

# CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruits, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg.  
London, Eng.: 88 Fleet St., E.C.

Toronto: 143-149 University Ave.  
New York: 115 Broadway

Winnipeg: 34 Royal Bank Building

VOL. XXV.

PUBLICATION OFFICE: TORONTO, NOVEMBER 10, 1911

No. 5

## Robinson's Patent Barley

Needs Little Pushing.  
Your Customers Will Like  
it, and a Demand  
is Immediately Created.



Robinson's Patent  
Barley

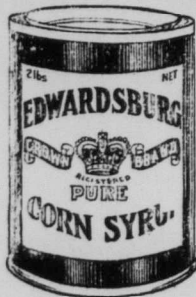
is a Healthful and  
Nutritious Food for Young  
and Old.

For Particulars, Address

**MAGOR, SON & CO.,**

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

AGENTS FOR THE DOMINION OF CANADA



## A Heat-Producing Food for the Colder Months

That's what people begin to think of along about  
November. Now is a good time to mention

## Crown Brand Corn Syrup

to your customers. By the way, how about you—are you stocked?

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

THE CANADIAN GROCER

# UPTON'S

JAMS

Orange Marmalade and Tomato Ketchup

Look at the proposition from any point you may choose, and UPTON'S will prove to be the best for you.



The season for orange marmalade and tomato ketchup is at hand. Are you ready for it with a stock of the UPTON Brands?


¶ When you deal in Upton's you gain the best class of trade, and your customers get the finest line of goods. Our brands are made from superior materials by experts, and are "quality" goods in every essential. Extensive advertising has created a steady demand which will last. Why not share in the benefits?

ORDER UPTON'S  
FROM YOUR JOBBER



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The T. Upton Company, Ltd.  
Hamilton, - Ontario



THE CANADIAN GROCER



Baby

Brand

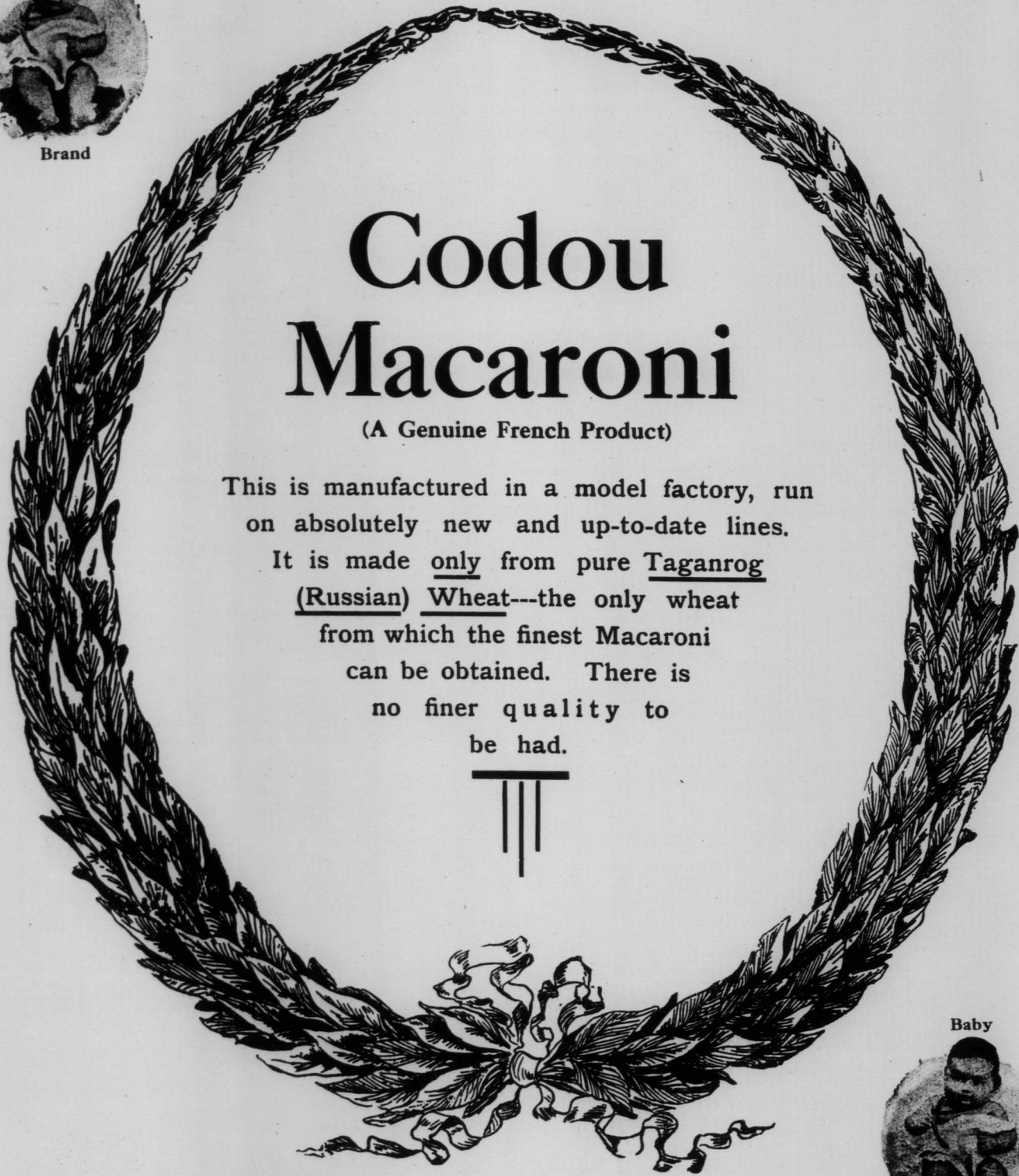
6--Gold Medals---6

# Codou Macaroni

(A Genuine French Product)

This is manufactured in a model factory, run on absolutely new and up-to-date lines.

It is made only from pure Taganrog (Russian) Wheat---the only wheat from which the finest Macaroni can be obtained. There is no finer quality to be had.



Baby

Brand

Arthur P. Tippet & Co.

Agents

Montreal

Toronto

# CLARK'S Mincemeat

IN THE NEW STYLE CAN. VERY ATTRACTIVE PACKAGE. It's to your advantage to encourage the sale of MINCEMEAT IN SEALED VESSELS. Because you can be sure of delivering to your customers just the kind of Mincemeat they want.

NO HANDLING FOR YOUR CLERKS.

NO STICKY HANDS.

NO OVERWEIGHING. NO UNDERWEIGHING.

NO WASTE.

## CLARK'S MINCEMEAT IS ABSOLUTELY GUARANTEED

Made of the finest of selected Fruits, Spices and Peels.

"INGLASS" BRAND. In Cans and in Bulk.

Ask your wholesaler about the new can, you'll be interested right away.

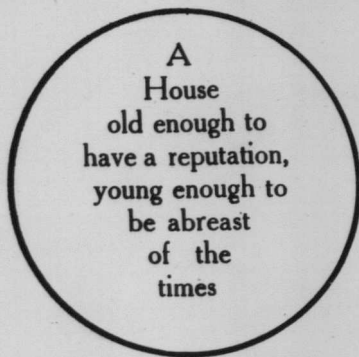


**W. CLARK :: Montreal**

Manufacturer of the Famous

"CHATEAU" Brand Soups.





# Packer's Celebrated Chocolates

NEW IDEAS — NEW BOXES — NEW CENTRES

Packer's Canadian Bulletin, containing the latest Chocolate news, particulars of the most recent productions and much interesting matter, will be sent regularly to all jobbers upon receipt of request.

**H. J. Packer & Co., Ltd.,** Chocolate Manufacturers **Bristol,**  
England

## Facts Worth Considering

**BORDEN'S  
EAGLE BRAND  
CONDENSED  
MILK**



Epecially prepared for  
infant feeding.

Recommended by physicians  
everywhere.

For general household use  
best value obtainable.

The Richest and Purest milk  
from the world's best dairies.

BORDEN'S CONDENSED MILK CO.  
"Leaders of Quality"      Established 1857

Sales Offices and Agencies:—

**Mason & Hickey, Winnipeg and Calgary**

**WILLIAM H DUNN,**

**Montreal, Toronto and Vancouver**

# This Trademark

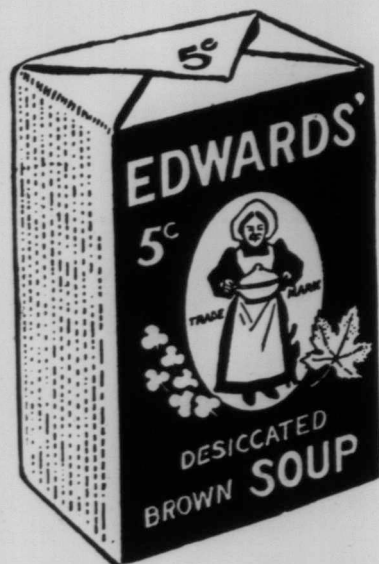
is familiar all over Great Britain. It designates a soup product that has won an immense popularity for quality, convenience and cheapness, known as



## EDWARDS' DESICCATED SOUP

The makers, Frederick King & Co., Limited, of Belfast, Ireland, are now beginning a heavy campaign to introduce EDWARDS' DESICCATED SOUP into Canada, using extensive Newspaper, Billboard, and Street Car Advertising, combined with House to House Distribution, that will build up a strong and steady demand for it.

Three kinds, Brown (made of best beef and fresh vegetables), Tomato, and White (both vegetable). Retails at 5c. a package, and in canisters at 15c. and 25c.



We will be glad to send a sample package of each kind, with prices to grocers.

EDWARDS' DESICCATED SOUP is going to repeat its British success over here. The grocer who stocks up quickly will get the greatest benefit from the big demand this advertising will create.

### DISTRIBUTORS :

W. H. DUNN, 396 St. Paul St., Montreal  
W. G. PATRICK & CO., - Toronto  
W. H. ESCOTT & CO., - Winnipeg

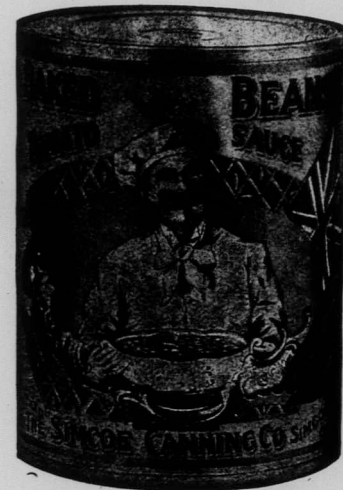
# Exceedingly Popular Throughout Canada

As a Winter food, Baked Beans have a very great food value, which is well understood by Canadian housewives.

Beans baked, as are the Simcoe Brand Beans, have largely taken the place of the home baked, because they are thoroughly cooked without destroying their form, and the flavoring is much more even and rich.



## “Simcoe” Brand Baked Beans



are made from selected beans, cooked by the latest scientific methods; all the sauces used are carefully prepared from ripe fruit and pure spices.

The result is a perfect can of delicious beans that you can sell to your best trade and secure repeat orders.

**TRY A SHIPMENT ORDER TO-DAY.**

Have you secured a copy of our “Valuable Hints on Storing Canned Goods?”

# DOMINION CANNERS, Limited

HAMILTON

::

CANADA

# 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.

MADE BY

THE N. K. FAIRBANK COMPANY, MONTREAL



Why not  
concentrate on

## WINDSOR SALT?

- The best salt sold.
- The salt nearly all your customers already use.
- The salt that is widely advertised.

Why carry a slow-selling or dead stock of other salts?

—  
**THE CANADIAN SALT CO.,**  
WINDSOR, - ONTARIO LIMITED



Everybody  
is wanting

**CAMP  
COFFEE**

NOW'S your opportunity to supply it. Sales are rising by leaps and bounds—Camp has hit the public taste and it means profit for the grocer.

Get 'Camp' on your counter and in your windows, you'll be surprised how quickly it sells.

**CAMP  
COFFEE**





—1911 Christmas 1911—

An Assortment of

**PERRIN'S**

Attractive

F A N C Y

**BISCUIT**

**Packages**

and

**Fruit Cakes**

will be appreciated by your customers. Why not  
add an assortment to your Christmas Order?

## THE IMPORTANCE OF PURITY IN FOOD PRODUCTS

is constantly being emphasized by medical men everywhere.

The Jams, Marmalade, Confectionery, Candied Peel, Pickles, Sauces, etc., manufactured by



# E. & T. PINK

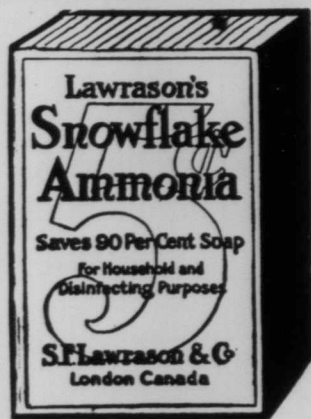
LONDON

are Guaranteed Pure and free from chemical preservative.

Write for list of our full line of manufactures to the Sole Canadian Distributors

THE MANUFACTURERS' AGENCY CO.

MONTREAL, J. W. Windsor, 22 St. John Street  
ST. JOHN, N. B., S. Cecil Irvine, 48 Princess Street  
HALIFAX, N. S., C. E. Creighton, Bedford Chambers  
BOSTON, U. S. A., General Sales Office, 330 Board of Trade Building



## The Housewife's Favorite!

The largeness of the package for 5 cents, coupled with the extra good cleansing power of

## Lawrason's Snowflake Ammonia

places it high above all others as the favorite in the household and the best stock of Ammonia for the grocer to keep.

It is a Canadian product of the highest merit, all the materials used are obtained in Canada and Canadian labor is employed in every process.

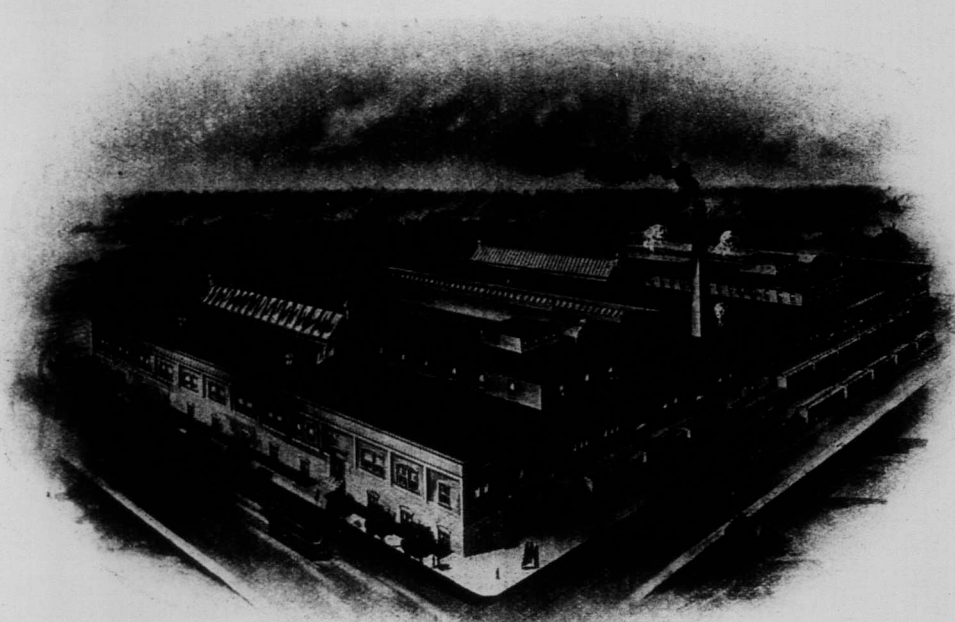
Hence its extra low price.

Lawrason's Snowflake Ammonia has a guarantee of \$500 with each package that it equals in power any similar powder on the market.

GET IN ON THIS LARGE SALE. ORDER TO-DAY.

**S. F. LAWRASON & CO., London, Ontario**

THE CANADIAN GROCER



# WAGSTAFFE'S

**FINE OLD ENGLISH MINCE  
MEAT AND PLUM PUDDING**

**NOW READY FOR DELIVERY**

Q Made from the finest fruits and spices obtainable, in the most up-to-date sanitary factory in Canada.

Q Our goods may be a little dearer, but look at the quality.

Q Mince Meat, packed in 1-lb. 2s, 5s, 7s ; 25-lb. gold-lined pails, and 62-lb. tubs. Plum Puddings, packed in 1s, 2s, 3s, crocks. In individual cardboard boxes.

**ORDER QUICKLY, PLEASE, FOR THE SEASON  
ONLY A LIMITED QUANTITY BEING PACKED**

## WAGSTAFFE, LIMITED

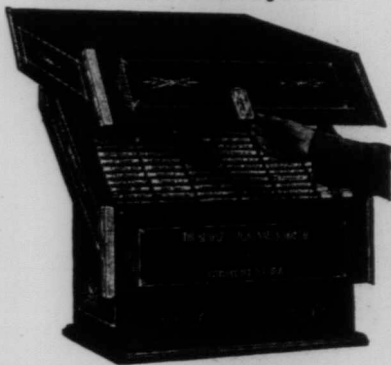
PURE FRUIT PRESERVERS

**Hamilton**

- - -

**Canada**

New 1911 Model  
Keith Account System



As convenient to operate as a  
roll-top desk.

**FIRE! FIRE!**

6 STORES BURN  
ACCOUNTS ALL SAVED  
THROUGH THE KEITH  
SYSTEM

A COMPLETE STORY IN 6 VOLUMES  
HERE IT IS.

1. D. D. BOWERS, Liberty Center, Ohio.
2. A. F. BENDER, Cumberland, Md.
3. W. D. DICKEY & SON, Springfield, Ohio.
4. GUSTAVE KRATZIG, Pittsburg, Pa.
5. J. KUMMER & CO., Uhrichville, Ohio.
6. THOS. H. CARROLL, Hartford, Conn.

(Write any of the above parties if you wish to  
verify these statements.)

**LISTEN!**



One-writing Self-Indexing  
Fire-Proof

Every one of these merchants had large stores in which buildings with contents were completely destroyed, but they all saved their accounts through the Keith Fire-proof System.

This positive evidence of the fire-proof qualities of the Keith Systems actually spreads all over the United States, and yet, strange as it may seem, certain manufacturers of drop-leaf systems who would first sell their system and would then afterwards sell you an expensive safe in which to store the accounts—call us fire-proof fakers.

They have an axe to grind.

We have given you facts backed by sworn affidavits and we, therefore feel safe in leaving this matter to your intelligence. The fire-proof feature is only one of the many points of protection offered by the Keith System.

WRITE AT ONCE FOR CATALOGUE "H" FOR FULL INFORMATION.

**THE SIMPLE ACCOUNT SALESBOOK COMPANY**

SOLE MANUFACTURERS, ALSO MANUFACTURERS OF COUNTER PADS FOR STORE USE  
1926 Depot St., FREMONT, OHIO, and HARTFORD, CONN., U.S.A.

Victor Archambault, 28 Bridge St., Sherbrooke, Que., Representative for Quebec and Maritime Provinces.  
Sydney McKeever, Box 843, Brockville, Ont.



ALL GROCERS  
SHOULD STOCK

**Borwick's  
BAKING  
POWDER**

The original Bak-  
ing Powder with  
a world-wide rep-  
utation of 70 years.  
A genuine British  
manufacture and  
recognized as  
the standard arti-  
cle in the Mother  
Country.

Made from the  
finest and purest  
ingredients, abso-  
lutely free from  
alum, acid phos-  
phates or deleter-  
ious substances.

½ lb., ¼ lb. and 1 lb. Tins.  
Economical and Reliable.

**George Borwick & Sons  
Limited**  
LONDON, ENGLAND

Canadian Agent: KENNETH H. MUNRO, 333  
Corsette Building, MONTREAL

**CARTER'S**



**Big Wheel Lemonade Powder**

Table Jellies, Mustard Powder  
etc., etc.

**H. W. Carter & Co., Ltd.**  
BRISTOL, ENGLAND

## Seasonable Stock!

If you have not yet secured a stock of mince meat, you are missing sales daily. A demand has been created for

**Sterling**  
BRAND  
**MINCE MEAT**

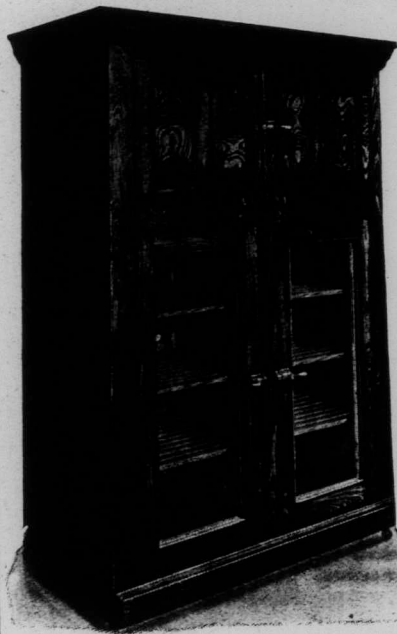
by reason of its known good quality. Only the most carefully selected spices and fruits go into Sterling mince meat. It is prepared by our tried processes, and is both delicious and healthful.

The time is here to stock it—and the profit is well worth while.

**The T. A. LYTLE CO., Limited**  
STERLING ROAD, TORONTO

## "EUREKA"

Canada's Scientific  
and Sanitary  
**REFRIGERATOR**



There are more Eureka Refrigerators in use in Canada by Butchers, Grocers, Creameries, Hotels, Restaurants, Hospitals, Public Institutions, etc., than all other patented Refrigerators combined.

The above is the strongest guarantee of an article's superior merits.

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, Moosejaw, Saskatoon

## Tea Hints for Retailers

By JOHN H. BLAKE

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

- The Tea Gardens of the World*
- Tea from Seed to Leaf*
- Tea from Leaf to Cup*
- The Tea Markets of the Orient*
- How to Test Teas*
- Where to Buy Teas*
- Is it Wise to Place an Importation Order?*
- Bulk versus Package Teas*
- How to Establish a Tea Trade*
- Tea Blending*

(275 pages)

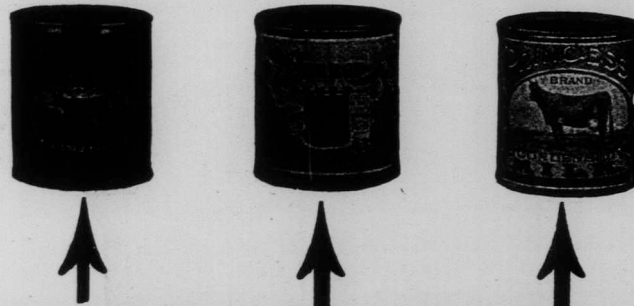
(24 full-page Illustrations)

Sent to any address on receipt of \$2.00.

**MacLean Publishing Company**  
(Technical Book Department)

143-149 University Ave.,

TORONTO



## Three Lines You Should Know and Introduce to Your Customers

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


- St. George Evaporated Milk, 4 doz. in case, \$3.35
- Princess Condensed Milk, 4 doz. in case - \$3.90
- Banner Condensed Milk, 4 doz. in case - \$4.40

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

**J. MALCOLM & SON**

ST. GEORGE

ONT

By Royal  Letters Patent.

**NELSON'S**  
*Gelatine and Liquorice*  
**LOZENGES**

Should be in your confectionery department.

**C. NELSON, DALE & CO., LTD.,**  
 WARWICK, ENGLAND.

**The Grocer's Standby**

Your best advertisement lies in pleasing your customers. It is an easy matter if you sell them

**THE DOMINION MATCH**

Has proved itself a satisfactory staple, by reason of the good value it gives to every purchaser. Every match is perfect in its entirety—will not splutter or fly off when struck. Every match a light.

**THE DOMINION MATCH CO., LIMITED**  
 DESERONTO, ONT.

Or The Canada Brokerage Company, Limited, Toronto, Ont.  
 The A. Macdonald Co., Winnipeg, Man.



**SANITARY CANS**

FOR

**"Winter Pack"**

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

**Sanitary Can Co., Ltd.,**

Niagara Falls, Ont.

# Rowat's Goods Sell!

The Connoisseur's Choice!

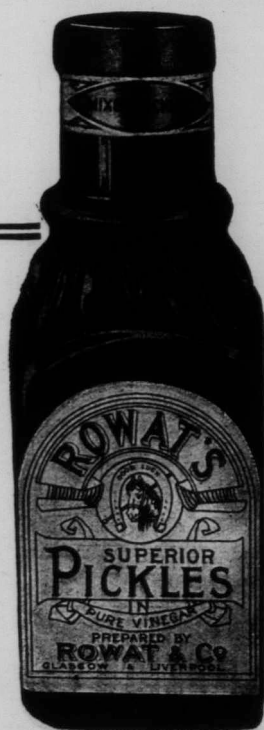
Cater for your particular customer by featuring

## Rowat's Pickles AND Paterson's Sauce

They are 'quality' goods which never fail to satisfy.

**ROWAT & CO.,**  
Glasgow, Scotland.

Canadian Distributors,—  
Snowdon & Ebbitt, 325  
Cristine Bldg., Montreal,  
Quebec, Ontario, Manitoba,  
and the North-west; F. K.  
Warren, Halifax, N.S.; F. H.  
Tippett & Co., St. John, N.  
B.; C. E. Jarvis and Co.,  
Vancouver, B. C.



## The Right Thing

Shows a good profit



Take no substitute

Reliable Quality Packed in Finest French Olive Oil

ORDER TO-DAY FROM YOUR  
WHOLESALE OR WRITE TO

MONTREAL—J. W. Windsor.	LONDON ONT.—Geo. H. Gillespie
QUEBEC—Albert Dunn.	WINNIPEG—W. H. Escott Co.
TORONTO—A. E. Richards & Co.	VANCOUVER—H. Donkin & Co.
HAMILTON—A. E. Richards & Co.	ST. JOHN, N.B.—W. S. Clawson & Co.

## SUPERIOR GRADE

Both in material and in process of manufacture the explanation of the wonderful and increasing sales of

## ADAM & CO.'S Worcester Sauce

is quality.

The ingredients are from an original recipe, guaranteed absolutely pure and prepared with the most scrupulous cleanliness.

FOR BUSINESS BUILDING there is no rival of Adam & Co.'s Worcester Sauce, and the profit makes it worth handling.

Canadian Agents—

ALEX. TYTLER.....	Temple Building, London, Ont.
J. A. CROOKS.....	Bedford, Halifax, N.S.
KIRKLAND & ROSE .....	312 Water Street, Vancouver, B.C.
G. C. WARREN.....	Regina, Sask.

PROPRIETORS:

## Kit Coffee Company

Govan, Glasgow, Scotland



**THEY ARE A SUCCESS BECAUSE**

The quality of the fish and the oil used, together with the design of the tin, make the

**"DUNOYA" BRAND SARDINES**

more attractive than the ordinary tin offered to retail at 10c.

CANADIAN AGENTS

**J. W. Bickle & Greening,** HAMILTON ONTARIO  
(J. A. Henderson)

Watch  
For

New  
Bottle



"Pride of Canada"

**MAPLE SYRUP**

The aim of every first-class manufacturer is to have his goods as pure as possible and the majority are working towards that end—perfection. We have reached the goal and are, like numerous good retailers, proud to sell you our "PRIDE OF CANADA"

**To Help the Consumer**

we have decided to depart from the ordinary "corked" bottle and have originated a hermetic seal, easily removed, one which does away with any possibility of a broken cork or chip falling into the syrup. Watch for facsimile of the attractively labelled bottle next week.

