more or less of the terpenes of lemon oil, not less than two-tenths (0.2) of one per cent. of citral derived from oil of lemon.

6. Terpene lemon extract is the flavoring extract, prepared as above described, and contains not less than five (5) per cent. of oil of lemon, and not less than two tenths (0.2) of one per cent. of citral, derived from oil of lemon.

7. Vanilla Extract is the flavoring extract prepared from vanilla bean with or

without sugar or glycerine, and contains in 100 cubic centimetres the soluble matters from not less than five (5) grams of the vanilla bean (the dried, cured fruit of *Vanilla planifolia*).

The Honey Standard.

The standard of quality of honey is established as follows:—

Honey is entirely the product of the work of bees operating upon the nectar of flowers and other saccharine exudations of plants; and contains not more than twenty-five (25) per cent. of water; not more than eight (8) per cent. of sucrose (cane sugar); not more than twenty-five hundredths (0.25) of one per cent. of ash; and not less than sixty (60) per cent. of invert sugar.

Fruit and Fruit Products Defined.

1. Fruits are the clean, sound, edible, fleshy, fructifications of plants, distinguished by their sweet, acid and ethereal flavors.

2. Dried fruit is the clean, sound product made by drying matured properly prepared fresh fruit in such a way as to take up no harmful substances; and conforms in name to the fruit used in its preparation.

3. Evaporated fruit, is dried fruit in whose preparation artificial heat has been employed.

4. Evaporated apples shall contain not more than 27 per cent. of moisture.

5. Canned fruit, is the sound product made by sterilizing clean, sound, properly matured and prepared fresh fruit, by heating with or without sugar, and keeping in suitable, clean, hermetically sealed containers; and conforms in name to the fruit used in its preparation.

6. Preserve is the sound product made from clean, sound, properly matured and prepared fresh fruit and sugar syrup, with or without spices and vinegar, and conforms in name to the fruit used in its preparation.

7. Jam, marmalade, is the sound product made from clean, sound, properly matured and prepared fresh fruit or fruit pulp and sugar, with or without spices or vinegar, by boiling to a semi-solid consistence; and conforms in name to the fruit used in its preparation.

8. Fruit butter is the sound product made from fruit juice, and clean, sound, properly matured and prepared fruit, boiled to a semi-solid mass of homogeneous consistence, with or without the ad-

dition of sugar and spices or vinegar, and conforms in name to the fruit used in its preparation.

9. Jelly, fruit jelly, is the sound, semi-solid gelatinous product made by boiling clean, sound, properly matured and prepared fresh fruit with water, concentrating the expressed and strained juice, to which sugar is added, and conforms in name to the fruit used in its preparation.

10. When jam, marmalade, fruit butter, or jelly contains other fruit or fruit juice than that which gives its special name to the article, the fact of the presence of such other fruit shall be stated upon the label, in lettering as large and as distinct as that used in naming the fruit principally present. This requirement does not, however, apply to the use of fruit juice, up to the amount of ten (10) per cent. of weight of the jam, etc., used instead of water in the manufacture of the jam, etc.

11. When the sugar in preserve, jam, marmalade, fruit butter or jelly is wholly or partially replaced by glucose, or by any other substitute for sugar, the fact of such substitution shall be stated upon the label in plain lettering.

Green and Ripe Canned Peas.

The following standards of quality have been established for canned peas:—

1. Canned peas, unless specially designated as below, shall be prepared from the harvest of the year in which they are canned, and shall be the unripe peas of the crop of that year.

2. Ripe peas may be canned, provided that the label shows quite clearly that they are such. This may be done either by labelling them as Canned Ripe Peas, or by the use of the word Soaked.

3. Mixtures of ripe and unripe (or green) peas, shall be plainly labelled in such a way as to show that they are mixtures.

4. Peas which do not comply with the above regulations shall be deemed to be adulterated under the Act.

Coloring Matter in Lard.

Section "D" of Order in Council of Oct. 14, 1910 with reference to lard is amended by adding the following:— "Neither lard, leaf lard nor compound lard shall contain any added coloring matter."

Getting Best Results From Dried Fruits

Biggest Season of Year for Them Now Here—Impress on Customers Their Food Value—Cleanliness Should be Exercised in Displaying and Selling Them—Other Goods That Will Bear Featuring From Now On.

The season for the sale of dried fruits is now on. The new season's goods are in or at least the major portion of them are now available. Everything is in excellent shape for the grocer to begin his annual dried fruit campaign, including favorable conditions for the sale of this line, and it's well that he begin early.

The value of an early start in the selling of any line has been pointed out before and its importance in regard to the sale of dried fruits has also been emphasized. New season's goods always appeal strongly to customers. It is only natural. It will be greatly to the advantage of the grocer to go after his share of this trade while the lines are really new and before the first of the season appetite for them has been appeased by other dealers.

A Most Favorable Time.

There is absolutely no reason why it should not be possible to work up a good substantial trade in dried fruits as well as other lines used in Christmas baking at any time now. Christmas is looming up large and already the housewife is thinking seriously of her Christmas cake and plum pudding. Indeed, some of the most enterprising housewives have them prepared already. These are lines which do not deteriorate with age and so can be made at any reasonable time ahead. There is no denying that the housewife is glad when she has got this work off her hands, and for this reason the suggestion to her that it is none too early to purchase her cake should be productive of good results.

Food Values of Dried Fruits.

One of the important things that should be remembered in regard to dried fruits is that the real reason for which they are purchased is their food value and this is a fact that should prove advantageous to the dealer in selling dried fruits, because their food value is high. Many people seem to have the idea that fruits are taken merely for their agreeable taste. This, however, is not the case. Fruits are a real food—a complete and full nutriment—and in addition they materially assist digestion of other foods. This is the reason that all down through the centuries, apple sauce has been eaten with roast goose. The acids in the fruit assist in digesting the fats so abundant in this food.

Rich in Medicinal Functions.

Fruits are also of the utmost value in helping the body to eliminate waste mat-

ter. In addition, many varieties have medicinal properties. These are all facts that should induce customers to use more dried fruits and are excellent arguments for the dealer in extending their sale.

Cleanliness in Handling.

Sanitary methods of handling goods are becoming more important in the grocery store every day. The modern housewife is becoming more particular in this regard and demands that the goods she buys be handled properly. It is for this reason that dried fruits if they are to appeal to customers be handled in a sanitary manner. This is quite easy with those lines which are sold in package form. The number is becoming quite extensive and include such lines as raisins, currants, figs, dates, and peels. However, with those which are not sold in packages, the proper precautions should be taken to shield them from dust and dirt.

Showing fruits under glass is an excellent method, displaying the goods up well and also protecting them from any foreign substances. This is done by some dealers by placing them in show cases or silent salesmen and by others by attaching a sliding glass top to the original boxes in which the fruit comes. Either method should favorably impress the particular housewife.

Prevention of Shrinkage.

Another important feature affecting the profits on dried fruits is the prevention of shrinkage. Unless the proper care is taken this will amount to no little figure. Display should be made where the drying out of the fruit will be reduced to a minimum. Showing under glass will prove of value in this regard.

While currants, raisins, dates, figs and peels are perhaps the most important lines which enter into the make-up of the Christmas cake, they by no means complete the list of necessaries which should be pushed from now on. Flour extracts, molasses, spices, icing sugar, baking powder, etc., are all important items and should be given their full share of attention.

Make Window Work Over Time.

Let the dealer commence his campaign for the sale of dried fruits and general Christmas goods at once and let him start at it in real earnest. The sooner, the dealer can get the housewife thinking about these lines, the better for him. His personal salesmanship backed by window display and advertising should

now be brought into play. In past issues of The Grocer have been reproduced window displays and advertising which have brought good results for other dealers. Working on the same lines should prove of value to the dealer who wishes to use window display and advertising that will pull business for Christmas goods.



Following items are from The Grocer of Nov. 11, 1892:—

An account of the regular meeting of the Hamilton Retail Grocers' Association is given in our issue of Nov. 11, 1892. President John Ronan occupied the chair. A resolution dealing with the paying of wages to laborers by large employers was moved by Vice-President Winnifrith, and carried unanimously. The resolution was as follows: That the Retail Grocers' Association of Hamilton, are in full accord with the Trades and Labor Councils in their efforts to get an act passed at the next session of the legislature to provide that corporations and employers of labor, such as manufacturing, mining, quarrying, lumbering, mercantile, railroads — street, electric and elevated—steamboats, telegraph, telephone and municipal corporations, express and all other incorporated companies, shall pay weekly each and every employe engaged in its business, and that a copy of the above be forwarded to Hon. J. M. Gibson, and his support and influence be asked for the passing of the said act and that a deputation, consisting of John Ronan, John Carper, C. H. Peebles, T. Hazel, B. Winnifrith, be appointed to wait on Hon. J. M. Gibson if found necessary.

“A couple of snakes were found in a chest of tea in a Halifax store the other day. The tea was imported from Japan.”

Editorial Note.—The custom of seeing snakes in unexpected places has not died out even after a lapse of 20 years. We still hear of similar cases.

“Dundas & Flavelle Bros., Lindsay, Ont., have shipped a carload of 11,000 dozens of preserved eggs to British Columbia.”

Editorial Note.—The name of Flavelle is still a well-known one not only in Lindsay but in Toronto and London.

Current News of the Week

Quebec and Maritime Provinces.

R. Gelinus, grocer, Montreal, has sold to T. Robert.

Joseph Vandal, is opening a grocery store in Montreal.

F. H. Coulon, grocer, of St. John, N. B., died last week.

J. D'Aragnon & Frere, grocers of Montreal, have dissolved, Jos. D'Aragnon continuing.

The lobster plant of Geo. Fournier, of Green River, N.B., was destroyed by fire last week.

R. A. Savage & Sons, South Stukely, Que., have succeeded Johnston Bros., general merchants of that place.

Letters patent have been issued increasing the capital stock of the Canadian Sardine Co., Limited, from one million to one million six hundred thousand dollars.

Rev. Oram M. Mott, of Fredericton Junction, N.B., died last week. He was a Baptist minister but retired from active service some years ago owing to poor health. For several years he kept a store at Greenwich Hill, Kings County and later at Fredericton Junction.

Ganong Bros., manufacturers of confectionery, have just acquired the factory of R. C. Wilkins, 23 Dowd street, Montreal, paying therefor, \$41,000—or \$8.32 a square foot. The factory, which has been used for the manufacture of shirts and overalls, will at once be converted into a building suitable for the making of confectionery.

Ernest Lajeunesse, a driver for Murphy Bros., grocers of 509 St. James St., Montreal, has been placed under arrest charged with misappropriation of some \$365 which he collected. The young man, who first pleaded guilty, and then changed his plea to not guilty, is said to have admitted that he spent the whole amount for trinkets and for "joy rides." The case will be tried next week.

Ontario.

J. J. Graham, grocer, Alliston, Ont., has sold out.

Jno. Beattie, grocer, Amherstburg, Ont., has sold to Adolphe Amlin.

The Tillsonburg Packing Co., of Tillsonburg, suffered loss by fire last week.

J. L. Gignac, general merchant, Perkinsfield, Ont., has sold to Thos. Asselin.

Eugene Lalonde, general merchant, Alfred, Ont., is succeeded by Mrs. Chevier.

E. E. Cooledge, general merchant, De-mosterville, Ont., has sold to G. Hough.

A. L. Vick of Geo. Vick & Sons, grocers, Orillia, Ont., died recently. Mr.

Vick was well known throughout the province.

Jas. Goldie, president of the Jas. Goldie Co., millers, Guelph, died recently.

Chas. E. York, general merchants, Milford, Ont., have moved to Trenton, Ont.

Edwin Baker, general merchant, Listowel, Ont., has sold his stock to A. J. Smith.

Peter F. Milne, has purchased the grocery business of W. C. Howard, Newmarket, Ont.

An Orillia, Ont. merchant was fined \$10 and costs for selling chocolate candy to boys on Sunday.

Letters patent have been issued incorporating the Canadian Cereal & Flour Mills, Limited, with head office in Toronto with a capital of four million dollars.

The National Bookkeeping Machine, Ltd., Toronto, capitalized at \$250,000, have purchased the assets and liabilities of Bookkeeping Machines, Ltd., and will begin operations at once.

H. Gilbert, general merchant of Mansfield, Ont., has admitted to partnership his son, Garfield, who has been connected with the business for the past ten years. The new firm will be known as H. Gilbert & Son.

A meeting of the Retail Merchants' Association of Peterborough, Ont., was held on Tuesday night when different phases of the work were discussed. A report will appear in next week's issue of The Grocer.

W. C. Palmer's grocery store, Sarnia, Ont., was entered recently and \$95 extracted from the cash drawer. The front door was accidentally left unlocked one evening at 6 and the thief took advantage of the fact.

H. B. Clemes, manager of the Front St. branch of Gunn's, Ltd., Toronto, was in Chicago last week attending the convention of the National Poultry, Egg and Butter Association, at which trade conditions in connection with these three lines were discussed.

M. O. Kuehner, Berlin, Ont., has accepted a position as traveler with Robt. Simpson & Co., wholesale grocers, Hamilton, and commenced his duties this week. He will look after the firm's interests through Waterloo County. Mr. Kuehner has had former experience on the road.

The Canadian Manufacturers' Association are protesting against the proposed increase in cartage rates, and during the week their representatives ap-

peared before the Railway Commission at Ottawa in this regard. The case for an increase in rates to compensate the railway companies for the extra charge made by the cartage companies was argued by representatives of the railways who contended that since the cost of cartage had increased, and this extra charge was now borne by the railway companies, the latter deserved at least partial compensation by way of increasing charges to shippers. The increase amounted to from forty to sixty cents per ton at Toronto and other cities. The cartage companies' increases varied from five cents to ten cents per one hundred pounds. The case has been adjourned until December 17.

Western Canada.

O. A. Dean has opened a general store at Fort Pelly, Sask.

Craig Bros., general merchants, Togo, Sask., have sold to Geo. Craig.

Spence & Elliott, grocers, Regina, Sask., are succeeded by L. Spence.

E. J. Moore, general merchant, Homewood, Man., is succeeded by A. Pinkney.

A. B. Rilance, grocer and baker, Vancouver, B.C., is succeeded by Mrs. Ribble.

T. Chesters have purchased the general store of W. P. Campbell, at Rosduff, Sask.

G. A. Becker, general merchant, of Kelstern, Sask., has been succeeded by Nelson & King.

Gaunt & Hodgeon, general merchants, Pennant, Sask., have been succeeded by Gaunt & Merkle.

G. N. Dorland & Son, general merchants, Drinkwater, Sask., have opened a branch at Hearne.

C. Smart has opened a grocery store at the corner of Haliburton and Finlayson streets, Nanaimo, B.C.

The Brown Robin Co., of Lethbridge, Alta., have purchased a property on Eleventh street and have turned the lower part of the building into a grocery with a large dining room at the rear, while the upstairs rooms are used for the accommodation of travelers and others.

Contract has been let for the H. G. Smith Co.'s wholesale grocery warehouse in Regina, Sask., the approximate cost being \$55,000. An innovation in floors will be introduced into this building. All the floors will be "scuppered" to two points so that in case of fire, water coming on to any floor will be carried off and drained, no damage being caused to the floor below.

Full Range of Dried Fruits on Market

Shipments of All New Fruits Have Been Received—Standard Blends of Coffee Advanced by Several Firms—New Beans on Market at High Price—Good Trade Generally Reported.

QUEBEC MARKETS.

POINTERS—

Imported French Mushrooms—Up \$1 a case.

Canadian Alimentary Paste — Up ½ cent.

Montreal, Nov. 7.—As far as prices are concerned, market has been uneventful. The whole interest in this regard relates to the future. In French mushrooms there has been an advance this amounting to \$1 a case, putting the present quotations at the following figures: Hotel, \$15; choice, \$19; first-class, \$22.

Sugar for the time is steady. So, too, is rice. Indeed the whole market is quiet in the extreme.

SUGAR.—Rather unexpectedly quotations here remain steady; nor does there seem any great likelihood of a considerable reduction before the new year. Prospects point toward a bumper crop, but present source of supply is none too large. Therefore, there is no anxiety to reduce prices. Refiners, too, are not anxious to bring about an immediate drop. The present demand for sugar is not strong, nor would a lowering of prices stimulate this greatly, since there is a general expectancy of a heavy decline. The fine prospects for a bumper cane and beet crop, moreover, make this seem practically certain. The growers cannot keep up the prices.

