

THIS IS THE 1,307th ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI.

PUBLICATION OFFICE: TORONTO, DECEMBER

No. 52

## More People Than You Realize

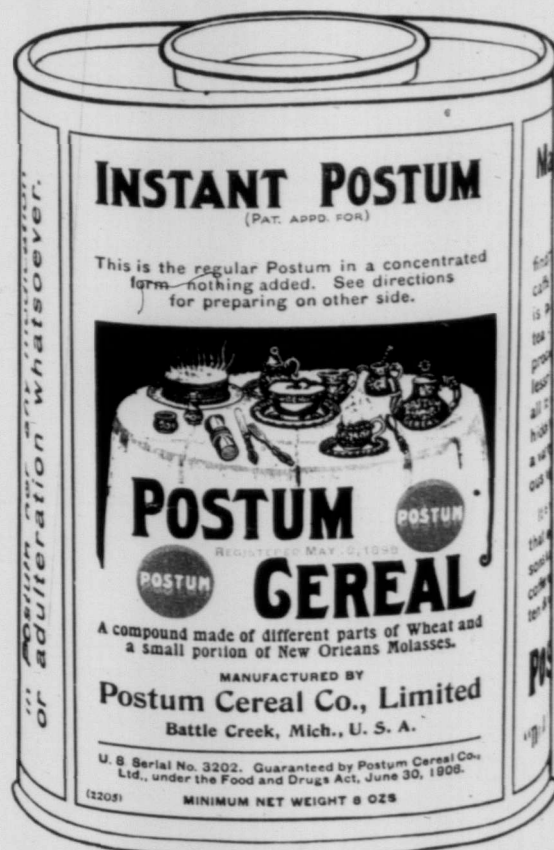
Find tea and coffee harmful to health.

The "caffeine" and "tannin" in tea and coffee have proven so injurious to many persons that they welcome the advantages of

The New Food-Drink

## INSTANT POSTUM

This pleasant beverage has a rich Java-like flavor and is the only table drink of importance which is free from "caffeine" or "tannin".



Instant Postum is made in the cup. No Boiling.

45 to 50 cup tins - 30c  
90 to 100 cup tins - 50c

Sale is Positively Guaranteed. Profits Excellent.

**"There's a Reason"**

CANADIAN POSTUM CEREAL CO., LIMITED, WINDSOR, ONTARIO.

THE CANADIAN GROCER

# TEES & PERSSE LIMITED

ESTABLISHED 1884

## MANUFACTURERS!

For Western Representatives we have pleasure in recommending

### TEES & PERSSE, LIMITED

who have assisted us for many years in distributing

**Durham,  
St. Lawrence,  
Canada,  
Ivory Gloss and  
Akron Starch**

also

**Bee Hive Corn Syrup**

Their warehouses at

**FORT WILLIAM  
WINNIPEG  
REGINA  
MOOSE JAW  
SASKATOON  
CALGARY  
EDMONTON**

were erected and are maintained to look after manufacturers' interests as they should be. Their operations extend

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

and all jobbers are canvassed daily.