**The Maple Tree Producers' Assoc.**

MONTREAL, TORONTO LIMITED



**KO - KO - BUT**

"The Key to Good Cooking."

You have in KO-KO-BUT a means of making good contented friends of your customers. Helps them to do what they cannot do with lard or butter—keep down the greasy odor in the kitchen.

**Ko - Ko - But**

**THE PERFECT COOKING BUTTER**

100% PURE VEGETABLE FAT

Price within the means of all, and put up in tins to prevent waste.

*Give it a Trial*

**DOMINION COCOANUT BUTTERS, LIMITED**  
MONTREAL

**Tartan**  
**BRAND**  
THE SIGN OF PURITY

**Tartan Brand** Teas, Coffees, Spices, Extracts, Baking Powder, Canned Fruits and Vegetables Salmon and Sundries. Every tin and package guaranteed.

**Wagstaffe's** Jams, Jellies, Marmalade.

**Imperial** Vinegar.

The above lines are fully guaranteed for quality, appearance and sale.

Phone 3595. Exchange to all departments.

**BALFOUR, SMYE & CO.,** WHOLESALE GROCERS . . **HAMILTON**



**Pure Goods Bring Increased Custom**

Give Your Customers

*Redpath*

**Extra Granulated Sugar**

and you link to your store the best class of trade.

No other sugar will compare with it.

Make the test yourself. Place samples of other manufacturers alongside it. You will see the difference and recognize the advantage to you of recommending "Redpath" Sugar as the Best.

Extra Granulated  
Extra Ground  
Powdered  
Golden Yellow.

PARIS LUMPS  
in 100, 50 and 25 lb. boxes  
and in "Red Seal"  
dust proof cartons.

**The Canada Sugar Refining Co.,  
Limited**  
Montreal, Can.

Established in 1854 by John Redpath

This Mark on Every Box



**Means Quality  
Dried Fruits**

**The Highest Type of Packing  
The Finest Fruits**

Place Order Now for  
Fall Delivery

All First-Class Jobbers Handle

**YOU ARE THE MAN WE WANT**

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

**ELGIN  
National Coffee Mill**

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



Ask any of the following jobbers for our illustrated catalogue.

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).

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

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

TORONTO—Eby, Blain, Ltd.  
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.

**Woodruff & Edwards  
CO.**  
ELGIN, ILL., U.S.A.

**-QUINQUINOL-**

(Pronounced Kin-Kin-all)

is the most up-to-the-minute preparation on the market to-day and offers you the means of securing that Stock Food business which you know will prove most profitable.

**3—Diplomas—3**

awarded at the most important Exhibitions and recommended strongly by the Minister of Agriculture.

**Its Uses**

Can be effectively used in the food of Cattle, Horses, Poultry, Hogs, Dogs, etc. Try it yourself in your own horse's food. See the fine coat it will have in due course.

**50% Profit Clear**

Cost to you ..... \$4.00 per dozen gallon tins  
Cost to consumer.... 6.00 " " " "

**It is Different**

from other Stock Foods, being put up in fancy tins and thus kept secure from vermin or moisture.

One dealer only wanted in each town. Write for territory and further particulars to

**The American Pure Food Company  
MONTREAL**

**It grows--and grows--and grows--does the demand for H.P. SAUCE**

Be ready to meet it--be progressive--be wide-awake. If you don't supply H.P., "the other fellow" will; probably he'll soon be supplying a good many other things, too, for a customer who wants H.P. means to have it, and when she's had H.P. once she's more than ever certain to take care she gets it again.

The moral is very simple--and very sound

W. G. Patrick & Co., Tor., Mont. and Van., B.C.  
 Donnelly, Watson & Brown, Ltd., Calgary, Alta.  
 W. H. Escott, Winnipeg, Man.  
 R. B. Seeton & Co., Halifax, N.S.  
 The Midland Vinegar Co., Birmingham, Eng.

# H.P. SAUCE



**THE "WALKER BIN" SYSTEM**



is the only Complete Line of Modern Grocery Fixtures Manufactured in Canada.

It affords the best-known facilities for handling a grocery stock of any size and displaying that stock to the best advantage.

A "Walker Bin" Outfit will put new life into your business, and the cost will be small compared with the results that are bound to follow.

Write for Illustrated Catalogue  
 "MODERN GROCERY FIXTURES"  
 and let us give you an estimate.

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

REPRESENTATIVES--

Manitoba: Watson & Truesdale, Winnipeg, Man.  
 Saskatchewan and Alberta: J. G. Stokes, Regina, Sask.  
 Montreal: W. S. Silcock, 33 St. Nicholas Street

**Berlin, Ontario**



## RIDEAU HALL COFFEE

has the distinction of being a line that will secure new trade for you, besides keeping it. Its perfect blending and roasting have given it an enviable reputation among coffee experts.

Besides, it gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock. No time or trouble spent in persuading people to have it. Rideau Hall Coffee sells all the year round.

**Gorman, Eckert & Co., LIMITED**  
 LONDON, Ont. WINNIPEG, Man.

**Especially Good for**

Being three times as nutritious as ordinary milk without the danger of spoiling, explains why a special place has been given in the nursery and hospital to

## "Canada First" Evaporated Milk

Inland Revenue Bulletin No 208 certified it to be absolutely pure and to contain the very highest percentage of genuine food values.



**Infants and Invalids**

Condensed and canned in a factory that is unequalled in its sanitary construction, by a process that assures a product of absolute purity.

ORDER FROM YOUR JOBBER

**The Aylmer Condensed Milk Company, Limited**

**Aylmer - - Ontario**

Head Offices: Hamilton, Ontario

# Christmas Window-Dressing Competition

AND

## AD-WRITING CONTEST

Our Annual Christmas Window-Dressing Contest is herewith formally announced for 1911.

### THE CONDITIONS

This competition is open to any dealer or clerk who is a reader of The Grocer. Window to be dressed with Christmas goods and arranged entirely by dealer or clerk.

Photographs must be in our hands by Dec. 31. See that photographer gets good picture, as much depends on this. Give description of window when sending photograph.

### THE PRIZES

Towns and Cities Over 10,000 Population				Centres Under 10,000 Population			
1st	-	-	\$5.00	1st	-	-	\$5.00
2nd	-	-	\$3.00	2nd	-	-	\$3.00
3rd	-	-	\$2.00	3rd	-	-	\$2.00

### AD-WRITING

To the dealer or clerk who sends us best written original newspaper advertisement before December 31, a prize of \$5.00 will be given. Clip it from newspaper and briefly outline your opinion of advertising.

**Decide at once to enter one  
or both of these contests.**

### ADDRESS

**THE EDITOR, THE CANADIAN GROCER**

143--149 University Ave., TORONTO

THE CANADIAN GROCER

# JAPAN TEAS

## FURUYA & NISHIMURA

SHIDZUOKA

NEW YORK

CHICAGO

MONTREAL

With local Agents in all the principal cities in the United States and Canada

### MACARONI VERMICELLI SPAGHETTI

There are more and more people every day awakening to the fact that the daintiest of dishes, and cheapest too, can be made from these products, and you should put in a supply and push them.

**Don't Take "Any" Brand**

BUT TRY

### L'ETOILE

the line that always gives satisfaction because it is manufactured by "men who know." Our machinery is of the very latest type, installed by a Parisian expert, and worked by men brought all the way from sunny France.

**L'Etoile---the line that pleases.  
TRY IT**

**Cie Francaise des Pates Alimentaires**

6-9 HARMONY STREET, - MONTREAL

### ARE YOU INSURED

AGAINST ADULTERATION  
on the spices you handle?

**The Government Form of Warranty**

is your only safe insurance,  
and is attached to every

TIN - PAIL - BOX - PACKAGE  
AND BARREL OF

**White Swan Brand of Spices**

YOU ARE ENTITLED TO THIS BY LAW

INSIST ON GETTING IT WITH  
EVERY SPICE PURCHASE YOU  
MAKE AND PLACE THE ONUS  
ON THE MANUFACTURER.

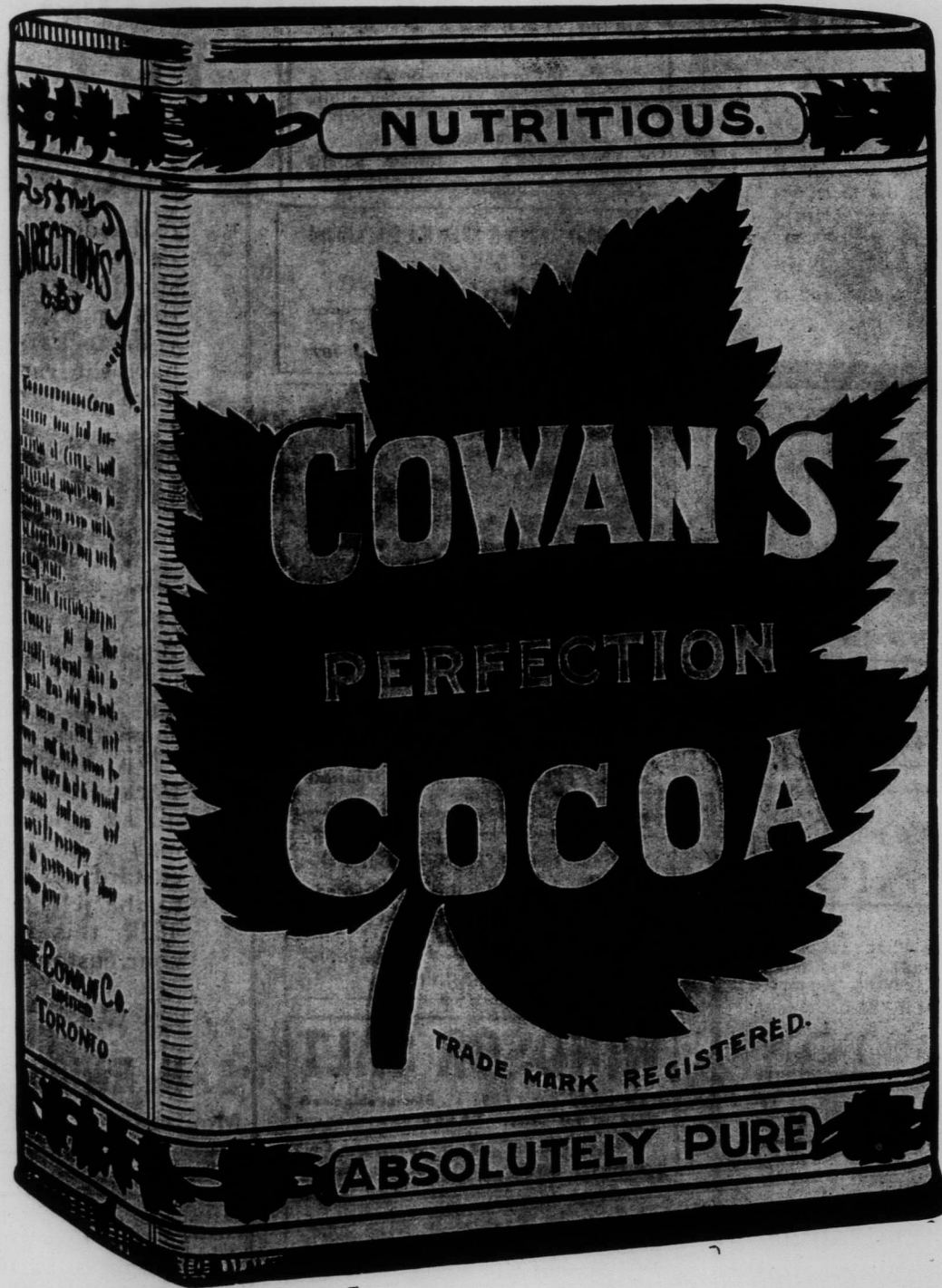
## **FARROW'S 'A-1' MUSTARD**

**THE BEST BRITISH MAKE—DIRECT FROM THE GROWERS**

In every market of the world FARROW'S "A-1" has forced its way. Write your nearest agent for a sample tin. Compare the get up, the quality and the price—then you'll know the reason why!

CANADIAN AGENTS:—

W. G. PATRICK & CO., 77 York Street, Toronto; T. A. MACNAB & CO., Cabot Bldgs., St. John's, Newfoundland; W. A. SIMONDS, 89 Union St., St. John, N.B.; RUTTAN & CHAPMAN, Fort Garry Court, Main St., Winnipeg; ROSE & LAFLAMME, 400 St. Paul St., Montreal; C. E. CHOATE & CO., Pickford & Black's Wharf, Halifax.



Persistent, forceful, attractive advertising led the people of Canada to try COWAN'S PERFECTION COCOA. Its perfect purity and delicious flavor have made them all regular users.

The result is that Cowan's Perfection Cocoa is sold from the Atlantic to the Pacific, and there is more of it sold than any other brand.

**THE COWAN CO.**  
LIMITED

TORONTO - ONTARIO

## WHITE DOVE Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.



W. P. Downey  
MONTREAL, QUE.

## THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

## KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is the

Irish Grocer, Drug, Provision  
and General Trades' Journal  
10 Garfield Chambers, Belfast, Ireland.

The Condensed Ads. in this  
Paper will bring good results

## MOP-STICKS

OF DURABILITY  
are the "TARBOX BRAND"

No. 8 Plain Cloth Holder.

No. 10 Combination Brush.

Specify through your Jobber along with Self-wringing and Crank-wringing Mops. Manufactured by

TARBOX BROS. - Toronto, Ontario

## The GRAY, YOUNG & SPARLING CO., Limited SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871



*No Odor*  
It dries them up **Common Sense**  
**KILLS** { *Roaches and Bed-Bugs*  
*Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

## SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on Cocoa will be in demand daily. It pays to sell the best. We guarantee Suchard's Cocoa against all other makes. Delicious in flavor. Prices just right.  
FRANK L. BENEDICT & CO., Montreal  
Agents

## O. E. Robinson & Co.

Manufacturers and Buyers of Dried,  
Evaporated and Canned  
Apples

Ingersoll, - - Ontario  
ESTABLISHED 1886

## WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments.  
Write us for prices. Phone order at our  
expense.

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

TRY A

Condensed Ad.

IN

This Paper

## There is JELLY Business

to be done all year round, and you should not overlook this point. Keep your stocks up, BUT have the right kind. That is, of course,

## "Club Jelly" POWDER

Do you know why? Because it is absolutely pure, and is known amongst consumers as the "Double Event" Package. It contains a powder which makes a delicious custard, in addition to the jelly powder. Talk this point to your customers.

WRITE

S. H. Ewing & Sons  
Montreal - Toronto

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

## Some Lines You'll Need For Christmas Trade

**Table Raisins**—Our stocks are about complete. On account of the orders booked early, the assortment will not remain long unbroken. **BOOK YOUR ORDERS NOW.** Fancy boxes---3, 5½ and 22 lbs.---lb. cartons.

We have a new line of **CONFECTIONERY**, manufactured by **NEEDLERS, Hull, Eng.** Put up in handsome clear glass jars. ¼ lb. each. In price, 18 to 25c. lb.

**Wade's Catsup** A high class imported bottled catsup that can be sold as a 10c. retailer.  
**PINTS** We have only a limited quantity to offer. This cannot be duplicated this season.

*You Should Place Your Orders Early*

# EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

## You Can Add \$20.00 Monthly to Your Income

IF YOU WILL ACT AS MACLEAN'S SPARE  
TIME REPRESENTATIVE IN YOUR TOWN

No matter what you do now, you can add this snug sum to your income during your spare hours, without interfering with your regular work.

It is both easy and pleasant to earn this big money.

We will tell you who to see, what to say, and how to get the orders. You can easily add from \$5 to \$50 to your monthly income. Hundreds of others are doing it—so can you.

You will act as circulation representative of the fourteen publications of the MacLean Publishing Company. Our papers are well established, and easy to sell.

Send for our plan now. Write a letter, or a post card will do. It will bring you, by return mail, complete particulars.

**MacLEAN PUBLISHING COMPANY,** 143-149 UNIVERSITY AVE.  
TORONTO, - - ONTARIO

# Manufacturers' Agents and Brokers' Directory

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

**WESTERN PROVINCES**

**THE  
W.H. ESCOTT CO.**

Wholesale  
Grocery Brokers  
137 BANNATYNE AVENUE **WINNIPEG**  
COVERING  
Manitoba and Saskatchewan  
CORRESPONDENCE SOLICITED

**WATSON & TRUESDALE**

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

**—WINNIPEG—**

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

**WINNIPEG**  
**TOMLINSON, SEMMENS & CO.**  
WHOLESALE GROCERY BROKERS  
Office and Track Warehouse, - 92 Alexander St. E.  
Correspondence solicited on domestic and  
foreign lines. P.O. Box, 1502

**FRANK H. WILEY**  
MANUFACTURERS' AGENT  
and  
IMPORTER  
757 Henry Ave., WINNIPEG.

**WESTERN DISTRIBUTORS LIMITED**  
Wholesale Commission Merchants, Customs  
Brokers and Manufacturers' Agents. Cars Dis-  
tributed, Warehoused and Forwarded. Warehouse  
on Transfer Track. Business solicited. Our posi-  
tion is your opportunity.  
**SASKATOON, - WESTERN CANADA**

**—MOOSE JAW—**  
**WHITLOCK & MARLATT**  
Distributing and Forwarding Agents.  
Warehouse on C.P.R. spur track.  
Promptness and Satisfaction guaranteed.  
Business Solicited.

**G. C. WARREN**  
Box 1036, Regina  
IMPORTER, WHOLESALE  
BROKER, and MANUFACTURERS'  
AGENT  
Trade Established 12 Years.  
Domestic and Foreign Agencies Solicited

**DISTRIBUTORS, LIMITED**  
P. O. Drawer 99  
EDMONTON, ALBERTA  
Manufacturers' Agents, Commission Mer-  
chants, Warehousemen.  
Track connection with all Railroads.

**—TORONTO—**

HEADQUARTERS FOR  
**Evaporated Apples**

When wanting, wire us  
for quotations.

**W. H. Millman & Sons**  
Wholesale Grocery Brokers  
TORONTO

**W. G. PATRICK & CO.**  
Manufacturers' Agents  
and  
Importers  
77 York Street. Toronto

**W. G. A. LAMBE & CO.**  
TORONTO  
Grocery Brokers and Agents.  
Established 1886

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

Headquarters for  
**New Orleans Fanny Molasses**  
Barrels and Half Barrels  
PRICES RIGHT  
**LIND BROKERAGE CO.**  
73 Front St. East - TORONTO

**—MONTREAL—**

**FOR SALE**

Cheap for cash, Fruit Cleaning Plant  
with Date Press. In good running order.

**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal  
TEL. MAIN 778 BOND 28

**—MARITIME PROVINCES—**

**J. W. GORHAM & CO.**  
Manufacturers' Agents and Grocery  
Brokers  
HALIFAX - NOVA SCOTIA  
We are open for a few high class specialty  
lines

**H. R. SILVER, LTD.**  
MANUFACTURERS' AGENTS  
AND GROCERY BROKERS  
HALIFAX - NOVA SCOTIA  
First-class frost-proof storage facilities.  
Correspondence solicited on Domestic and  
Foreign lines.

**J. A. TILTON**  
WHOLESALE GROCERY BROKER  
ST. JOHN, N.B.  
Correspondence solicited with Houses  
looking for first-class grocery connections.

**W. S. CLAWSON & CO.**  
Manufacturers' Agents and Grocery  
Brokers.  
Warehousemen  
ST. JOHN, - - N.B.  
Open for a few more first-class lines.

**—NEWFOUNDLAND—**

**T. A. MACNAB & CO.**  
ST. JOHN'S, NEWFOUNDLAND  
MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS  
Importers and exporters. Prompt and careful at-  
tention to all business. Highest Canadian and foreign  
references. Cable address: "Macnab," St. John's.  
Codes: A.B.C. 5th edition, and private.

**—BRITISH COLUMBIA—**  
**McLEOD & CLARKSON**  
Manufacturers' Agents and Wholesale Commission  
Agents  
852-6 CAMBIE ST., VANCOUVER, B.C.  
Can give strict attention to a few first-class Gro-  
cery Agencies. Highest References.



## WE BOUGHT SUGAR BEFORE THE RISE

and bought heavily, too. We are thus able to offer Grocers in Canada our world-famed Scotch Marmalade at the lowest prices. You and your customers get the benefit of our big and careful buying.

### John Gray & Co.'s Scotch Marmalade

is the acme of purity. Prepared only from fresh, ripe Seville oranges and pure refined sugar, it contains no Glucose nor preservatives. We have been making fine preserves in Glasgow for generations, and we stand back of every sale we make. Our guarantee of purity is on every jar.

#### Prices of this popular and quick-selling line from our Agents:

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta: W. H. DUNN, 396 St. Paul St., Montreal.

Toronto: LIND BROKERAGE CO., 73 Front Street East.

Ottawa: E. M. LERNER & SONS, 11 York Street

British Columbia and Yukon: KIRKLAND & ROSE, 312 Water Street, Vancouver.

## To the Retailer

YOU CANNOT AFFORD TO BE WITHOUT THESE POPULAR BRANDS:

### DOMOLCO

the highest grade molasses obtainable for your table; absolutely pure, recommended by all physicians as a healthy food.

### The Celebrated Gingerbread Brand

for baking purposes; the best on the market, beyond a doubt. At all wholesale grocers.

### The Dominion Molasses Co., Limited

HALIFAX, N.S.

## No Alum

in the old reliable

## Cook's Friend Baking Powder

The only powder with a pedigree

Order from your jobber

*"THE PAPER THAT IS READ"*

# A National Circulation AND A National Reputation

"We enclose our check covering subscription to your valuable publication, the "Grocer." We get many good hints in your paper which is worth many times more than the price of your paper. We look forward for each issue."—  
O'Keefe & Martin, Vernon, B.C.

"As we were looking over some back numbers of The Canadian Grocer which we prize as highly as clean stock, we noticed an article on soap in your issue of April 16 and an idea occurred to us."  
—Errett & Co., Englehart, Ont.

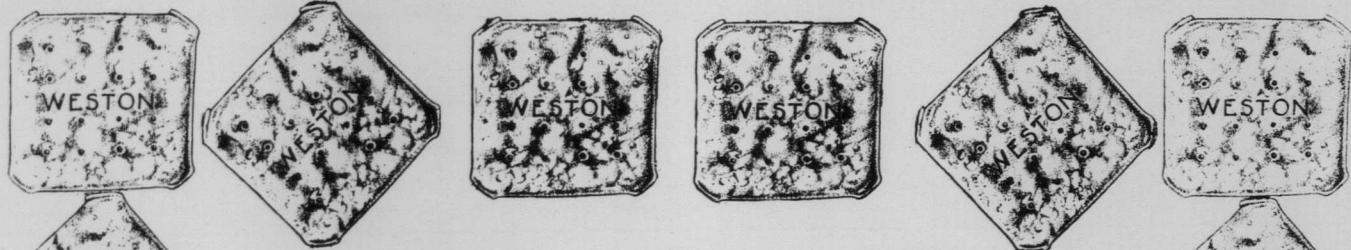
"Your paper is invaluable to all grocers—interesting and full of ideas—a paper that all up-to-date business men will appreciate if they see it once—the only paper that I keep on file for future reference."—Elzear Turcotte, Quebec, P.Q.

"We assure you that we appreciate the Grocer very much because of the many helpful suggestions contained in it. The fact that we cut out the helpful things from week to week and paste them in a scrap book, is an evidence of our appreciation."—F. & J. Morley, Sydney, C.B.

## The Canadian Grocer

Winnipeg - Toronto - Montreal - London, Eng.

THE CANADIAN GROCER



# WESTON'S

---

The Largest 5-cent Package of  
Soda Biscuits put up in Canada.

---

Only the finest blend flour and the purest shortenings are used in their manufacture in a model factory, which is the most up-to-date in Canada.

Packed in 24's and 48's, with 24 biscuits to the package.

If you are not handling Weston's Sodas, ask for sample packages, but say you saw the ad. in the Canadian Grocer.

---

## GEORGE WESTON Ltd.

TORONTO



ppreciate  
se of the  
ined in it.  
e helpful  
aste them  
ce of our  
ley, Syd-

**Quality is the Key-**

**Banner Brand**

is the name that stands for the **BEST** in Jams and Jellies.

Only pure fruits and highest quality granulated sugar are used in their manufacture, which is done in a modern factory of



**note of Success**

perfect cleanliness, make Banner Brand unequalled for quality and consistency.

A popular line for you to handle—and a good profit getter.

**LINDNER & BENNER  
TORONTO**

Western Agents—LAING BROS., Wholesale Grocers, Winnipeg

## WHAT IT MEANS TO YOU

When a retailer or a consumer learns that certain goods under certain brands are the absolute perfection of quality, it makes it easy for both to protect themselves by only handling or using those brands. This condition aptly applies to sugar when you insist on getting

## St. Lawrence Granulated

The quality of this sugar will not only maintain but increase your reputation for handling the finest of goods, but by selling our granulated practically every day to your customers you are continually impressing them with its splendid quality and thereby strengthening your hold on consumers for their other requirements.

**The St. Lawrence Sugar Refining Co., Limited**  
MONTREAL, QUE.

## THE PRIDE OF THE KITCHEN

is generally the stove. You can both please and satisfy your customer by supplying

## JAMES DOME BLACK LEAD

A Stove Polish that will give absolute satisfaction all the time.

Pays a Good Profit

Gives Great Satisfaction

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

THE CANADIAN GROCER



If You Recognize



That the name "SALADA" stands for the highest in *quality*—  
 That it is the leader in value and in sales—  
 That it shows a good margin of profit—  
 That the demand is created—  
 The sale guaranteed—  
 You will not hesitate to stock and push "SALADA"—the business getter, the business holder and the business builder.

**"SALADA" TEA COMPANY**

TORONTO

::

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MONTREAL

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# Shall Dealers Sell to Their Employes?

If Yes, on What Basis?—Testimony of Some Dealers Who do not Allow Employes to Purchase Goods, Ever for Cash—Claim That it Involves Too Much Bookkeeping—An Interesting Subject Cleverly Handled.

By Henry Johnson, Jr.

All the retailers with whom I have ever come in contact want the trade of their employes and even feel resentful towards any workers who do not trade with them.

Now comes the National Provisioner with the report of an investigation it has been making among 400 butchers, big and small, the result of which would seem to conclusively show that retail butchers, at least in the larger cities, not only do not want the trade of their own help, but positively will not sell their employes, even for cash. The Provisioner says, truly, that this is a surprising condition; that only two retailers out of the 400 were in favor of selling to their help; but the reasons given are certainly such as will give us something to think about in connection with our own business. Here are some:

## Want Best at Lowest Price.

This one owns a number of markets: "No employe is to have meat in any of my stores, whether charged or for cash. This is not because I distrust my help, but why should I carry extra, unnecessary accounts and give my bookkeepers and cashiers extra work? Besides, a man naturally takes the best cuts of meat for himself and expects to be charged at the price of poorer cuts, and also looks for a reduction from that price. For these reasons I deem it inadvisable to sell to my employes."