Granulated, bags	4 75
Granulated, 20-lb. bags	4 85
Granulated, 5-lb. cartons per cwt.	5 05
Granulated, 2-lb. carton	5 05
Granulated, Imperial	4 90
Granulated, Beaver	4 60
Paris lump, boxes 100 lbs.	5 50
Paris lumps, boxes 50 lbs.	5 60
Paris lumps, boxes 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
Crystal diamonds, 100-lb. boxes	5 50
Crystal diamonds, 50-lb. boxes	5 60
Crystal diamonds, 25-lb. boxes	5 80
Crystal diamonds, 5-lb. cartons	6 30
Crystal diamonds, Dominoes cartons	7 10
Extra ground, bbls.	5 15
Extra ground, 50-lb. boxes	5 35
Extra ground, 25-lb. boxes	5 55
Powdered, bbls.	4 95
Powdered, 50-lb. boxes	5 15
Powdered, 25-lb. boxes	5 35
Phoenix	4 75
Bright coffee	4 70
No. 3 yellow	4 60
No. 2 yellow	4 50
No. 1 yellow	4 35
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUPS AND MOLASSES.—A good volume of orders is noted for molasses, but market presents few features of interest. Prices remain steady.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 03½
Corn syrups, half-barrels	0 03½	0 03½
Corn syrups, quarter-barrels	0 04	0 04

Corn syrups, 38½-lb. pails	1 90
Corn syrups, 25-lb. pails	1 35
Cases, 2-lb. tins, 2 doz. per case	2 90
Cases, 5-lb. tins, 1 doz. per case	3 25
Cases, 10-lb. tins, ½ doz. per case	3 15
Cases, 20-lb. tins, ¼ doz. per case	3 10

DRIED FRUITS.—Cooler weather has done a good deal toward increasing demand for all dried fruits. These seem likely to be active from now on throughout the winter.

New crop prunes have arrived, though in limited quantities. Prices remain steady.

There is a small supply of apricots, and demand is steady. So far there has not come any change in prices, but such a movement is considered likely.

Faisins are another line where an advance may occur. The seedless are particularly strong, and Sunlana's are also in demand. Owing to short crop of these an upward movement is quite likely.

In currants prices are firm due to shortage which is more the result of lack of ships in Greece than of a poor supply.

Figs are moving slowly, though there has been a better tone noticed since Thanksgiving.

Evaporated apricots	0 14½
Evaporated apples	0 08
Evaporated peaches	0 10
Evaporated pears	0 13
Currants, fine filiatras, per lb. cleaned	0 06½
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07½
Currants, Patras, per lb.	0 09
Currants, Vostizzas, per lb.	0 09½
Dates, 1-lb. packages	0 07½
Dates, Hallowee, loose	0 06½
Figs	0 08
Figs, 3 crown	0 08½
Figs, 4 crown	0 09½
Figs, 5 crown	0 11½
Figs, 6 crown	0 12½
Figs, 7 crown	0 13½
Figs, 8 crown	0 14
Figs, 9 crown	0 14½
Comadre figs, about 33-lb. mats	1 30
Glove boxes, 16-oz., per box	0 10½
Glove boxes, 10-oz., per box	0 07½

Prunes—	
20-30	0 13
30-40	0 12
40-50	0 11
50-60	0 10
60-70	0 09½
70-80	0 09
80-90	0 08½
90-100	0 08
Rosnia prunes	0 08

Raisins—	
Choice seeded raisins	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08½
Choice loose muscatels, 3-crown, per lb.	0 08
Choice loose muscatels, 4-crown, per lb.	0 08½
Seedless, new, in packages	0 07½
Select raisins, 7-lb. box, per lb.	0 07½
Sultana raisins, loose, per lb.	0 11
Sultana raisins, 1-lb. cartons	0 18
Malaga table raisins, clusters, per ¼ box	2 50
Malaga table raisins, per lb.	0 75
Valencia, fine, off stalk, per lb.	0 07½
Valencia, select, per lb.	0 06½
Valencia, 4-crown layers, per lb.	0 07½

COFFEE.—This market is exceedingly quiet. Demand is fair, but nothing to make any price change seem likely.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Marsabito	0 23	0 26½

SPICES.—Peppers and cloves are firmly held, but generally there is no speculative interest on primary market. Locally things are steady, little interest

being shown in future of the various lines.

Allspice	0 13	0 15
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 30
Cloves, ground	0 23	0 30
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	0 25	0 35
Nutmegs	0 25	0 30
Peppers, black	0 15	0 18
Peppers, white	0 22	0 27

NUTS.—The cold snap has done a great deal to improve ordering here. Trade now has assumed better proportions. Generally, tendency seems to be for slightly lower prices.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 14
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 25	0 28
Cashews	0 17	0 17

Peanuts—		
American—		
Japanese roasted	0 08½	0 09
Corn, roasted	0 08½	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 11	0 12
Virginia No. 1	0 13	0 15

Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 08	0 15
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

RICE.—Primary market indications still are for a strong market, the growers yet dominating situation. Retail demand locally is fair, prices for the time remaining steady.

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, ½ pockets, 12½ lbs.	3 75	
Rice, grade B, 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., ½ pockets, 12½ lbs.	3 75	
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparkle	5 00	5 75
Crystal	5 00	5 25
Snow	5 00	5 50
Ice Dips	7 00	7 75
Carolina Rice	0 06	0 07
Brown, Sagd, lb.	0 07	0 07
Tapico, medium pearl, lb.	0 07	0 07
Seed, lb.	0 07	0 09

WHITE BEANS.—This line, which last week advanced 15c a bushel to \$3.15, is still in large demand by the trade. Still there seems a tendency on the part of farmers to hold back stock. It is thought the same state of affairs coming shortly, as European beans are being brought in.

White beans, per bushel	3 15
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TEA.—Shipments for September were less than for the same month last year. It is thought the same state of affairs will be found to obtain in October. The

THE CANADIAN GROCER

increased shipments for year, therefore, will be considerably reduced, which may have some effect on prices. For the time these remain steady.

ONTARIO MARKETS.

POINTERS:—

Coffee.—Advances in standard blends.

Beans.—New crop on market at \$2.90 bushel.

New Dried Fruits.—Full range on market.

Evaps.—Still easy.

Toronto, Nov. 7.—A good seasonable business is reported by all local jobbers, and a good trade looked forward to during next two months. Christmas trade is already beginning to loom up large, but at present time attention is being given to getting shipments of new season's canned goods and dried fruits out to the retail trade. Some houses report trouble in regard to freight, perhaps more so in getting goods in than out. This trouble will be greatly increased if the strike of C.P.R. freight handlers is not settled.

Sugar still holds its undertone of easiness. Demand is now down to a normal basis.

Standard blends of several coffee manufacturers have been advanced from 2 to 3 cents per pound. There is now a full range of new season's dried fruits on the market.

SUGAR.—There is little change in the general sugar situation, the same undertone of easiness still prevailing, for the reasons pointed out in last issue. The European beet crop is turning out in a promising manner, while present prospects for the coming cane crops are also excellent. These facts give the impression that still lower figures will prevail, but when refined will again be affected is an uncertain problem.

Demand is normal for season, but buying is on a hand to mouth basis.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25
Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 100-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUPS AND MOLASSES.—Corn syrups have declined 10 cents per case in the West, and reports from there intimate that all corn goods may drop as a result of lower prices on raw material, since the new crop came on the market. There has been no change in prices in Ontario as yet, although some local jobbers express opinion that somewhat

lower prices should be warranted, as raw material has dropped considerably since last revision of prices took place. There is another side to the question, in that prices both wholesale and retail have become pretty well established, and a change might not be considered by some as to the advantage of the dealer.

There is a good seasonable demand for syrups.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, ½ doz. in case	2 80
20-lb. tins, ¼ doz. in case	2 75
Barrels, per lb.	0 03½
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 04
Pails, 38½ lbs. each	1 90
Pails, 25 lbs. each	1 35
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ 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
West Indies, half barrels	0 30
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 49 0 50

DRIED FRUITS.—A full range of the new season's dried fruits is now in. New crop prunes and seeded raisins from California are the latest addition to the market. Everything is now ready for the retailer to start the dried fruit season in earnest. Quotations are revised to cover the new fruit. Prunes are considerably cheaper than the first shipment of last year. Seeded raisins are on lower level than for several years, and there should be a big trade done in them this year.

The first prices named on seeded raisins were low, but there have been considerable concessions since then. Some purchasing was done by local wholesalers at first prices, but there has also been a good deal of buying lately. Market on fruits at the Coast has been easy but a wire to a local broker this week from his principals there expresses the opinion that bottom of the market has been reached.

Evaporated apples are still weak, and as low as 7 cents is quoted. There will be another month of packing, and the total is expected to be large.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13½
40 to 50, in 25-lb. boxes	0 11½	0 11½
50 to 60, in 25-lb. boxes	0 10½	0 10½
60 to 70, in 25-lb. boxes	0 09	0 09
70 to 80, in 25-lb. boxes	0 08½	0 08½
80 to 90, in 25-lb. boxes	0 08	0 08
90 to 100, in 25-lb. boxes	0 07½	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	0 13	0 13
Choice, 25-lb. boxes	0 15	0 15
Peaches—		
Standard, 25-lb. boxes	0 10	0 10
Choice, 25-lb. boxes	0 12½	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07½	0 08
Currants—		
Patras	0 08	0 08½
Fine Filatras	0 07½	0 08
Vostizzas	0 09	0 11
Shade dried	0 08	0 10½
Uncleaned, ¼c less.		

Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09
Valencias, old stock	0 08	0 08
Seeded, 1 lb. packets, doz.	0 08	0 08
Seeded, 16-oz. packets, choice	0 07½	0 07½
Dates—		
Hallowee', full boxes	0 07	0 07
Hallowee', half boxes	0 07½	0 07½
Fards, choicest, 12-lb. boxes	0 09½	0 10½
Fards, choicest, 60-lb. boxes	0 07½	0 07½
Package dates, per pkg.	0 07½	0 07½

TEA.—There is no particular change in tea situation. A representative of a London, Eng., tea house at present in Canada, in sizing up the outlook to The Grocer, said that no lower prices were expected in high-grade teas, and no higher prices in low-grade tea.

The quantity of good liquoring tea is not large this year on account of the bad weather in the tea producing sections. For this reason anything of desirable quality is firmly held. On the other hand, there is an over-supply of common lower grades, and more than can be conveniently cared for, and thus the easier feeling in this quality.

COFFEE.—Several firms manufacturing standard brands of coffee which they put up under a trade-marked name have recently advanced prices to the retail trade. This is, of course, in keeping with the higher price of the green goods, which have gradually been climbing to a higher level, clipping manufacturers' profits to such a fine point that they have found it necessary to at last raise prices. The advance amounts to 3 cents per pound, at least that is the advance in a number of firms' prices.

One local manufacturer who has raised prices that amount, says that this makes a total advance of 5 cents per pound since the upward movement in coffee began two years ago. The advance in green coffee during that time has been much greater. Rios have gone up about 10 cents in that time, while the better lines have in many cases advanced as much as 7 cents. Advances in standard blends were therefore inevitable.

Rio, roasted	0 23	0 24
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 25
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemalo	0 25	0 25
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Spice trade is beginning to take on a more active tone in anticipation of the Christmas demand. It is usual for business in November and the early part of December to be more brisk.

There is a general steady tone to spices. Nutmegs on primary market have been worming their way upward, and some local dealers would quote a little higher. One firm quotes 100's at 27 cents, and 80's at 32. Cream tartar has at the moment an upward tendency, but it does a good deal of fluctuating. Peppers and cloves are firmly held.

New crop celery seed is now coming

in. The opinion was expressed by one dealer that prices might be a little lower.

	5 and 10 lb. Tins.	1/4 lb. pkgs.	1/2 lb. tins doz.
Allspice	14-17	60-0 70	70-0 90
Cassia	22-27	72-0 90	80-0 90
Cayenne pepper	23-33	72-0 90	90-1 15
Cloves	25-29	90-0 95	85-1 10
Cream tartar	25-26	90-0 00	
Curry powder	22-27	55-0 85	75-0 95
Ginger	65-80		0-2 75
Mace	25-28	90-0 00	1 60-2 50
Nutmegs	29-33	67-0 75	81-0 90
Peppers, black	28-30	90-1 05	1 05-1 15
Peppers, white	20-27	65-0 95	75-1 10
Pastry spice	14-18	75-0 00	75-0 00
Pickling spice	16-18		
Turmeric			

NUTS.—New season's nuts will now begin to hold much of interest for the retail dealer. Some advance shipments of shelled varieties are now in, but the majority will not be available until near the end of the month. Some lines will be lower than the present prices being quoted. There is general firmness in primary markets.

Almonds, Formigetta	0 15	0 15 1/4
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 16 1/2	0 17
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Chestnuts, Italian, large, lb.		0 12 1/2
Chestnuts, Canadian, peck		2 25
Filberts	0 11	0 12
Hickory nuts, per lb.	0 07	0 07
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras		0 08 1/2
Peanuts, green, jumbo		0 10

RICE AND TAPIOCA.—Business in rice runs along in an even manner. There appears to be a fair tone of steadiness in both rice and tapioca.

	Standard B., from mills, 500 lbs. or over.	L.o.b. Montreal	Rice, standard B., l.o.b., Toronto
	3 75	3 83	
Rangoon	0 04	0 04 1/4	
Fancy rangoon		0 06 1/2	
Patna	0 06 1/4	0 06	
Japan	0 06	0 07	
Java	0 06 1/4	0 07	
Carolina	0 08	0 10	
Sago, medium brown	0 06 1/4	0 07	
Tapioca—			
Bullet, double goat		0 08	
Medium, pearl		0 06 1/4	
Flake		0 08	
Seed		0 06 1/4	

BEANS.—There are now some new crop beans on the market. They are quoted at \$2.90 per bushel. They are late this year, and opening price is high, figures a year ago starting at \$2.25. The reason for the high price is the lateness of threshing. The bean crop has been backward, some of the beans being soft and cannot be threshed until they harden up. As soon as they get threshing, much lower prices are looked for.

Austrian beans are selling freely at present time, and some comparatively high prices are being demanded for them.

Prime beans, per bush., new	2 90
Hand picked, per bush., new	3 00
California Lima, lb.	0 08 0 08 1/2
Austrian, per bush.	2 50 2 60

CANNED GOODS.

TORONTO.—There is a good movement of canned goods at the present time, not, however, in the nature of new business, but in the shipment of the new pack out to the retail trade. Shortage of cars is said to be interfering to some extent with shipments, and some of the

local jobbers say that retailers are clamoring for their goods. From this it would seem that retailers' shelves in some instances at least are pretty bare, and in shape to receive the new pack goods.

It will be remembered that some time ago, one manufacturer of pork and beans raised his prices on this commodity, the new prices being 60 cents for 1's, 95c for 2's, and \$1.15 for 3's. Another canner has recently advanced prices on this line, this firm's new figures being 57 1/2 cents for 1's, \$1.10 for 3's, and 90 cents for 2's. The reason for the higher prices are of course well-known to the trade, especially those who have had to buy white beans of late, as the price for these has been at a record figure.

The demand for condensed milk still continues as brisk as ever, and manufacturers of this line are still behind in their orders. One firm is reported as 60 days behind with shipments. The trouble seems to be that the condensers cannot get the raw milk to can. The demand for the condensed article has been increasing at a tremendous rate in the past few years and the supply of the fresh milk has not been keeping pace.

MANITOBA MARKETS.

POINTERS—

- Corn Syrup—Reduced 10 cents.
- Figs—Advanced.
- Shelled Walnuts—Firm.

Winnipeg, Nov. 6. — The splendid weather that has generally prevailed over West for last two weeks has kept business keyed to high pitch of activity and wholesalers report a satisfactory volume of trade. Collections, however, are not up to mark but are improving. The principal price change since last review is a decline of 10 cents per case on corn syrup. New seeded raisins and currants are now on market and an advance is to be noted in cooking figs as forecast in last week's issue.

Sugar is weak and unsettled and may decline further. Ceylon and India teas are easing off slightly among the lower grades.

Christmas enquiries and orders are now coming under consideration, and some more, especially winter lines such as beans, syrups and cocoas are looking up.

SUGAR.—Sugar is weak and may decline further, although for present no changes in prices are announced.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C., in sacks	5 25
Montreal and B.C., yellow, in bbls.	4 97
Montreal yellow and B.C. yellow, in sacks	4 85
Iceing sugar, in bbls.	5 65
Iceing sugar, in boxes, 25 lbs.	5 97

SYRUPS.—Syrups are in somewhat better demand following steady rise in butter prices. A reduction of 10 cents per case is announced.

Corn Syrup—	
2 lb. tins, per case	2 38
8 lb. tins, per case	2 78

10 lb. tins, per case	2 66
20 lb. tins, per case	2 67
Barrels, per 100 lbs.	4 05
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, 1/2 gals.	3 85

DRIED FRUITS.—New crop of currants are on market and quoted at reductions. Cooking figs have advanced 1 cent. Other lines are for present steady. Prunes are in better demand as green fruits are on sale in less variety.

Prunes—	Per lb.
90-100s, 25s, s.p.	0 90 1/4
90-100s, 10s, s.p.	0 46
80-90s, 25s, s.p.	0 87 1/2
80-90s, 10s, s.p.	0 47 1/2
70-80s, 25s, s.p.	0 88
70-80s, 10s, s.p.	0 47 1/2
60-70s, 25s, s.p.	0 88 1/2
50-60s, 25s, s.p.	0 89 1/2
40-50s, 25s, s.p.	0 89 1/2

Cooking Figs—	
Choice boxes	0 90 1/2
Half boxes	0 90 1/2
Half bags	0 85 1/2
Valencia Raisins—	
Fine, l.o.s., 25s, s.p., per box	2 45
Fine, selected, 25s, s.p., per box	2 65
4-crown layers, 25s, s.p., per box	2 65
4-crown layers, 10s, s.p., per box	1 40
4-crown layers, 7s, s.p., per box	0 75
No plus ultra, 8s, s.p., per box	2 20

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

COFFEES AND TEAS.—Coffee prices are unchanged. Lower grades of Ceylon and India teas are a little easier. No changes in prices are reported.

NUTS.—Latest advices are that sharp advances may be expected in shelled walnuts. For present prices are lower by 2 cents than when last quoted.

Brazil	0 13	0 14
Tarragona almonds		0 14 1/4
Peanuts, roasted, Jumbos		0 12
Peanuts, choice		0 09 1/4
Pecans		0 23
Marbot walnuts		0 11 1/2
Grenoble walnuts		0 15
Sicily filberts		0 11 1/2
Shelled almonds	0 33	0 34
Shelled walnuts		0 27

BEANS.—With beginning of winter there is a little more activity in beans.

Beans, hand-picked, per bushel	3 80
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack, 38 lbs.	4 00
Whole peas	2 75

BRITISH COLUMBIA MARKETS.

Vancouver, Nov. 7.—Seventy cents per dozen is the price local new laid eggs have soared to, this being advance of ten cents per dozen since last week. The prognostication of J. R. Terry, provincial poultry inspector, that eggs would reach \$1 a dozen before Christmas bears ample signs of being borne out. Owing to scarcity of supply some dealers are now retailing eggs at 85 cents. New Zealand butter is going at 40 cents a pound; Eastern townships, northwest territories and Manitoba creamery products are selling at 35 cents while first-class Ontario butter is quoted at 30 cents.

NOVA SCOTIA MARKETS.

Halifax, Nov. 6.—Local grocery dealers both wholesale and retail report business good and collection up to average.

Owing to a milk war between farmers and vendors over prices, there was an enormous demand at the week end for condensed milk. Fifteen tons less milk than usual arrived daily, and as a result more condensed milk was sold in two days than in two months under ordinary conditions. There was complete stock on hand, however, to cover demand and there was no advance in price.

According to reports received here there is a bumper crop of potatoes in Western Nova Scotia this year. They are of fine quality, and are now selling in the Valley at one dollar per barrel. In Halifax potatoes are quoted at 50 cents per bushel. So far the demand for potatoes is light.

Butter continues scarce, and high. Dairy stock in large tubs is 25c, and creamery from 30 to 31 cents. Some local dealers are importing butter from Quebec.

During week a local paper printed a despatch from St. John, N.B., that flour dealers there had cut price of flour 25 cents per barrel on all grades of Ontario blends. The Halifax dealers stated that despatch was incorrect, and that there had been no general decline. The St. John man came back at them, however, and affirmed the despatch. Ontario blends are quoted in St. John at \$5.85. Manitoba patents are selling in Halifax at \$6.65 to \$6.70.

NEW BRUNSWICK MARKETS.

St. John, Nov. 6.—Usual rush of fall business is now opening with local grocers and large sales and heavy orders are the daily program. Receipts at present are but fairly good. Beans are source of interest with dealers just now as they are particularly scarce, and much foreign stock is being brought in. Canadian beans according to local advices are about exhausted, and slow moving of this year's crop will keep market well behind.

Following a decline of twenty-five cents in Ontario patents last week there has been no further activity in flour situation, although some offerings of Manitoba patents were made at about twenty-five cents lower than what quotations warrant. Reliable dealers in St. John say that lower wheat is bound to come, unless trouble among the warring nations in Europe continues for some time, or other nations interfere. The drop in Ontario came somewhat unexpectedly to many. Sugar remains quite weak while molasses shows same firm

tendency which has characterized it for some time.

Creamery stocks of butter are light, and higher prices are looked for daily. Hundreds of prints are being stored for winter in anticipation of higher prices. Eggs also have advanced and for strictly fresh stock from 40 to 50 cents a dozen is now being asked. Poultry is also scarce and high quotations rule. Chickens are the most plentiful but even they are high. Potatoes are firmer and are selling at about \$1.20 and \$1.25.

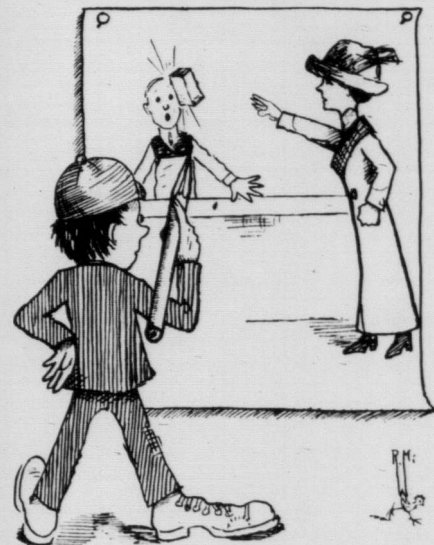
Bacon	\$	00 15
Beans, hand picked, bushel	3 25	3 30
Beans, yellow eye, bushel	3 25	3 30
Butter, dairy, per lb.	0 30	0 31
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W. grey, bag		
Cheese, new, lb.	0 15 1/4	0 15 1/4
Currants, 1's, lb.	0 08	0 08 1/4
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string		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, doz.		2 20
Tomatoes		1 65
Clams	4 00	4 25
Cornmeal, gran.		5 25
Cornmeal, bags		1 75
Cornmeal, bbls.		3 65
Eggs, hennery	0 35	0 50
Eggs, case	0 30	0 35
Finnan Haddies	4 40	4 50
Fish, cod, dry		5 00
Flour, Manitoba	6 65	6 75
Flour, Ontario	5 85	5 95
Lard, compound, lb.	0 10 1/4	0 11
Lard, pure, lb.	0 15 1/4	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 37	0 38
Oatmeal, rolled		5 75
Oatmeal, std.		6 35
Pork, domestic, mess	25 00	26 00
Pork, American clear	26 75	29 50
Potatoes, barrel, new	1 35	1 45
Raisins, California, seeded	0 09	0 09 1/2
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

AN ATTRACTIVE DISPLAY.

Toronto, Nov. 7.—(Special).—A neat display in the grocery window of McCaw and McKay, Dundas street, was noted the other day. The entire flooring of the window was covered with rosy-cheeked apples, almost of equal size, each having a wonderful polish. In the centre was a circular barrel top. This was filled with brilliant red cranberries heaped up and surmounted by a large yellow pumpkin. The circular edge of the barrel top was covered with pale blue tissue paper, and was decorated with small cakes cut to form the outlines of various animals such as the camel, elephant, donkey, etc. On either side of the barrel head, were two smaller circles, one of which contained shelled almonds, and the other shelled walnuts. At the back of the display, cans of salmon, corn and tomatoes were piled up in pyramidal forms.

The window showed considerable taste in its arrangement, and the various colors in the objects displayed blended well together and made a pleasing display.

THE DELIVERY BOY'S LIMERICK.



"Here's your butter," cried the feminine shopper,
She threw it, and no one could stop her;
It was plain to be seen,
Except one was green—
That the butter wasn't fit for a pauper.

WHAT SHOULD THE BUYING PRICE BE?

A Grocer reader asks the following question:

"If a grocer's expenses are 17 to 18 per cent. of each dollar's business done, what should he pay for a 25-cent article?"

Here is an opportunity for dealers and clerks mathematically inclined to use their pencils and reasoning powers. The Grocer invites correspondence from any and all on the solution of this problem. It is one that every dealer has to do with in buying, having in mind the popular selling price of 25 cents, and a full discussion on it will prove advantageous to all. Do your figuring now and send your answer to the editor by next mail. Let the clerks try it.

TRADE NOTES.

T. E. Hartley, of Kearley & Tonge, Ltd., tea shippers and merchants, London, E.C., who is in Canada in the interests of his firm, was in Toronto this week.

The Mono Poultry Co., recently established in Toronto, will sell eggs with the date on which they were laid stamped on them, the idea being to guarantee fresh eggs.

According to Fairbanks circular, the world's visible supply of lard on Nov. 1, was 195,699 tierces as compared with 275,765 on Oct. 1 of this year, and 207,573 on Nov. 1 of last year.

FLOUR & CEREAL DEPARTMENT



Flour Now Reduced in Eastern Canada

Manitoba Declines 20c. per Barrel East of Winnipeg—Another Reduction Said To Be Possible—Decline of 50c. per Barrel Now General in the West—Car Shortage Causing Trouble Again.

A reduction in price of Manitoba flour in Eastern Canada has at last taken place, a decline of 20 cents per barrel being announced this week. This reduction was expected before this, but was delayed for reasons that have been pointed out before. It brings prices down to exactly same level as flour held in the Eastern provinces one year ago.

It will be remembered that prices west of Winnipeg were reduced a couple of weeks ago, while Eastern figures remained the same. The reduction in the West varied from 30 to 50 cents per barrel at first, but the higher figure of reduction is now pretty general. As prices east of Winnipeg are only down 20 cents, figures in the East and West would still seem to be on an unequal basis, although it is argued that values in the West were on a higher level and could therefore afford to come down more.

Still there are many dealers in Ontario and east who expected that decline would be larger, as there was contract business done with bakers at considerably reduced prices. For this reason there are those who predict that further reductions are quite possible. There is by no means an abundance of nearby flour, and this may be a reason for only a partial reduction at present time.

The shortage of cars which proved such a nightmare to grain and flour men last year, is again looming up large. At the present time millers in the East are unable to get enough cars to carry their grain from lake ports. Some strenuous complaints are being made.

MONTREAL.

FLOUR.—Manitoba flour was reduced 20 cents per barrel this week, bringing local quotations down to \$5.60 for first patents. The decline has been anticipated for some time.

There has, however, been a movement in Canadian Alimentary Paste. This is made from Ontario wheat for the most part, and as crop was none too large

there has come a half cent advance in prices. Present quotations, therefore, are from 6 to 7 cents.

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 60	
Manitoba straight patents, in bags	5 10	
Manitoba strong bakers, in bags	1 90	
Manitoba second, in bags	1 50	

CEREALS.—In cereals there has not been any change; nor, according to what should be reliable advice, is there likely to be any immediate change—not before the end of the month at earliest.

Fine oatmeal, single bag lots	2 75	
Standard oatmeal, single bag lots	2 75	
Granulated oatmeal, single bag lots	2 75	
Roller oats, 90 lbs. sacks, jute, 25 bags to car lots	2 40	
Roller oats, jute bags, 90-lb. single bag lots	2 50	
Roller oats, cotton bags, 90-lb. single bag lots	2 55	
Roller oats, barrels	5 80	
Roller wheat, bbl.	2 75	
Hominy, 98 lb. sack	2 30	
Bolton cornmeal, 100 bags	2 25	

TORONTO.

FLOUR.—The long-expected change in Manitoba flour has taken place, prices having been reduced 20 cents per barrel this week. This brings first patents in car lots locally down to \$5.50 per barrel. It was expected by many dealers that reduction would have been more, in view of the low prices that have been quoted to millers on contract business. For this reason there are those who think that there may be another slight reduction later on.

Ontario flour is unchanged, there being little offering just now. There have been some reports from the Maritime provinces that Ontario flour had been reduced there.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 50
2nd patents, in car lots, per bbl.	5 00
Strong bakers, in car lots, per bbl.	4 80
Feed flour, in car lots, per ton	31 00 33 00

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

CEREALS.—Relief to the acute situation that has ruled in roller oats for some time is expected shortly. For some time now there has been little or no stock coming to this market, and dealers have not been able to get their requirements. Some mills are now able to fill

their orders in part, but it will be some time before they will be able to catch up.

Roller oats, small lots, 90 lb. sacks	2 50
Roller oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98-lb. sk., small lots	2 75
Roller wheat, small lots, 100-lb. bbls.	3 00
Roller wheat, 5 barrel to car lots	2 80 2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25 2 30
Roller oats in cotton sacks, 5 cents more.	

MILL FEEDS.—While there is no announcement of lower prices on mill feed there is an undertone of easiness. Some mills are inclined to accept lower prices. With milling of new wheat on a larger scale, supplies of both bran and shorts will be more liberal.

WINNIPEG.

FLOUR AND CEREALS.—Flour prices are steady and domestic trade quite up to average. Export business is somewhat dull. Mill feed is cheaper with indifferent demand.

Best patents, per bbl.	5 60
Seconds, per bbl.	5 00
Roller oats, 50 lb. sack	2 25
Granulated oatmeal	2 75
Cornmeal, 98 lbs.	2 30

Grocers' Letter Box

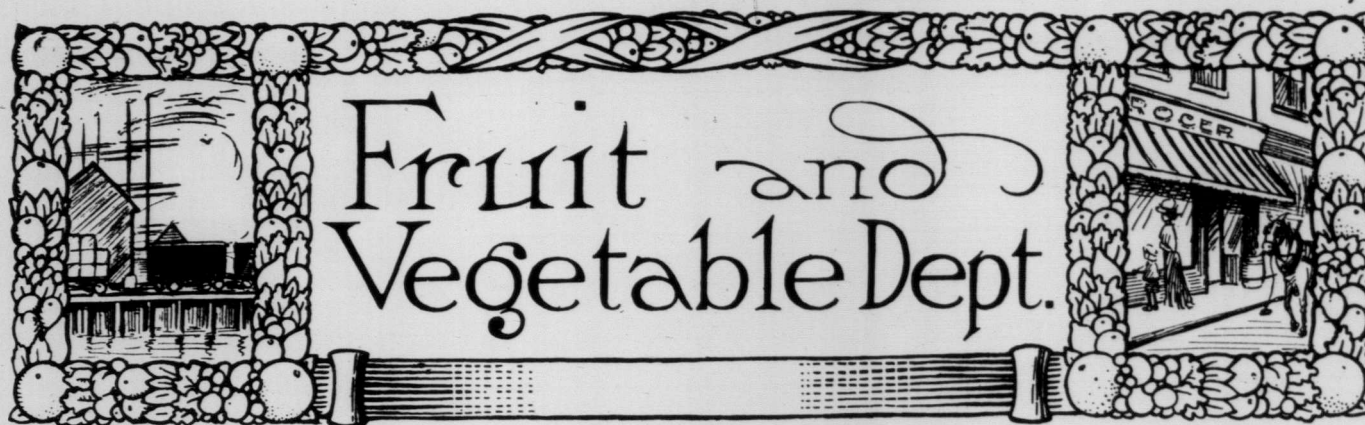
The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

Editor Canadian Grocer.—Can you furnish us with the addresses of two or three shippers at first hand of whole boiling peas in car lots.