The manager of a large supply company says: "It has been for many years a rule in our business not to sell any of the commodities in which we traffic to any of our employes."

Another large one says: "When I hire my help it is understood at the beginning that their meats are to be bought elsewhere, as to carry their accounts means unnecessary work and trouble in making out bills and deducting from the men's wages on Saturday nights. I have had several dishonest men so have been obliged to make it a rule that no package be taken out without my inspection. As every journeyman is not honest, the innocent must suffer with the guilty since I learned my first lesson."

## Innocent Have to Suffer.

Others say: "We used to allow it but found that ill-feeling was engendered among the men due to the suspicion that some were getting choicer cuts than others." "I feel that a good salesman

whose intentions are honest, should be only too willing and satisfied to receive a salary equal to his earning capacity. We often feel that we are being taken advantage of and, with a dishonest employe, we are certainly better off without his patronage." "If others had my experience they would have found that the men trim most of the fat and bone off before giving in their charges, but they make sure to take about a pound of suet and more bones than they can possibly use."

• • •

Is there not a good deal for us to think of in these quotations? May they not serve to change some of our views regarding the trade of those who work for us? Some of us may have rules similar to what these butchers have formulated. If so, I should like very much to hear from such grocers; for herein can the experience of each be very valuable to all.

## His Only Shortcoming.

I must say that I, personally, have always been very free from any feeling one way or the other on this point so far as my own help is concerned. Just as I pay a farmer for his produce in cash, and allow him the privilege of buying from me or not, as he chooses or has need to do, so I have always regarded my contract with my employes as involving a stipulated service for an agreed compensation. I have held that if the employe delivers the service agreed upon, the deal is satisfactorily ended by my paying him in money. I must confess, however, that I have always been inclined to feel more kindly towards those who buy goods at Johnson's; though I know I have not let this feeling blind me to the merit of any who have not traded with me. One of the oldest and most valuable men I ever had never traded with me to amount to anything. He was so fine in every way, so thoroughly trustworthy, conscientious and single-hearted in his honesty of purpose, that I used to think this failure to trade at Johnson's was his only shortcoming.

Department stores, having from hundreds to thousands of employes make a distinct play for the trade of those who work for them. This is often the sole subject for discussion at some managers' meetings and plans are formulated and tried out from different angles to

keep the trade of the workers in the store. Discounts are allowed and special arrangements are made whereby the needful checking of employes' packages is rendered as expeditious and unobtrusive as possible. Yet it is a difficult problem to handle for many reasons. Employes of large stores seem vaguely to hanker for the novelty of buying at other stores. They particularly like the "independence" of going where they can buy and carry their parcels right out with them, without inspection and without having to come and go by any special door. Moreover, many stores besides the one wherein they work will give them the same discount—usually 10 per cent., and they have only to say they are employes of Soso & Co.; they do not have to prove it, as they are sometimes compelled to do in the place where they work.

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The article quoted is the first intimation I have ever had that the trade of his employes was not earnestly desired by every employer; but the rule not to sell employes certainly does away with some abuses which, in your case and mine, may be more or less serious.

Employes in some grocery stores are sold "at cost"—whatever that is. In some others they are given a flat discount of 10 per cent. except on sugar, flour and a few other things. This has never been countenanced in any degree at Johnson's. We have treated a clerk exactly like any other customer—so far as we knew; which gets down to one of the troubles which might justify our declining to sell our help.

## The Honest Are Reasonable.

This trouble is the difficulty of preventing a clerk from waiting on himself. In a big store this would not be hard to regulate; but in a business doing under \$70,000, where everybody knows everybody else and each meets all the others from the boss down, in daily intercourse, it is hard to draw the line. Yet there is no room for question that no employe anywhere should wait on himself. His order should be taken by another and his goods put up just the same as if he were an outsider. This is the only way that any reasonable check can be put on the employe; and every honest one will always want to be checked in any way that is usual, reasonable and not humiliating.

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It is a fact that employe's accounts are very troublesome. This applies not only to the merchandise but to their wages. The men, coming and going all the time do not make a system of ordering, but buy little dabs daily, sometimes twice a day. They are always at the store, so their folks think they can "just as well" bring this or that item "on the way home." Thus a weekly account of \$4 will often involve more detail work than a normal account running to three times the amount.

Clerks do not generally incline to be bargain hunters, but some of them are just that. In such case the store gets very much the worst of it. It is also difficult to draw the line between merely being thrifty and forgetting the doctrine of *meum et tuum*; in other words, it is difficult for the employe to be impartially fair in the handling of transactions in which he is an interested party.

The intolerable nuisance of having

employes draw against their weekly pay-envelopes has mostly been eradicated from our store. We have it clearly understood at time of employing that we pay every Saturday night in full, and that we cannot advance any money against pay-day. Occasionally an emergency will arise, a man's wife may be suddenly taken ill and he may have to send out for medicine for which he has not the money ready in his pocket, which may require us to break this rule; and of course, such emergency is met. It is an abuse of the good nature of the employer and an imposition on the time and nerves of everybody concerned, however, which it should never be a practice to allow.

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It is a long time since we have had such a live, interesting subject, or one which seems to hold such promise of being valuable to us. I hope we may have full discussion of it.

else?" Now some of them would probably not think of sending in a fish order if it were not for a polite reminder that fish would be a delightful change.

"I opened up a fish department in connection with my grocery store only a few months ago, and I have made quite a success with it, although I had very little previous experience in this line. While I sell quite a quantity during the week, my best sales are on Friday, of course, though Wednesday runs it pretty close. Now one can carry the work of suggestion into the fish trade, coupling it with groceries, just as easily as in any other line. For instance with a good grocery customer, I can say to her that we have some nice fresh oysters or clams, and hadn't she better have some? I would say to any grocer that with encouraging circumstances governing his move, he will make no mistake in opening up a fish department, but let him not forget to solicit his orders especially on Friday."

**Keep Copies of all Orders.**

Saskatoon, Sask., Nov.—"As a result of having no method of keeping account of orders given I found myself frequently overloaded with some line of goods," stated a local dealer. "Then I decided to make every traveler leave me a copy of my order so that there would be no danger of re-ordering any one line."

**Wide Awake Methods of Retailing**

**Got Condensed Milk Tin to Suit Customers' Pocketbooks—Using the Phone on Friday for Fish Orders—Dealer Keeps Copies of all Orders Given to Travelers—Prefers the Clerk Who Reads.**

The Grocer will pay any dealer or clerk for practical items for this page.

**Tin to Suit Customers' Wants.**

Hamilton, Ont., Nov. 9.—One grocer in this city had never been able to work up a trade in condensed milk until a short time ago. He had not been handling the size of tin which his customers would buy. He had previously been handling a tin which retailed at 12½ cents.

Some one suggested that for his trade a five cent tin would be a better seller, so he ordered a case. Not only did he clear out that case in short order, but now has a substantial trade in that line. He says that the fresh milk now costs seven or eight cents per quart. Customers find that a tin of milk will do them a day, and they figure that they thus save 2 or 3 cents per day on their milk supply. He finds that customers who would not be able to use all of a larger tin, will buy the smaller one.

**Phoning for Fish Orders.**

St. John, N.B., Nov. 9.—"The telephone is my order boy on Friday more than any other day in the week," said a North End grocer this week. "Quite early in the morning I have one of my clerks devote a little time to 'phoning to my grocery as well as my fish customers and letting them know "Well, Mrs. So-and-so, we have some very nice fresh cod this morning," or "What is it in the fish line to-day, Mrs. Somebody-

**CARTOON TALKS ON SERVICE**



Asking a Customer if You Will Wrap Up a Parcel for Her is not Good Policy. Do it Without the Question Unless Otherwise Requested.

However, frequently a traveler was in a hurry and promised to send a copy from the hotel but this he often forgot to do, so I decided my system was not exactly sound.

"Now, I have every traveler give me a copy before he leaves the store while any goods which I order by mail, I always keep a duplicate of them. Thus I prevent doubling up on any line, which means the prevention of dead stock or carrying a larger stock than necessary."

**A St. Thomas Ad.**

St. Thomas, Ont., Nov. 9.—"Look to your groceries," is the heading on an advertisement of D. H. McIntyre, grocer, Talbot and Alma Streets, in a local paper. Then follows:—"There is nothing for your home that should be selected with so much care as your groceries. For this reason we pay strict attention to the quality, of goods selected, and you may always depend on what you order from us.

"Furthermore promptness and punctuality with which we handle orders is daily adding to our business. Where and when may we call for your order?"

**Get the Clerk to Read.**

Vancouver, B.C., Nov. 9.—"A clerk who reads a good trade paper," remarked a Vancouver merchant to the writer, "is generally much more valuable to his employer than the one who does not. From it he will get in touch with the methods employed by other grocers, which will be useful to him; he learns how other clerks make sales, and also receives information about goods that is of great value in interesting customers and making sales."

"If I had a clerk who would not read the trade paper," he declared, "I would shift him out.

"The merchant should do all in his power to get him really interested. A good way is to pick out some article he considers will interest that particular clerk, and say, 'Did you read that article on ——— John? What do you think of it?'

"In this way the clerk may be induced to read it. Discussions on problems dealt with in the trade papers is also an excellent way."

**Ad. on Every Bag.**

Toronto, Nov. 9.—A Yonge St. grocer has his name and address with a small advertisement printed on every bag he sends out of his store, and claims that it does considerable advertising for him. These are printed on all sizes of bags, and no matter what size purchase a customer makes, they carry away an advertisement of the store.

Speaking in regard to this, he said,

"I believe that it pays me all right to advertise in this manner. A housewife purchases goods from me, and every time she goes to the pantry to use that article, she sees my name and ad. It soon becomes well known to her, the

same as some widely advertised brand of goods. When she looks over her goods before going out to purchase, she sees my name on several bags, and I am more likely to get the preference than if I did not have that ad. there."

**Peculiar Tricks Against Retail Dealers**

**Many Times When the Public Try to Impose on Them—Sleight of Hand Work With Tomatoes—Woman Placed Stone in the Butter—Had the Trick Turned Back on Her—Borrowing Dishes for the Threshing.**

A merchant has a good many hard propositions to contend with in his business.

Customers are not always as honest as they should be or as the daily press suppose them to be, and the dealer is frequently the victim of many peculiar schemes which sooner or later are discovered.

**A Canned Tomato Purchase.**

One merchant relates of how a boarding house mistress bought a case of tomatoes. A few days afterwards she appeared at the store and complained that the tomatoes were the "worst" she had ever bought and that they were nothing but water with a little tomato juice mixed in. She demanded a rebate on her purchase.

The merchant in question was one who took particular care in the selection of his goods and expressed his regrets that the tomatoes had been found of inferior quality. He said he would send up for what was left and rebate her on the used cans.

"I have always found that an excellent brand and can offer no explanation. We don't want any customer to use poor goods, so we will take them back," he declared.

**She Changed the Brands.**

So the tomatoes were sent for. The grocer on opening a can found them equally as bad as she had stated but he also found that they were a brand of which he had never had a case in his life. Afterwards he found she had purchased them at another store at a very low price and was attempting to exchange them for the better quality.

**Dangerous Butter This.**

Another attempt to cheat the grocer by a customer is reported from another town. It was a farmer's wife who apparently was not satisfied with receiving 25 cents per pound for her butter. She planned to increase the value of this product.

In making up a roll, she selected a round stone for a centre piece and built the butter around it. She knew the butter when taken to the grocer's was

placed in the refrigerator with other rolls and that if he did cut it before selling she would not know who had brought it.

Things did not work according to plans, however. While the grocer was weighing it, a customer admired the color and appearance, but said that she would not need the whole roll. The grocer volunteered to cut it and of course the "cat was out."

The dealer, however, was not to be beaten. He extracted the stone from the butter, and placed it in the middle of the package of tea, worth the same as the butter per pound, and which the butter woman had ordered. He, therefore came out even in the end. He states he never heard anything more of the stone nor did he ever have loaded butter presented to him again by that customer.

**Got Dishes for Threshing.**

Another story is of a farmer's wife whose supply of dishes although large enough for ordinary occasions, was too small for threshing time and accordingly contrived to get the merchant to supply her for the time with the required dishes.

The day before threshing she entered the village store, purchased a big supply of dishes and had them charged. Three days afterwards when the threshing was over, her son appeared at the shop with the dishes and a note saying her husband had purchased dishes the same day and she therefore wouldn't need any. A request was made to mark them off the books. The merchant afterwards found her husband had purchased none and she had made use of his merely to tide her over threshing time.

Next year on the same occasion, encouraged by the former success, she again came to the store to purchase dishes.

What would you do in such a case?

Paul Ciceri, of the Chas. Ciceri Co. Toronto, has returned from a trip to Western Canada.

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## A \$75,000 Turnover in Eleven Years

Oshawa Grocer's Experiences—Some of His Methods for Developing His Trade—Salesmanship and Display Emphasized—Buys Goods of Guaranteed Quality.

Eleven years ago J. S. Kyle, Oshawa, Ont., commenced business with a small stock and a boy delivering with a basket; to-day he has an annual turnover of \$75,000 with 15 employes and five horses working every day.

"The People's Popular Grocer" is the advertising slogan which Mr. Kyle has adopted and he finds it pays to be popular too. The slogan is used on all his delivery wagons as well as in his advertising. He has won popularity through exceptional service—good values, courtesy, attention, promptness and equipment. The store is large and bright. About \$8,000 stock is carried. At Cedar Dale, a suburb of Oshawa, a neat branch store was also opened about two years ago. Not only are the stores attractive but the stables are well equipped in every way.

### Power of Display.

Mr. Kyle is a firm believer in the effect of display. Everything possible is displayed to advantage as he does not see any value in keeping goods in the cellar where they cannot be seen. The stock is always complete; he buys can-

ned goods and sugar in car-load lots and places orders for dried fruits and fall stock in the spring.

### Developing Salesmanship.

A specialty is made of purchasing goods that can be guaranteed and instructing his clerks to push certain lines in season. In this way the surplus business resulting from good salesmanship is developed. The security envelope system is used in keeping accounts. The store motto is "Keeping continually at it brings results."

An illustration of the store interior is presented herewith.

### KNOWLEDGE IS POWER.

"The value of knowledge of the goods carried has been especially impressed upon me during the past two months," remarked a London grocer recently. "I have always believed that unless a salesman was well acquainted with his goods, he could not hope to sell as much goods as if he was conversant with the talking points, but during the past two months, this has been especially demonstrated to me. We had for a consider-

able length of time carried a certain meat sauce, which we had pushed as a relish for meats. The traveler for that particular line happened to tell me one day that it could be used with salads and cheese or in enriching soups, gravies and hashes. This had been stated on the package, but we had not given the package the study we should have. I acquainted all my clerks with the fact and as a result of acquainting customers with the same fact during the past two months, our sales in this line have shown a substantial increase."

### OVERESTIMATING REQUIREMENTS

That careful buying is one of the essentials in the grocery store is the opinion of a large Winnipeg dealer.

"Unless this end of the business is given most careful attention," he says, "the merchant will at times find himself with stale goods, unsalable lines and a stock greatly in excess of the amount which is really required for the size of business he is doing."

This grocer gave a definite example showing the importance of careful buying. "When I first started in business," he said, "my fruit and vegetable department was a source of loss instead of profit. This was totally due to poor buying or in other words to my poor judgment."



John Kyle's Store in Christmas Attire

THE CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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PUBLISHED EVERY FRIDAY.

PROVIDING THE XMAS TURKEY.

Providing Christmas turkey for customers has been unprofitable to more than one grocer. It is the exception, rather than the rule, of course, particularly in these days when the farmer's fowl is almost worth its weight in gold around Santa Claus time. It is not likely that buying and selling can ever be depended upon as a "sure thing," but grocers with a reputable trade should be able to know beforehand just about what amount of Christmas fowl they will require.

Many people find themselves without their favorite fowl on Christmas because of delay in trying to secure it. Some grocers make arrangements with customers to supply them with turkeys. The price arrangement is fixed so as to be mutually satisfactory. This simplifies matters considerably, and is appreciated by the customers. Of course, the grocer must be sure of the quality of the stock or this plan might prove exceedingly unsatisfactory.

To those who can operate such a system, however, it is considered an assistance in avoiding the trouble of carrying goods until after the holiday, at times being almost unable to give them away. If the grocer is thinking of any such plan now is the time to act while there is plenty of time.

LOOK TO FISH DEPARTMENT.

It is only a matter of a few weeks until the Advent season commences. This period is not concluded until Christmas eve, and as abstinence from meat on several days during the week is the custom to a part of the public, there is an extra demand for fish.

This is an incentive to grocers to extend their business in this department. There is also the fact that during the winter there is a better opportunity to handle fish and that this article is usually in good demand until after Easter Sunday.

This is a suggestion to those who may be contemplating a little extra effort in their fish department, or, in fact, the opening of this part of the business. If fish were not wholesome and economical to the customer who seeks a change of food now and then, if it were not pro-

fitable to the grocer and comparatively easy to handle at this season there would be nothing to be gained in taking it up.

The experiences of those who have tried and succeeded is worth dependence.

WESTERN WHEAT CROP SITUATION.

The fair cold weather which has been prevailing during the last week has brightened considerably the prospects for the western farmer, as threshing has not been interrupted, and at last all machines have been running full blast for a week.

The latest report published shows 80 per cent. of the crop in Manitoba to have been threshed, and 50 per cent. marketed. In Saskatchewan, 60 per cent. is estimated to have been threshed and 30 per cent. marketed. In Alberta, 30 per cent. threshed, but very little is reported to have been marketed as yet. The estimated grade so far shows 80 per cent. of the Manitoba crop marketed to be ranging from No. 1 Northern to No. 6 Northern, and of this amount 50 per cent. is reported to be grading No. 2 Northern, or higher. Saskatchewan is reported to be grading as low as No. 6 Northern; the bulk ranging around No. 3.

Reports indicate that help is needed in Saskatchewan, and serious car shortages is noticeable in Saskatchewan and Alberta. In fact, the Department of Agriculture in Saskatchewan is endeavoring to induce threshing outfits to visit Saskatchewan after they have finished threshing the crop in Manitoba.

CONCENTRATION.

One thing at a time is enough for any person to handle and do it well. The clerk cannot correctly serve a customer when his mind is following his favorite ball team on a distant field; if his attention is on some person across the street; or given to a discussion on some subject with other members of the staff, foreign to the work of the store.

A woman entered a Canadian store the other day to purchase some toilet soap. Three of the clerks were giving their opinion of the world's baseball series. She had stood at the counter a considerable length of time before one clerk managed to tear himself away from the discussion to enquire her wants in an abrupt manner.

He "whacked" down two cheap soaps upon the counter and meandered up to the pennant "judges" at the other end of the counter, leaving the customer to make up her mind which of the soaps she wished.

She did not wish either. She wanted a good soap. The clerk, at last noting the icy stares, returned just as she had about decided to go to another store.

She said she wanted a good toilet soap. The clerk placed another box on the counter for examination, meanwhile talking to his fellow clerks something about "Connie Mack." The woman, although she had come to purchase several items, took one bar of soap and went across the street to leave her order where clerks were more interested in customers than baseball.

The clerk who cannot give his undivided attention to customers has no place in the store. He should be handling a pick and shovel or at some other work which allows conversation with his fellow laborers. A person cannot use his full powers of salesmanship when he is interested in other things.

Concentration on one thing at a time is necessary.

CATERING TO THE MASSES.

It is both amusing and exasperating to retailers to read the editorials appearing in the daily press from time to time on the prices the so-called "middleman" is charging.

Anyone acquainted with conditions can see at a glance the idea these papers wish to convey. It is a purely political move and practically every daily newspaper of both political stripes, in the larger cities particularly, actually "fall all over themselves" to tell the consuming public it is being robbed.

And all for effect. Catering to the masses without stopping to think is not honest dealing with any paper, even if a few votes should happen to be lost.

The Toronto Star never loses an opportunity to point out the "exorbitant" profits the dealer is making on garden products. It wants the market gardener to go direct to the public, but the market gardener knows the expense attached to this and prefers to sell the dealer where he is sure of his money.

But the Toronto World made a big mistake the other day. It published an editorial condemning the Milk Producers' Association for raising the price of milk several times during the past year. It went on to say that "some drastic steps be taken to prevent the raising of prices of this and other products to an unreasonable extent. For several years the Attorney-General's Department has not seen fit to make any prosecutions under certain sections of the criminal code, and some people, at least, seem to have conceived the idea that these sections of the criminal code are of the 'dead letter' variety."

Next, it quotes the criminal code, pointing out the penalties, etc., and goes on to say: "It can be shown that the price of milk in Toronto is far higher than in any other city or town in Ontario. It is admitted by many of the producers themselves that there is no real necessity for the increased price. There has, however, been a constant endeavor on the part of a certain number of the producers to unduly enhance the price of milk, and to make an unreasonable profit out of an article which the citizens cannot do without. It is up to the Attorney-General's Department to investigate and prosecute under the above section of the code, without delay."

Evidently, after discovering that farmers constituted the "milk producers," and that many of them are important constituents of the proprietor, who is an M.P., the World beat a rapid retreat the following day. Note what it says:

"A mistake occurred in a World editorial yesterday dealing with milk and combines. Instead of speaking of milk producers, who belong to the country, we should have spoken of milk dealers, who belong to the city. Milk producers are the farmers who sell their milk to city dealers and dealers sell this milk to consumers; and time after time dealers have put up the price of milk to consumers without a corresponding increase to the farmers who supply the milk. And only the spring of this year, instead of reducing the price of milk to consumers, the dealers maintained winter prices to consumers, but lowered the price they paid the farmer for milk! That wasn't square to either producer or consumer, etc., etc.

"It is true that farmers hold a meeting two or three times a year to fix a minimum price at which to sell their milk to dealers, but it is not in the nature of a combine. The dealers have more or less of a combine in the city, and are able to keep the price away up."

If any other body of men had fixed a minimum price such as the farmers, as milk producers, have done, wouldn't the World have gone into hysterics? Imagine a Retail Grocers' Association doing a similar thing and

publishing it! What would the World, and for that matter, all the others, have said? But the producer or farmer who is in the majority on election day is excused by the vote-hunters.

AN UNRESPONSIVE POOR.

Ruskin was once a grocer. In 1874 he opened a shop in Paddington Street, Notting Hill, England, in order, as he announced, "to supply the poor with pure tea in packets as small as they choose to buy, without making a profit on the sub-division, large orders being, of course, equally acceptable from anybody who cares to promote honest dealing." The shop did not attract.

Ruskin complained in *Fors Clavigera* that "the poor only like to buy their tea where it is brilliantly lighted and eloquently ticketed, and as I resolutely refuse to compete with my neighboring tradesmen either in gas or rhetoric, the patient sub-division of my parcels passes little recognized as an advantage by my uncalculating public."

The shop soon closed down and the grocery trade lost probably the most distinguished representative it is ever likely to possess.

THE LIMIT.

Last spring a certain Canadian grocer known to the writer, put in a window of flour and he has not changed it yet. Probably he intended it for a Marathon window, or was so pleased with it that he believed the people would never tire of a good thing.

At any rate, the window is there yet. If it were not that his store otherwise suggests fair progressiveness this glaring thoughtlessness might go unpassed.

Another grocer of less importance had a window of a certain breakfast food from spring, through the summer, until a few weeks ago, and it was then changed when the representative of The Grocer called the attention of the manufacturer's agent to the fact that the window in its last condition was anything but good advertising. Words fail to describe it.

In these cases a little supervision by the manufacturer's representative would not be amiss.

EDITORIAL NOTES.

The trade will follow carefully the canvass being made of Hamilton grocers to determine opinion of the majority as to whether Wednesday afternoon will be time of rest the year round instead of in summer only.

Cereals should be kept in a dry light place. Before a new case is opened all of the older goods should be disposed of. Some retailers are not particular enough about cleaning up old stock before putting the new consignment up for sale. This carelessness frequently results in a few packages remaining for a long time. Weevils may appear and then there is no end of trouble.

The decease of an emu in a public park in New South Wales revealed the fact that its stomach contained four pennies, six halfpennies, nine 2½-in. nails, five marbles, one pump connection, one umbrella ferrule, one key, one medal, one clock-wheel 2½ in. in diameter, two collar studs, one safety-pin, two staples, three washers, three coat buttons, twenty-four pieces of assorted crockery and glass ware, and one large pin 2 in. long. It looks as if the grocer is going to lose his job. If such a diet should become popular among the bird family it might spread to other bipeds.

# Dealer Controls Customers' Purchases

How He Can Suggest in Various Ways Goods Which Public Will Buy Only When Attention is Called to Them—Particular References to Christmas Trade—Attracting People From the Country.

Throughout the winter season everywhere in Canada, and perhaps most particularly in Western Canada, the average grocer is inclined to let his winter trade fall below the normal of the spring and summer season. It is taken as a matter of course, that trade cannot be kept active through all the seasons of the year, and by force of habit the merchant falls back into a sort of recline, and lets the business come as it may. When the thing is referred to in this manner, undoubtedly the average grocer will for the moment question this condition, but after investigating the circumstances, it will undoubtedly occur to him that there is more or less relaxation on the part of the merchant during the winter season.

## The Dealer's Power.

It may be difficult, and undoubtedly is difficult to keep the trade lively during a season when customers do not come

to town, and the more immediate customers do not frequent the streets so often. A great fact must always be borne in mind, however, by the merchant, namely, that he is in a position to exercise great control over the buying power of the public. It is his right, his privilege, and his duty to exercise that power. All of us will admit of the fact, that there is power in suggestion and in the transmission of ideas. The merchant is the most prominent man in town. His name appears in bold letters over his store front. He occupies a site on a prominent street, where every citizen of the town and country round about is obliged to pass by. He takes space in the local paper. He is, perhaps, an official in the municipal council; perhaps a school trustee. All these things bring the merchant into prominence, and give him great advantage in attracting customers and selling them goods.

## Controls Purchases of Public.

To come more directly to the thought of control over the buying power of the customer, and the control of the aesthetic temperament of the public, there is no limitation to the value of the merchant's window. In this window he can arrange artistic displays, something beautiful, which delights the eye. He can arrange the display of a single staple line of goods which he wishes to push of in a hurry. The value of this kind of display is well known to the experienced merchant. He can use that window to create demand for line of goods with which the public is not familiar. The merchant has the power in his hands to sell a new product by the systematic and tasteful use of his window.

Not only has he the advantage of his window, but he has himself, his own personality, his own words and thoughts to transmit to those with whom he converses, and to the customer over the



An Interior View of the Hirst Store, Nanaimo, B.C.

counter, whom he may directly influence to buy goods.

**Giving Service by Suggestion.**

In the winter season when the customer may not come to the store as often as in other seasons, should not the merchant be more particular to suggest some articles that the customer should order? The grocer has many lines of goods on his shelves, which the customer would never think of ordering if the name and the idea were not suggested. It does not necessarily follow that the grocer would be urging too strongly or pressing too keenly for business by using his powers of suggestion, and the creation of ideas, because it is service, that the grocer should render, and service should be his chief object. The grocer should feel he is doing the customer a favor by offering suggestions.