N.B. WHOLESALER.

Editorial Note.—The following firms are recommended to correspond with:—Hogg & Lytle, Ltd. Canada Grain Co., and Robt. Hay Grain Co., all in the Board of Trade Building, Toronto.

Some time ago a correspondent asked for names of butter exporters in New Zealand. The Grocer took this matter up direct with the Canadian trade commissioner at Auckland, N.Z., and begs to submit the follows: Hill & Barton, Wellington; J. B. McEwan & Co., Auckland; National Dairy Association of N. Z., Wellington, A. S. Patterson & Co., Auckland, and Dalgety & Co., Auckland.



Lemons and Grape Fruit Tend Downward

Under Increased Shipments of the New Fruit — Big Crop of Grapefruit This Year—Prices Will be Reasonable—Navel Oranges in Plenty of Time for Christmas—Florida Oranges on Market.

Two lines of fruit which at the present time tend downwards are lemons and grapefruit. These are both recent additions to the market, grapefruit having come in three weeks ago, and new lemons making their debut last week.

The first shipment of lemons was only a small one and of high grade fruit, so that it brought no reduction in prices. However, this week there have been further arrivals, and they will be followed by still larger ones next week, and naturally the tendency is towards lower values. Lemon prices on primary markets are about same as year ago but the fact that prices here have been mounting upward on account of short supplies, makes a reduction at the present time possible.

Grapefruit as has been pointed out before is expected to be on reasonable basis this year, indeed much more so than last year. The reason for this are the large crops this year. The crop in Florida is expected to be fully 50 per cent. above any previous year, due to a large extent to increased acreage. Other producing districts will also show good yields. There has been some complaint from certain centres that the early shipments of grapefruit sent out from Florida were lacking in quality, and were not taken up as well as they otherwise would have been.

California has sent forward its first shipment of new crop navel oranges, but there have been none received on Canadian markets, and probably will not be for some time yet, except it be in the West. They will, however, be here in good time for the Christmas trade. There are still quite a few Valencias to come forward.

New Florida oranges are now on the market, and they show up very well in regard to quality, and besides are quite

reasonable in price. The crop this year is large.

MONTREAL.

GREEN FRUITS.—A number of price changes have been struck during the week. Apple quotations have kept up remarkably in view of the heavy supply the great reason being the excellence of the quality. Retailers can sell a great many apples of this fine class, and so it goes right back to the grower.

Oranges tend downward in price. Lemons, on the other hand, have advanced 50 cents, but will likely be lower. The orders for the new stock recently received were large, and the advance came naturally.

Grape fruit has declined remarkably, the supply being large and the quality not always of the best. It seems as if grape fruit would average considerably lower than last year. California pears are also off 50 cents, while banana's show a small decrease.

Apples, fall, No. 1	3 50	4 00
Apples, fall, No. 2	2 50	3 00
Bananas, crated	1 75	2 00
Grape fruit, Florida, case	4 25	4 25
Lemons	5 50	5 50
Limes, box	1 25	1 25
Oranges, late Valencias	4 25	4 50
Pineapples, Cubans, cases of 24	6 50	6 50
Grapes	2 25	2 75
Summer apples, No. 1	4 50	4 50
Summer apples, No. 2	3 50	3 50
California plums	1 50	1 75
California pears	3 50	3 50
California peaches	1 00	1 00
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00
Pears, in barrels	8 00	12 00

VEGETABLES.—Here the market has been quiet. The cold weather and the bad roads have had some influence upon this, tending to keep the farmers from coming in, but in spite of this prices have remained steady. For sweet potatoes the demand is increasing, while there is a large call for both Spanish and Canadian red onions.

Spanish onions, large cases	2 50
Canadian red onions, per lb.	0 02
Beans, green, bags	0 75

Wax beans	0 75
Carrots, bags	0 75
Cabbage, dozen	1 20
Cauliflower, dozen	0 60
Cucumbers, basket	0 30
Peppers, green, basket	3 75
Radishes, dozen	0 22
Sweet potatoes, per basket	2 00
New potatoes, bag	1 00
Spinach, box	1 00
Parsnips, bag	3 00
Tomatoes	3 00
Turnips, per bag	1 25

TORONTO.

GREEN FRUITS.—The summer fruit arena has been vacated by the fruit men, who have betaken themselves to their winter quarters again. Home grown fresh fruits are about at an end, grapes being the only line on the market at present. There is still a considerable quantity coming along.

Imported lines are now receiving more attention. New lemons made their debut last week, and were well received. Larger shipments will be coming along now, and the tendency of prices will be downward. As has been pointed out before the prices of grapefruit are expected to be low this year. Values are slightly easier again this week. Porto Rico pineapples are on the market at \$5 per case. New crop Florida oranges are quoted at \$3 to \$3.50 per case.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	2 75
Greenings, fancy, per box	1 25	1 25
Greenings, No. 2, per bbl.	2 25	2 25
Fancy imported, box	2 25	2 25
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	8 50	9 00
Cranberries, crate	3 25	3 25
Grapes, Almeria, per lb.	5 50	6 50
Grapes, 6 qt. basket	0 15	0 25
Hothouse grapes, per lb.	0 75	0 75
Grapefruit, per case	4 00	4 00
Lemons, Verdelli	6 00	6 50
Limes, per 100	1 25	1 25
Oranges, late Valencias, case	4 50	5 00
Oranges, Florida, case	3 00	3 50
Pineapples, per case	5 00	5 00
Persimmons, per case	2 50	2 50

VEGETABLES.—It is a difficult problem to size up the actual extent of the potato rot in Ontario, but apparently it will reduce the quantity of saleable potatoes considerably. While the quality of receipts now coming to market show an improvement, this cannot be

WINNIPEG.

FRUITS.—There is a fair movement of seasonable fruits. The better class of Ontario apples, spies, greenings, Baldwins, etc., are on market and selling freely. Grape fruit and lemons are cheaper. Potatoes are plentiful and cheap as are all lines of native grown vegetables.

Fresh Fruit—	
Jersey sweet potatoes, barrel	6 50
Roger grapes	0 35
California grapes, case	2 50
Oranges, Valencia	5 50
Bananas, per bunch	2 50
California lemons, crate	3 50
Limes, box	8 00
Washington apples	1 50
Snow apples	2 50
Ontario tomatoes	6 00
Ontario fall apples	0 75
Cranberries	4 50
Spanish onions	11 00
Florida grape fruit	3 75
Pears	5 50
Potatoes—	
Potatoes, per bushel	0 40
Carload lots	0 33

taken as a gauge of the actual outturn of the crop. It is difficult to predict just now what the total loss will be, but from one source comes an estimate that the average will be from 30 to 50 per cent. Some New Brunswick stock is now coming to this market, at 10c per bag above Ontario prices.

Green beans from the Southern States are being offered at \$3.50 per hamper. Celery is selling quite well.

Beets, per bag	0 75
Carrots, per bag	0 75
Cabbage, per dozen	0 50
Celery, per doz.	0 35
Celery, California, per crate	4 00
Corn, doz.	0 12
Cucumbers, Boston, hot house, doz.	1 50
Onions—	
Spanish, per crate	2 50
White picking, basket	2 75
Canadian onions, 75 lb. bag	1 00
Potatoes, Ontario, per bag	1 00
Peppers, green, basket	1 10
Peppers, red, basket	0 30
Tomatoes, per basket	0 60
Tomatoes, hothouse, per lb.	0 35
Sweet potatoes, hamper	0 25
Sweet potatoes, barrel	1 40

Grape Fruit Much More Abundant This Year.

Importer Declares That Crop in Bahamas Will be Seven Times as Great as During the Past Few Years—Only Way to Market This Great Supply is to Enlarge the Demand—Low Prices, to Accomplish This, Though These May Not Come All at Once. Once.

Montreal, Nov. 7—(Special). — The change in the grape fruit situation, noted during the past few years, has been remarkable. Now it seems that an even greater change is to take place. All indications are that grape fruit will be considerably cheaper—that it will indeed, be on a plane with oranges.

Gradual Increase in Sales.

Ten years ago grape fruit was but little used. Little by little it has been brought into Canada more extensively, and little by little the sales have grown. Five years ago, even, grape fruit was not much sold outside of the large cities. Only in the past two years has its use become general, and up to the present time the demand for this fruit has come almost entirely from those fairly well off. Now it appears a different state of affairs is dawning.

The supply of grape fruit is growing tremendously. A Montreal importer, who last year made a great deal of money out of grape fruit, laments that this is impossible at present. "Why," he said, when speaking of this subject, "there will be seven times as much grape fruit come from the Bahamas this year as last. At least the crop is seven times as great as it was last year. How much of it will be sent to Canada of course depends upon the demand."

In Florida, too, the crop has increased largely, partially owing to new ranches which have been started in the last few

years. From all sides, indeed, the supply will be greater.

The natural result will be a falling in prices, though the growers are certain to make an effort to hold these steady. To consume the greatly increased supply, however, there must needs be a greatly increased demand, and it appears the only way to produce this is to lower prices.

CANADIAN CHEESE GOES TO NEW ZEALAND.

An unusual incident last week was the shipment of cheese from Montreal to New Zealand. The shipments which went through by the West were only small ones. It was probably only in the way of an experiment, and not because of the higher prices there, as at the present time Canadian exporters can not make sales to England because of the Competition from New Zealand.

The cheese season has just opened in New Zealand, the first steamer leaving there for England on October 5. It carried 510 tons of new cheese, which is said to be the heaviest quantity known for so early in the season, and is more than double the quantity shipped about the same date last year. The make in the Antipodes looks promising and thus the difficulty of Canadian exporters to make sales in England. This is the reason for the slightly easier feeling on Canadian markets.

BUTTER FROM NEW ZEALAND.

Canada which just a few years ago was an important exporter of butter, is now being turned into an importer. It will be remembered that last year some was brought in from New Zealand, and more is to follow this year.

The New Zealand trade commissioner advises that butter is shipped from New Zealand to Canada by way of Vancouver direct, and via San Francisco and transhipped to Vancouver. For the season from September to May by the direct boats to Vancouver, space has been reserved for 65,985 boxes, and space for 35,300 boxes is now the subject of negotiation. Together this makes 101,285 boxes of butter to be shipped direct to Vancouver. In addition, arrangements have been made to ship 23,700 boxes to Vancouver via San Francisco—a grand total of 124,985 boxes of butter which will leave New Zealand for Vancouver from September to May.

INVESTIGATING EGG SHRINKAGE.

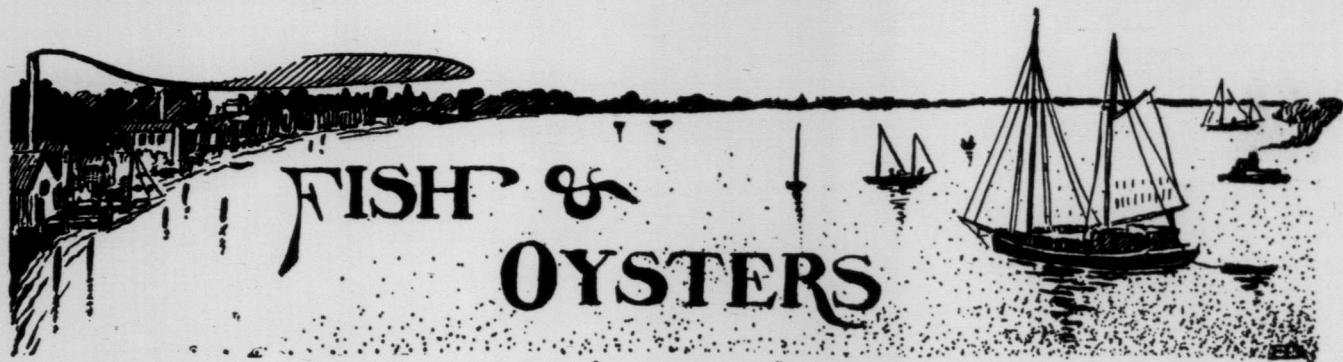
Government Man Visits Produce Houses —A Very Bad Shipment.

Toronto, Nov. 7—(Special). — W. A. Brown, of the Dominion Department of Agriculture was in Toronto last week investigating the alleged big loss at present experienced in the marketing of eggs and poultry. For some time, a number of local produce men have pressed this matter upon the attention of the Government, with statistics to show the big losses from these sources.

Mr. Brown was sent to investigate and suggest a remedy. He visited local produce houses and secured actual illustrations of how eggs are graded when received.

That the losses of wholesale dealers who buy eggs are by no means small was demonstrated by one particular bad case cited to The Grocer this week by a Toronto dealer. He purchased 35 cases or 1,050 dozen from a country shipper. They were supposed to be freshly gathered, and the shipper sent a telegram guaranteeing them to be so. They were paid for on arrival, a bill of lading being attached, and the price paid was for fresh gathered stock. When they were examined, there were found to be 72½ dozen rotten, 81 dozen splits which had to be sold at 5 to 6 cents below regular prices, while 48½ dozen were No. 2's—dirty and small and had to be sold at a reduction also.

This is no doubt a specially bad case, but it shows that some action needs to be taken to bring about an improvement in the quality of egg receipts.



Dealers Turn From Fresh to Frozen Fish

Supplies Will Gradually Change Now—Season for Fresh Lake Fish at End—Smoked Varieties in Better Demand of Late—Seasonable Trade Present in Oysters.

From now on there will be a gradual change in supplies of fish from fresh to frozen. The season of fresh lake fish generally ends on Nov. 1, but there has been an extension in some districts which will allow of fresh varieties being had for a short time yet. However, frozen stock will now come more to the front in both lake and sea fish. Already frozen halibut has had to be used at several centres.

Demand for smoked varieties of fish has taken on more life of late, and a good seasonable trade is being done at most centres.

The oyster season is now on in full swing, or at least the next thing to it. The weather is fairly favorable and those dealers who are featuring them are finding a good seasonable trade.

QUEBEC.

MONTREALS. — Some lines, which have been selling well during past weeks, are about through now for the year. There will be practically no more fresh lake fish, with the exception of some lake trout. Haddock and cod, which have been selling largely, are now scarce. But fortunately other lines are quite plentiful. For instance a small ear of fresh halibut reached Montreal during the week. There is also a plentiful supply of choice frozen lines.

The week has seen a number of advances. Halibut has been put on a new level of 13c a pound—an advance of 2 cents. Shredded cod, on the other hand, has been dropped, the present quotation being \$1.08. Bloaters are up 15c to \$1.25.

In oysters there has been no price change, but the ordering has improved greatly. Some dealers have a dread of handling oysters until the cold weather comes—fearing that they will go bad. Well, the cold weather has come, and with it has certainly come an appreciable improvement in the call for oysters. They are bound to be a good line the winter through.

FRESH AND FROZEN.

Flounders	0 10
Dressed perch	0 09
Fancy spring salmon, per lb.	0 18
Large shad herring, each	0 03
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 01 1/4
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 11
Herring, frozen, per 100 fish	1 90
Mullets	0 04 1/2
Pike, dressed and headless, lb.	0 08
Steak, cod	0 06
Mackerel	0 12
B.C. red salmon	0 19
New Gaspe salmon, per lb.	0 18
Qualla salmon	0 07 1/2
No. 1 smelts, per lb.	0 09
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 12
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Barbotte (dressed) bullheads, per lb.	0 09
Black Sea bass	0 12
Fancy bluefish	0 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.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, 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 eels, per lb.	0 06
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00

SMOKED.

Bloaters, box	1 25
Yarmouth bloaters, fancy per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07 1/2
Filletts, 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

ONTARIO.

TORONTO.—The season for fresh fish is gradually coming to its close, and frozen stock will shortly take its place. Fresh fish will be available for a little while longer, or at least some varieties will, on account of the season for trout and white fish having been extended until 10th of November.

There is a good seasonable trade in fish being done by local dealers, an improvement in the demand for smoked varieties being noticed of late. Oysters continue in steady and satisfactory movement.

FRESH CAUGHT FISH.

Whitefish, per lb.	0 13
Lake trout, per lb.	0 12
Steak, cod	0 08
Haddock	0 07
Halibut	0 11
Flounders	0 07
Herrings, per lb.	0 05
Pike	0 07
Perch	0 07
Restigouche salmon	0 25
Bluefish	0 20
Striped bass	0 25
Butterfish	0 15
Sea bass	0 20
Sea herring, per 100 counts	2 00

SMOKED.

Finnan haddie	0 08
Smoked fillets	0 11
Smoked bloaters, 60s	1 25
Kippers	1 25

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06 1/4
Skinless, cwt. (100 lb. boxes)	6 00

SALTED AND PICKLED.

Labrador herring, per keg	3 25
Labrador herring, per barrel	6 00
Labrador trout, per keg	7 50
Scottish herring, Loch Eyne, per kit	1 10
Oysters—	
Selects, per gallon	1 75
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	1 70
Straights, 5 gal. lots	1 65

MANITOBA.

WINNIPEG.—There is a good seasonable demand for all kinds of fresh and salt fish. Oysters are selling well. Holland herrings have advanced 5 cents.

Fresh salmon	0 15
Fresh whitefish	0 08 1/2
Halibut	0 10 1/2
Trout	0 12
Pickled	0 08 1/2
Block codfish	0 10
Finnan haddie	0 08
Bloaters, box	1 50
Kippers	2 00
Goldeyes, doz.	0 50
Salt mackerel	2 75
Holland herring	0 71
Labrador herring	3 80
Oysters, gal.	2 75

NOVA SCOTIA.

HALIFAX. — Local market is well supplied with fresh fish. Mackerel are still coming in small quantities. Most of mackerel offering are of fine quality, being very fat. Only one big haul is reported this week, and that on the Cape Breton coast. Cod and haddock are fairly plentiful, and halibut receipts are sufficient for all demands. Pickled herring are selling freely and there is good inquiry for salt mackerel. American dealers offering \$13.50 per barrel.

There is a heavy demand for oysters, both in bulk and in shell. The quality of latter is only fair, No. 1 choice stock being hard to get unless high prices are paid.

In smoked fish lines business continues brisk. Some heavy shipments of Labrador fish are expected along this month, and the arrival of this stock will probably cause stir in market.



Produce & Provisions



Butter Consumption Above Production

This is Real Reason for Present High Prices—Canada Turning From Exporter to Importer—Eggs are Firmer—Strictly Fresh Laid are Scarce—Shade Easier Tone to Cheese.

Butter is high, higher than a year ago, and even at the present prices there is a fair tone of steadiness, and there are those who predict that coming months will see still higher figures. At present time butter is one of our dearest food-stuffs. Butter men say that reason for this is simply fact that every year, the large increase in our population means an increased demand, while on other hand, production is showing no increase. Canada was a few years ago an exporter of butter to England, but this season she has not sent a package to that country. Last season England and New Zealand had to be called on for supplies of butter and already this year business is being done with the latter country.

The reason for the present high prices of butter in Canada is, therefore, because demand here is exceeding production, and difference between consumption and production seems to be gradually on increase. Any amount that Eastern Canada produces over her actual requirements is easily taken care of by the West. Apparently if butter prices are to return anywhere near their old time levels, Canada will have to give more attention to dairy farming.

The firmer feeling in eggs reported last week still continues, and prices at many centres have been climbing to higher levels. This is especially true in guaranteed new laid eggs, which are a scarce article at present time. Although quality has on whole shown an improvement, receipts have been dwindling and at most centres cold storage stocks have been used to considerable extent.

Cheese values have in general been easier of late. One reason for this is a lessened demand from England, from where it is reported that New Zealand is proving a strong competitor in this line. Canada's exports this year have been smaller than last year by a considerable amount. It is difficult to get an exact line on stocks now held in Canada, but

they are conceded to be above those of year ago.

MONTREAL.

PROVISIONS. — Price changes this week have been few, and in some lines— notably butter—it would seem that steadiness in prices is quite likely. On other hand an advance in honey is looked for; and higher figures are practically certain to be struck for eggs.

The general demand has been large. Canadian short cut pork is exceedingly scarce, so scarce indeed that orders are being refused. Other pork, however, is to be had—there being a good deal of American pork on the market. Bacons and hams are plentiful. Prices remain the same and ordering is large.

For fowl the demand grows with the approach of winter. Since Thanksgiving the call has been heavier than ever.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14½
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 17½
Extra small sizes, 10 to 14 lbs., per lb.	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18½
Breakfast bacon, English, boneless, per lb.	0 19
Windsor bacon, skinned, backs, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 16
Boiled ham, small, skinned, boneless	0 26
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15½
Cases, tins, each 10 lbs., per lb.	0 16½
Cases, tins, each 5 lbs., per lb.	0 17½
Cases, tins, each 3 lbs., per lb.	0 16½
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 15½
Tubs, 50 lbs. net, per lb.	0 15½
Tierces, 375 lbs., per lb.	0 15½
One pound bricks	0 16½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 16½
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 16½
Cases, 5-lb. tins, 50 lbs. to case, per lb.	0 16½
Cases, 3-lb. tins, 50 lbs. to case, per lb.	0 16½
Pails, wood, 20 lbs. net, per lb.	0 16½
Pails, tin, 20 lbs. gross, per lb.	0 16½
Tubs, 50 lbs. net, per lb.	0 16½
Tierces, 375 lbs., per lb.	0 16
One pound bricks	0 11
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	29 00
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00

BUTTER.—Still there is a scarcity of butter caused to a good extent by failure

of some crops upon which cattle are fed. The western demand has increased greatly too, so that difference between supply and demand is made greater. During week creamery butter has been advanced one cent, now being quoted at 32½. In solids it is to be secured for half cent less.

If no other factor entered into the consideration every thing would point to still higher butter; but there is the importation from New Zealand to be considered. Butter is now being brought in from there in good quantities.

Discussing effect importation will likely have, a local produce man pointed out that New Zealand butter will have to pay a freight of about 1c a pound, and a duty of approximately 3c. At present time New Zealand butter is selling in England for 27c, that means it would cost 31c laid down here. Evidently, then, it will not reduce the Canadian market, but it may steady it, tending to keep prices from soaring much higher.

Creamery blocks	0 32½
Dairy tubs, lb.	0 26 0 28

EGGS.—The prices of new lays remain at advanced figures struck week ago. As for supplies well there really are not supplies which are in any way adequate. New laid eggs are exceedingly scarce. The demand is heavy.

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

POULTRY.—Here supplies are fair, and though the demand is becoming steadily larger there has not been any further advance in prices. Such an advance may be made, however, before many more days are out.

Turkeys, No. 1, per lb.	0 25
Turkeys, No. 2, per lb.	0 20
Chickens, per lb.	0 17
Fowls, per lb.	0 15
Ducks, per lb.	0 18
Geese, per lb.	0 15

HONEY.—What honey will come forward will do so within next few weeks. It appears supply will be far short of what is required to meet demand. On the word of a man many years in this

FISH.

.....	0 13
.....	0 12
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.....	0 15
.....	0 20
.....	2 00
.....	0 08
.....	0 11
.....	1 25
.....	1 25
.....	2 25
.....	2 80
.....	0 06½
.....	6 00
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.....	1 70
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.....	2 75
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line there is not half as much in sight as usual. Price changes may be expected.

White clover honey, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12	
Clover honey, 10-lb. pails, per lb.	0 12½	
Clover honey, 5-lb. pails, per lb.	0 12½	
Buckwheat, 60-lb. tins, lb.	0 10	

CHEESE.—Many of the factories are practically idle. But little cheese is being brought forward. There has been no real change in prices, but a premium is being paid for colored cheese.

Cheese—		
Large	0 14%	0 15
Twin	0 15	0 15½
½ Twin	0 15½	0 15½
Stilton	0 16	0 17

TORONTO.

PROVISIONS. — The more liberal movement of hogs continued last week with lowering prices and values are again easier this week, \$7.75 being paid at country points. There are those who expect values may see further easiness during the month. Hogs coming in now are heavier than a time ago.

With lowering prices on hogs, there are signs of easiness in some pork products. Light and medium hams for instance are reduced slightly this week. One line which does not follow the general easier trend is long clear which under small stocks is firm.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Bacon, plain, per lb.	0 21½	0 21½
Bacon, pea meal	0 21½	0 22½
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 14½	0 15
Shoulders	0 12	0 12½
Pickled Meats—Le less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 25
Long clear bacon	0 15	0 15½
Lard, tierces, per lb.	0 14½	0 14½
Lard, tubs, per lb.	0 14½	0 15
Lard, pails, per lb.	0 15	0 15½
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	8 00	
Live hogs, at country points	7 75	
Dressed hogs	11 50	12 00

BUTTER. — Butter prices are unchanged from last week, but a fair tone of firmness is still present. There is a fair volume of fresh made goods coming along but ideas of holders and shippers are firm in sympathy with conditions elsewhere and the general good demand. Arrival of the first of November has had little effect on local receipts, except that some dealers report a little more tub butter coming along.

	Per lb.	
Fresh creamery print	0 29	0 31
Creamery solids	0 28½	0 29
Farmers' separator butter	0 26	0 28
Dairy prints, choice	0 24	0 26
Dairy solids	0 23	0 25

EGGS.—Strictly new laid eggs are a pretty scarce commodity at present time, and for the article carrying a guarantee, as high as 40 cents is being asked by some firms. Fresh gathered eggs are by no means plentiful, and a considerable quantity of storage eggs are being used. Some improvement is noted in quality of current receipts.

Eggs—		
Strictly new laid, per doz.	0 35	0 40
Fresh gathered, per doz.	0 32	0 35
Storage, per doz.	0 29	0 30
Pickled, per doz.	0 29	0 30

CHEESE. — There is no particular change in cheese here, although slight concessions are noted in the general situation. There is some variation in local cheese quotations, from the fact that some months make is considered more desirable than others.

Cheese—		
Large	0 14%	0 15
Twin	0 15	0 15½
½ Twin	0 15½	0 15½
Stilton	0 16	0 17

POULTRY.—The Thanksgiving taste of poultry apparently pleased the public, for there appears to be better demand for this line than previous to the holiday. Prices are about same as last week.

LIVE POULTRY (prices paid to country merchants):		
Spring chickens	0 11	0 13
Spring ducks	0 12	0 13
Old fowl		0 09
Roosters	0 07	0 08
Turkeys		0 16
Geese		0 09

WHOLESALE PRICES (to city retailers).		
Spring chickens, dressed, lb.	0 14	0 17
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 20	0 24
Geese, dressed		0 13

HONEY.—There would appear to be a firmer feeling in honey from the fact that some dealers would quote some lines a quarter of a cent higher.

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 12
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 12½
Buckwheat, 60-lb. tins, lb.	0 07 0 08

Information Wanted on Fancy Cheese

Grocer Reader Asks About Holland, Limburger and Roquefort—Some Characteristics About Them as Well as of Other Fancy Cheese—Interesting Fact About the Curing of Roquefort.

Editor Canadian Grocer,—I am thinking of handling a few different lines of cheese and there are quite a few that I know very little about. I wonder if you couldn't give me a little talk through your paper on the subject. Some of the most important that I would like to hear about are the Holland, Limburger and Roquefort, as to how they are made and where. Trusting this will not be too much trouble. I will look forward to it with eagerness.

Toronto, Ont. READER.

A good many grocers in Canada have taken up the sale of fancy varieties of cheese with good results. Their sale is showing a steady increase, the better profits which they yield being an inducement to dealers to handle them. Demand for them will not come of itself, but must be created. A knowledge of the chief facts in regard to each is desirable by the dealer who hopes to work up a trade in them.

What Holland Cheese Is.

Holland or Dutch cheese is a small, hard, salty variety, made ordinarily from thrice skimmed milk, which is warmed, and the curd separated by the addition of muriatic acid instead of rennet acid as in this country. Edam is one of the most important of Dutch cheese and is sold to a considerable extent in this country. It is made in the shape of a cannon ball, and is largely used for grating purposes. They come in a case containing 12 cheeses weighing about four pounds each.

The Limburger Variety.

Limburger cheese is a line which has previously been largely brought from the States, and is called "imported Limburger," but on account of the domestic made cheese attaining such a state of perfection, this is largely replacing the

imported article. It is also put up in 1 lb. bricks, which are easily handled by the retail trade.

Roquefort Resembles Stilton.

Roquefort cheese is a French variety, principally made at the town of that name in France. It somewhat resembles "Stilton," but is scarcely so rich, and possesses a peculiar pungency of flavor. They are stored in the natural grottoes of the Valsassina, which are very damp and form an immense cave—a perfect cheese citadel—in the limestone rock at Roquefort. Here they are cured and acquire their fine flavor and mellowness. They are packed in cases of 12 weighing about 4½ to 5 pounds each.

Genuine imported Camembert cheese is also made in France, but it is also largely made in the States and called "Camembert type." It is usually packed in wooden boxes weighing about one-half pound. It also comes in tins of about the same weight.

Swiss and Italian Cheese.

Gruyere cheese (Swiss) is principally made in Switzerland, although there is considerable quantity of the "Swiss type" or "American Swiss" made in the United States. It usually comes in large tubs weighing about 150 pounds per cheese.

Gorgonzola is an Italian manufactured cheese and is usually packed in baskets or small tubs weighing about 20 pounds.

Oka cheese is a line similar to Camembert in make, and is made by the Trappist Monks of La Trappe, Quebec. Each weighs about five pounds, and they are packed six to the case.

Neufchatel cheese is a popular line, especially in the United States, but is growing largely in this country. It is a facsimile of cream cheese, only made from skim milk.

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JAM

When a customer asks for Jam you will frequently notice that she asks "What have you got?" even though you may have told her two or three days previous just what lines you are carrying. She asks again because the family wants

SOMETHING NEW

We can supply you with the very highest grade jams, and we have them "for less." Wouldn't you like a trial lot?

We want an Ontario Agent.

Labrecque & Pellerin, Montreal

AGENTS

John J. Gilmor & Co.
Winnipeg

J. Hunter White
St. John, N.B.

Place Your Christmas Window in the Contest

Again this year The Canadian Grocer will have a Christmas window competition open to grocers and their clerks. When you have your best window in shape, have it photographed and entered in the race. It may be in the money.

Selling Power, Attractiveness and Originality will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population.	
1st	\$5.00
2nd	3.00
3rd	2.00
Centres under 10,000 Population.	
1st	\$5.00
2nd	3.00
3rd	2.00

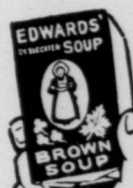
The Christmas Ad.-Writing Contest

For the best Christmas newspaper advertisement submitted by the end of year The Grocer will give a prize of \$3.00; to the second best, \$2.00. Clip it from the newspaper and briefly outline your opinions concerning advertising and its advantages.

ADDRESS:

The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto



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.

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

ROYAL BAKING POWDER.

Sizes. Per doz.
Royal—Dime .. 0 35
" ¼-lb. 1 40
" 6-oz. 1 95
" ½-lb. 2 55
" 12-oz. 3 85
" 1-lb. 4 90
" 3-lb. 13 60
" 5-lb. 22 35

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—
No. 13, 1-lb., 2 dozen 3 00
No. 14, 8-oz., 3 dozen 1 75
No. 15, 4-oz., 4 dozen 1 10
No. 16, 2½-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. Benuchemin & Fils, Montreal, \$2, \$3, \$5, \$10, \$15, and \$20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books each 0 04
100 books and over, each 0 03½
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book 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, \$4.80.
White Swan Barley Crisps, per doz., \$1.
White Swan Self-rising Buckwheat Flour, per dozen, \$1.
White Swan Self-rising Pancake Flour, per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.
White Swan Flaked Rice, \$1.
White Swan Flaked Peas, per doz., \$1.

DOMINION CANNERS.

Aylmer Jams. Per doz.
Strawberry, 1912 pack ... \$ 2 15
Raspberry, red, h'vy syrup 2 15
Black currant 2 00
Red currant 1 85
Peach, white, heavy syrup 1 50
Pear, Bart., heavy syrup 1 77½
Jellies.
Red currant 2 00
Black currant 2 20
Crabapple 1 65
Raspberry and red currant 2 00
Raspberry and gooseberry. 2 00
Plum jam 1 55
Green Gage plum, stoneless 1 65
Gooseberry 1 85
Grape 1 55

Marmalade.

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

Pure Preserves—Bulk.