The interior arrangement and display of goods is an important feature in the winter trade. Too often the same line of goods are prominent week after week on the counter or on the floor, and a customer is never given the pleasure of seeing even a new label, and the appearance of the store is repulsive and monotonous rather than inviting and suggestive. In the winter season the grocery store can be made an attractive "rendezvous" for customers. Not in the same sense that loafers are attracted to a place, but a place for sight seeing, interest creating, where the customer can be educated up to the point of purchasing large range of goods by merely seeing the goods around him. The store can be made warm. A flower or a palm can be attractively pedestaled. Comfortable seats can be arranged convenient for the customer who, perhaps, drives in through the cold from a distant point in the country. All these things tend to give the merchant power over the buying public and the confidence of the customer.

**Show Fancy Goods.**

The fancy goods table arranged in the centre of the store has a popular following among merchants. This is a feature that can be enlarged upon to advantage during the winter season. A line of goods which probably decorate the dark shelves in the rear of the store can be taken down, dusted, and put out on the fancy goods table. These may be goods that the customer never saw before, probably a product that he never heard of, and the only possible way they can be sold is to bring them to the attention of the buyer; the buyer really wants them and is waiting to be told about them.

Another feature of the winter trade should be the special advantage taken of the daily newspapers to advertise thoroughly and strongly the seasonable lines. The newspaper is read more thoroughly and pondered over more re-

ligiously during the long winter evenings than in the other seasons of the year. It is only reasonable that the merchant should take advantage of this fact.

To refer more particularly to the Xmas trade, very often the grocer is at fault, first, by not ordering his goods in reasonable time to reap the benefit of the holiday trade. The dealer should have his Xmas goods on display weeks before Xmas. He should advertise them and talk about them well in advance. It is within the merchant's power to suggest so strongly the purchasing of Xmas and holiday

lines that the customer will buy wide ranges in large quantities, where he perhaps would not buy at all if the merchant did not work him up to that point. As previously intimated, it does not necessarily follow that the merchant is taking advantage of the customer, but he is simply suggesting to him goods that he needs and he should have.

The grocer can influence the customer to have more zesty meals prepared for himself, more attractive homes, healthier bodies and more happiness in life all through; hence the great factor of the merchant in the community.



Wiping the Hands on a Dirty Apron is Not Conducive to Cleanliness.

# Latest Review of the Grocery Markets

Less Firm Feeling in Sugar Market—When Refined Will be Affected is a Matter of Conjecture—Big Shipments of Goods Being Made Before Close of Navigation—Dried Fruits Sent on to Retailer—Salmon Coming Forward Slowly—New Peanut Prices Lower—Jams Not Plentiful—Railways are Crowded.

## QUEBEC MARKETS.

### POINTERS—

Molasses.—Up 2 cents.

Sugar.—Less firm.

Shelled Walnuts.—A little easier.

Montreal, Nov. 9.—Wholesale grocers report extremely busy conditions. The fall trade is at its height and it is safe to estimate that some of the houses are shipping goods each with the daily total of \$20,000. There are several influences responsible for this immense business. Cold weather is approaching and many are taking advantage of this last opportunity to secure the delivery of their goods by water before navigation closes.

But the bulk of the trade is seasonable. Currants, raisins, prunes, figs, canned goods of all kinds, and other lines, are being delivered. A large quantity of these goods are for the holiday trade. Canned goods have to be shipped now; in fact, some retailers claim they have been too long without the delivery of their orders. Dried fruits are already in demand by consumers, and shipments of these goods are being made at an opportune time. Judging by the quantity of grocery staples and specialties now going forward, the Christmas trade should reach large proportions this year.

Sugar.—There is only a fair demand reported in this market, trade seeming to be of the hand-to-mouth variety. Various reports indicate an easier feeling. Conditions have been favorable to the new cane crop, and beet sugar is also tending to weaken the situation. However, there is no pronounced feeling here, although it seems to be held that the high price period is nearing the end of its tether.

Granulated, bags	5 85
" 50 lb. bags	5 80
" Imperial	5 70
" Reserve	5 75
Paris lump, boxes, 100 lbs.	5 55
" " 50 lbs.	5 65
" " 25 lbs.	5 95
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 55
" " 100 lb. boxes	5 65
" " 50 lb. "	5 75
" " 25 lb. "	5 95
" " 5 lb. cartons, each	0 27 1/2
Crystal Diamond Dominoes, 5-lb. cartons, each	0 27 1/2
Extra ground, bbls.	5 30
" " 50 lb. boxes	5 20
" " 25 lb. boxes	5 70
Powdered, bbls.	5 10
" " 50 lb. boxes	5 30
Phoenix	5 85
Refined coffee	5 60
No. 2 yellow	5 60
No. 3 "	5 60
No. 1 "	5 45

Syrups and Molasses.—An advance of two cents a gallon in fancy and choice Barbadoes molasses is a feature of the market. This higher price bears out, to some extent, the statements

made in these columns but a short time ago, to the effect that molasses was worth watching. There is a steady demand for this article and the firmness is supported by market conditions. The new cane crop is promising under favorable conditions, and it is not easy to say how long the market will maintain its present strength.

Fancy Barbados molasses, puncheons	0 36	0 38
" " " barrels	0 38	0 40
" " " half-barrels	0 42	0 42
Choice Barbados molasses, puncheons	0 32	0 34
" " " barrels	0 34	0 37
" " " half-barrels	0 36	0 39
New Orleans	0 25	0 28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03 1/2	
" " 1-bbls.	0 03 1/2	
" " 2-bbls.	0 03 1/2	
" " 3-bbls.	1 25	
" " 4-bbls.	1 25	
Cases, 2-lb. tins, 2 doz. per case	2 40	
" " 5-lb. " 1 doz. "	2 75	
" " 10-lb. " 1 doz. "	2 85	
" " 20-lb. " 1 doz. "	2 60	

Dried Fruit.—Nothing particularly new is reported for the week in this market. Shipments of currants, raisins and prunes are being made. Currants are firm and it is likely that future orders to packers will be at higher price. Up to the middle of October, says one report, the exports from Greece amounted to 84,000 tons, and it is stated that but 45,000 tons remain to supply the world's demand until the next crop comes in.

Evaporated apricots	0 23	0 24
Evaporated apples	0 10 1/2	0 11 1/2
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine Siliatras, per lb., not cleaned	0 07	0 08
" " " " cleaned	0 07 1/2	0 08
" " " " 1 lb. packages, fine Siliatras, cleaned	0 08 1/2	0 09
" " " " Patras, per lb.	0 08 1/2	0 09
" " " " Vostizza, per lb.	0 09	0 10
Dates, 1-lb. packages	0 07 1/2	0 08
Dates, Hallewee, loose	0 06 1/2	0 07 1/2
Figs	0 11	
Figs, 3 crown	0 07 1/2	0 10 1/2
Figs, 4 crown	0 08	0 11 1/2
" " 5 crown	0 08 1/2	0 13
Figs, 6 crown	0 09	0 14
about 33-lb. mats	1 30	1 40

Glove boxes, 16-oz., per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 07	0 07 1/2
Prunes—		
30-40	0 15	0 16
40-50	0 13	0 14
50-60	0 19	
60-70	0 11	0 11 1/2
70-80	0 10 1/2	0 11
80-90	0 10	0 11 1/2
90-100	0 09	0 09 1/2
Raisins—		
Choice seeded raisins	0 10 1/2	0 11
" " fancy seeded, 1-lb. pkgs.	0 09 1/2	0 10
" " loose muscatels, 3-crown, per lb.	0 08	0 08
" " " " 4-crown, per lb.	0 08	0 09
Galat raisins, 7-lb. box, per box	0 63 1/2	
Sultana raisins, 1-lb. pkgs., per lb.	0 19	
Sultana raisins, 1-lb. cartons	0 13	0 13 1/2
Malaga table raisins, clusters, per lb.	0 50	0 75
Malaga table raisins, clusters, per 1/2 box	0 80	1 00
Valencia, fine off stalk, per lb.	0 06 1/2	0 07 1/2
" " select, per lb.	0 07 1/2	0 08 1/2
" " 4-crown layers, per lb.	0 08	0 08 1/2

Nuts.—New almonds have been received and are being delivered to the trade. Shelled walnuts will not arrive for several weeks yet. It is known that some supplies received are simply last year's crop, shelled recently. Of course they are not being sold as new goods. Brazils are steady. There is a better movement of late in nuts, the

arrival of almonds having helped business. The filling of orders for the holiday trade will go on steadily in the coming interval.

In shell—		
Brazils	0 17 1/2	0 18 1/2
Filberts, Sicily, per lb.	0 11 1/2	0 12 1/2
" " Barcelona, per lb.	0 16 1/2	0 17 1/2
Tarragona Almonds, per lb.	0 14 1/2	0 15 1/2
Walnuts, Grenoble, per lb.	0 18	0 19
" " Marbots, per lb.	0 13	0 14 1/2
" " Cornes, per lb.	0 10	0 11
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" " 3-crown " "	0 32	0 34
" " 2-crown " "	0 31	0 33
" " (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 15
Peanuts—		
American—		
Coon, roasted	0 09	0 09 1/2
Coon green	0 08	0 08 1/2
Diamond G, roasted	0 10	0 10 1/2
Diamond G, green	0 08	0 09
Bon Ton, roasted	0 12 1/2	0 13 1/2
Bon Ton, green	0 11	0 11 1/2
Sun, roasted	0 11	
Sun, green	0 10	
Spanish, No. 1	0 13	0 15
Virginia, No. 1	0 13	0 15
Pecans, jumbo	0 16	0 18
Extra large pecans	0 15 1/2	0 17 1/2
Pistachios, per lb.	0 75	
Walnuts—		
Bordeaux halves, bright	0 54	0 56
Broken	0 28	0 30

Teas.—There never was such a scarcity of Japan teas at this particular period, when it is expected the larger quantity, including third crop, will have arrived, and from latest cable advices our market will be practically bare of all grades for the remainder of the season. A Shanghai report says since the advice that the first shipments of China greens had been made to the United States, and which were rejected by the government inspectors as containing facing matter, complications have arisen, and inasmuch as information has been received that the law will be rigidly enforced, the prospect is there will be no China greens available this season.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 37
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 21	0 24
Common	0 17	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 26	0 33
Pekoe Souchong	0 20	0 32
India—Pekoe Souchong	0 19	0 30
Ceylon greens—Young Hysons	0 24	0 35 1/2
Hyson	0 24	0 35
Gunpowders	0 19	0 35
China greens—Pinesoy gunpowder, low grade	0 14	0 18
" " " " tea leaf	0 20	0 30
" " " " pinhead	0 30	0 50

Coffee.—Spot coffees show no change, although in the primary markets there are reports of increased visible supply, etc., but nothing that denotes the lessening of the high prices now existing. Conditions are unchanged from last week.

Mocha	0 25	0 28	Santos	0 22	0 24
Rio	0 21 1/2	0 23 1/2	Maracatho	0 25	0 26 1/2
Mexican	0 25	0 28			

Spices.—A little easier feeling is reported in Zanzibar cloves. The market is otherwise firm and is moving steadily.

THE CANADIAN GROCER

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Per lb	Per lb
Allspice . . . . . 0 13 0 18	Cream of tartar 0 25 0 32
Cinnamon, whole 0 16 0 18	Ginger, whole. 0 17 0 30
" ground 0 15 0 19	" Cochon 0 17 0 20
Batavia cinna- . . . . . 0 25 0 30	Mace . . . . . 0 85
mon . . . . . 0 25 0 30	Nutmeg . . . . . 0 25 0 60
Cloves, whole . . . . . 0 25 0 35	Peppers, black . 0 16 0 18
" ground . . . . . 0 23 0 35	Peppers, white. 0 22 0 27

Jams.—Raspberries and strawberries are particularly scarce in a market that is none too well supplied. Some manufacturers have exhausted their stocks and report no supplies. There are others, however, who still have offerings.

Canned Goods.

Toronto.—There are no particular new features to the fore in regard to canned goods. The market at the least is generally steady.

Salmon is moving eastward slowly, while the percentage of delivery is not at all pleasing to the jobbers. Sockeyes give particular cause for complaint in this regard. A continued feeling of strength is expected in this line.

Retailers are already finding considerable demand for canned goods.

FRUITS	Group A
3s—Apples standard . . . . .	1 10
3s—Apples, preserved . . . . .	1 80
Gal—Apples, standard . . . . .	3 05
2s—Blueberries (huckleberries) standard . . . . .	1 50
Gal—Blueberries (huckleberries) standard . . . . .	5 30
2s—Gooseberries, preserved . . . . .	2 00
Gal—Gooseberries, solid pack . . . . .	8 80
2s—Grapes, white Niagara, preserved . . . . .	1 55
Gal—Grapes, white Niagara, standard . . . . .	3 55
2s—Peaches, white heavy syrup . . . . .	1 90
3s—Peaches, white heavy syrup . . . . .	2 90
1 1/2s—Peaches, yellow flats, heavy syrup . . . . .	1 55
2s—Peaches, yellow flats, heavy syrup . . . . .	1 90
3s—Peaches, yellow flats, heavy syrup . . . . .	2 00
3s—Peaches, whole, yellow, heavy syrup . . . . .	2 14
3s—Peaches, pie, not peeled . . . . .	1 50
3s—Peaches, pie, peeled . . . . .	1 70
Gal—Peaches, pie, not peeled . . . . .	4 40
Gal—Peaches, pie, peeled . . . . .	5 55
2s—Pears, heavy syrup . . . . .	1 80
3s—Pears, heavy syrup . . . . .	2 49
3s—Pears, light syrup, globe . . . . .	1 35
3s—Pears, light syrup, globe . . . . .	1 75
3s—Pears, pi-, not peeled . . . . .	1 40
3s—Pears, pi-, peeled . . . . .	1 55
Gal—Pears, pi-, peeled . . . . .	4 55
Gal—Pears, pi-, not peeled . . . . .	4 10
2s—Plums, light syrup . . . . .	1 30
3s—Plums, light syrup . . . . .	1 05
3s—Plums, heavy syrup . . . . .	1 45
Gal—Plums, standard . . . . .	3 55
2s—Plums, egg, heavy syrup . . . . .	1 45
2s—Plums, egg, heavy syrup . . . . .	1 70
3s—Plums, egg, heavy syrup . . . . .	1 60
2s—Plums, green-gage, light syrup . . . . .	1 30
2s—Plums, green-gage, heavy syrup . . . . .	1 30
3s—Plums, green-gage, standard . . . . .	1 90
Gal—Plums, green-gage, standard . . . . .	4 05

Group B is 2 1/2c less than above.	
2s—Cherries, black pitted, heavy syrup . . . . .	1 92 1 95
2s—Cherries, black, not pitted, heavy syrup . . . . .	1 52 1 55
2s—Cherries, red, pitted, heavy syrup . . . . .	1 52 1 55
2s—Cherries, red, not pitted, heavy syrup . . . . .	1 52 1 55
Gal—Cherries, red, pitted . . . . .	8 52 8 55
2s—Cherries, white, pitted, heavy syrup . . . . .	2 02 2 05
2s—Cherries, white, not pitted, heavy syrup . . . . .	1 62 1 65
2s—Currants, black heavy syrup . . . . .	1 97 2 00
2s—Currants, black preserved . . . . .	2 27 2 30
Gal—Currants, black standard . . . . .	5 27 5 30
Gal—Currants, black, solid pack . . . . .	8 27 8 30
2s—Currants, red, heavy syrup . . . . .	1 97 2 00
2s—Currants, red, preserved . . . . .	2 27 2 30
Gal—Currants, red, standard . . . . .	5 27 5 30
Gal—Currants, red, solid pack . . . . .	8 27 8 30
2s—Gooseberries, heavy syrup . . . . .	2 25 2 28
Gal—Gooseberries, standard . . . . .	7 00 7 02
2s—Lawtonberries (blackberries), h. syrup . . . . .	1 77 1 80
2s—Lawtonberries, preserved . . . . .	2 97 3 00
Gal—Lawtonberries, standard . . . . .	7 02 7 05
2s—Pineapple, sliced, heavy syrup . . . . .	2 25 2 28
2s—Pineapple, grated, heavy syrup . . . . .	2 25 2 28
2s—Pineapple, whole, heavy syrup . . . . .	2 25 2 28
2s—Pineapple, whole, heavy syrup . . . . .	2 32 2 35
2s—Raspberries, black heavy syrup . . . . .	2 25 2 28
2s—Raspberries, black, preserved . . . . .	2 25 2 28
Gal—Raspberries, black, standard . . . . .	7 25 7 27
Gal—Raspberries, black, solid pack . . . . .	9 50 9 52
2s—Raspberries, red, heavy syrup . . . . .	2 25 2 28
2s—Raspberries, red, preserved . . . . .	2 25 2 28
Gal—Raspberries, red, standard . . . . .	7 25 7 27
Gal—Raspberries, red, solid pack . . . . .	9 50 9 52
2s—Rhubarb, preserved . . . . .	1 52 1 55
2s—Rhubarb, preserved . . . . .	2 27 2 30
Gal—Rhubarb, standard . . . . .	3 52 3 55
2s—Strawberries, heavy syrup . . . . .	2 00 2 05
2s—Strawberries, preserved . . . . .	2 05 2 25
Gal—Strawberries, standard . . . . .	7 25 7 27
Gal—Strawberries, solid pack . . . . .	9 50 9 52

VEGETABLES

2s—Beans, red kidney . . . . .	1 15
2s—Beets, bl-od red Simcoe . . . . .	1 00
2s—Beets, whole, blood red Rosebud . . . . .	1 30
3s—Beets, sliced, blood red Simcoe . . . . .	1 35
3s—Beets, whole, blood red Simcoe . . . . .	1 40
3s—Beets, whole, blood red Rosebud . . . . .	1 55
3s—Cabbage . . . . .	1 00
2s—Carrots . . . . .	1 10
3s—Carrots . . . . .	1 30
3s—Cauliflower . . . . .	1 67 1/2
3s—Cauliflower . . . . .	2 10
2s—Corn . . . . .	1 05
2s—Corn, fancy . . . . .	1 07 1/2
Gal—Corn on cob . . . . .	4 80
3s—Corn on cob, golden dwarf . . . . .	1 80
2s—Fennel . . . . .	1 15
3s—Fennel . . . . .	1 30
3s—Pumpkins . . . . .	1 00
Gal—Pumpkins . . . . .	3 12 1/2
3s—Squash . . . . .	1 15
Gal—Squash . . . . .	3 35
2s—Succotash . . . . .	1 15
2s—Tomatoes . . . . .	1 07 1/2
Gal—Tomatoes . . . . .	1 60
Gal—Tomatoes . . . . .	4 80
3s—Turnips . . . . .	1 15

Group B is 2 1/2c less than Group A.	
2s—Asparagus Tips . . . . .	2 52 2 55
2s—Beans, crystal wax . . . . .	1 10 1 25
2s—Beans, golden wax, midget, Auto brand . . . . .	1 10 1 30
2s—Beans, golden wax . . . . .	1 10 1 25
3s—Beans, golden wax . . . . .	1 37 1/2 1 40
Gal—Beans, golden wax . . . . .	4 25 4 25
2s—Beans, r-fugee or valentine (green) . . . . .	1 10 1 25
3s—Beans, refugee (green) . . . . .	1 37 1/2 1 40
2s—Beans, refugee midget, Auto brand . . . . .	1 10 1 30
2s—Peas, extra fine sifted size 1 . . . . .	1 75 1 77 1/2
2s—Peas, sweet wrinkle, size 2 . . . . .	1 40 1 40
2s—Peas, early June, size 3 . . . . .	1 15 1 15
2s—Peas, standard, size 4 . . . . .	1 30 1 30
2s—Spinach, table . . . . .	1 27 1 30
3s—Spinach, table . . . . .	1 77 1 80
Gal—Spinach, table . . . . .	5 30 5 32 1/2

Clover Leaf and Horseshoe brands salmon:	
1-lb. talls, dozen . . . . .	2 45
1-lb. flats, dozen . . . . .	1 55
1-lb. flats, dozen . . . . .	2 60
Other salmon prices are:	
Humpbacks, dz . . . . .	1 35
Pinks . . . . .	1 35
Chicken . . . . .	4 00
Tu key . . . . .	4 00
Ducks . . . . .	4 00
Cohoos, per doz . . . . .	1 90 2 00
Red Spring, doz 2 10 2 25	
Northern River Sockeye . . . . .	2 45
Lobsters, halves per dozen . . . . .	2 75 2 85
Lobsters, quarters, per dozen . . . . .	1 60
Soup, 2's . . . . .	1 90
Soup, 1's . . . . .	1 40

Montreal.—Supplies are still coming forward and jobbers are filling orders yet. There are even some retailers who are buying at the present price. They are more numerous than might be expected, and are paying the extra price resulting from putting off purchases. Only scant supplies of salmon have been received and the outlook in this market is regarded as blue.

FRUITS	Group A
2s—Cherries, black, pitted, heavy syrup . . . . .	1 92 1 95
2s—Cherries, black, not pitted, heavy syrup . . . . .	1 52 1 55
2s—Cherries, red, pitted, heavy syrup . . . . .	1 92 1 95
2s—Cherries, red, not pitted, heavy syrup . . . . .	1 52 1 55
Gal—Cherries, red, pitted . . . . .	8 52 8 55
2s—Cherries, white, pitted, heavy syrup . . . . .	2 02 2 05
2s—Cherries, white, not pitted, heavy syrup . . . . .	1 62 1 65
2s—Currants, black, heavy syrup . . . . .	1 97 2 00
2s—Currants, black, preserved . . . . .	2 27 2 30
Gal—Currants, black, standard . . . . .	5 27 5 30
Gal—Currants, black, solid pack . . . . .	8 27 8 30
2s—Currants, red, heavy syrup . . . . .	1 97 2 00
2s—Currants, red, preserved . . . . .	2 27 2 30
Gal—Currants, red, standard . . . . .	5 27 5 30
Gal—Currants, red, solid pack . . . . .	8 27 8 30
2s—Gooseberries heavy syrup . . . . .	2 25 2 28
Gal—Gooseberries, standard . . . . .	7 00 7 02
2s—Lawtonberries (blackberries), h. syrup . . . . .	1 77 1 80
2s—Lawtonberries, preserved . . . . .	2 97 3 00
Gal—Lawtonberries, standard . . . . .	7 02 7 05
2s—Pineapple, sliced, heavy syrup . . . . .	2 25 2 28
2s—Pineapple, grated, heavy syrup . . . . .	2 25 2 28
2s—Pineapple, whole, heavy syrup . . . . .	2 25 2 28
2s—Pineapple, whole, heavy syrup . . . . .	2 32 2 35
2s—Raspberries, black heavy syrup . . . . .	2 25 2 28
2s—Raspberries, black, preserved . . . . .	2 25 2 28
Gal—Raspberries, black, standard . . . . .	7 25 7 27
Gal—Raspberries, black, solid pack . . . . .	9 50 9 52
2s—Raspberries, red, heavy syrup . . . . .	2 25 2 28
2s—Raspberries, red, preserved . . . . .	2 25 2 28
Gal—Raspberries, red, standard . . . . .	7 25 7 27
Gal—Raspberries, red, solid pack . . . . .	9 50 9 52
2s—Rhubarb, preserved . . . . .	1 52 1 55
2s—Rhubarb, preserved . . . . .	2 27 2 30
Gal—Rhubarb, standard . . . . .	3 52 3 55
2s—Strawberries, heavy syrup . . . . .	2 00 2 05
2s—Strawberries, preserved . . . . .	2 05 2 25
Gal—Strawberries, standard . . . . .	7 25 7 27
Gal—Strawberries, solid pack . . . . .	9 50 9 52

2s—Grapes, white Niagara, preserved . . . . .	1 55
Gal—Grapes, white Niagara, standard . . . . .	3 55
2s—Peaches, white heavy syrup . . . . .	1 90
2s—Peaches, white heavy syrup . . . . .	2 90
3s—Peaches, white heavy syrup . . . . .	2 90
1 1/2s—Peaches, yellow flats, heavy syrup . . . . .	1 55
2s—Peaches, yellow flats, heavy syrup . . . . .	1 90
2 1/2s—Peaches, yellow flats, heavy syrup . . . . .	2 60
3s—Peaches, yellow flats, heavy syrup . . . . .	2 90
3s—Peaches, whole, yellow heavy syrup . . . . .	2 10
3s—Peaches, pie, not peeled . . . . .	1 50
3s—Peaches, pie, peeled . . . . .	1 70
Gal—Peaches, pie, not peeled . . . . .	4 40
Gal—Peaches, pie, peeled . . . . .	5 55
Gal, pie fruits, assorted, add 5 p.c.	
2s—Pears, Bartlett, heavy syrup . . . . .	1 80
2s—Pears, Bartlett, heavy syrup . . . . .	2 15
3s—Pears, Bartlett, heavy syrup . . . . .	2 43
2s—Pears, Flemish Beauty, heavy syrup . . . . .	1 80
2 1/2s—Pears, Flemish Beauty, heavy syrup . . . . .	2 15
3s—Pears, Flemish Beauty, heavy syrup . . . . .	2 40
2s—Pears, light syrup, globe . . . . .	1 35
3s—Pears, light syrup, globe . . . . .	1 75
3s—Pears, pie, not peeled . . . . .	1 40
3s—Pears, pie, peeled . . . . .	1 55
Gal—Pears, pie, peeled . . . . .	4 55
Gal—Pears, pie, not peeled . . . . .	4 10
2s—Plums, Damson, light syrup . . . . .	90
3s—Plums, Damson, light syrup . . . . .	1 30
2s—Plums, Damson, heavy syrup . . . . .	1 05
3s—Plums, Damson, heavy syrup . . . . .	1 45
Gal—Plums, Damson, standard . . . . .	3 55
2s—Plums, egg, heavy syrup . . . . .	1 45
2 1/2s—Plums, egg, heavy syrup . . . . .	1 70
3s—Plums, egg, heavy syrup . . . . .	2 20
2s—Plums, green gage, light syrup . . . . .	1 00
2s—Plums, green gage, heavy syrup . . . . .	1 30
3s—Plums, green gage, standard . . . . .	1 90
Gal—Plums, green gage, standard . . . . .	4 05
2s—Plums, Lombard, light syrup . . . . .	90
3s—Plums, Lombard, light syrup . . . . .	1 30
2s—Plums, Lombard, heavy syrup . . . . .	1 05
3s—Plums, Lombard, heavy syrup . . . . .	1 45
Gal—Plums, Lombard, standard . . . . .	3 55
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen . . . . .	2 45
1-lb. flats, per dozen . . . . .	1 55
1-lb. flats, per dozen . . . . .	2 60
After December 1st prices advance 2 1/2 cents per dozen.	
Other salmon—all talls—	
Red Sockeye, per doz . . . . .	2 25 2 35
Red Spring, per doz . . . . .	2 00 2 10
Cohoos, per doz . . . . .	1 80 1 90
Pinks, per doz . . . . .	1 25 1 35
Lobster—	
1-lb. flats, dozen, \$2.90 \$3.00; 1-lb. talls, dozen, \$4.50, \$4.75	
1-lb. flats, dozen, \$5.00, \$5.10.	
Canadian sardines, per case . . . . .	3 25 3 50
Imported sardines, per case . . . . .	7 00 26 00

ONTARIO MARKETS.