5 lbs. 7 lbs.
Strawberry 0 69 0 95
Black currant 0 69 0 95
Raspberry 0 69 0 95
14's and 30's per lb.
Strawberry 0 13
Black currant 0 13
Raspberry 0 13
Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

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

Unsweetened Chocolate—
Supreme chocolate, ½'s 12-lb. boxes, per lb. 0 33
Perfection chocolate, 20c size, 2 doz. in box, doz.. 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90
Sweet Chocolate— Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes 0 40
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes 0 35
Diamond, 8's, 6 and 12-lb. boxes 0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24
Diamond, ¼'s, 6 and 12-lb. boxes 0 25

Ingredients for Cake—
Chocolate, white, plnk, lemon, orange, maple, almond, coconut cream, in ½-lb. packages, 2 doz. in box, per doz.. 0 90
Chocolate Confections—Per lb.
Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 25
Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil Wafers, No. 2, 5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box.. 1 35
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.
Elite, 10c size (for cooking) dozen 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
" breakfast cocoa, ¼'s and ½'s 0 36
" No. 1 chocolate 0 30
" Navy chocolate, ½'s .. 0 26
" Vanilla sticks, per grs 1 00
" Diamond chocolate, ½'s 0 24
" Plain choice chocolate liquors 20 30
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinqueme sweet chocolate, 1-5, cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c 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

½-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., asstd. 0 27½
¼-lb. pkgs., asstd., in 5-lb. boxes 0 28
½-lb. pkgs., asstd., in 5-lb. boxes 0 29
¼-lb. pkgs., asstd., 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. 5 75
Silver Cow Brand, ea. 4 dz 5 40
Gold Seal Brand, ea. 4 doz 5 25
Mayflower Brand, ea. 4 doz 5 25
Purity Brand, ea. 4 doz... 5 25
Challenge Brand, ea. 4 doz 4 50
Clover Brand, ea. 4 doz... 4 60
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 50
Peerless Brand, tall, ea. 4 doz. 4 50
Jersey Brand, tall, ea. 4 doz. 4 50
St. Charles Brand, Hotel, ea. 2 doz. 4 25
Peerless Brand, Hotel, ea. 2 doz. 4 25
Jersey Brand, Hotel, ea. 2 doz. 4 25
St. Charles Brand, gallons, each. ½ doz. 4 75
"Reindeer" Coffee & Milk, ea. 2 doz. 5 00
"Regal" Coffee and Milk, ea. 2 doz. 4 50
"Reindeer" Cocoa & Milk, ea. 2 doz. 4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co. Per Case.
Canada First Baby Evaporated Milk 2 00
Canada First Family Evaporated Milk 3 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

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Gunn's Quality Pon - Honor Breakfast Sausage

In 1 lb. (net) sealed cartons, made from the choicest cuts of young pigs---with a delicate seasoning of pure herbs. No filler, no flour, no cereal, no water, all sinews trimmed out, a perfect breakfast delicacy, appetizing and satisfying.

Gunns Limited, Packers and Refiners **West 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

REMEMBER

IN BUYING

WETHEY'S MINCE MEAT

You get the benefit of the expert knowledge acquired in our years of specializing in this line. The quality is recognized from Coast to Coast.

Does it pay any good grocer to take chances with any other brands?

INSIST ON WETHEY'S.

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

THE CANADIAN GROCER

COFFEES.

EBY-BLAIN, LIMITED.
Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.
King Edward 0 34
Club House 0 38
Nectar 0 32
Royal Java and Mocha. 0 32
Empress 0 30
Duchess 0 29
Ambrosia 0 28
Plantation 0 26½
Fancy Bourbon 0 26
Crushed Java and Mocha 0 19

Package Coffee.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. 0 35
Mo-Ja, ½-lb. tins, lb. 0 32
Mo-Ja, 1-lb. tins, lb. 0 30
Mo-Ja, 2-lb. tins, lb. 0 30
Presentation (with tumblers) 27c per lb.

MINTO BROS

MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.
1 and ½ 0 25 0 30
1 and ½ 0 32 0 40
1 and ½ 0 37 0 50
Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

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

CEREALS.

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

CONFECTIONS.

PEANUT BUTTER.

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

CHEESE.

MACLAREN'S IMPERIAL.
Ontario prices per doz.
Individual (each 2 doz.) .. 1 00
Small (each 2 doz.) 2 40
Medium (each 1 doz.) 4 50

Large (each ½ doz.) 8 25
MacLaren's Roquefort—
Small (each 2 doz.) 1 40
Large (each 1 doz.) 2 40
MacLaren's Canada Cream—
Small (each 1 doz.) 0 90
Medium (each 2 doz.) 1 35
Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.
1 oz. (all flavors) doz. 1 00
2 oz. (all flavors) doz. 1 75
2½ oz. (all flavors) doz. ... 2 00
4 oz. (all flavors) doz. 3 00
5 oz. (all flavors) doz. 3 75
8 oz. (all flavors) doz. 5 50
16 oz. (all flavors) doz. 7 00
32 oz. (all flavors) doz. 8 00
Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz. 1 30
Knox Acidulated Gelatine (2 qt. size), per doz. 1 30
CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.

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

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

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

Per case

Sur Extra Fins, ¼ flacons, 40 bou. 11 00
Sur Extra Fins, tins, ½ kilo, 100 tins 15 50
Extra Fins, tins, ½ kilo, 100 tins 15 00
Tres Fins, ½ kilo, 100 tins 14 00
Fins, tins, ½ kilo, 100 tins 12 50
MI-Fins, tins, ½ kilo, 100 tins 11 00
Moyens No. 1, tins, ½ kilo, 100 tins 10 00
Moyens No. 2, tins, ½ kilo, 100 tins 9 50
Moyens No. 3 8 75
Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—
12 litres 6 50
12 quarts 5 75
24 pints 6 25
24 ½-pints 4 25

Tins—

5 gals. 2s 23 00
2 gals. 6s 29 00
1 gal. 10s 25 00
½-gal. 20s 26 00
¼-gal. 20s 13 50
¼-gal. 48s sq. 17 00
¼-gal. 48s rd. 15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts. 5 00
La Neptune, 50 qts. 6 00
St. Nicholas, 50 qts. 7 00
La Sanitas Sparkling, 50 quarts 8 00
La Sanitas Sparkling, 100 pints 9 00
La Sanitas Sparkling, 100 splits 4 00
Lemonade Savoureuse, 50's 7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.
Case 12 lbs. 2½-lb. bars, lb 0 08½
Case 25 lbs. 11-lb. bars, lb 0 07½
Case 50 lbs. ¾-lb. bars, case 3 50
Case 200 lbs. 3½-oz., case. 3 75
"La Lune," 65 p.c. olive oil.
Case 25 lbs., 11-lb. bars, lb. 0 07
Case 12 lbs., 2½-lb. bars, lb. 0 08
Case 50 lbs., ¾-lb. bars, case 3 25
Case 100 lbs., 3½-oz. bars, case 1 80
Case 200 lbs., 3½-oz. bars, case 3 40

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

Grape Juice, 12 qts. 4 75
Grape Juice, 24 pts. 5 15
Grape Juice, 36 splits 4 75
Apple Juice, 12 qts. 4 50
Apple Juice, 24 qts. 4 75
Champagne de Pomme, 12 q 5 00
Champagne de Pomme, 24 p 5 50
Matts Golden Russett—
Sparkling Cider, 12 qts. .. 5 00
Sparkling Cider, 24 pts. .. 5 50
Apple Vinegar, 12 qts. 2 50

CANNED HADDIES, "THIS-TLE" BRAND.

A. P. TIPPET & CO., Agents.
Cases 4 doz. each, flats, per case 5 40
Cases 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.
Tierces, lb. 0 10
Tubs, 60 lbs. 0 10½
Pails, 20 lbs. 0 10½
Tins, 20 lbs. 0 10
Cases, 3 lbs., 20 to cs. 0 11
Cases, 5 lbs., 12 to cs. 0 10½
Cases, 10 lbs., 6 to cs. 0 10½
F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces 0 10
Tubs 0 10½
20-lb. pails 0 10½
20-lb. tins 0 10
10-lb. tins 0 10½
5-lb. tins 0 11
3-lb. tins 0 11
1-lb. cartons 0 11½

MARMALADE.

SHIRRIFF BRAND.

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

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case) \$1.60 \$1.55
2 lb. glass (1 dz case) 2.80 2.70
4 lb. tin (1 dz case) 4.80 4.65
7 lb. tin (½ dz case) 7.75 7.50

MUSTARD.

COLMAN'S OR KEEN'S.
Per doz. tins
D. S. F., ¼-lb. 1 40
D. S. F., ½-lb. 2 50
D. S. F., 1-lb. 5 00

F. D., ¼-lb. 0 85
F. D., ½-lb. 1 45
Per jar

Durham, 4-lb. jar 0 75
Durham, 1-lb. jar 0 25
MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz. 0 45
Medium, cases 2 doz., doz. 0 90
Large, cases 1 doz., doz. 1 35
VERMICELLI AND MACARONI
D. SPINELLI C'Y., MONTREAL
Fine.

4-lb. box "Special," per box 0 22
8-lb. box "Special," box... 0 44
5-lb. box "Standard," box 0 27½
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbls., per lb. 0 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 06½

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER-ED.

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

IMPERIAL DESSERT JELLY.

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

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.
Crisle 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 60
6 dozen to box 7 20
30 days.

RICHARDS PURE SOAP.

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

FELS NAPTHA.

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

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Japan Tea

Since the great advance in Japans, a couple or three years ago, which made it impossible to longer retail a good quality at twenty-five cents, there was commenced an increased demand for a thirty-five cent line, or three pounds for a dollar. Now we desire to call your attention to a tea which we are offering and which has supreme quality, being both strong and excellent flavor. The price is very moderate considering these fine attributes.

Raven Brand 25c

Salmon

If you want for your trade some of the finest and most luscious quality that we have ever seen in a can, order some of our Monarch brand halves. The price is only 1.47½. It makes a splendid fifteen cent line, and take our word for it, you will have a sure winner if you take hold of these goods.

Prunes

Our first car of New Santa Clara Prunes is now here, and all orders booked will be shipped out immediately. They are Herbert's pack, and as usual with this shipper, are very good. Orders solicited for immediate shipment.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. - TORONTO

THE CANADIAN GROCER

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

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

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. \$ 1 50
 No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO. Boxes Cents

Laundry Starches—
 40 lbs., Canada Laundry.. .05 1/2
 40 lbs., Canada white gloss, 1 lb. pkgs.06 1/2
 48 lbs., No. 1 white or blue, 4 lb. cartons07
 48 lbs., No. 1 white or blue, 3 lb. cartons07
 100 lbs., kegs, No. 1 white06 1/2
 200 lbs., bbls., No. 1 white06 1/2
 36 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.07 1/2
 48 lbs., silver gloss, in 6-lb. tin canisters08
 36 lbs., silver gloss 6-lb. draw lid boxes08
 100 lbs., kegs, silver gloss, large crystals07
 28 lbs. Benson's satin, 1-lb. cartons, chromo label07 1/2
 40 lbs. Benson's Enamel (cold water), per case .. 3 00
 26 lbs. Benson's Enamel (cold water), per case .. 1 50
 Celluloid—boxes containing 45 cartons, per case 3 60
 Cullinary Starch.
 40 lbs. W. T. Benson & Co.'s prepared corn07 1/2
 40 lbs. Canada pure corn starch06 1/2
 (20-lb. boxes 1/4c higher.)

BRANTFORD STARCH.

Ontario and Quebec.
 Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs.05 1/2
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs.06 1/2
 First Quality White Laundry—
 3-lb. canisters, cs of 48 lbs.07 1/2
 Barrels, 200 lbs.06 1/2
 Kegs, 100 lbs.06 1/2
 Lily White Gloss—
 1-lb. fancy cartons, cases 30 lbs.07 1/2
 6-lb. toy trunks, lock and key, 8 in case08 1/2
 6-lb. toy drums, with drumsticks, 2 in case... .08
 Kegs, extra large crystals, 100 lbs.07 1/2
 Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case 3 00
 Celluloid Starch—
 Boxes containing 45 cartons, per case 3 75
 Cullinary Starches—
 Challenge Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .06
 Brantford Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .07 1/2
 "Crystal Maize" Corn Starch—
 1-lb. pkts., boxes 40 lbs. .07 1/2
 (20-lb. boxes 1/4c higher than 40's.)

OCEAN MILLS, MONTREAL.

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

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.
 Individuals, 45c per dozen.
 Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

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

SODA—COW BRAND.

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

SYRUP.

EDWARDSBURG STARCH CO. CROWN BRAND CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 55
 5-lb. tins, 1 doz. in case... 2 90
 10-lb. tins, 1/2 doz. in case. 2 80
 20-lb. tins, 1/4 doz. in case. 2 75
 Barrels, 700 lbs. 3 1/2
 Half barrels, 350 3 1/4
 Quarter barrels, 175 4
 Pails, 38 1/2 1 90
 " 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 90
 5-lb. tins, 1 doz. in case... 3 25
 10-lb. tins, 1/2 doz. in case. 3 15
 20-lb. tins, 1/4 doz. in case. 3 10
 (5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

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

Terms: 30 days net. No discount for prepayment.

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

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

MOLASSES.

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto).
 2's—2 doz. to case, per doz. 0 93
 3's—2 doz. to case 1 45
 Winnipeg. Per doz.
 2's—Tins, 2 doz. cases..... 1 20
 3's—Tins, 2 doz. cases..... 1 75
 5's—Tins, 1 doz. cases..... 3 20
 10's—Tins, 1/2 doz. cases... 5 30
 20's—Tins, 1/4 doz. cases... 19 40
 Pails—1's each 0 65
 Pails—2's each 1 12

Pails—5's each 2 55

DOMOLCO BRAND.

Maritime Provinces and Ontario:
 2's, 2 doz. case, per doz.... 1 35
 3's, 2 doz. case, per doz.... 1 95
 5's, 1 doz. case, per doz.... 3 75
 10's, 1/2 doz. case, per case. 3 40
 20's, 1/4 doz. case, per case. 3 05

Western Prices—Sudbury to Victoria.

2's, 2 doz. case, per doz.... 1 60
 3's, 2 doz. case, per doz.... 2 35
 5's, 1 doz. case, per doz.... 4 00
 10's, 1/2 doz. case, per case. 4 15
 20's, 1/4 doz. case, per case. 3 80

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

H. P.

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

HOLBROOK'S IMPORTED PUNCH SAUCE.

Per doz.
 Large, packed in 3-doz. case \$2 25
 Medium, packed in 3-doz. case 1 40
 HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.
 Rep. 1/2 pints, packed in 6-doz. case \$2 25
 Imp. 1/2-pints, packed in 4-doz. case 3 15
 Rep. qts., packed in 2-doz. case 6 50

STOVE POLISH.

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

NUGGET POLISHES.

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

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s... 44
 Black Watch, 12s 45
 Bobs, 6s and 12s 46
 Bully, 6s 44
 Currency, 6 1/2s and 12s.... 46
 Stag, 5 1-3 to lb. 38
 Old Fox, 12s 44
 Pay Roll Bars, 7 1/2s 56
 Pay Roll, 7s 56
 War Horse, 6s 42
 Plug Smoking—Shamrock, 6s, plug or bar 54
 Rosebud Bars, 6s 54
 Empire, 6s and 12s 44
 Ivy, 7s 50
 Starlight, 7s 50
 Cut Smoking—Great West Pouches, 8s 59
 Regal Cube Cut, 9s 70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.
 Wholesale R't'l
 Brown Label, 1's and 1/2's .25 .30
 Green Label, 1's and 1/2's .27 .35
 Blue Label, 1's, 1/2's, 1/4's and 1/8's30 .40
 Red Label, 1's and 1/2's... .36 .50
 Gold Label, 1/2's44 .60
 Red-Gold Label, 1/2's55 .80
 LUDELLA CEYLON TEA.
 Orange Label, 1/2's24 .30

Brown Label, 1/2's and 1's .28 .40
 Brown Label, 1/4's30 .40
 Green Label, 1/2's and 1's. .35 .50
 Red Label, 1/2's40 .60

MELAGAMA TEA.