POINTERS—  
Beans—Continue firm.  
Peanuts—New prices lower.  
Valencia Raisins—Firm.  
Sugar—Strength is lacking.  
Cotton Twine—Easier.

Toronto, Nov. 9.—A good volume of business is reported by local wholesalers. The amount of goods going out is large, orders coming in freely for shipments of goods before the close of navigation in order to secure lower freight rate. Collections are also quite good.

A great deal of complaint is being made by local jobbers because the railroads are not able to deliver goods on account of lack of adequate facilities. All the railroads seem to be offenders in this regard. It is not in the shipment of goods they fall down but in the delivery when they have arrived here. Cars of goods are on the sidings but shed room does not seem large enough or delivery outfits numerous enough to deliver the goods in anything like a reasonable time. Cases are reported where shipments are here a full week before they reach the consignee. Jobbers have orders from retailers which for this reason they cannot completely fill. Retailers who have been disappointed should remember that the wholesaler is not at fault.

So far reports from Europe indicate good prospects this year for larger





# THE CANADIAN GROCER

are apparently holding. It is pointed out that the consumption of beans is showing a decided increase. Mining, lumber and construction camps are big consumers.

**Brooms.**—Since the price of broom corn began to soar, there has been an advance of from \$1.25 to \$1.50 per dozen in brooms here. For instance, a broom that previously went to the retailer at \$3, now costs \$4.50, and a \$4.75 grade has risen to \$6 per dozen. Broom corn is now selling from \$135 to \$200 per ton in the producing sections in the United States. It is now practically all out of the producers' hands, and an interesting fact is that about 85 per cent. of it was purchased during the three weeks' flurry when buyers first went into the market.

There is little prospect of foreign corn being brought in. For Hungary on account of floods and wet weather the crop has been small, and a recent quotation is \$160 per ton, which is very high when the waste in this corn is considered.

Whether or not the higher prices will cause a falling off in the demand for brooms is a question. A number of manufacturers say that consumption did not fall off in the high period of 1909-10.

## NEW BRUNSWICK MARKETS.

St. John, Nov. 9.—Few complaints were heard during the week among local grocers as to the success of Thanksgiving trade, and in many cases, dealers reported business to have been far better than in past years. It is reported in addition to this by wholesale grocers that fall business has thus far been encouraging, and they are looking forward to a period of briskness between now and Christmas.

The markets, too, are firm, and few changes are noted. This week saw the arrival of large quantities of dried fruits and nuts, and the orders which have been placed by the retailers will be filled with all possible haste. Speaking, generally, prices in these lines are much higher than they were last year, but not enough it is expected to interfere with the success of Christmas trade.

Some lines of nuts have declined slightly in price, and prunes are also reported a little easier, but in the case of evaporated peaches and apricots, higher prices prevail. An advance in spices is looked for, and there is a prospect of nutmegs going up as well.

General firmness is reported in grains on all markets. Rolled oats have advanced slightly of late while it is thought likely that cornmeal will also

be higher. For the most part, however, the market is reported as quiet.

Bacon.....	0 15	Eggs, henney	0 28 0 30
Beans, hand	2 50 2 55	Eggs, case	0 23 0 24
Beans, yellow	2 60 2 65	Fin. Haddock	4 40 4 50
Butter, dairy,	0 21 0 23	Fish, cod, dry	6 25 6 50
lb.....	0 21 0 23	Flour, Manitoba	6 45 6 50
Butter, cream-	0 24 0 27	Ontario	5 60 5 65
ery, lb.....	0 24 0 27	Ham	0 15
Buckwheat,	2 65 2 70	Lard, compound	0 11 0 11 1/2
west, grey, bag	0 15 0 15	Lard, pure, lb.	0 12 0 13
Cheese, new, lb.	0 08 0 09	Lemons, Mess-	4 50
Currants, 1s, lb.	0 08 0 09	ns, per box	4 50
Canned goods—		Molasses, toy	0 35 0 36
Beans, baked	1 15 1 25	Oatmeal, rolled	5 75
Beans, string	1 02 1 05	Oatmeal, std.	6 35
Corn, doz.	1 00 1 05	Pork, domestic	22 00 22 50
Peas, No. 4	1 20	Pork, Ameri-	21 25 23 00
" No. 3	1 25	can clear	1 50 1 75
" No. 2	1 30	Potatoes, bbl.	0 10 0 11
" No. 1	1 80	seeded	0 03 0 04
Peaches, 2's,	1 95 2 00	Rice, lb.	7 75 8 00
dozen	3 00 3 05	Salmon, case—	7 25 7 50
Peaches, 3's,	2 05 2 10	Red spring	5 80 5 90
dozen	1 85 1 90	Choccos	6 00 6 10
Raspberries,	1 75 1 80	Standard gran.	5 90 6 00
dozen	4 00 4 25	Austrian	5 80 5 90
Strawberries,	5 25	Bright yellow	5 50 5 60
dozen	1 80	No. 1 yellow	5 50 5 60
Tomatoes	3 75	Paris lumps	7 00 7 25

## NOVA SCOTIA MARKETS.

Halifax, Nov. 7. — Notwithstanding enormous crop of apples in Nova Scotia, prices of hard winter fruit promise to be high. Bishop Pippins and King of Tompkins are selling slowly, and high price is said to be the reason. No. 1 Pippins are quoted at \$3, and Kings at \$3.50 to \$3.75. It is stated that many of the growers in various sections of the Annapolis Valley have formed co-operative societies, and agreed not to sell their winter fruit below a fixed price. Gravensteins are now about over, and the stock still offering is quoted at low prices to clear them up. Malaga grapes are reported in heavy demand, and this week the stock on hand was about cleaned up.

A steamer arrived the other day loaded to the hatch with dried fruits from Mediterranean ports. She landed several thousand packages at this port, the balance being for Montreal. Men

worked night and day on the steamer so that she would get away in good time for Montreal. The trade at the time of writing had not received any of this fruit.

Jobbers report potatoes in good demand. Several cargoes arrived here this week from Prince Edward Island, and they are selling ex-vessel at 60 cents per bushel. Dealers here are looking for lower prices when more vessels arrive. On the Island, potatoes are selling at 35 to 37 cents per bushel. They are retailing here at \$1.75 per bag. The quality of the stock this season is considered pretty good.

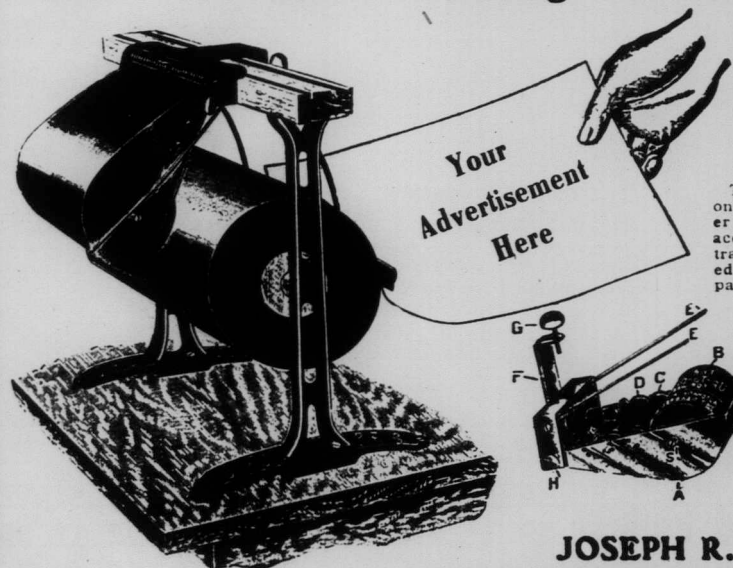
Dealers report sales of flour quite heavy, the shipments principally being to the outposts. Prices are firm. Manitoba patents are now quoted at \$6.35 to \$6.45, and Ontario blends at \$5.25 to \$5.35. Split peas have been advanced 25 cents per bushel, and whole peas have been marked up seven cents per bushel. Rolled oats in barrels are now selling at \$5.75 to \$6, and in bags \$2.75 to \$2.90. Cornmeal is quoted at \$1.85 to \$1.90. Beans (prime) are \$2.40 to \$2.50, and hand-picked \$2.55 to \$2.60.

The price of eggs is now beginning to soar. Jobbers are asking 27 cents per dozen for Island stock, and 28 to 30 for Nova Scotia eggs. Receipts show a heavy falling off during the past week, and this is the main reason for the advance in price.

## GROCERY FOR SALE.

GROCERY BUSINESS FOR SALE—\$1,500 stock of groceries; good corner on business street, Western district, Toronto. Doing \$400 weekly; fast growing locality; interior of building recently reconstructed and decorated; provided with modern conveniences. Will rent or sell or exchange property for nice country stock of moderate size. JOHN FISHER, 32 Church St., Toronto.

## The Automatic Printing Attachment



Is just the thing to advertise special sales and sales days besides being an economic method of introducing new lines to your trade.

The attachment fits onto the paper cutter as shown in the accompanying illustration. It is attached to the top of the paper by means of a thumbscrew, which holds a type-roller against the roll of paper.

Ask for information or demonstration of this modern money-saving method of advertising.

Agents Wanted,

**JOSEPH R. WILSON**

Dominion Agent, Phone Adelaide 199, 204 Stair Bldg., Toronto

THE CANADIAN GROCER

ROYAL

BRAND

Campbell Bros.



SHIELD

TEAS

& Wilson, Limited  
WINNIPEG

Wholesale Grocers and Packers of "ROYAL SHIELD" Teas,  
Coffees, Extracts, Jelly Powders, Baking Powders, Etc.

New Valencia Raisins now in stock, and large shipments are daily arriving of all kinds of Foreign and Domestic Dried and Evaporated Fruits, Canned Fruits and Vegetables. Get your choice of all the well-known standard brands. Your orders direct or to any of the following addresses will receive careful and prompt attention.

CAMPBELL, WILSON & HORNE, LIMITED, CALGARY  
CAMPBELL, WILSON & SMITH, LIMITED, REGINA  
CAMPBELL, WILSON & ADAMS, LIMITED, SASKATOON  
CAMPBELL, WILSON & HORNE, LIMITED, LETHBRIDGE



ALSO IN TINS OF 10 CUBES

*The Up-to-date Merchant is very  
enthusiastic about*

**OXO**  
CUBES

*He is now turning over much  
more money with OXO Cubes than he ever did  
from any similar preparations.*

*His customers are very satisfied and  
enthusiastic, too.*

Of course both the merchant and his customers know **OXO Cubes**—how good they are in every respect—they have stood all tests.

**OXO Cubes**—first and foremost—meet with great success and popularity. Their success since cubes were first introduced may induce imitators to follow us. Stock and push only the goods that are known and popular. Avoid imitations and consequent dissatisfaction. See that you have full stocks. Through all jobbers. Mail orders receive careful attention.

**CORNEILLE DAVID & CO.,**

TORONTO MONTREAL WINNIPEG  
ST. JOHN, N.B. LONDON, ONT.

## Did You Ever Buy A Bankrupt Stock?

If you did—didn't it make you actually sick to see the shelves full of unsaleable goods—only worth in cash about half what they cost.

The man who bought the stock originally expected to make a big profit. He bought brands, which, if he could have sold, would have paid much more profit than standard, well-known brands.

But—they didn't sell. He not only did not make the profit he expected, but after selling part of each lot found the rest on his hands. They hadn't the quality that brings repeat orders, so, in the course of time, loss of interest and loss of trade forced him into bankruptcy. This is an old, old story being repeated somewhere every day.

The merchant who carries a big stock of slow selling goods loses the profits he should make and often loses his capital, while the merchant who keeps only quick selling, good quality goods turns his stock over often, increases his business, makes quick, clean profits, keeps his credit good by taking his discounts, and adds something to his capital every year.

Red Rose Tea is a quick, sure seller. Will make more profit for you month by month than any tea you can sell.

**T. H. ESTABROOKS CO., Limited**

BRANCHES: { 7 Front E., Toronto.  
315 William Avenue, Winnipeg, Man.

ST. JOHN, N.B.

## To the Manufacturer or Wholesaler—

If it were possible to employ a traveller who could call on thousands of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth \$200, \$300 or \$500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in this paper with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make thousands of calls a week for you at a salary of \$4 to \$8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

MANITOBA MARKETS.

POINTERS.—

Sugar.—Easier.  
Syrup.—Firm.  
Coffee.—Strong.  
Beans.—Easier.

Winnipeg, Nov. 7.—Good steady demand for groceries from wholesalers to retailers is apparent throughout the West. The fair weather which has been prevailing throughout the week enabling the farmers to get their crops threshed has resulted in healthier feeling. As result many of the conservative retailers who have been holding off on account of wet season, are now placing their orders, and wholesalers are busy as ever. Navigation will close in about two weeks and as a result stocks which are generally low at the present time are being rushed forward with all haste from the East before all-rail route will increase freight charges.

Sugar.—The sugar market is reported to be a little easier this week but no reduction has taken place as yet on the local market. Wholesalers refuse to express an opinion on the probable movement as they state they are entirely controlled by southern markets.

Montreal and B.C. granulated, in bbls.....	6 40
" " in sacks.....	6 35
" yellow, in bbls.....	5 50
" " in sacks.....	5 95
Icing sugar, in bbls.....	6 75
" " in boxes (25 lbs.).....	7 00
Powdered sugar, in bbls.....	6 55
" " in boxes.....	6 55
" " in small quantities.....	6 30
Lump, hard, in bbls.....	7 25
" " in 1/2-bbls.....	7 25
" " in 100-lb. cases.....	7 25

Syrup and Molasses.—Syrup remains firm after recent advances and shows no signs of declining as yet. The demand is fairly active as cold weather is setting in, and it is generally during the fall and winter months that bulk of the syrup and molasses trade is conducted.

Syrups—	
24 2-lb. tins, per case.....	2 33
12 5-lb. tins, per case.....	2 68
6 10 lb. tins, per case.....	2 66
3 20-lb. tins, per case.....	2 57
Half barrels, per cwt.....	4 00
Barbadoes molasses, in half barrels, per gallon.....	0 82
New Orleans molasses, half barrels, per gallon.....	0 45
New Orleans molasses, per barrel, per gallon.....	0 47

Dried Fruits.—There is little new in dried fruit situation. Prices are all holding fairly steady. Some of the lines as already reported in these columns are practically prohibitive.

New prunes, Per lb.	Valencia raisins.
90-10's, 25, s.p..... 0 08 1/2	Fine on stocks, 28s,
90-10's, 10s, s.p..... 0 09 1/2	s.p., per box..... 1 75
80-90s, 25s, s.p..... 0 09	Fine selected, 28s,
80-90s, 10s, s.p..... 0 10	s.p., per box..... 1 85
70-80s, 25s, s.p..... 0 09 1/2	4 crown layers, 28s,
70-80s, 10s, s.p..... 0 11	s.p., per box..... 1 95
60-70s, 25s, s.p..... 0 10	4 crown layers, 14s,
60-80s, 25s, s.p..... 0 10 1/2	s.p., per box..... 1 00
4 1/2's, 25s, s.p..... 0 11 1/2	4 crown layers, 7s,
	s.p., per box..... 0 55
	Ne plus ultra, 28s,
	s.p., per box..... 2 30

Evaporated Apples.—The market is reported to be showing a tendency for lower prices, although no reduction has as yet taken place. Quotations are still on the basis to 11 and 11 1/2c per lb.

Coffee.—The tone of the market is every bit as strong as it was last week and an advance in price is looked for daily. At the present this has not as yet occurred on the local market, but it is prevailing opinion that higher prices will be seen shortly.

Coffee, standard Rio. 0 16	Coffee, choice..... 0 16
	Coffee, extra choice... 0 18

Beans and Peas.—The bean market is a

little easier this week as it is reported that farmers have been selling their crops in the east and a fair supply is at the present time available. Many wholesalers have received large shipments lately in order to safeguard themselves against the danger of bringing in supplies over the all-rail route

Beans, 3-lb. picker, per bushel.....	2 45	2 55
Hand picked, per bushel.....	2 55	2 65
Peas, split, 100 lbs.....	2 60	

WEDNESDAY AFTERNOON THE YEAR ROUND

Hamilton R. G. A. Taking Referendum to Determine Opinion of Majority—Some in Favor and Others Not—Which Will it be?

Hamilton, Ont., Nov. 9.—At the regular monthly meeting of the Retail Grocers' Association, a motion of W Waters that the grocers close their stores every Wednesday afternoon at 1 o'clock all year round was brought up for discussion.

This motion has been discussed at the last three meetings of the grocers, but it seems that unless a majority of the grocers agree with the plan it will not be taken up by the association. A number of the grocers were of the opinion that the idea was a good thing, but the question seemed to be whether the grocers, many of whom were not in the association, would look upon the idea in the same light.

It was accordingly decided to send a canvasser around to every grocer in the city to see what the feeling of all the storekeepers was on this question. When the canvass has been completed then some action will be taken. This was the principal item of business of the evening and the meeting adjourned.

President J. A. MacIntosh was in the chair.

THE POOR GROCER.

"If sugar goes much higher, I don't know what we'll do," mourned the anxious housewife. "Do," answered her practical husband, "why, we'll change grocers, of course. We owe this present one about as much as we ought to expect him to stand, anyway."

If you want mince meat that is  
**MINCE MEAT IN REALITY**

as well as in name—write us and we will tell you about our goods.

We have qualities suited for every class of trade and are giving—without a doubt—the best values on the market.

TEST US

Drop us a postal card.

Tell us your wants.

We have—

Tins	Pails	Tubs	Kegs	Bbls.
2 lb.	7 lb.	50 lb.	100 lb.	400 lb.
5 lb.	12 1/2 lb.	70 lb.		
7 lb.	28 lb.			

Also our condensed in cartons.

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

**YOUR GOODS KEPT  
PROMINENTLY BE-  
FORE THE WHOLE-  
SALE TRADE** ❁ ❁



## Manufacturers and Shippers

of Eastern Canada, Europe and the United States who wish to get in right with the trade-increase of booming Western Canada should avail themselves of the facilities and service we offer.

Our five large warehouses at the five main distributing centres of the West enable us to cover the territory in an aggressive and thorough manner.

We have an unrivalled connection among the wholesale trade of Western Canada. May we push the sale of your grocery lines in this territory?

We call daily upon every jobbing house in Manitoba, Saskatchewan and Alberta, ensuring every product we handle being kept prominently before the wholesale trade in a wholly effective way that no other house can offer.

*It's your move*

## Nicholson & Bain

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

Winnipeg, Regina, Saskatoon, Edmonton, Calgary

## A Proposition That Is Worth While

One that will fill your spare time with congenial work---bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

*Write us for terms and full particulars*

**MacLEAN PUBLISHING COMPANY**

143-149 University Avenue,

:-:

TORONTO, CANADA

One of our seasonable  
Specialties

## MINCEMEAT

**"PI-CRUS"** Brand—A specially fine  
grade for fancy trade.

**ROYAL** Brand—put up especially for  
regular trade.

*In all standard packages.*

**"PI-CRUS"** CONDENSED—in car-  
tons 3 doz. to a case.

*No other quite so good!*

**GUNNS** Packers  
Limited Toronto

## MINCE MEAT

Purity is the first consideration in the  
Mince Meat which we offer you.

Fresh Beef, Good Apples and Finest  
Dried Fruits only are used in making it.

The most scrupulous cleanliness is  
required in putting it up.

5-lb. tins; 12-lb., 25-lb. and 75-lb. pails.

MADE UNDER GOVERNMENT  
INSPECTION

**F. W. Fearman Co.**  
HAMILTON LIMITED

Reindeer-Jersey Evaporated Milk  
(UNSWEETENED)



is enriched by evapora-  
tion to the consistency  
of Cream, perfectly steril-  
ized, yet retaining the na-  
tural fresh Cream flavor.  
No smoky taste on  
REINDEER - JERSEY  
BRAND. Ask your  
customers to try it in the  
next oyster stew they  
make and when they re-

order, as they always do, be sure your reserve  
stock of REINDEER-JERSEY BRAND is com-  
plete, as present demand exceeds supply.



Truro,

Nova Scotia

## Roll Bacon

ESPECIALLY MILD CURED.  
AS FINE AS ANY BREAK-  
FAST BACON.

WE ARE MAKING A SPEC-  
IAL CUT IN PRICE AT  
PRESENT.

**THE WM. RYAN, LIMITED**

Pork Packers and Wholesale Produce Merchants

Packing Houses  
FERGUS

70-72 Front St. East  
TORONTO

## Hog Prices Have Turned Upward Again

Slump in Hog Values Checked—Receipts Have Been Smaller—Good Demand for Lard—Butter is Firm Under Reduced Yield and Good Demand—New Laid Eggs in Small Supply—Storage Stock Being Cut Into—Cheese is Quiet.

The slump of the live hog market has received a check, and prices during past week have again been shaping upward. During September and October, the price of the porkers hit the toboggan slide for a total drop of \$2 per cwt., going down to as low a basis as they have reached in two years. This was occasioned by the free delivery, and it was said the farmers were selling off their stock because of the high price of feed. There has, however, been a decrease in supplies during the past week or so, and a keen demand from packers has brought about the firm tendency.

Just whether the smaller receipts are due to the small supply of hogs in the country, or that farmers are unwilling to sell at the low level, is a question. With the high price of feed, it seems as if the present values for hogs were well warranted.

Demand for pork products is on a moderate scale. The consuming demand is fair, while there is also a considerable demand for the heavier lines from mining and lumber camps. Lard is holding quite firm. "As long as butter maintains its present price, I expect to see lard rule firm," is the way one dealer sizes up the situation.

Butter is holding firm too. The high price of cheese has induced the farmer to send his milk to the cheese factory, thus reducing the production of butter. However, with the cheese factories closing, there are some hopes for an increase in the butter market. Demand for this commodity is good.

Eggs are becoming a valuable article of food. With receipts of new laid on a small scale, prices are on the ascent. Storage stocks are being cut into, and a wide swath is being made in these supplies. Some small shipments a short time ago were brought into Canada from Chicago, but the market there has stiffened slightly. The amount of storage eggs in Canada is said to be smaller than last year.

Cheese varies little in either direction. Trade is not overly brisk.

### MONTREAL.

Provisions.—There is a good demand for pork and salt meats. Lard is also moving well, and during the week pure lard was marked up ½ cent, and compound was marked down to the same extent. Cooked and smoked meats are a little easier. Business on the whole is

good, and supplies during the week were fairly easy.

<b>Pure Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 12½
Cases, tins, each 10 lbs. net, per lb.	0 13
" " " 5 " " "	0 13½
" " " 3 " " "	0 13½
Pails wood, 20 lbs. net, per lb.	0 13
Pails tin, 20 lbs. gross, per lb.	0 12½
Tubs, 50 lbs. net, per lb.	0 12½
Tierces, 3.5 lbs. net, per lb.	0 12½
One pound bricks	0 13½
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 09½
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 09½
" " " 5 " " "	0 09½
" " " 3 " " "	0 09½
Pails, wood, 20 lbs. net, per lb.	0 09½
Pails, tin, 20 lbs. gross, per lb.	0 08½
Tubs, 50 lbs. net, per lb.	0 08½
Tierces, 3.5 lbs. net, per lb.	0 08½
One pound bricks	0 10
<b>Pork—</b>	
Heavy Canada short cut mess, bbl. 35-45 pieces	24 00
Bean pork	17 50
Canada short cut back pork, bbl. 45-55 pieces	23 00
Heavy short cut clear pork, bbl.	22 50
Clear fat backs	23 00
Heavy flank pork, bbl.	22 00
Flute beef, 100 lb bbls.	7 50
" " 300	14 50
" " 500	21 50
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 10½
Long clear bacon, light, lb.	0 11½
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 11½
Large sizes, 18 to 25 lbs., per lb.	0 13½
Medium sizes, 13 to 18 lbs., per lb.	0 15
Extra small sizes, 10 to 13 lbs., per lb.	0 15
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 15
" " small, 9 to 12 lbs., per lb.	0 16½
Breakfast bacon, English, boneless, per lb.	0 14½
Windsor bacon, skinned, backs, per lb.	0 16
Spiced roll bacon, boneless, short, per lb.	0 11½
Boiled ham, small skinned boneless	0 24
Hogs, live, per cwt.	6 50
" dressed, per cwt.	9 25

Butter.—Slightly higher prices prevail for creamery and fresh dairy butter. There is a good, steady demand, with the supply showing practically no change. The closing of factories should have the tendency to curtail supplies.

Creamery	0 23½ 0 29
Dairy, tubs, lb.	0 22 0 25

Cheese.—The market remains firm. Factories will be closing here and there, but the tendency is to remain open as long as possible, on account of the good prices prevailing. There is nothing new to report. Conditions are maintained.

Quebec, large	0 16 0 16½
Western, large	0 16 0 16½
" " small, 20 lbs.	0 14 0 16½
Old cheese, large	0 16 0 16½
" " " "	0 13 0 17

Eggs.—A brisk demand for eggs exists and the dearth of new laid has resulted in a steady advance, until now the trade is paying forty cents, and this is only the first week in November. Receipts are fair, but they fail to meet the present demand.

New laid	0 40
Selects	0 28
No. 1	0 25

Honey.—Honey is not stirring any particular interest. There is a good demand, but it is of the average variety.

White clover, strained	0 12
White clover, in comb	0 15
Buckwheat, strained	0 10
Buckwheat, in comb	0 12

Poultry.—There is no change to note in this market. Supplies are coming in freely enough for the present demand.

### TORONTO.

Provisions.—As noted last week, live hogs seem to have reached the end of their tether. Prices this week are higher by about 25 cents per cwt., being quoted at \$6 at country points. The supply was not so free last week, and packers did not get all they wanted.

There is an easier tendency in smoked meats, and some slight reductions have been made. Lard, if anything, seems to be shaping in the other direction. One firm quotes both pure and compound ¼ cent higher. Trade in pork products is fair.

<b>Smoked meats—</b>	
Light hams, per lb.	0 15 0 16
Medium hams, per lb.	0 14½ 0 15½
Large hams, per lb.	0 14 0 15
Backs, plain, per lb.	0 17 0 18
" " pea meal	0 20
Breakfast bacon, per lb.	0 16 0 17
Roll bacon, per lb.	0 10½ 0 11
Shoulders	0 10½ 0 11
<b>Pickled meats—1 cent less than smoked.</b>	
Long clear bacon, per lb.	0 12 0 12½
Heavy mess pork, per bbl.	19 00 20 00
Short out, per bbl.	21 00 22 00
Cooked hams	0 22 0 24
Lard, tierces, per lb.	0 11 0 11½
" " tubs	0 11½ 0 11½
" " pails	0 11½ 0 11½
" compounds, per lb.	0 09 0 09½
Live hogs, at country points	6 00
Live hogs, local	6 35
Dressed hogs	9 00 9 25

Butter.—Butter is higher and firm. There is a good demand, but the amount coming forward is not large. There are some hopes for an increase in the production when the cheese factories close for the season.