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

Wholesale R't'l

Brown Label, 1-lb. or 1/2. .25 .30
 Red Label, 1-lb. or 1/2.... .27 .35
 Green Label, 1's, 1/2 or 1/4 .30 .40
 Blue Label, 1's, 1/2 or 1/4. .35 .50
 Yellow Label, 1's, 1/2 or 1/4 .40 .60
 Purple Label, 1/4 only55 .80
 Gold Label, 1/4 only70 1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.
 Orange Label, 1's23 .30
 Black Label, 1-lb, retail at 25c20
 Black Label, 1/2-lb., retail at 25c21
 Blue Label, retail at 30c24
 Green Label, retail at 40c... .30
 Red Label, retail at 50c35
 Brown Label, retail at 60c... .42
 Gold Label, retail at 80c.... .55

JAMS AND JELLIES.

T. UPTON & CO.

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

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

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

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

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

YEAST.

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

Every pound of
CHASE & SANBORN'S
COFFEE

you sell is an investment in your customers' good will that will pay constant and permanent dividends.

CHASE & SANBORN
MONTREAL

“Johnny on the Spot”

We have our ear to the ground, as it were, in Western Canada. Five great warehouses, and representatives in daily touch with the fast growing trade of this prosperous country—are the credentials that make us the proper salesmen for your line.

We want to handle the accounts in Western Canada for the manufacturers of Europe, United States and Eastern Canada. Our experience and success has given us the confidence to guarantee sales.

Our aggressive salesmen are on the spot to do business.

NICHOLSON & BAIN, Wholesale Commission Merchants
and Brokers
HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY



THE WORLD-FAMOUS
Georgian Bay Apples
(Beaver Brand)

Every barrel we put our Brand on the quality goes in before it is branded, and it is worth the money. We are now packing Fall Apples, and can quote right prices on car lots or less.

Winter Apples, good % of Spies and 60 to 75% No. 1 in a car. Full Government Standard. We can now quote prices for future shipment.

We are also handlers of Potatoes, Live and Dressed Fowl, Butter, Eggs and all farm produce.

Beaver Brand Evaporated Apples. We can now quote prices on cars or less. Good, bright, prime, well cured stock. Write or wire us when in need of any of the above.

ELLIS BROS.
MEAFORD, - ONTARIO

PHONES:
Nights and Holidays. 175
Shipping Office. 79
Evaporator. 177

Georgian Bay Apples

We will be packing 10,000 barrels for fall delivery. The quality in this district is fine this year.

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

Get Your Town On The Map

If you want to have your town or city considered a Lemon Town, and thereby receive the benefits always accorded Established Trade, get your town on the "Map" by handling and keeping a regular supply of St. Nicholas and Home Guard Lemons.

J. J. McCABE

Agent
Toronto, - Canada

Thorne's Chocolates

Assorted, Dragees, Chocolate Creams, Milk and Nut-Milk Chocolate. Made from Pure Sugar, Block Cocoa and other ingredients, all guaranteed pure. Packed in various sized boxes to retail at prices which leave you a good profit.

Prices and samples from

HENRY THORNE & CO., Ltd.
The Cocoa Works
LEEDS, ENGLAND



This is the package which is sure to bring you repeat sales. Finest quality—attractively boxed, giving a good profit.

Now is the Season for Nuts

Write us for prices. We have the most complete stock of all kinds of

Shelled Nuts

You need a good assortment of these for the coming winter trade. We can supply you to your satisfaction, both as to quality and price.

W. P. Downey

Montreal, Que.

Supplied by Appointment to the House of Lords

O.K. SAUCE

Delicious
Fruity
Appetizing

Highest Award
(Gold Medal) October 1911 Festival of Empire Exhibition. LONDON.

Ask your Jobber or apply direct

SALES AGENTS:

The Lind Brokerage Co.
49 Wellington St. E. Toronto.

George H. Gillespie,
437 Richmond St., London. Ont.

J. T. McBride,
62 Canadian Life Chambers,
Montreal.

The Turnbull Co.,
Winnipeg, Man.

The Standard Brokerage Co.
860-864 Cambie St., Vancouver.

Fine, Ripe, Juicy
Florida Oranges
New Messina Lemons
Fancy Malaga Grapes

EVERYTHING THE BEST AND
THE BEST OF EVERYTHING

WHITE & CO., LTD.

TORONTO and HAMILTON

Fancy Fruits, Fish, Oysters, etc.

NEW FIGS NEW DATES

The quality is excellent. Figs put up in 1 lb. boxes up to 12 lb. boxes. Dates in boxes, half boxes and 1 lb. cartons. Send along your orders.

Some other lines you should be selling:

Almeria Grapes,	Cranberries,
Grape-Fruit,	Spanish Onions,
Sweet Potatoes,	Oranges,
Lemons,	Bananas,
Oysters and Smoked Fish.	

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



Meats, Lard and Pork Products

also

Creamery Butter

We are the exclusive distributors for "West Magdala Creamery Butter," and one trial will convince you it's the best on the market. We also handle Eggs which are specially selected and carefully handled for the trade. There is no question about our line of Canadian Cheese.

We want your order.

Ask for a Post Card Order Book.

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

Pork Packers and Provision Merchants. Dealers
in Butter, Eggs and Cheese

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.



**The C. BORGEN
PACKING CO.**

STAVANGER - NORWAY

Packers of all kinds of
smoked Sardines and
Herrings in pure Olive
Oil and Tomato Sauce.

Unsmoked Sardines after
latest French methods.
Our new factory is
equipped with the very
best French machinery.

Telegrams: "PACKING." Telephones: OFFICE, 1484,
PRIVATE, 1057. Codes: "A.1" & "A.B.C.", (5th edition.)

Make a Showing in Window
or on Counter

of

Sterling Brand PICKLES



and you'll attract the custom of the best class of people in your community.

It will pay to keep "Sterling" Brand goods always in the front. Their merit gives them a front position.

Sterling products are made in the largest pickle factory in Canada.

... THE ...
T. A. Lytle Co.
LIMITED

Sterling Road, Toronto, Can.

SOCLEAN

(The original dustless Sweeping Compound)

PROFIT. The dealer who handles and pushes Soclean is assured of quick sales, which net him a liberal margin of profit.

QUALITY. The quality of Soclean is unsurpassable. It is the most effective compound for laying dust, brightening rugs and destroying moths. It leaves a fragrant odor after sweeping.

QUANTITY. The quantity of the 25c package of Soclean has been increased, giving the customer fullest value for the money. The 50c and \$1.00 packages have been reduced to 40c and 75c respectively.



We improved the quantity because we could not improve the quality.

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.



McLean is the
NAME

White Moss is the
BRAND

Join them when ordering
and avoid mistakes.

Canadian Coconut Co., Montreal



THE M'GREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE M'GREGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

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

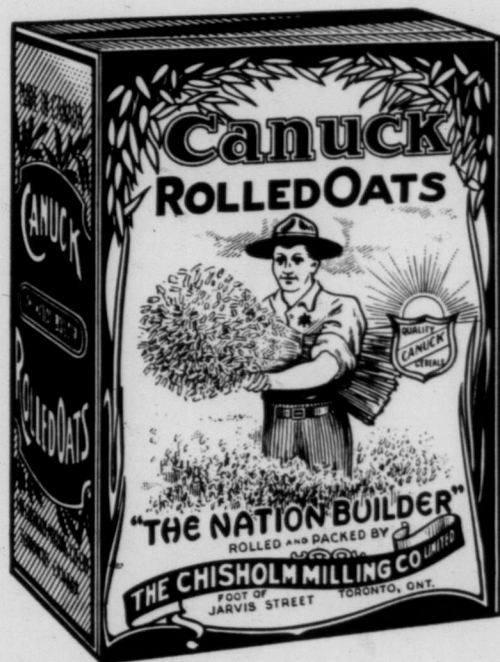
AURORA COFFEE

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.



This package will be in demand this winter. An extensive advertising campaign will be inaugurated in October.

Do not acquire the "something just as good" reputation. It hurts business. Be prepared for the demand for Canuck Rolled Oats and give your customers what they want.

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory.

Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto

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



AN ATTRACTIVE DISPLAY

The above photographic interior view of a modern grocery gives a fair idea of the attractive appearance of a nicely arranged stock of goods—the appearance is half the battle. This shelving is supported by

Patent Adjustable Brackets

Convenience and the elimination of unsightly obstructions—one long uninterrupted stretch of space for the display of goods—are a few of the features of these brackets.

Write for information, prices, etc., stating whether your building is brick or frame.

THE PIQUA BRACKET CO. Sole Manufacturers
PIQUA, OHIO.



**Stuhr's
DELICACIES.**

**Genuine Caviare,
Anchovies in Brine,
IN TINS AND GLASSES.**

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG



Saving Steps for Her

Every married man who is a real man must share his wife's gratification when she discovers new ways in kitchen work that save steps and hard work.

If the discovery gives him something better to eat, the gratification comes easier.

JELL-O

is one of the time-savers and labor-savers. A Jell-O dessert can be made in a minute. The women know it, and this is why Jell-O is never dead stock on your shelves.

**THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.**

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

53 Highest Awards in Europe and America

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



Registered
Trade-Mark

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

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.



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

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

Frequency of Sailings

Every eleventh day a Pickford & Black steamer leaves Halifax for Bermuda, St. Kitts, Antigua, Barbados, Trinidad and Demerara; the round trip occupying thirty days.

For further particulars apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

**Headquarters
for
Maple Flavor**

We can supply anything wanted in Maple Flavor

We can quote BETTER PRICES than you are NOW PAYING

Be sure and ask us to quote—it's to YOUR ADVANTAGE

THOMAS HENDERSON
Manufacturing Chemist
86 FULTON ST., NEW YORK



The
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flavor,
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from**

Notice t
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are now
biscuits
Alberta,
and the

When
Biscuits
with first
cellent q

W. G. P.

RICHAR

CAMPBEL

KELLY, DO



ONE PACKAGE SELLS THE OTHER

The thousands of women who are users of KNOX SPARKLING GELATINE NO. 1 will readily purchase our ACIDULATED GELATINE NO. 3, because they have learned to depend on the purity, quality and convenience of our product. The ACIDULATED package has an extra point in its favor—the extra envelope of lemon flavor, which saves the trouble and expense of using the fruit. Our advertising is now calling attention to both packages, making both easier to sell. Speak to customers about KNOX GELATINE, because it makes 2 full quarts of jelly per package and because it pays you a good profit.

“Make KNOX your gelatine leader”

CHAS. B. KNOX CO.
JOHNSTOWN, N.Y.

BRANCH FACTORY, - MONTREAL, CANADA

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada.

McVITIE & PRICE

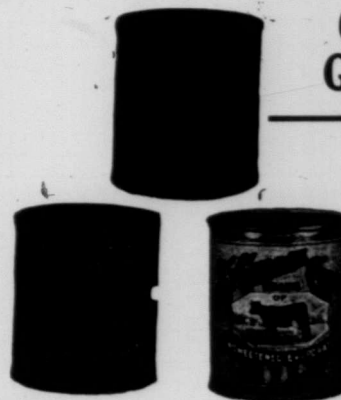
are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellent quality and absolute purity.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., York Street, TORONTO
Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL BROS. & HORNE, Limited, CALGARY
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

Condensed Milk Growing Popular



A great change has come over the public in the course of the past few years and condensed milk is a recognized household article.

Grocers who are up-to-date should tone up their stocks with the Malcolm lines, which are both new and good.

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

Our lines will bring you new customers and quick returns.

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, Ont.



“DOMINION”

A MATCH that has made the business more attractive to the dealer as well as consumer. Do you realize how?

Ask any of our representatives.

DOMINION MATCH CO.
LIMITED

Deseronto, Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.;
The A. Macdonald Co., Winnipeg, Man.; Snowdon & Ebbitt,
Montreal, Que.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton,
St. John, N.B.; J. W. Gorham & Co., Halifax, N.S.



Goes To The Very Bottom And Removes The Dirt

without in any way injuring the daintiest fabric either by discoloring or deteriorating the fabric.

WONDERFUL SOAP has that loosening quality which is so desirable in washing soaps and which is a strong point of talk when introducing this soap.

Think this over and send for a sample lot. It will pay you.

The Guelph Soap Co.

Guelph,

Ontario

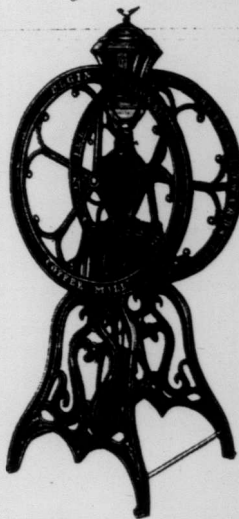


is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA



THE ELGIN National Coffee Mill

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

Equipped with the new style force feed steel grinder.

Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue :

WINNIPEG—G. F. & J. Galt (and branches); The Codyville 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, Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & 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.

Rowa
Pickle
Unexo

Years of
have comb
developme
which to-d
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people the
Coupled w
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and prom
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our custom
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ROWAT

Glasgow

Snowdon &
Quebec, Onta
Warren, Hall
E. Jarvis &

None

You take no
Sardines. G
attractive an
After they a
there is no
tasty, as the

J.W.E

Hamilt

Rowat's Pickles are Unexcelled

Years of experience have combined in the development of brands which to-day challenge the admiration and quicken the taste of people the world over. Coupled with this, reliable business methods and prompt deliveries have served to satisfy our customers who girdle the globe.



ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS:

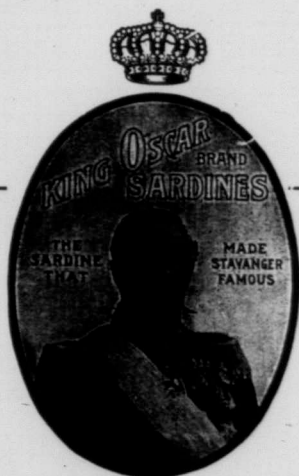
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

THE BEST FROM THE SEA TO LAND, IN FISH IS BRUNSWICK BRAND

They can be relied on to give the fullest satisfaction. The fish are caught in the famous Passamaquoddy Bay, and our modern and sanitary methods of catching, cleaning and packing insures a retention of the fresh, natural sea flavor.

Brunswick Brand Herring in Tomato Sauce and Kippered Herring are known for their high quality and rare delicacy.

Write for our list of Fish Food Products and prices. You will be interested.



By Special royal permission.

None Quite So Good

You take no chance in pushing "King Oscar" Brand Sardines. Give them prominent display, for they are attractive and will create interest and sell quickly. After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS

J.W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario



CONNORS BROS., LIMITED

Black's Harbor, N.B.

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

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits*. They are *known* for quality, and carry the best trade with them. Packed for export in air tight tins. Send an order to the nearest agent.



Agents:

Wm. H. Dunn
Montreal and
Toronto

Hamblin &
Brereton
Winnipeg and
Vancouver,
B. C.

T. A. MacNab
& Co.,
St. John's,
Newfound-
land.

CARR & CO. CARLISLE ENGLAND

The Process of Preparing Laurentia Milk

FIRST:—THE VERY BEST GRADE OF MILK IS REQUIRED to produce satisfactory LAURENTIA MILK.

And it must be received at the dairy plant in first-class condition.

SECOND:—IT IS IMMEDIATELY CLARIFIED to remove every vestige of dust and impurity.

THIRD:—THEN PASTEURIZED (Heated to 142 degrees F. for thirty minutes), to keep the milk in good condition until it is bottled, sealed and sterilized.

FOURTH:—NEXT HOMOGENIZED, which is a purely mechanical process, and involves forcing the milk through a valve under great pressure, to smash or break up the cream globules and the other solids in the milk, and mix so completely with the liquids as to be impossible to separate.

The smashing of the cream globules and thorough distribution gives to the milk its extremely rich flavor.

FIFTH:—THEN BOTTLED AND SEALED AIRTIGHT to prevent adulteration or change in the product after the next and final step in the process is completed.

SIXTH:—FINALLY STERILIZED (Heated to 212 degrees F.), to destroy all possible remaining germs, and to insure perfect keeping quality.

HOMOGENIZED

HOMOGENIZING, the mechanical process, discovered by the French Engineer and Scientist, Gaulin, which makes this perfected milk product possible.