Per lb.	
Fresh creamery print	0 23 0 30
Creamery solids	0 27 0 28
Farmers separator Butter	0 26 0 28
Dairy prints, choice	0 25 0 27
No. 1 tubs or boxes	0 22 0 24
No. 2 tubs or boxes	0 19 0 21

Eggs.—Eggs are getting to be a valuable article, and very early in the season too. "New laid hens' eggs are about as scarce as hens' teeth," was the way one dealer spoke. There is a variety of prices being quoted under the scarcity. Storage stocks are being made use of. According to report, the storage stocks are not on any large scale, the amount that was put away this year being said to be smaller than in previous years. This will, no doubt, mean an early call for the imported article from across the line to supply the demand.

Storage eggs	0 24 0 26
New laid eggs	0 30 0 35

Cheese.—There is no change in local quotations. There are no special features bearing on the market to report.

WE BUY

# Poultry

Canadian Produce Co., Limited

113 Jarvis Street  
TORONTO

New cheese—		New twins.....	0 15 0 15 1/2
Large.....	0 15 0 15 1/2	Old Stiltons.....	0 14
Old cheese.....	0 17		

Honey.—The market is holding firm in both clover and dark honey. Trade is fair.

Clover honey, strained, 60-lb. tins.....	0 12
Clover honey, No. 1 comb. doz.....	2 25 2 75

Poultry.—Wholesale dealers have other than kind words to say about the poultry trade. It is not the scarcity of supplies that is causing the trouble, but the quality of the stock arriving, mostly poorly filled out and very thin birds that look far from attractive to the purchaser. There is, at present, quite a flood of supplies on the market, mostly chickens. The following prices are quoted by one dealer for good quality dressed poultry: Fowl, 9 cents to 11 cents; chickens, 12 cents to 14 cents; ducks, 12 cents to 14 cents; geese, 11 cents to 12 cents; turkeys, 20 cents to 22 cents.

"However," he stated, "that is the price for good quality. There are sales as low as 15 cents for turkeys." The following prices are quoted:—

Fowl, live.....	0 6	Ducks, live.....	0 10
Chicken, live.....	0 09	Geese, live.....	0 09
		Turkeys, live.....	0 14

The Canadian Produce Co., quote:—Chickens, over 4 pounds each, crate fed and fat, dressed only, 13 cents per pound; chickens, well fed and plump, 10 cents per pound; ducks, young, 1911 hatched, over 4 pounds each and fat, 10 cents per pound; hens, fat, live only, 6 cents per pound; ducks, old, fat, 8 cents per pound; turkeys, young, over 7 pounds each, well fed and plump, 16 cents per pound; geese, young, over 7 pounds each and fat, 9 cents per pound; pigeons, live only, 20 cents per pair.

#### GROCERY TRADE TALK.

Considerable damage was done to the store and stock of W. J. Connors, grocer, Chatham, Ont., by fire.

The Butler chain of grocery stores in New York City has a total of 200.

A report from St. Louis, says, the First Christian Church, of that city, has entered the grocery business, and will sell to its members and possibly others, securing only sufficient profit to cover operating expenses.

#### COVERING OF OUTSIDE DISPLAY.

London, Ont., Nov. 9.—Retail grocers have secured the defeat in the city council, of a by-law providing for the covering of foodstuffs displayed outside of stores, in order to protect fruit and vegetables and the like from contamination by animals, wind-blown dust, etc.

At this meeting of the council, Ald. Saunders moved the six months' hoist, which carried. A large delegation of grocers was present, and applauded the shelving of the measure.

Friends of the by-law promise to bring it up again.

## Review of the World's Tea Situation

The Consumption of Tea on the Increase—Yield for the Different Producing Sections of World—United States Prohibits Importation of Artificially Colored Tea—Japan Stops its Making—Ceylon's Production Falls off on Account of Drought and Planting of Rubber—Russia Takes More Tea.

An interesting review of the tea situation during the past year is given by a large London, Eng., tea firm, Brooke Bond & Co., Limited. They say that the increase in the consumption of tea throughout the world continues. The demand for British-grown tea is greater now than the supply and prices have been paid this year for common tea which have not been equalled for twenty years. The average price of all tea has also risen considerably.

"Rather more than four years ago, consumption overtook supply. Prices thereupon rose. Since then production has continually increased, but consumption has increased still faster and is now distinctly in advance of supply. We say in advance of supply, rather than of production, because in all probability large quantities of tea are grown and consumed in all the producing countries, particularly in China, of which no record reaches the outside world.

"The proportion borne by the various countries in supplying the world's demand remains much the same as last year, all of them having increased their output except Ceylon.

"By far the greatest part of the tea concerning which we have reliable statistics is grown in India and Ceylon, most of the rest coming from China, Japan and Java. Small quantities are grown also in Natal, Nyasaland, Burma, the Straits Settlements, the Mauritius, Queensland, the Fiji Isles, Brazil and the Caucasus, but are almost entirely consumed locally; some also in Annam, part of which is exported to France.

#### India Increases Yield.

"India produced a record crop during the year 1910-11, her exports up to May 31, 1911, to which date we have official figures, including Southern India, reaching the large amount of 258,384,800 lbs., about 4,000,000 lbs. more than during the preceding twelve months. It seems probable that when we see returns for the twelve months ended Sept. 30, we shall find that the increase is even greater, and that the crop of 1910-11 is as much as 15,000,000 lbs. ahead of that of 1909-10.

"The area under tea in India has not much increased during the year; the difficulty of obtaining coolies is so great that most planters now devote their attention rather to increasing the productive power of the existing gardens than to extending their area.

#### Deficit in Ceylon.

"Up to the end of 1910 the total export from Ceylon had fallen over ten million pounds. During the early months of this year it recovered considerably, but not sufficiently to bring the total nearly up to the record output of 1909-10, which was very little short of 192,000,000 lbs. The deficit is attributed largely to the drought and partly to the great attention given to rubber. Some experts think that with favorable climatic conditions the output of the island will remain at about the same level for some years to come, for although the increase in rubber planting tends to reduce the area under tea, better cultivation increases the yield. Also there is much high ground in Ceylon very suitable for tea, where rubber cannot be grown. About 61 per cent. of Ceylon's crop goes to the United Kingdom, the rest mostly to Australia, Russia and America.

"The great feature of the year with regard to British-grown tea, both Indian and Ceylon, is the immense increase in direct shipments to foreign countries, particularly to Russia. Many Russian merchants who formerly made their purchases in London, now buy almost entirely in Calcutta and Colombo.

"Owing to the drought it is probable that the output of Natal tea will be about 50,000 lbs. less this year than last, viz.: 2,042,000 lbs. instead of 2,092,000 lbs. The demand for this tea increases steadily. If the output were doubled, the whole would probably easily be consumed in South Africa.

"It is estimated that there are about 20,000 acres of land in Nyasaland suitable for tea growing, of which about 600 are at present under tea, while there is an interesting demand for land round about the existing gardens. Last year's output was about 56,000 lbs. The aroma and flavor of the tea are said to be very good, superior to low-country Ceylon.

#### Large Exports From China.

"Exports from China increased on the whole during the year. Shipments to the United Kingdom and to Russia rose, but the United States took 23 per cent. less green and 71 per cent. less black tea than during the preceding year.

"The trade with the United States has been affected by the new regulations, which came into force May 31st, 1911,

(Continued on page 56.)

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Contains no Alum and conforms to the high standard of Gillett's Goods.

**E. W. GILLETT COMPANY LIMITED**

TORONTO, ONT.

Montreal

Winnipeg



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We are safe in saying that it will be worth a considerable amount to you if you determine to sell the best of goods all the time.

#### Macaroni Vermicelli

("SWALLOW" BRAND)

should be stocked and pushed right now. You know the reason.

Make a point of asking for "Swallow" (In French, Hironnelle) when ordering from your wholesaler. You will get quality goods by specifying this brand.

**The G. H. Catell Company, Ltd.**  
MONTREAL CANADA

### An Introduction

We want to become acquainted with you, Mr. Grocer, because we have a number of steady selling and profitable lines which you will be interested in.

#### Italian Concentrated Tomato Extract

This is the finest canned food product imported into Canada. We say the finest because they bear the names

**E. R. Cole and Bertolotto**

Italian Peeled Tomatoes, Peas, Artichokes and String Beans. The latter, our excellent Beans, are canned, and a veritable delicacy.

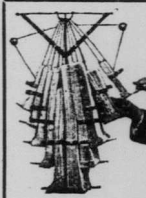
#### Your Further Attention

is directed to our stocks of Roman, Parmesan, Gorgonzola, Cacicavallo and Swiss Cheese.

Imported Macaroni, Olive Oil (famous Bertolli and Invictus marks), Black and Green Olives, Green Fruits and Nuts of all kinds.

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The **BROWN** is the  
**Perfect** Bag Holder

Size required can be seen  
at a glance.

Handy, saves time and  
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For sale by jobbers every-  
where. Ask your jobber  
or write

**The Brown Manufacturing Co.**  
CRESTON - IOWA, U.S.A.

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#### *Venison Exporters*

CORRESPONDENCE INVITED

**ROBERT ISAAC, Ltd.**  
23 Gt. CHARLOTTE ST.  
LIVERPOOL, England

CANADA: No better Country

MOTT'S: No better Chocolate

**“Elite”**

true to its name, the best cooking and drinking chocolate made.

**Diamond**

nothing better for eating in this style is made anywhere AND IN ADDITION good profits to the retailer.

Ask your jobber.

**John P. Mott & Co.**  
Halifax, N.S.

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Jos. E. Huxley Winnipeg  
Tees & Perse Calgary  
Johnston & Yockney Edmonton  
Frank M. Hannum, Ottawa

**BISCUITS**  
from the Old Country

Notice to Grocers and Stores in Canada

**M<sup>c</sup>VITIE & PRICE**

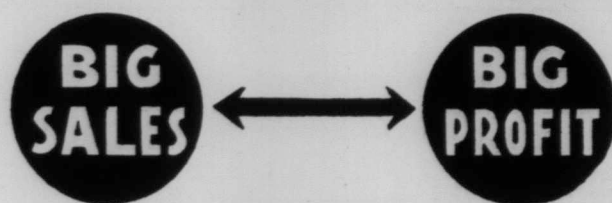
are now sending regular supplies of their biscuits to Canada.

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

All goods packed in hermetically sealed tins.

AGENTS: Manitoba and Saskatchewan  
**RICHARDS & BROWN, James Street, WINNIPEG**

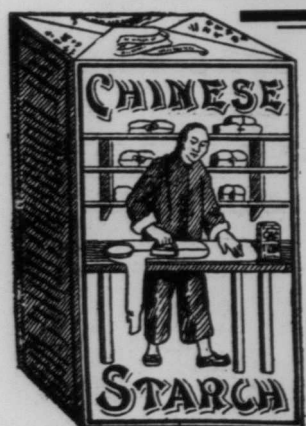
Ontario and Quebec:  
**W. G. PATRICK & CO. :: TORONTO**



For every grocer who is handling **BJELLAND'S**  
**Smoked Herrings in Bouillon**

Your Particular Customer will welcome your recommendation to try this line! None but small selected, summer-caught herrings are canned in these patent tins, and none but pure delicate spices are used. Scrupulous care and cleanliness are observed in the various processes, and the line leaves a 'real' good margin of profit for YOU. Try a case. Ask your wholesaler.

**JOHN W. BICKLE & GREENING (J. A. HENDERSON) HAMILTON**  
Canadian Agents



**Chinese Starch**  
The Starch For Beautiful Work

Develop your starch trade by featuring the starch which gives complete satisfaction. "Chinese" is the starch that customers are so pleased with, that they keep on re-ordering it.

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## Brisk Routine Trade in Flour

But There is Said to be Little Buying Ahead—Export Trade Quiet—Locals Cannot Compete With English Mills, Which get Big Price for Offals and Sell Flour Lower—Western Wheat Coming Forward Freely, but Grading Low.

Flour remains at the same level as a week ago, while cereals are also unchanged. Those dealers who are giving the necessary efforts to these commodities are finding results gratifying. The season is favorable for the sale of these lines.

With visible supply of wheat showing substantial increase, and with bearish conditions elsewhere, wheat market in Canada shows easier tone. However, this has not any marked bearing on flour, as this commodity has not been following the raw material in its ascent of late. There have been some complaints heard previous to this easiness, that flour was not in keeping with the price of wheat. Although wheat is pouring freely from western points, it is grading low, so that good milling wheat is not plentiful.

A good routine trade in flour is in evidence locally. However, on the whole, as reflected from reports, it would seem that there is not a great deal of purchasing ahead. Experiences of last year do not encourage dealers to take out contracts, as market eased off a good deal after many had booked orders last season.

"Millers are just as glad that there is less buying ahead," stated one, "as there have been efforts expended to do away with long contracts. No matter which way market goes, the miller gets the short end of the string. If flour goes up, he has to carry out his contracts, while if it goes down, he is generally forced to sell at the lower price."

Export trade in flour is quiet. Bids are out of line, exporters being unable to compete with English mills, which get big price for offals, and can afford to sell flour lower. Germany has been a big buyer of bran and shorts from England, as well as taking considerable from Canada. They have also been taking oat by-products, but enquiries are less brisk of late.

### MONTREAL.

Flour.—The flour market during the week has been without development. The volume of business is encouraging, but there is no improvement in the foreign demand for spring wheat grades. The retail trade are showing more flour windows than usual, and are undoubtedly increasing their trade in this staple.

Winter wheat patents, in bags	4 80
Straight rollers, in bags	4 90
Manitoba 1st Spring wheat patents, in bags	5 60
" straight patents, in bags	5 10
" strong bakers, in bags	4 90
" second, in bags	4 40

Cereals.—Rolled oats and cornmeal are

in good demand. Trade is uneventful, and prices are unchanged, and are well maintained. The market is steady and appears to have staying power.

Fine oatmeal, bags	2 86
Standard oatmeal, bags	2 86
Granulated oatmeal, bags	2 86
Bolled cornmeal, 100 bags	1 75
Rolled oats, jute bags, 90 lb	2 60
Rolled oats, cotton bags, 90 lb	2 65
Rolled oats, barrels	5 45

### TORONTO.

Flour.—This week has brought about no change in flour, as far as the commodity itself is concerned. The ruling price for 1st patents in car lots is \$5.50 per barrel. With wheat pouring into Winnipeg from all directions and with bearish news abroad, assisted by a decline in wheat prices in Chicago, there is a little easier feeling. However, the bearing on flour is not very marked at the moment at least.

Firmness continues in Ontario wheat. There is little being offered. Farmers are feeding it, finding it profitable with the high price of other grain to do so.

A good routine trade is being done at home, but the export trade is quite quiet.

Manitoba Wheat	
1st patent, in car lots	5 50
2nd patents, in car lots	5 10
Strong bakers, in car lots	4 90
Feed flour, in car lots	3 00 3 20

Winter Wheat.	
Straight roller	4 20
Blended	4 50 5 01

Cereals.—The situation in cereals is practically a repeat of last week. There is a general steadiness in market conditions. The opinion has been expressed that there is not likely to be any change this side of the new year. A good trade is reported.

Rolled oats, small lots, 90-lb. sacks	2 60
Rolled oats, 25 bays to car lots	2 50
Standard and granulated oatmeal, 95-lb. sacks	2 84
Rolled wheat, small lots, 100-lb. barrels	2 90
Rolled wheat, 5 barrels to car lots	3 75
Cornmeal, 100-lb. bags	2 00
Rolled oats in cotton sacks, 5 cents more	

### EXPORTS FALLING OFF.

Canadian exports of bacon, hams, butter and cheese, in spite of the general development in the farming industry have been dropping back in the past few years. However, the fact that the population, and accordingly the home demand has been increasing, has to be considered. Here are the exports in these lines for the past four years:—

	Bacon and hams	Butter	Cheese
1908	\$11,161,628	\$1,068,703	\$22,887,237
1909	8,835,444	1,521,436	20,384,666
1910	6,848,245	1,010,274	21,607,692
1911	8,526,432	744,288	20,739,507



## Is Your Gun Loaded ?

Have you a well assorted stock of Mooney's Biscuits to take care of the popular demand resultant from the unparalleled excellence of every biscuit.

The other fellow's gun is loaded and it is poor policy on your part to send custom to his store when you can easily retain it by stocking the goods asked for.

The matter of buying biscuits must be gone into carefully. The quality of our goods and the service we give will stand prominently among all others.

Have a Trial  
Order Sent  
T O - D A Y

## The Mooney Biscuit and Candy Co., Limited

Stratford, Ont. Winnipeg, Man.

BRANCHES AT HAMILTON, OTTAWA  
SYDNEY, C.B. HALIFAX, N.S.  
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## MAPLEINE

(THE FLAVOR DE LUXE)

Sells  
Satisfies  
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Sells Again

Order a supply from your  
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The Crescent Mfg. Co.  
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When writing advertisers kindly mention having seen the advertisement in this paper.

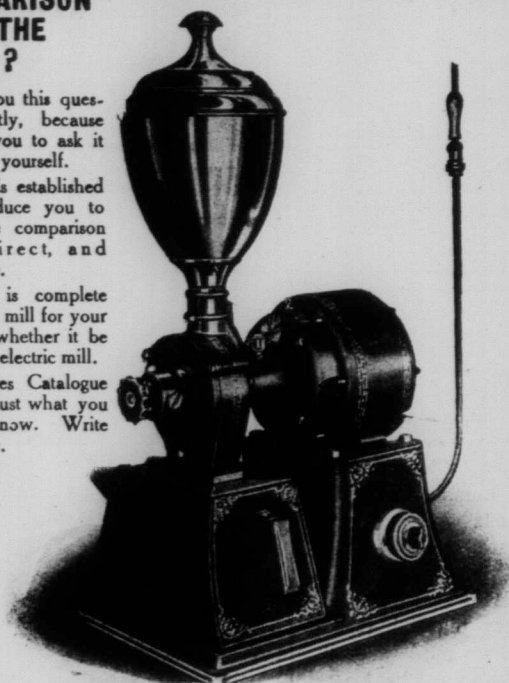
**WHAT HIGHER PRICED MILL CAN WITHSTAND  
COMPARISON  
WITH THE  
COLES ?**

We ask you this question bluntly, because we want you to ask it bluntly of yourself.

Our case is established if we induce you to make the comparison sharp, direct, and immediate.

Our line is complete and has a mill for your purpose, whether it be a hand or electric mill.

The Coles Catalogue tells you just what you want to know. Write for it now.



**COLES MFG. CO., Philadelphia, Pa.**

AGENTS—Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Eby, Blain, Limited, Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

**Tea Lead**

*(Best Incorrodible)*

**"Pride of the Island"**

Manufactured by **BRAND**

**ISLAND LEAD MILLS, LIMITED**

Tel. Address: "Laminated," London. **LIMEHOUSE,  
LONDON, E., ENG.**  
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Canadian Agents **HUGH LAMBE & CO., TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL**



The Shreds Sell McLean's

**"WHITE MOSS"  
COCOANUT**

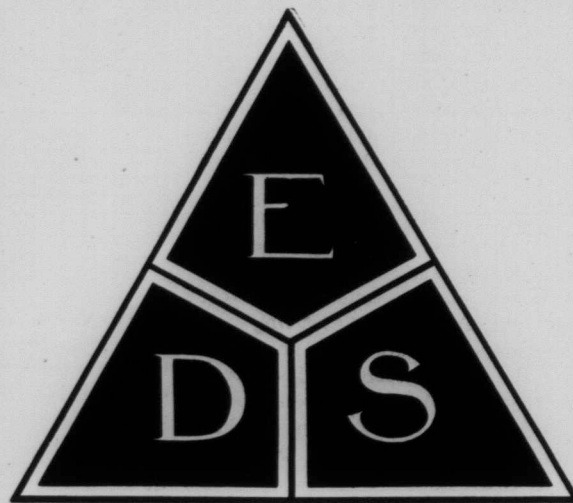
Not Ground—but Stripped  
**COCOANUT**

from extra select cocoanuts, full flavor.

**CANADIAN COCOANUT CO.**

Sole Makers, Montreal

**The Hall-Mark of Purity**



**PRESERVES**

The popular verdict on all lines of "E. D. S." Preserves is one unvarying recognition of their composition and excellence of their flavor. Here's a line, Mr. Grocer, to handle and recommend. The public want pure food-stuffs, and you can fill the bill every time by supplying them with "E.D.S." Brand.

We have created a brisk demand through our extensive advertising in newspapers, magazines and street cars. Beautiful illustrations of samples of "E. D. S." Preserves with the words: "Preserved Purity—a proper term to express the quality of these superb products"—has elicited much admiration for these products and the demand is bound to follow.

Secure the stock—and be ready to supply your customers' wants. The profit is good.



MADE BY

**E. D. SMITH**

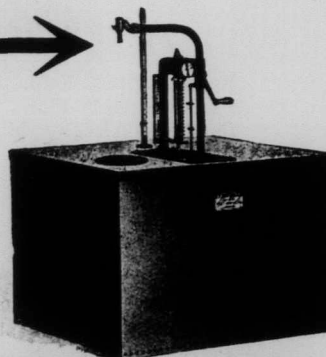
At his own Fruit Farms  
**WINONA, ONT.**

AGENTS:

NEWTON A. HILL, Toronto.  
W. H. DUNN, Montreal.  
MASON & SHICKEY,  
Winnipeg.  
R. B. COLWELL, Halifax, N.S.  
J. GIBBS, Hamilton.



A Good  
**Profit**  
on Kerosene for  
The Grocer



That is what you secure when you buy a

**Bowser Self-Measuring System**

**T**HINK of the convenience of simply hanging the can on the nozzle to get a gallon of gasoline or kerosene. The pump measures it, counts the gallons and shows the charge.

Your Requirements Regulate the Price  
Sizes and Styles to meet all conditions

It's as good as an extra clerk but it doesn't cost so much. No measures—No funnels—No dirt—No danger—No contamination of other articles.

Saves Time, Space and Profit. It is the best investment you can make any way you look at it.

Drop a card NOW—It will bring our Illustrated Book on Self-measuring Oil Tanks FREE

S. F. BOWSER & CO., Inc., 66-68 Fraser Ave. Toronto

**Apples! Apples!**

GEORGIAN BAY DISTRICT

WE are putting up between seven and eight thousand barrels of apples in the

**Georgian Bay District**

The Quality is No. 1

We invite correspondence as to price on car-load lots.

WRITE AT ONCE

**Lemon Bros.**

Owen Sound, Ontario

53 Highest Awards in Europe and America

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



Registered Trade-Mark

of all Pure Food Laws.

**Walter Baker & Co. Limited**

Established 1780

Montreal, Can. Dorchester, Mass.

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

**Why Lose Money on Credit Business?**

There's ONE system that will put the credit customer on practically a cash basis, and please him well besides.

**Allison Coupon Books**

Increase your profits by eliminating loss and "bad debts," slow collections and errors.

HERE'S HOW THEY WORK!—



For sale by jobbers everywhere.

**Allison Coupon Company**  
INDIANAPOLIS, IND.

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

**Headquarters for  
Maple Flavor**

Henderson's Tri-Maple Flavor is the best there is made in Maple Flavor. A good seller and repeat order producer.

Sold in bottles or in bulk.

Let us quote you prices and submit sample.

**THOS. HENDERSON**

Manufacturing Chemist  
86-88 Fulton St., - New York

**W. A. JAMESON  
COFFEE CO.**

Importers and Roasters of High Grade Coffees.

Manufacturers and Proprietors of "Feather-Light" Brand Baking Powder

We also carry a full line of TEAS, SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.  
VICTORIA, B.C.

Mention this paper when writing Advertisers.

## Calm After Rush of Domestic Fruits

Breathing Spell for Fruit Men After Flood of Summer and Fall Business—More Attention to Imported Lines—Oranges in Demand—Already Making Plans for Christmas Trade—New Crop Florida Oranges and Messina Lemons Arrive—Good Trade in Apples.

The fruit men are now being afforded a breathing spell after the long continued rush in evidence during the domestic fruit season. This is not to be taken to mean that trade is slack but there is not same rush as was experienced during abundance of domestic lines. Business in these lines is practically over, with the exception of apples and a few belated lots of pears and grapes in some sections. The period around Thanksgiving and Hal-low'e'en was pleasing to dealers in the amount of trade transacted. Now the wholesalers are beginning to plan for the next special occasion, that of Christmas, previous to which there is always a big trade in fruits.

The shipment of late Valencia oranges from California is decidedly on the wane. From Nov. 1 of last year to October 23, shipment of oranges out of Southern California amounted to 36,725 cars as compared with 25,256 to Oct. 21 of previous season, so that size of the last crop in that state can be judged. Florida oranges are now coming to eastern Canadian markets. Navels from California will not arrive until around Dec. 1st, being somewhat delayed by the new United States law preventing shipment of immature fruit. Supplies will, however, be plentiful for Xmas trade.

New crop Messina lemons have also arrived. There are still some old crop Verdelli in stock, but in general this line is said to have been fairly well cleaned up.

Canadian apples are just now receiving a good deal of attention. There is a big export to European countries from the Eastern Provinces.

### MONTREAL.

Green Fruits.—The market is steady but without any particular feature. Oranges are receiving much more attention than of late; apples are naturally receiving a large share of attention, in fact Canadian apples are out in front as far as interest goes, with grapes receiving a good share of the trade.

Apples—	Lemons.....	4 50
Spies.....	Limes, a box ..	1 25 1 50
Fameuse.....	Oranges—	
Baldwins.....	Valencia.....	5 50 8 75
Bananas, bunch..	Jamaica, box ..	2 75 3 00
Bananas, crated..	Sorrento.....	3 25 3 80
Cocoanuts, bears.	Mexican.....	2 75 3 00
Grape fruit, Florida, case.....	Pears, California.	3 00 3 50
Grapes, Almeria, per bag.....	Pineapples—	
Grapes, Cal., box	Florida, case ..	3 25 4 80
2 50 2 75	Flums, California box.....	1 50 2 00

Vegetables.—Celery is asked for con-

siderably just now and is in good condition. Cabbage and carrots are also in good demand. Potatoes are steady. The colder weather means more cooking and more vegetable soups these days, hence one reason for the heavier business. Cranberries are very firm.

Beans, green, hamper	3 00	Canadian lettuce	
Carrots, bag.....	0 90	per doz.....	0 45 0 50
Cabbage, doz.....	0 75 0 80	Onions—	
Celery, doz.....	0 50 0 60	Spanish, crate ..	3 75 4 25
Cranberries, Cape		Canadian reds,	
Cod, bbl.....	9 00 9 50	100 lbs.....	3 00
Cranberries, N.S.	7 50 8 00	Sweet potatoes,	
Cucumbers, doz.....	0 60	per basket.....	1 75
Garlic, 2 bunches ..	0 25	Montreal potatoes, new, bag,	1 15 1 20
Green Peppers, bushel basket	1 75 2 25	Tomatoes, Canadian, box.....	0 60 0 75
Looks, doz.....	1 50 1 75		

### TORONTO.

Green Fruits.—First shipments of new crop Messina lemons have arrived. They are of quite good quality and quoted at \$4. There are still some old crop Verdelli on the market. New crop Florida oranges have also arrived but are reported a little on green side. There are also some South America navels on this market at \$3.50 to \$4.50 per box. Navels from California will be held back this year on account of the United States law preventing the shipping of immature fruit. They may probably arrive around the first of the month. Trade is on a moderate scale.