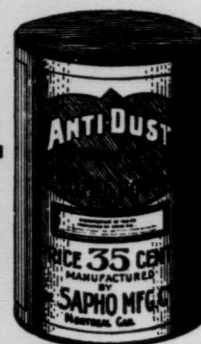
HOMOGENIZING permits sterilizing with finished milk more digestible than any other milk.

HOMOGENIZING at last makes it possible to produce and sell milk as an absolutely pure, standard, reliable, non-perishable household staple, and with the highest possible food value, to supply the need where a perfect milk food is required.

The LAURENTIA MILK CO., Ltd.
371 Queen Street West, Toronto, Ont.

Telephone—Adelaide 2760

ANTI-DUST
SWEEPING POWDER



ANTI-DUST

"The powder that makes microbes impossible"

If you are not stocking Anti-Dust—
You are missing A SELLER

If you are overlooking Anti-Dust—
You are losing PROFIT

Needed in every home
Needed in every store
Needed all the year

We have a fine propo-
sition for Western
Agents.

Sapho Mfg. Co., Ltd., Montreal

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distribu-
tors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

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.

The World's Best Tobacco
for chewing and snuffing.

The finest high-flavored Leaf Tobacco,
rich and well matured by the Snuff
Process, is what gives its recognized
superiority to



COPENHAGEN

Chewing Snuff

The tobacco is in a fine granular form, and
it gives off its tobacco strength more freely and
fully than ordinary tobacco.

Consequently a very small quantity need be
used. It is very economical.

These features, backed by its pleasing flavor
and cool, clean after-taste, are creating an enor-
mous demand for Copenhagen Snuff.

Are you featuring this grand seller?

National Snuff Co., Limited

900 St. Antoine Street

MONTREAL

RA

No Odor

It mummifies
simply DRY

Will not
Rat Corn
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or disagree

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Retail Prices

15c Can
25c Can
50c Can
1.00 Can

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Canada

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Ham

RAT CORN



**Kills Rats and Mice
No Odors or Smells. No Poison**

It mummifies them. No matter where they die, they simply DRY UP. Positively do not smell.

Will not kill cats, dogs or man.

Rat Corn is a new and scientific discovery, and without a doubt the greatest rat destroyer in the world; the only one that kills rats without any bad, dangerous or disagreeable effects.

A trial will convince you—sells on sight.

Retail Prices	Wholesale Prices		
	Doz.	Gross	
15c Can	\$1.25	\$15.00	One dozen in box for counter Display.
25c Can	2.00	24.00	
50c Can	4.00	48.00	Half dozen in box for Counter Display.
1.00 Can	8.00	96.00	

Window display with each order. Write for special prices in assorted gross lots.

Canadian Rat Corn Co., Limited
193 Adelaide St. W. TORONTO, ONT.

King George's Navy

is worthy of your support right now for many sound business reasons. There are hundreds of men in your neighborhood whom you can "recruit" and "muster" around your store on Saturday evenings for their weekly Tobacco allowance.

KING GEORGE'S NAVY has nothing to do with the Canadian Navy, remember, but is the popular

CHEWING TOBACCO

packed by the firm which guarantees prompt delivery and quality all the time.

THAT FIRM IS

The Rock City Tobacco Co.

Quebec

Winnipeg

WRITE ABOUT

Maple Sugar - - - Chewing Tobacco
Master Mason - - - Smoking Tobacco

Rose Quesnel Smoking Tobacco

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

FOR SALE

GOOD JOBBING BUSINESS FOR SALE—sixty retail stores as customers, inside of three miles from present location. Stores, cellars, warehouses. Rented reasonable. B. D. Rogers, Stellarton, N.S.

AN OLD ESTABLISHED TEA AND COFFEE business in the city of Winnipeg. Certified sales \$2000.00 per month (retail). The proprietor, who is retiring, will sell on reasonable terms. Apply The City Tea & Coffee Co., 624 Ellice Ave., Winnipeg.

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Dalley, J
De La F
Distribut
Dominior
Dominior
Downey.

Eby-Blai
Eckardt,
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INDEX TO ADVERTISERS

A	Actna Biscuit Co. 65	Edwardsburg Starch Co., Ltd. 26	Leitch Bros. 32	R	Robinson & Co., O. E. 66
	Allison Coupon Co. 64	Ellis Bros. 52	Lemon Bros. 52		Rock City Tobacco Co. 63
	American Comp. Co. 70	Enterprise Mfg. Co. Outside back cover	Lind Brokerage 66		Rowat & Co. 59
B	Baker, Walter 56	Escott & Harmer 66	Lindner & Benner 68		Ruttan & Chipman 60
	Balfour-Smye & Co. 16	Estabrooks Co., Ltd., T. H. 23	Litster Pure Food Co. 12	S	St. Lawrence Flour Mills 29
	Benedict, F. L. 65	Eureka Refrigerator Co. 8	Lloyd, Edward, Ltd. 64		St. Lawrence Sugar Refining Co., Ltd. 17
	Bickle, J. W., & Greening 59	Ewing & Sons, S. H. 25	Lytle Co., Ltd., T. A. 51		St. Thomas Packing Co. 53
	Borden Condensed Milk Co. 3	F	Love's Bag & Packet Machinery, Ltd. 9		Sapho Mfg. Co. 60
	Borgen, C., Packing Co. 53	Fairbank, N. K. 69	M		Salada Tea 25
	Bouquet & Son, H. 65	Fearman, F. W., Co. 47	MacCabe, J. J. 52		Sanitary Can Co. 19
	Bowser Co., S. F., Inc. 15	Ferguson Bros. 67	MacLaren Imp. Cheese Co. 66		Simpson, Robt., Co. 21
	Brand & Co. 22	Flesh, J. A., & Son 12	MacNab, T. A., & Co. 67		Snag Co., Limited 20
	Brantford Oven & Rack Co., Ltd. 15	Forest, J. A. 65	McDonald Packing Co. 19		Smith & Proctor 17
	Brigger, W. J. Inside front cover	Furuya & Nishimura 19	McDougall, D., & Co. 65		Smith, E. D. 19
	British American Assurance Co. 16	G	McKivie & Price 9		So-clean, Ltd. 54
C	Cairns & Sons, Alexander 25	Gaboury, L. Emile 67	McLeod & Clarkson 67		Spurgeon, H. G. 66
	Canada Sugar Refg. Co. 8	Genesee Pure Food Co. 56	McPhie, Norman D. 66		Stewart & Co., F. R. 65
	Canadian Coconut Co. 54	Gillard, W. H., & Co. 54	Magor, Son & Co. 26		Stuhr, C. F. 56
	Canadian Rat Corn Co. 63	Gilmour & Co., John J. 66	Malcolm, Jno., & Son 57	T	Tippet, Arthur P., & Co. 1
	Carr & Co. 60	Gray & Co., John 12	Marshall Brokerage Co. 66		Thorne & Co., Ltd., Henry 32
	Catelli, C. H. 68	Gorman, Eckert & Co. 6	Mason, Geo. 52		Tomlinson Co., The J. J. 66
	Chapman, A. C. 65	Guelph Soap Co. 58	Mathewson's Sons 67		Toronto Salt Works 65
	Chase & Sanborn 51	Guns, Ltd. 47	Mathieu, J. L. 67		Tuckett, Limited 63
	Cheswright & Nicholls, Ltd. 18	H	Meadow Street Cheese 5	U	Uncle Sam Dressing Co. 65
	Chisholm Milling Co. 55	Hargreaves Bros. & Co., Ltd. 13	McVitie & Price 9	W	Wagstaffe, Ltd. 2
	Clark, W. 7	Henderson, Thos. 56	Milton, W. H., & Son 20		Walker Bin & Store Fixture Co. 8
	Clawson, W. S., & Co. 67	Holland Rusk Co. 10	Mintman, W. H., & Son 20		Walker, Hugh, & Son 53
	Clements Co., Ltd. 14	Holloway, Reid & Co. 66	Montreal Germicide Co. 65		Warren, G. C. 66
	Coles Mfg. Co. 14	Hotel Directory 16	Mott, John J., & Co. 58		Watson & Truesdale 66
	Comte's Coffee 65	I	N		Wellington Mills 56
	Computing Cheese Cutter Co. 15	Imperial Tobacco Co. 61	Nagle Mercantile Agency 67		Western Assurance Co. 16
	Connecticut Oyster Co. 11	Irish Grocer 65	Nagle & Co., H. 65		Western Brokerage Mfg. Dis. Co. 66
	Connors Bros. 59	Island Lead Mills Co. 16	National Land Fruit & Packing Co. 23		Western Distributors, Ltd. 66
	Couvrette & Saureol 65	I.X.L. Spice & Coffee Mills 12	Nelson-Dale 18		Western Salt Co. 13
	Cowan Co., Ltd. 4	J	Nickle Plate Stove Polish Co. 16		Wethey, J. H., Ltd. 47
	Crescent Mfg. Co. 67	James Dome Black Lead 17	Nicholson & Bain 18		Winn & Holland 13
	Creighton, C. E., & Son 67	K	North American Chemical Co. 18		White & Co. 53
D	Dalley, F. F. Co. 60	Kessel & Co., F. 65	North Atlantic Fisheries, Ltd. 6		White Swan Spice & Cereals, Ltd. 14
	De La Rond, V. 65	Kilgour Bros. 54	O		Wiley, F. H. 66
	Distributors, Ltd. 66	King, Frederick 45	Oriental Produce Co. 65		Woods & Co., Walter 25
	Dominion Cannerns, Ltd. 5	Knox, Chas. B. 57	P		Woodruff & Edwards 58
	Dominion Match Co. 58	L	Pacaud, H. F. 65	Y	Youghheart & Co., Ltd., Ed. 65
	Downey, W. P. 52	Lake of Woods Milling Co. 45	Paterson, R., & Sons 13		
E	Eby-Blain, Limited 24	Labreque & Pellerin 45	Patrick & Co., W. G. 66		
	Eckardt, H. P., & Co. 49	La Societe de Riga 18	Parker Broom Co. 70		
	Edwards Soups 45	Lascelles de Mercado 17	Peck Frean & Co., Ltd. 66		
		Lambe, W. G. A. 66	Pennock, H. P., & Co., Ltd. 66		
		Laporte, Martin & Cie. 68	Pickford & Black 56		
		Laurentia Milk Co. 60	Piqua Bracket Co. 55		
		Lawrason & Co., S. F. 22			

THE NAME "FAIRBANK"

MEANS SOAP SURETY

GOLD DUST



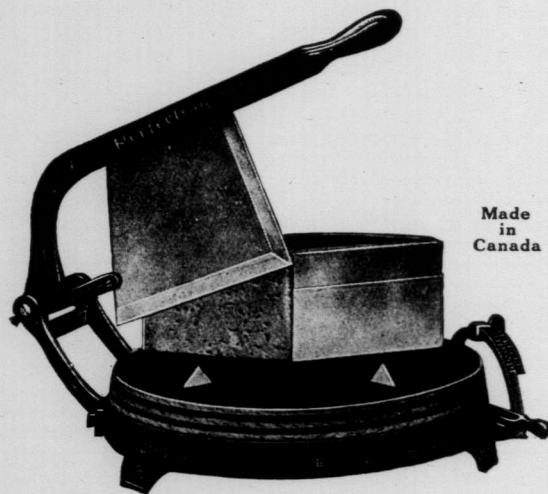
Saves work for your customers by its cleansing power, and GOLD DUST advertising saves work for you by its selling power. One is as searching as the other—just as GOLD DUST itself goes into every nook and corner of the household after dirt, Gold Dust advertising goes into every corner of the country after customers and sends them to your store.

LET THE GOLD DUST TWINS DO YOUR WORK.

The N. K. Fairbank Company,

LIMITED, - - MONTREAL

Inefficient Equipment Costs \$ \$



Made
in
Canada

Profits in cheese sales are made not by guessing the amount of cheese a customer's order calls for, but by having the most efficient and absolutely non-erratic computing system to cut it. Real economy means efficient equipment; it costs dollars less than lost time through **guessing** weight (to say nothing of stock loss).

The Perfection Cheese Cutter

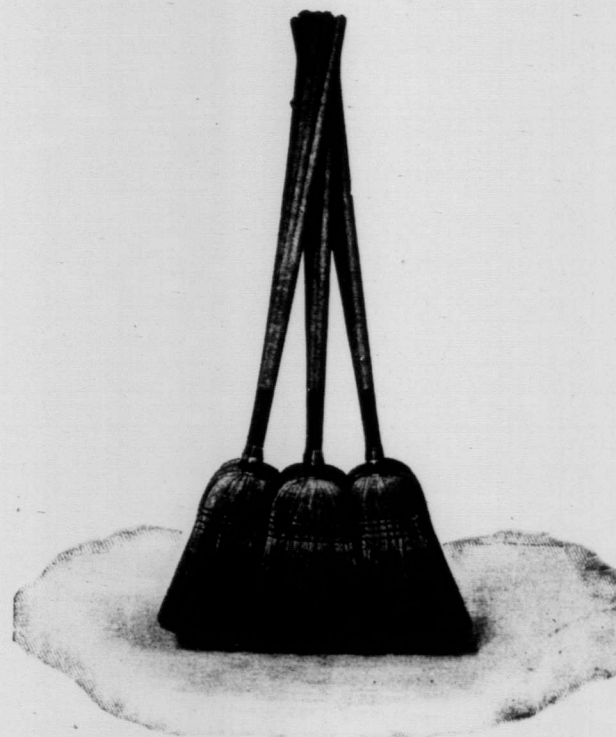
It is efficient because it enables you to sell cheese at a much better profit than by any other way, and is thoroughly practical and speedy and simple to operate. Its features embody: A bevelled edge knife, a five-ply birch board that don't warp or come apart. It is handsomely finished in scale blue enamel. It is well constructed, with good workmanship. Automatic cabinet. Sells cheese all summer.

High-class natural finish. **Perfectly sanitary**—protects the cheese from air, dust and insects. Place for display and storage of box goods on part of its top.

Send for illustrated literature to-day.

**American Computing Company
of Canada**

HAMILTON, CANADA



THE PARKER BROOM.

is the best broom made in Canada.

WEIGHT—27 lbs. to the dozen.

LENGTH—16 inches.

HANDLES—Best quality maple, highly polished stained yellow, will not soil the hands.

CORN—Highest price and quality, hand-sorted, Broom - Corn, bleached and toughened. No green dye to cover cheap, poor corn, natural honest color.

WORKMANSHIP—Best possible work throughout, heavily stapled, containing no coarse corn nor centre stalks.

PRICE—\$5.50 per dozen, delivered in lots of six dozen, anywhere in Canada.

Ask your WHOLESALE GROCER.

The Parker Broom Co.

692 Wellington Street, OTTAWA, ONTARIO

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

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S GOLDEN PUFF

PRICES AND SAMPLES ON APPLICATION.



ILLUSTRATED ALBUM ON APPLICATION.

"YOU HAVE YOURS WITH JAM AND I'LL HAVE
MINE WITH CHEESE"

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

THE CANADIAN GROCER

You always lose when you "Money-back" a customer



FIRST—you lose your profit; second—you lose your time; third, you may lose your customer.

Further, your recommendation is weakened in effect, and then there is the annoyance of claiming on the miller.

And when finally you get your money back—why, you are *still* out of pocket.

Anybody with a new product can "guarantee" to money-back.

But guaranteed flour is *not* enough, Brother Grocer.

Isn't it enough to *sell* flour without having to *buy it back*?

Don't sell on suspicion when you can sell on certainty.

It is immaterial what brand you are selling now, FIVE ROSES flour will bring you easier, larger sales.

It will bring you a greater volume of *net* profit.

Because it is more than merely "guaranteed"—it has established a *belief*.

A guarantee is based on promise, but a belief is based on *performance*. Since 1888, housewives have tried FIVE ROSES, tested it every way. And now they **KNOW**.

Sell a flour that needs no "guarantee," Brother Grocer. Packed in sizes to suit YOUR trade, ask your jobber for FIVE ROSES or write our nearest office.

LAKE OF THE WOODS MILLING
COMPANY, LIMITED

"The House of Character"

Toronto
Ottawa
London
Sudbury

Capacity—10500 bbls. daily.

MONTREAL

St. John
Keewatin
Winnipeg
Vancouver

Five Roses Flour

Not Bleached



Not Blended

BA