Bananas.....	1 25 1 75	Grapes, Almeria	
Lemons—		per bag.....	5 50 6 50
Verdelli.....	4 00 4 50	Canadian pears,	
Messina, new crop ..	4 00	11-qt. basket..	0 75 0 50
Limes, box.....	1 50	Grapes, small... 0 25 0 30	
Oranges—		Grapes, California box.....	2 00 2 25
S. Am. navels ..	3 50 4 50	Cranberries,	
Florida.....	3 50 4 00	Cape Cod, brl. ....	8 50 9 00
Late valencias ..	5 00 5 50	Can. tomatoes, 11-qt. baskets.	0 15 0 25
Can. tomatoes, 11-qt. baskets.	0 15 0 25	Snowapples, brl. ....	2 25 4 00
Grapefruit, case	5 50 5 75	Pineapples, case.	3 25 3 75

Vegetables.—Valencia onions are coming along freely and are offered in both cases and half cases.

Potatoes as suggested before are a little firmer. Prices in New Brunswick have been on the ascend, and with the small crop in Ontario those farmers who have stock are holding firmly. The scarcity of supplies in many of the rural districts of Ontario has forced the importation of large quantities from the eastern provinces.

Cabbage are now quoted as low as 50c per dozen.

Canadian beet,		Onions—	
per bag.....	0 75	Spanish, case..	3 50 3 75
Cabbage, Canadian, dozen.....	0 50 0 65	Spanish, 1/2 cases..	1 85
Carrots, bag.....	0 65	Canadian, 75-lb. bags.....	1 85
Celery, per doz.....	0 40	Potatoes, N. B. stock, bag.....	1 30
Cauliflowers, ds. 0 60 0 75		Potatoes, Ontario, bag.....	1 20
Green peppers, basket.....	0 30 0 35	Sweet potatoes, barrel.....	4 00 4 50
Parsnips, bag.....	0 25	hamper.....	1 50

**Cape Cod Cranberries**  
**N.S. Cranberries**  
**Florida Grape Fruit**  
**Almeria Grapes**  
**New Figs,**  
 Finest pack imported.  
**Jersey Sweet Potatoes**  
**Late Valencia Oranges**  
**Lemons, Nuts**  
 of all kinds.  
**Spanish and**  
**Domestic Onions.**

McWILLIAM  
**Mc. AND E.**  
 EVERIST

25-27 CHURCH ST. TORONTO  
 are Largest Receivers

## THE

Lemon that gives satisfaction is the Lemon that makes you money. It isn't hard guessing that the Best Lemons are the satisfaction givers.

THE  
**B. L. O. E.**  
 (Best Lemons on Earth)

**"St. Nicholas"**  
 and  
**"Home Guard"**  
 FILL THE BILL

**J. J. McCABE**

AGENT

TORONTO, : : ONT.

**WINDOW BROUGHT NEW CUSTOMER.**

"Your window looked attractive, so I came in," announced a woman to a Toronto grocer the other day. "I have just moved into this district and I will deal with you regularly if things are satisfactory."

**Fresh Tomatoes All Winter**  
("CROWN" BRAND)

Mr. Grocer, after Nov. 15th we can supply you with the choicest tomatoes all winter, brought direct from the sunny gardens of the West Indies, and at more reasonable prices than your jobbers can quote.

**Not "Hot House" but "Open Air"**

Every crate carefully inspected and each tomato guaranteed to be in perfect condition.

WE CAN QUOTE YOU WEEKLY DELIVERIES UP TILL END OF MARCH.

Remember, when dealing with us, you have no loss through decay or crushing of goods.

Write

**WEST INDIES FRUIT CO.**  
30 William Street, Montreal

**LONG ISLAND NATIVE OYSTERS**

In sealed tins, 1, 3 and 5 gallons. Oysters of delicious flavor—large, clean and appetizing.

HADDIES, CISCOES, BLOATERS  
FRESH, FROZEN AND SALTED FISH

**WHITE & COMPANY, LIMITED**  
TORONTO and HAMILTON  
WHOLESALE FRUIT AND FISH

FOR—

**"Green Mountains,"**  
**"Delewares"**

or other varieties of

**POTATOES**

for SEED or  
TABLE USE.

Bags or bulk in Cars.

Wire or Write

**Clements Company,**  
LIMITED  
ST. JOHN, - - N.B.

**CRANBERRIES**

Extra Fancy Jerseys--Long-Keepers

**MALAGA GRAPES**

Heavy pack--sound fruit--fine eating

New Nuts New Figs New Dates  
Lemons Grape Fruit Bananas

**HUGH WALKER & SON**  
Established, 1861  
GUELPH, ONT.

**All Ripe Oranges are Good, but  
Florida Oranges are Best of All**

Parson Brown variety is the earliest and sweetest orange known. Order

**"PARSON BROWN" FLORIDAS.**

**W. B. Stringer**

THE RED MARK

**FLORIDA**  
CITRUS EXCHANGE

ON EVERY BOX

If you do not have Parson Brown, packed by the Florida Citrus Exchange, you have not the best.

**Dis. Manager**



# Fish - Oysters



## List of Frozen Fish About Complete

Everything in Readiness for the Winter's Trade—Fishing Season has Been Extended Ten Days—Trade Will Soon Turn From Fresh to Frozen Varieties—Haddies More Plentiful—Good Season for Dealer to Push Oysters.

Several lines of fresh fish are practically done for the season and the frozen article is being turned to. The fishing season has, however, been extended for an additional ten days so that the fresh article in some lines will be received for so much longer while the total catch for the season will be enlarged.

The list of frozen varieties is about completed and everything is in readiness for the winter's trade. There is a good movement already. A brisk demand for smoked and prepared fish is in evidence. Haddies are more plentiful and a little easier in price.

Trade in oysters is good. This is a good season for their sale and they should be given attention by the dealer.

### QUEBEC.

Montreal.—Fresh halibut is practically done for the season and during the winter supplies will be of the frozen variety. B.C. salmon continues scarce; frozen salmon is now coming forward but the supply is limited and the price is a little firmer. Cod and haddock are arriving more freely.

There is a brisk demand for smoked and prepared fish. Haddies are a little easier in price and are more plentiful. Large kippers are scarce but medium are in good supply. The oyster season is bringing a good trade. The price of solid meats (select) are down ten cents a gallon. Standards were reduced five cents last week. This is the right time to boost oysters.

FRESH	
Bluefish, per lb. ....	0 12
Dressed perch, per lb. ....	0 10
Dressed bull-heads, per lb. ....	0 10
Eels, fresh, each	0 25
Flounders, per lb. ....	0 08
Mackerel	0 12
Haddock, per lb. ....	0 05
Herring, each	0 03
Steak cod head- less, per lb. ....	0 06
Halibut, per lb. ....	0 12
Salmon, Caspe.	0 12
Sea trout	0 10
Sea bass, per lb. ....	0 12
Smelts, fancy	0 10
Lake trout, lb. ....	0 10

FROZEN	
Haddock	0 04
Halibut, per lb. ....	0 09
Pike round lb	0 06
Pike, dressed & headless, lb. ....	0 07
Steak cod	0 05
Mackerel	0 10
Dore or Pickrel	0 08
Round red salmon	0 10
Caspe salmon	0 12
Qualla salmon	0 09
No. 1 Smelts, boxes, 10 and 15 lb. each.	0 07
Whitefish, large, lb. ....	0 09
Whitefish, small	0 06

PREPARED FISH	
Boneless cod, in blocks or packages, per lb. ....	7, 8, 10, 11 12
Strip cod, boneless, 30-lb. boxes, per lb. ....	0 12
Shredded cod, 2 doz. in box, per box	2 00
Skinless cod, 100 lb. case	6 50

SALTED AND PICKLED	
New green cod, med- ium, per lb. ....	0 04½
New Labrador her- ring, per bbl. ....	5 50
New Labrador her- ring, per half bbl. ....	3 00
Labrador sea trout, bbls. ....	12 00
Labrador sea trout, half bbls. ....	6 00
No. 1 mackerel, pall. ....	2 00
No. 1 mackerel, bbls. ....	8 00
Scotia herring, No. 2, bbl. ....	6 00
Lake trout, half bbl. ....	6 00
Choice mackerel, half pall. ....	2 00
Salmon, B.C., red, bbl. ....	14 50
Salmon, B.C., half bl. ....	8 00
Salmon, Labrador, bl. ....	15 00
Salmon, Labrador, half bl. ....	8 00
Salmon, Labrador, tros, 300 lbs. ....	21 00
Salt eels, per lb. ....	0 07
Salt sardines, bbls. ....	6 00
Salt sardines, ½ bbls. ....	3 50
Sea trout, ½ bbl. ....	6 50
Sea trout, bbls. ....	12 00
Scotch herring, ....	6 00
Scotch herring, keg. ....	1 00
Holland herring, ½ bl. ....	8 50
Holland herring, keg. ....	6 75

SMOKED	
Smoked eels, per lb. ....	0 10
Bloaters, large, per box	1 10
Haddies, fancy, 15-lb. boxes, per lb. ....	0 07½
Fillets, fancy, 15-lb. boxes, per lb. ....	0 10
Herring, new smoked, per box	0 18
Kippers, (fancy, large) per box	1 25
Kippers (small)	1 00
Smoked eels, per lb. ....	0 10

SHELL FISH	
Oysters, choice, bulk, Imp. gallon	1 40
Oysters, bulk, selects	1 60
Oysters, fancy cape, large bbls.	9 00
Malpeque Oysters, per bbl	6 00
Solid meats—Standards, gal., \$1.70; selects, gal., \$1.50.	12 00

### ONTARIO.

Toronto.—The season for fresh fish, which generally closes on Nov. 1, has this year been extended for an additional ten days, so that there will be supplies coming forth for that much longer period. On the whole the catch of fresh fish this fall has been quite fair.

Latest addition to the list of frozen fish is red salmon, both headless and dressed as well as round, which is now in from the coast. This practically completes the list and everything is in readiness for full flood of winter fish business.

It is already off to a good start, there having been good run of trade, while the cooler weather and the approach of Advent will tend to bring about a still greater business.

Digby smoked herrings are now in and quoted at \$1 per bundle.

FRESH CAUGHT FISH	
Steak cod	0 07½
Fresh halibut	0 09
Perch	0 06
Fresh trout	0 09
Fresh caught white	0 12
Fresh caught herring	0 05
Haddock	0 06

FROZEN FISH	
Gold eyes	0 06
Pike	0 06
New Pink sea salmon	0 09
Whitefish	0 10
Red salmon, headless and dressed	0 11
Red salmon, round	0 10
Sea herring, lb.	0 04½
Sea herring, 56-lb. bbl	2 25
Mackerel, lb.	0 12
Mullets	0 04
Bluefish	0 12
SMOKED	
Kippers, per box 1 25	1 35
Bloaters, per box	1 25
Finnan Haddie, lb 08	0 09
Digby herring, bundle	1 00
Cod, Imperial	0 06½
Quail-on-toast	0 07
Fillets of haddie	0 12
Casces, basket	1 25
PICKLED	
Lake herring, per keg	4 00
Oysters, selects, gal	1 75
Oysters, standards, gal	1 65
Labrador her- ring, bbls	6 00
Labrador her- ring, half bbls	3 25

### FINE NEW BRUNSWICK APPLES.

St. John, N.B., Nov. 7.—That New Brunswick can compete favorably with other provinces in fruit raising was the unanimous verdict of all who paid a visit to the annual fruit exhibition in St. Andrew's rink this week, for the display of fruit of different kinds from all sections of the province was far beyond expectations of great majority of those who attended convention. Some of the apples shown will be sent to Ontario to be exhibited there, and it is believed they will warrant special and distinctive honors. The members of board of trade were visitors at the rink one evening, and were enthusiastic in praise of the remarkably fine display of apples.

T. H. Estabrooks, the president, considered the show much better than last year, and said that one of his keenest regrets was that the whole thing could not be sent to England. He was of the firm belief that fruit raising would become one of the chief industries of the province. The board and several of the leading merchants in different lines of business contributed cash prizes for the various displays.

Prof. Macoun, of the Government service, Ottawa, said that the exhibition was the best he had seen in the Dominion outside of Toronto.

### TRADE IN APPLES WITH GERMANY

A big trade with Germany in Nova Scotia apples has been opened up this season. Hitherto the apple exports from Halifax have been exclusively to London, Liverpool and Glasgow, but chiefly to London. The British ports have already this fall taken about half a million barrels. Hamburg for the first time has taken apples from this province the exports so far this season being about eighty thousand barrels, and shipments will continue.

### NEED FOR PUBLICITY.

William Jennings Bryan said in one of his economic lectures: "The merchant who tries to attract business without advertising is like the fellow who throws to his sweetheart a silent kiss in the dark—he knows what he is doing, but nobody else does."





## Order by Phone, Wire or Letter

We'll look after any orders or inquiries most promptly. Whether you order or not we'll be glad to see a letter from you asking us for instructions on the best methods of running a Fish Department. You'll be surprised how easily it can be done. In the meantime, here are a few lines for your consideration :

**"Canada" Brand Pure Boneless Cod Fish**

You have a wide range to choose from. We take care that the goods are O. K.

CANADA TABLETS, 20 1 lb. Tablets.  
 CANADA STRIP, 30-lb. Boxes, Whole pieces.  
 CANADA CRATE, 12 2-lb. Boxes.  
 COD BITS, 25-lb. Boxes, Bulk and SKINLESS FISH.  
 MARINER BRAND, 25-lb. Boxes, Bulk.

**Boutillier's SMOKED FILLETS**

We've been talking to you for some time now about these Fillets. You understand that they are "head liners," but you have not ordered yet. That's why we are talking to you again.

**"Ocean" Brand Haddies, Kippers and Bloaters**

These are the same choice goods that have been selling and will sell in the best stores to-day. You want them.

We Offer for Immediate Shipment by Carload  
**NEW FAT JULY SALT HERRING**

WRITE

**Halifax Cold Storage Co., 47 William St., Montreal**

# "COAST-SEALED" OYSTERS

Firm and full-flavored—All over four years old—Refrigerated at a low temperature—Grown on our own grounds—Every container sealed at the coast—Shipped to you in the sanitary "Coast-Sealed" carriers, properly refrigerated all the way.

**Selling "Coast Sealed" Oysters is the surest way to boost your Oyster sales. Send us a trial order, or write us for particulars.**

## Connecticut Oyster Company,

Canadian Branch—

50 Jarvis Street, Toronto, Ontario

FATTENING GROUNDS AT :

Greenport, L.I.; Peconic Bay, N.Y.; Rockaway, N.Y.; Sakonnet River, R.I.; Narragansett Bay, R.I.; Warwick's Point, R.I.

**REVIEW OF THE WORLD'S TEA SITUATION**

(Continued from page 46.)

forbidding the importation of artificially faced or colored teas, of which until this year about 15,000,000 lbs. have been annually shipped to the States from Shanghai. In spite of the publication of this law, about 40,000 chests of colored tea were manufactured and sent to Shanghai for exportation. Some of it was actually shipped to the States, but was rejected as impure. It has been suggested that possibly the manufacturers did not take the prohibition seriously, or thought that the authorities would be induced to relent.

"The production of tea in Java increases steadily, though not rapidly, but the total output is still so small compared with that of India and Ceylon, that it does not make much difference so far as satisfying the world's demand is concerned.

**Non-Color Law in Japan.**

"Exports from Japan increased during the year, but to no great extent. When the United States passed the law forbidding the importation of colored tea, a regulation was issued by the Japanese Government prohibiting the manufacture or handling of such tea in Japan. As, however, Canada gave some large orders for tea of this kind, the government decided that the regulation should not come into force until September.

"Experiments in tea growing have for some time past been made in Brazil. A sample lately received in London was of excellent quality, resembling good Ceylon. Possibly at some future time the shortage in the world's tea supply caused by the inter-planting of the rubber in the old tea-producing countries of Asia, may be supplied from the rubber districts of Brazil.

"Turning from the consideration of the production of tea throughout the world to that of consumption, we find that it also, as we said above, has considerably increased.

"In the United Kingdom consumption per head of population has risen to 6.39 lbs., higher than in any other part of the world except Australasia.

**Russia Increases Consumption.**

"Russia continues to be India's best customer outside the United Kingdom. Her whole population, over 120,000,000, drink tea and drink a good deal of it. They are gradually giving up China tea and taking more from India and Ceylon. There has been a succession of very good harvests, causing consumption by the peasantry to increase. It is possible that their buying power may diminish a little this year, as the harvests in several districts are not good, but

this is not likely to make much difference in the total amount imported. Official statistics show an increase of 7,110,000 lbs., or 29 per cent., imported from India, during the year ended March 31st, 1911. The increase from Ceylon is estimated, to July 13th, at 1,400,000 lbs. Calcutta has now a direct steamer service to Russia.

"During the year under consideration, Australasia took about 750,000 lbs. more from India, rather less than usual from Ceylon, and a good deal more from Java, than during the preceding year.

"The trade continues to be in a fairly flourishing condition, both with regard to production and to distribution, tea being considered by most people, in spite of all that has been said to the contrary, a necessity of life."

**An Extra Early Closing Night Was Discussed**

Montreal, Nov. 9.—As was expected, the question of early closing was one of the chief topics at the regular meeting of the retail grocers' section of R.M.A. It was also the occasion of the annual election of officers.

Nothing new was determined as far as the extra closing night was concerned, but from the character of several speeches, it is evident the grocers are determined in their opposition to closing three nights during the week. They are satisfied with the present law, demanding that they be closed two nights, but they deem it impracticable to enlarge the scope of the by-law.

J. T. Boileau, presented a report of the finances of the annual picnic. The net receipts from a euchre party and picnic totalled \$615.49, giving a balance in the bank, of \$1,164.40. The officers elected for the ensuing year are:—President, J. I. Lussier; 1st vice-president, Pierre Filion; 2nd vice-president, O. Decary; treasurer, Romeo Bernard; secretary, J. O. Pesant.

Montreal grocers are in a good position, and will be called upon to display their strength in this vexing question of early closing on an additional night.

**LOSS AND REGAIN OF CUSTOMER.**

**Clerk Made Error in Sales Check—Cause of Trouble Discovered Two Years Later.**

It was just a simple little thing which saved probably a half minute's time but in the end created trouble. It meant the loss of a customer who bought about \$300 worth annually.

A customer had purchased a 5-pound

pail of jam which was sold at 50 cents. She had been made an allowance of 10 cents for something and the clerk in making out the sales check wrote "5 lb. pail of Blank's jam—40c" thus making the 10 cents allowance in a way that saved time for him. Unfortunately this sale's check fell into the hands of a customer who had purchased a pail of jam and paid 50 cents for it. Of course, she at once believed she was being charged more for goods than other customers and quit dealing with that grocer. It meant quite a loss to him and about two years after he decided to inquire why she had stopped dealing with him. He of course was able to explain and she began to deal with him again. However, he had lost two years' trade. It would have indeed been well if he had inquired the reason long before, but it would have been much better if the clerk in the first place had made the sales check out in a way that would have avoided all possibility of such an occurrence.

**NEW R. M. A. FORMED.**

Toronto, Nov. 9.—At an enthusiastic meeting, attended by about 150 retail merchants of the Board of Trade, a retail merchant's section of the Board of Trade was formed. The members of the first executive are Wm. Dineen, Geo. Barron (grocer); Thos. Bilton; C. H. Willison, C. B. Petry, Wm. Tyrell, and W. H. Worden.

The members were selected from hats and fur, grocery, tailor, electrical fixtures, books and stationery, and drug trade.

**TO PRISON FOR BURNING STORE.**

Mrs. Jacob Sivitzer, Toronto, accused of setting fire to her grocery store was sent to prison for a year. A padded list of losses was submitted to the insurance company which declined to pay and lodged the charge. The blaze was found under the counter, far from matches, stove or other natural cause. Evidence showed that practically no stock had been damaged.

According to recent information, there are 12,000 acres of sugar beets in Canada this year which, it is estimated, will yield 9,000 tons of sugar of 2,210 pounds each, providing weather conditions continue favorable. Last year there were 10,500 acres in good stand and the actual yield of sugar was 7,771 tons of 2,240 pounds.

After being in operation for almost a century, the Hudson Bay Co. is closing out its store at lower Fort Garry, Man.

## The Finest Fish Obtainable

Careful selection of the sweetest fish caught in famous Passamaquoddy Bay, and careful and skillful handling in a modern, sanitary factory have made

## Brunswick Brand Sea Foods

the choice of all particular people.

They are unsurpassed in quality, have a flavor distinctly their own, and yield the dealer a liberal profit.

Are YOU handling this satisfaction-giving line? When ordering, be sure and get the name right.

### "BRUNSWICK"

## Connors Bros., Limited

Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, 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.; Shallockross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallockross, Macaulay Co., Vancouver and Victoria, B.C.



## Money In Other People's Coughs

A suggestion, when you hear a cough, that

### MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

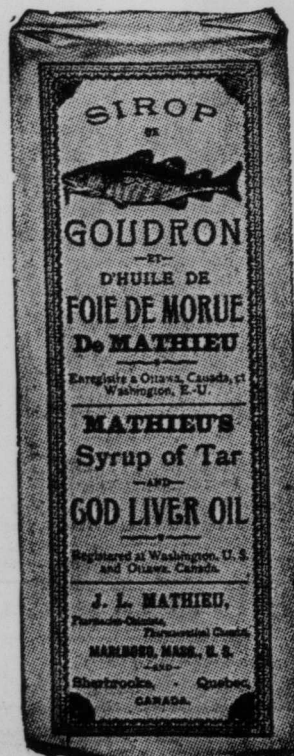
is great for coughs and colds, will nine times out of ten result in a sale for you, and a cured cough for your customer. "Many mickles make a muckle."

J. L. MATHIEU CO., PROPS. SHERBROOKE, P.Q.

Where fever accompanies a cold,

Mathieu's Nervine Powders,

the great Headache and Neuralgia cure, are very helpful. They break up the fever, stop the pain in bones, and give great physical relief.



## Quaker Brand Baking Powder

Have you ever noticed how long those goods, which have no guarantee of purity, lie on your shelves? Don't you think it would be more profitable to spend your money in the purchase of lines which are half sold when you put them in your window or on your counter?

**ABSOLUTELY NO ALUM**

in Quaker Brand Baking Powder, and declared by DONALD to be pure. This is the line for you. Look over your stocks. You may be able to handle some.

## Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

## Begin at Once to Push Dried Fruits

Merchant Should Make This Live Issue Early in Season—Fruit Possesses Both a Nutritive and Curative Value—Methods of Display That Can be Used in Selling This Line—Prevention of Shrinkage has to be Looked After.

The selling season for dried fruits is now on. The new crop fruits have arrived and everything is ready for a good season's trade in this line. The wise dealer will not wait until the consumer's appetite for these lines has become somewhat appeased, but will at once prepare to bring it prominently before his customers.

There is nothing like pushing an article early in the season. Start as early as you can, and get all the trade you can during the entire season. There seems to be something that appeals to customers in that phrase "Our new crop dried fruits have just arrived." It is apparently the public desire to get the first of the season. The wise grocer takes advantage of it.

### Have High Food Value.

The real reason that the public use any line of food, is because of the food value which it possesses. What can be said of dried fruits in this behalf? What is the food value of dried fruits? Why for ages have people eaten apple sauce with roast goose? Simply because the acids in the fruit assists in digesting the fats so abundant in this kind of food. This is a property of all fruits.

Many have the mistaken idea that fruits are taken more for their agreeable taste than for their benefit to the system. Such is not the case. It is in itself a food, a complete and full nutriment for the body; it is of essential value in assisting other foods to be digested, and is of utmost value in helping the body to eliminate waste matter.

Then, again, certain fruit possess medicinal curative values as well. It would not be out of the way to acquaint your customers with the fact—that dried fruits are both curative and nutritive.

### Proper Display and Cleanliness.

Having established the value of dried fruits as a food, we may now go to other methods, which may be used to assist in their sale. Proper display is one of the most important of these. Cleanliness should be made the keynote of display, whether it be window or interior. There are merchants who display their dried fruits only under glass. This is done either by affixing a glass top on the original package, or by showing them inside a show case. The grocer should do his best to show them only in a sanitary method, because it induces sales from particular people, and

most people are very particular when it comes to a matter of food.

Window display brings good results. Not alone are regular customers interested, but the passing public. However, the window must be so constructed to attract attention. That is the first essential. It must be attractive.

### A Window Suggestion.

Here is a suggestion for such a window, given by a good grocery window trimmer. In the foreground, against the glass, is placed a row of package goods, for instance, seeded raisins. Some little distance farther back, is placed another row. Between these two the words "Dried Fruits" is spelled out in various lines of dried fruits. Behind this, boxes of several lines of fruits are arranged in fan shape, the boxes being nicely trimmed and tilted up, so as to show them to advantage. In each corner, built around the round part of the fan can be placed pyramids of package goods. Price cards may be used if the merchant so desires. Other ideas for display will suggest themselves to the trimmers. It is well to have some plan in mind before commencing.

### Be Careful of Shrinkage.

The matter of shrinkage of dried fruits is one that should not be overlooked. Storage conditions that will make for a greater percentage of loss due to shrinkage, will also make for more rapid deterioration in this product. Worms will develop in dried fruits if the stock is carried for any great length of time in a comparatively warm temperature.

This same cause, will of course, increase shrinkage, as the merchant discovered who knocked the wooden casing from a box of dates and displayed the mass near a stove. There is a double point of advantage in showing fruits under glass. Besides increased cleanliness, it prevents a good deal of shrinkage.

Begin now to make dried fruits a live issue in the store. See if a little effort expended in this behalf will not pay. There are many grocers who are firmly convinced that it does.

### WINDOW TRIMMING ASSOCIATION

Toronto, Nov. 9.—An organization of window-dressers has been formed. A convention will be held in Toronto about the second week in August, next year, when prizes for the best work in window decorating during the year preceding will be awarded, and demonstrations by the foremost window men in America will be given.

The officers of this organization are:—Hon. President, S. S. Moore, Toronto; President, H. C. Macdonald; Vice-presidents, F. Robinson, Hamilton and F. Kickley, Guelph; Secretary-treasurer, J. L. Maude, Toronto; Executive Committee, J. A. McNabb and J. McNicholl, Peterboro, and W. Andrews, St. Thomas.

## The Canadian Tobacco Crop of the Past Year

The seed beds in the Canadian tobacco district in Southern Ontario this year did extra well in May and the latter part of April owing to the warm dry weather. There was a larger supply of tobacco plants earlier in the season than is generally the case.

During the very dry hot period many plantations were actually burnt up, necessitating complete re-planting. Reports state, however, that there will be a big crop owing probably to the great number of new growers and the larger acreage planted by the old growers. The crop is estimated at twelve million pounds.

In consequence of accidents to seedlings the growers in Quebec were not able to increase the area of their cultivation as was at first proposed. The summer as a general rule was not favorable. It was only at the cost of repeated cultivation that the growers were able to obtain an average crop.

The United Grocers' Company, the new chain store system which has invaded Washington, D.C., will endeavor to get the trade and good will of the housewives of that city by selling stock in the enterprise. The leaders have figured that if a woman buys even one share of stock, she is pretty certain to trade with the company.

## SALESMEN WANTED

Trained Salesmen earn from \$1,200.00 to \$10,000 a year and expenses. Hundreds of good positions now open. No experience needed to get one of them. We will assist you to secure a position where you can earn good wages while you are learning Practical Salesmanship. Write today for full particulars, list of good openings, and testimonials from over a thousand men who have recently placed in good positions.

Address Nearest Office, Dept. 243  
National Salesmen's Training Association,  
Chicago New York Kansas City Seattle New Orleans.

## McDOUGALL

Insist upon having them  
D. McDOUGALL & CO. Ltd., Glasgow, Scotland

## CLAY PIPES

## Quality Counts

We readily understand why our business has increased so much during the past year. We know that many grocers have realized that quality is the best basis on which to found any department of their business, and that they have given preference to

## Maple Sugar Chewing Tobacco

in their tobacco department. This is a really high-class and agreeable article, and never fails to please those who give it a trial.

*Write for Quotations*

## Rock City Tobacco Co.

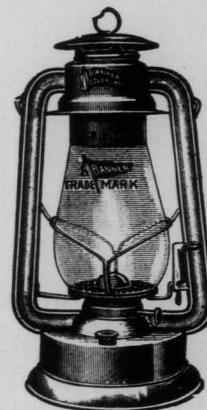
Quebec      Winnipeg

"BANNER" Is not  
"Just as Good"

IT'S

## BETTER

Good  
Points  
of  
The Banner  
are  
Brought  
out in  
Bad  
Weather



It Won't  
Blow Out,  
Rust,  
or  
Leak  
—  
Costs  
No More  
than  
Inferior  
Lanterns.

*Send Coupon for Calendar*

Ontario Lantern & Lamp Co., Limited  
Hamilton, Ont.

## 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,

Ont.



ANTED

\$1,200.00 to  
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Dept. 243  
Association of  
New Orleans.

ALL

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agow, Scotland

PES

**CLASSIFIED ADVERTISING**

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged. Where replies come to our care to be forwarded five cents must be added to cost to cover postage, etc.

**MISCELLANEOUS.**

**ADDING TYPEWRITERS** write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

**ACCURATE COST KEEPING IS EASY** if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Allee Street, Toronto.

**BUCKWHEAT Flour** guaranteed pure and unsurpassed by any mill in the Province. T. H. Squire, Queensboro, Ont., solicits your orders.

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

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

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

**COUNTER CHECK BOOKS**—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating Counter Check Books, and single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

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

**EGRY BUSINESS SYSTEMS** are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

**FIRE INSURANCE. INSURE IN THE HARTFORD.** Agencies everywhere in Canada.

**FROM NOW TILL THE END OF THE YEAR** we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. THE MONARCH TYPEWRITER COMPANY, Limited, 46 Adelaide Street West, Toronto.

**YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes.** We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

**WAREHOUSE AND FACTORY HEATING SYSTEMS.** Taylor-Ferbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**MISCELLANEOUS.**

**MOORE'S NON-LEAKABLE FOUNTAIN PENS.** If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

**OUR NEW MODEL** is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

**PENS**—The very best Pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

**MODERN FIREPROOF CONSTRUCTION**—Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

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

**TECHNICAL BOOKS.**

**CANADIAN MACHINERY AND MANUFACTURING NEWS**, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

**SALES PLANS**—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 143-149 University Avenue, Toronto.

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

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

**Grocery Advertising**

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

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

**Coffee, Its History, Classification and Description**

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

- Cultivation and Preparation.
- Commercial Classification and Description.
- Adulteration and Detection.
- Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

**\$2.00**

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department 143-149 University Avenue, Toronto

Diamond  
1-lb. tins, 2  
1-lb. tins, 3  
1-lb. tins, 4  
Cases  
4-dozens  
3-dozens  
1-dozens  
3-dozens  
1-dozens  
1-dozens



or more of



White  
\$8.25; 1-lb  
tins, \$1.20  
5c. tins, 4



Size  
Borwick's



Coffee  
No. 1, 1-1  
No. 1, 1-1  
No. 1, 1-1  
No. 1, 1-1  
No. 1, 1-1  
No. 1, 1-1  
No. 1, 1-1



At  
Street  
Ramp  
Black  
Red







Brooms

"BROOMS OF QUALITY"

are hard to get.

W. W. & CO. BRANDS are made up to the mark, always. Our customers know this and our Factory runs full time on "Quality" account.

TRY A SAMPLE SHIPMENT.

WALTER WOODS & CO.

HAMILTON

WINNIPEG

**CLARK'S PORK AND BEANS**  
in Tomato Sauce

Per doz	
No. 1, 4 doz.	0 50
No. 2, 2 doz.	0 90
No. 3, 1 doz.	1 00
No. 3, 1 doz.	1 25
No. 6, 1 doz.	4 00
No. 12, 1 doz.	6 50



CHLORIDE OF LIME

(Moody's Royal)

Per doz.  
1 lb. Carbonized Fibre packages 0 85  
1 lb. Carbonized Fibre packages 0 45

LAFORTE, MARTIN & CO., MONTREAL.  
AGENOIRE. THESE PRICES ARE F.O.B. MONTREAL.

**IMPORTED PEAS "SOLEIL"**

Per case	
Sur Extra Fins, 40 Bou.	11 00
Extra Fins, 100 tins	15 0
Tres Fins, 100 "	14 00
Fins, 100 "	12 50
Mi-Fins, 100 "	11 00
Moyens No. 1, 100 "	10 00
Moyens No. 2, 100 "	9 50
Moyens No. 3, 100 "	8 75

**MINERVA PURE OLIVE OIL.**

Case—	
12 litres	5 50
12 quarts	5 75
Tins—	
5 gals., 2s.	23 00
2 gals., 6s.	29 00
1 gal., 10s.	35 00
1 gal., 30s.	24 00

**BASSIN DE VICHY WATERS.**

La Capitale, 10 qts.	5 00
La Neptune, 40 qts.	6 00
St. Nicolas, 50 qts.	7 00
La Sanitas Sparkling, 50 qts.	8 00
" 100 splits.	9 00
" 100 splits.	4 00
Vichy Lemonade Savoureuse, 50's.	7 50

**CASTILE SOAP**

Le Soleil, 75 per cent. Olive Oil	
Case 25 lbs., 11 lb. bars	0 07 1/2 lb.
" 12 lbs., 24 lb. bars	0 08 1/2 lb.
" 50 lbs., 1 lb. bars	3 50 case
" 200 lbs., 3/4 oz. bars	3 75 case

**DAFFY & CO. BRAND.**

Grape Juice, 12 qts.	4 75
" 24 pts.	5 15
" 36 splits.	4 75
Apple Juice, 12 qts.	4 50
" 24 pts.	4 75
Champagne de Fomme, 12 qts.	5 00
" 24 pts.	5 50



BLUE LAUNDRY (Moody's Royal)

cases, in neat carton per lb. 0 15  
6 lbs. in a box. 5 boxes in a crate.



**DRUDGE.**  
(Moody's Anty) Extra Fine.  
Handy Sifter, top package, doz. 0 85  
100 lb. Kegs .lb. 0 05 1/2  
300 lb. Barrels " 0 05



**QUICKSHINE STOVE POLISH.**  
No. 10, Fancy tins, tall shape, doz. 0 85  
3 doz. in wood box.

**HALF TIME SHOE PASTE**  
(Moody's Extra Fine)  
4 doz. in wood box per doz. 0 85  
1 doz. in carton, 12 in wood box " 0 75

**HAND CLEANER Moody's Electric**  
In Fancy tins, 3 doz. in wood box, doz. 0 85

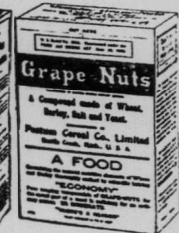


**KLENZINE AMMONIA POWDER** (Moody's)  
Washing Compound—  
Large size, 1 1/2 lbs. Doz 0 90  
Small size, 10 oz. 0 45  
Packed 3 doz. in wood box

**Jam** Per lb. 0 06 1/2  
20-lb. wood pails. 0 06 1/2  
Pure assorted jam, 1-lb. glass jars, two dozen in case. 1 75

**Pastes.**  
THE C. H. CATELLI CO., LIMITED, MONTREAL, CANADA  
Alimentary Pastes.  
"Swallow Brand" (Hirondelle).  
Vermicelli, Macaroni, Spaggetti, Macaroni Short Cut, Small Pastes assorted, Melon Seeds, Animals, Stars, Alphabets, Alphabets Middle.  
Cases of 25 packages, 1 lb. 0 06  
Cases of 25 lbs., loose. 0 05 1/2  
Egg noodles, cases of 50 pkgs., 1-lb. 0 06 1/2  
Egg noodles, cases of 10 lbs., loose. 0 05  
Lasagnes, cases of 10 lbs., loose. 0 06  
Marguerite, all varieties, pkgs. only. 0 05

Cereals.



Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.  
Post Toasties—No. T3, \$2.85.  
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.



Force, 36's..... 4 50  
Gusto, 36's..... 2 85



**JELL-O The Dainty Dessert**  
Assorted Case, Contains 2 doz. \$1.80  
Lemon (Straight) Contains 2 doz. \$1.80  
Orange (Straight) Contains 2 doz. \$1.80  
Raspberry (Straight) Contains 2 doz. \$1.80  
Strawberry (Straight) Contains 2 doz. \$1.80  
Chocolate (Straight) Contains 2 doz. \$1.80  
Cherry (Straight) Contains 2 doz. \$1.80  
Peach (Straight) Contains 2 doz. \$1.80  
Weight 8 lbs. to case. Freight rate, 2d class.



**JELL-O ICE CREAM POWDER**  
FOR MAKING ICE CREAM  
Assorted Case, Contains 2 doz. \$2 00  
Chocolate (Straight) Contains 2 doz. 2 50  
Vanilla (Straight) Contains 2 doz. 2 50  
Strawberry (Straight) Contains 2 doz. 2 50  
Lemon (Straight) Contains 2 doz. 2 50  
Unflavored (Straight) Contains 2 doz. 2 50  
Weight 11 lbs. to case. Freight rate, 2d class.



Assorted flavors—gross 10.75.

MUSTARD

**COLMAN'S OR KEN'S**  
Per doz.  
D.S.F., 1-lb. tins 1 40 F.D., 1-lb. tins. 1 45  
" 1-lb. tins 2 50 Durham, 4-lb. jar 0 75  
F.D., 1-lb. tins. 0 85 " 1-lb. jar 0 25  
IMPERIAL PREPARED MUSTARD  
Small, cases 4 dozen..... 0 45 dozen  
Medium, cases 2 dozen..... 0 90 "  
Large, cases 1 dozen..... 1 35 "

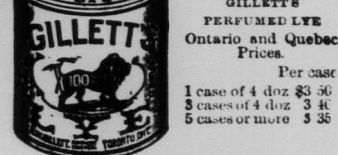
**N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.**

F.O.B. Montreal  
Tierces, lb 0 10  
20-lb. pails \$2 10  
20-lb. tins \$2 00  
60-lb. tubs per lb. 10 1/2  
3-lb. tins, 20 to case per lb. 0 11  
5-lb. tins, 12 to case, per lb. 0 10 1/2  
10-lb. tins, 6 to the case, per lb. 0 10 1/2



**GUNNS "EASIFIRST" LARD COMPOUND EXCELS ALL OTHERS**  
Tierces..... 0 09 1/2  
Tubs..... 0 09 1/2  
30-lb. pails. 0 10  
30-lb. tins.. 0 09 1/2  
10-lb. " 0 10  
5-lb. " 0 10 1/2  
3-lb. " 0 10 1/2  
1-lb cartons 10 1/2

**GILLET'S PERFUMED LYE**  
Ontario and Quebec Prices.  
Per case  
1 case of 4 doz \$3 50  
3 cases of 4 doz 3 44  
5 cases or more 3 35



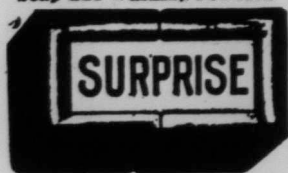
**Marmalade.**  
T. UPTON & CO.  
12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 8c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

**SHERRIFF BRAND "Imperial Scotch"**  
1-lb. glass, doz. 1 55  
2-lb. glass, doz. 2 80  
4-lb. tins, doz. 4 65  
7-lb. tins, doz. 7 35  
"Shredded"—  
1-lb. glass, doz. 1 90  
2-lb. glass, doz. 3 10  
7-lb. tins, doz. 8 25

**Vermicelli and Macaroni.**  
D. SPINELLI C.Y. MONTREAL, Fine.  
4 lbs. box "Special" per box 0 22  
8 lbs. " "Standard" " 0 44  
5 lbs. " "Standard" " 0 27 1/2  
10 lbs. " "Standard" " 0 55  
60 lbs. cases or 75 lbs. bbls. per lb. 0 05  
25 lbs. cases, 1 lb. pkgs (Vermicelli) " 0 06  
Globe Brand.  
5 lbs. box "Standard" per box 0 30  
10 lbs. " "Standard" " 0 60  
25 lbs. cases (loose) per lb. 0 06  
25 lbs. cases, 1 lb. packages " 0 06 1/2

# THE CANADIAN GROCER

## Soap and Washing Powders



For sale by all grocers.

A. F. TIFFET & CO., AGENTS

Maypole soap, colors, per gross	\$10 20
Maypole soap, black, per gross	15 30
Orion soap, per gross	10 20
Florida soap, per gross	12 00
Straw hat polish, per gross	18 20



3 doz. to box	\$3 60
6 doz. to box	\$7 20
30 days	



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



GENUINE. Packed 100 bars to case.



From Ontario and Quebec: Less than 5 cases \$5 00 Use cases of same \$4 96

## Starch

EDWARDSBURG STARCH CO., LIMITED	
Boxes contain	Laundry Starches
40 lbs. Canada Laundry	0 05
40 lbs. Canada white gloss, 1 lb. pkgs.	0 06
48 lbs. No. 1 white or blue, 4 lb. cart's	0 06
48 lbs. No. 1 white or blue, 3 lb. cart's	0 06
100 lbs. kegs, No. 1 white	0 06
200 lbs. bbls., No. 1 white	0 06
30 lbs. Edwardsburg silver gloss, 1 lb. chromo packages	0 07
48 lbs. Silver gloss, in 6 lb. canisters	0 07
36 lbs. Silver gloss, 6 lb. draw lid boxes	0 07
100 lbs. kegs, Silver gloss, large crystals	0 06
28 lbs. Benson's satin, 1 lb. cartons, chromo label	0 07
40 lbs. Benson's enamel (cold water) per case	3 00
30 lbs. Benson's enamel (cold water) per case	1 50
Celluloid—Boxes containing 48 cart's, per case	3 60
Ordinary Starch	
40 lbs. W. T. Benson & Co.'s celebrated prepared corn	0 07
40 lbs. Canada pure corn starch (20 lb. boxes &c. higher)	0 05

## BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 40 lb.	0 05
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05
Finest Quality White Laundry—	
2-lb. canisters, cases of 48 lb.	0 06
Barrels, 300 lb.	0 05
Kegs, 100 lb.	0 06

## Lily White Gloss—

1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 06
6-lb. toy drums, with drumsticks	0 07
8 in case	0 07
Kegs, oz. crystals, 100 lb.	0 06

Brantford Gloss—  
1 lb. fancy boxes, cases 36 lb. .... 0 07  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs., per case 3 00



Ocean Mills  
Montreal  
Chinese starch, 48 1-lb., per case \$4.00; 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, \$8.75; 5-lb. tins 10 tins a case, \$7.50; 1-lb. bulk, per 25, 56 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., \$4; Ocean orange syrup, 36 6-oz., \$6.00; 36 8 oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

## OCEAN MILLS

Montreal  
Chinese starch, 48 1-lb., per case \$4.00; 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, \$8.75; 5-lb. tins 10 tins a case, \$7.50; 1-lb. bulk, per 25, 56 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., \$4; Ocean orange syrup, 36 6-oz., \$6.00; 36 8 oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

## Soups

CHATEAU BRAND  
CONCENTRATED SOUPS  
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.

## 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 80 1-lb. and 60 1/2-lb. packages per box \$3.00.

## MAGIC SODA

Ontario and Quebec Prices. Per case

Case No. 1, 60 1-lb. packages	1 case \$2 85
" " " " " "	" " 2 75
Case No. 2, 120 1/2-lb. " "	" " 2 85
" " " " " "	" " 2 75
Case No. 3, { 30 1-lb. " "	" " 2 85
{ 60 1/2-lb. " "	" " 2 75
Case No. 5, 100 10-oz. " "	" " 1 case 2 90
" " " " " "	" " 5 " 2 80

## Stove Polish

JAMES DOME BLACK LEAD

6a size, gross, \$3.40. 2a size, gross, \$3.50

## Syrup

EDWARDSBURG STARCH CO., LTD.

Crown Brand Corn Syrup

2-lb. tins, 2 doz. in case, per case	\$ 40
5-lb. tins, 1 doz. in case, per case	2 75
10-lb. tins, 1/2 doz. in case, per case	2 65
20-lb. tins, 1/4 doz. in case, per case	2 60
Barrels, 700 lbs.	0 03
Half barrels, 350 lbs.	0 03
Quarter barrels, 175 lbs.	0 03
Pails, 35	1 75
Pails, 25 lbs., each	1 25

## Lily White Corn Syrup.

Plain tins, with label—	Per case
2 lb. tins, 3 doz. in case	2 65
5 " " " "	3 00
10 " " " "	2 90
20 " " " "	2 85
5, 10 and 20 lb. tins have wire handles	

## Beaver Brand Maple Syrup.

Case	Price
1 lb. tins 2 doz. in case	\$3 60
5 " " " "	4 00
10 " " " "	3 95
20 " " " "	3 90
(5, 10 and 20 lb. tins have wire handles)	

## SAUCES

PATERSON'S WORCESTER SAUCE

1-pint bottles, 3 and 6 dozen cases, dos 0 90  
Pint bottles, 3 dozen cases dos. .... 1 75



## OXO CUBES

Enamelled	Price per dozen tins	Minimum re-selling prices
4 cubes	\$ 0 95	\$0 10
10 cubes	3 40	0 35
50 cubes	11 10	1 15
100 cubes	21 50	2 25

## oxo (Liquid) Prices

Bottles	Price	Minimum re-selling prices
1 doz. 1-oz.	\$ 2 00	\$0 20
1 doz. 2-oz.	3 50	0 35
1 doz. 4-oz.	6 50	0 65
1 doz. 8-oz.	11 25	1 10
1 doz. 16-oz.	18 00	1 75

## Cream Tartar.

GILLET'S CREAM TARTAR

Ontario and Quebec Prices.

Per doz	Per case
1-lb. paper pkgs., 4 doz. in case	\$1 00
1-lb. paper pkgs., 4 doz. in case	2 00
4 doz. 1-lb. paper pkgs. } assorted	\$8 00
2 doz. 1-lb. paper pkgs. }	
Per doz	Per case
1-lb. cans with screw covers, 4 doz. in case	\$2 20
1-lb. cans with screw covers, 3 doz. in case	4 10
5-lb. sq. canisters, 1 doz. in case	0 33
10-lb. wooden boxes	0 30 1/2
25-lb. wooden pails	0 30 1/2
100-lb. kegs	0 28 1/2
360-lb. barrels	0 28

## Milk.

CANADA FIRST BRAND

The Aymer Condensed Milk Co., Ltd.

Per case	Per lb
Canada First Evap. Cream family size	\$ 50
Canada First Evap. Cream medium size	4 80
Canada First Evaporated Cream, hotel size	3 70
Canada First Evaporated Cream, baby size	2 00
Canada First Condensed Milk	4 55
Beaver Condensed Milk	4 00
Rosebud Condensed Milk	4 25

## Molasses

DOMINION MOLASSES CO.

Gingerbread Brand (Toronto)

2's-3 doz. to case

3's-2 doz. to case

## WINNIPEG

No. 2-Tins, 2 doz. cases, per doz.

No. 3-Tins, 2 doz. cases, per doz.

No. 5-Tins, 1 doz. cases, per doz.

No. 10-Tins, 1 doz. cases, per doz.

No. 20-Tins, 1 doz. cases, per doz.

Pails-1's, each

Pails-2's, each

Pails-5's, each

## DOMOLCO BRAND.

Maritime Provinces and Ontario:

2's, 2 doz. case per doz.

3's, 2 doz. case, per doz.

5's, 1 doz. case, per doz.

10's, 1/2 doz. case, per case

20's, 1/4 doz. case, per case

2's, 2 doz. case, per doz.

3's, 2 doz. case, per doz.

5's, 1 doz. case, per doz.

10's, 1/2 doz. case, per case

20's, 1/4 doz. case, per case

## Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch, 6s.	44
Black Watch, 12s.	45
Bobs, 6s and 12s.	46
Bully, 6s.	46
Currency, 6s and 12s.	46
Stag, 5s to 1lb.	53
Old Fox, 12s.	44
Pay Roll, 7s.	56
Pay Roll, 7s.	56
War Horse, 6s.	42
Plug Smoking—Shamrock, 6s., plug or bar	54
Rosebud Bars, 6s.	49
Empire, 6s and 12s.	49
Ivy, 7s.	41
Starlight, 7s.	50
Cut Smoking—Great West Pouches, 6s.	50
Regal Cube Cut, 9s.	70



Blue Label, 1's.	0 21	0 26
Blue Label, 1's.	0 20	0 25
Orange Label, 1's and 1/2's.	0 28	0 30
Brown Label, 1's and 1/2's.	0 28	0 30
Green Label, 1's and 1/2's.	0 30	0 40
Red Label, 1's.	0 35	0 50
Red Label, 1's.	0 40	0 60



Wholesale		Retail
Brown Label, 1 lb. or	0 25	0 30
Red " 1 lb. or	0 27	0 35
Green " 1s, 1/2 or	0 30	0 40
Blue " 1s, 1/2 or	0 35	0 50
Yellow " 1s, 1/2 or	0 40	0 60
Purple " 1/2 only	0 55	0 65
Gold " 1/2 only	0 70	1 00



Black Label, 1-lb., retail at 25c.	\$0 30
Black Label, 1-lb., retail at 35c.	0 31
Blue Label, retail at 30c.	0 24
Green Label, retail at 40c.	0 30
Red Label, retail at 50c.	0 35
Brown Label, retail at 60c.	0 42
Gold Label, retail at 80c.	0 55

## Jams and Jellies

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.

2-lb. tins, 3 doz. in case, per doz.

5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.

7 wood pails, 6 pails in crate, per lb.

30-lb. wood pails, per lb.

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.

2-lb. tins, 3 doz. in case, per lb.

7-lb. wood pails, 6 pails in crate, per lb.

30-lb. wood pails

## Jelly Powders.

WHITE SWAN SPIRIT AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



List price.

"Shirriff's" (all flavors), per doz. 0 90

Discounts on application.

## Yeast

Ontario and Quebec Prices.

Royal Yeast, 3 dozen 5-cent packages.

Gillet's Cream Yeast, 3 dozen in box.

# LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON.

JAMAICA

EXPORTERS OF

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



0 21	0 26
0 20	0 25
0 23	0 30
0 22	0 40
0 50	0 40
0 35	0 50
0 40	0 80

MELAGAMA TEA

MINTO BROS.,  
45 Front St. East

We pack in 50 and 100 lb. cases. All delivered prices.

Wholesale	Retail
0 25	0 30
0 27	0 35
0 30	0 40
0 35	0 50
0 40	0 60
0 55	0 80
0 70	1 00

Ceylon Tea, in 1 and 1 1/2 lb. lead packages—black or mixed.

at 250	0 30
at 250	0 21
at 250	0 24
at 250	0 30
at 250	0 35
at 250	0 42
at 250	0 55

Jellies

in case, per doz.	1 00
in case, per doz.	1 50
in case, per doz.	0 07 1/2
in case, per doz.	0 07 1/2
in case, per doz.	1 00
in case, per doz.	1 50
in case, per doz.	0 07 1/2
in case, per doz.	0 07 1/2

## EVERY DAY

and every hour of every day there is call for the use of



# SNAP HAND CLEANER

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

**SNAP COMPANY, Limited**  
MONTREAL, QUE.

## 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 Spice and Cereals, Ltd.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



Quebec Prices.

5-cent packages.. \$1 15

3 dozen in box.. 1 15

### 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, Ltd.**  
HALIFAX, N.S.



## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Containers.

'WELLINGTON'

## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**

Manufacturers of

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

Wellington Mills, London, England

## Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE



*The last bag going out meets the  
first bag coming in*

FIVE ROSES never outstays its welcome.  
Each bag is a *transient* visitor—  
A *paying* guest.  
It comes with a profit for you—*delivers it*—moves on.  
Not a minute longer does it stay.  
Remember, its a *full* profit you get from FIVE  
ROSES.  
With nothing taken off for storage charges, long  
time insurance, idle capital, deterioration, and other  
expenses of slow-moving stuff.  
FIVE ROSES *never* falls in love with your shelves.  
Its character is active, energetic, pushful.  
It simply must keep on the move — naturally a  
*quick* seller.  
*Regular* as clockwork are your FIVE ROSES sales.  
Each bag is a link of *uniform* satisfaction in the  
rapidly moving drive-chain of your *permanent*  
*patronage*.  
And as this chain moves faster, the bags move faster  
through *your* hands.  
And the movement is quickened because—  
Each bag is a salesman which *never* misrepresents.  
The language FIVE ROSES speaks is *unmistakeable*  
— the housewife hears and heeds.

Each bag from your store *increases* the kitchen  
happiness from the bag that has gone before it—  
and that's *Goodwill*.  
It opens wide the *sales door* for the goods that will  
come after it—and that's *Confidence*.  
Stretching from the mill doors to your store, there's  
a long line of *FIVE ROSES* sales waiting for YOUR  
door to open.  
There's an equally long line of *profit opportunities*  
between many expectant housewives and you.  
Let *your* store be the missing link.  
Let it be the point where FIVE ROSES meets the  
user—  
*Where the profit is really made*.  
Sell FIVE ROSES—*cash in* on its splendid reputa-  
tion, its purity, its uniformity.  
Thousands of successful retailers—*just like you*—  
never knew the *really* profitable side of flour sales—  
till FIVE ROSES showed the way.  
This steady, *clock-like* profit—is business so very  
good that *you* can ignore it?  
Write our nearest office—or ask your jobber.  
*Now* is the time to be more prosperous.  
*Don't delay*.

LAKE OF THE WOODS MILLING COMPANY, LIMITED  
"The House of Character" MONTREAL

**Five Roses Flour**

Not Bleached



Not Blended

CA

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