**St. Lawrence Starch Co.,  
Limited  
PORT CREDIT, ONTARIO**

AGENCIES SOLICITED  
Address

**TEES & PERSSE, LIMITED  
WINNIPEG**

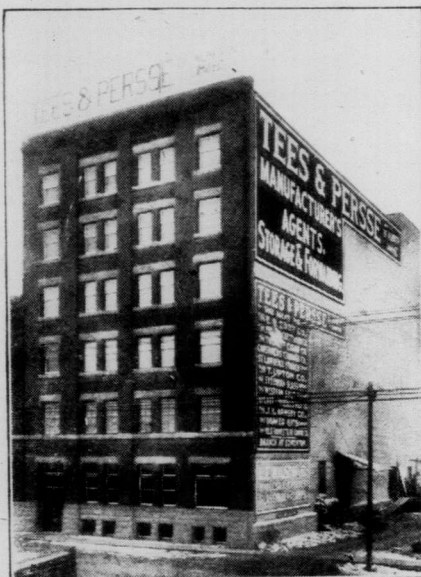
**TEES & PERSSE OF ALBERTA  
LIMITED, CALGARY**



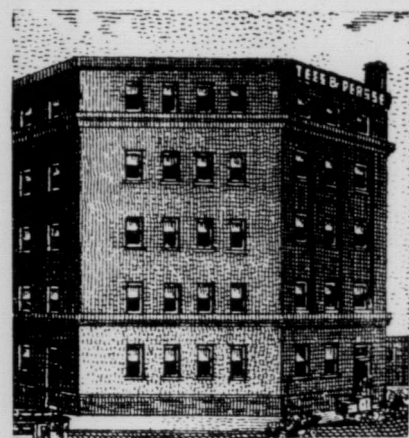
WINNIPEG WAREHOUSE



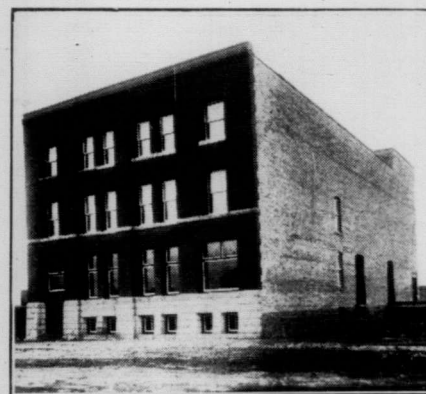
SASKATOON WAREHOUSE



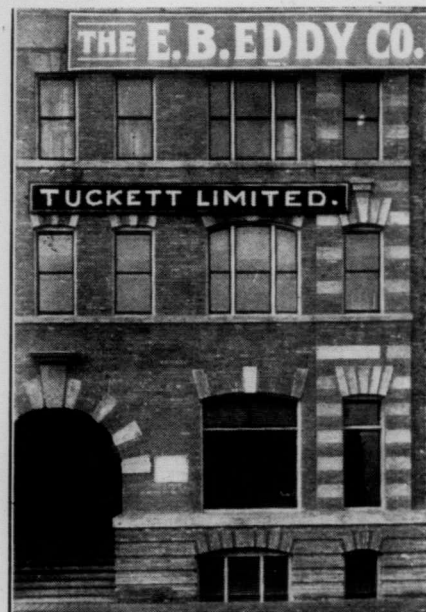
CALGARY WAREHOUSE



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE



# An appreciation:

**WE** wish to cordially thank all readers of the "Grocer" for their liberal support of all articles advertised on this page, both on behalf of the manufacturers and ourselves.

Everything advertised on this page is the Best of its Kind, we neither advertise nor sell anything that we cannot, personally, vouch for and which we have proved.

It always pays to sell the best.  
Wishing all the readers every prosperity during the coming year.

Yours truly,

*Arthur P. Tippet & Co.*

*Agents*

*Montreal*

*Toronto*

## The Compliments of the Season

## New Year's Greetings

We are just finishing up the most successful year since we started in the Syrup and Confectionery business, and beg to thank the trade for their loyal support. May you enjoy the "Sweets" of prosperity during 1913 is the fervent wish of

**Sugars and Cannery, Limited**

MONTREAL

## What Do You Earn?

**D**ON'T think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

**The MacLean Publishing Company**  
143-149 UNIVERSITY AVE. TORONTO, CANADA





For bigger 1913 business you must handle the best goods—goods of unvarying quality. For larger and profitable trade in condensed milk you must start the year right and continue to sell the "Leaders of Quality."

# BORDEN'S Milk Products

have stood the test for over half a century. Only the richest, full cream milk, perfectly sterilized, is prepared and packed by the Borden process.

**Borden Milk Co., Limited**

"Leaders of Quality"

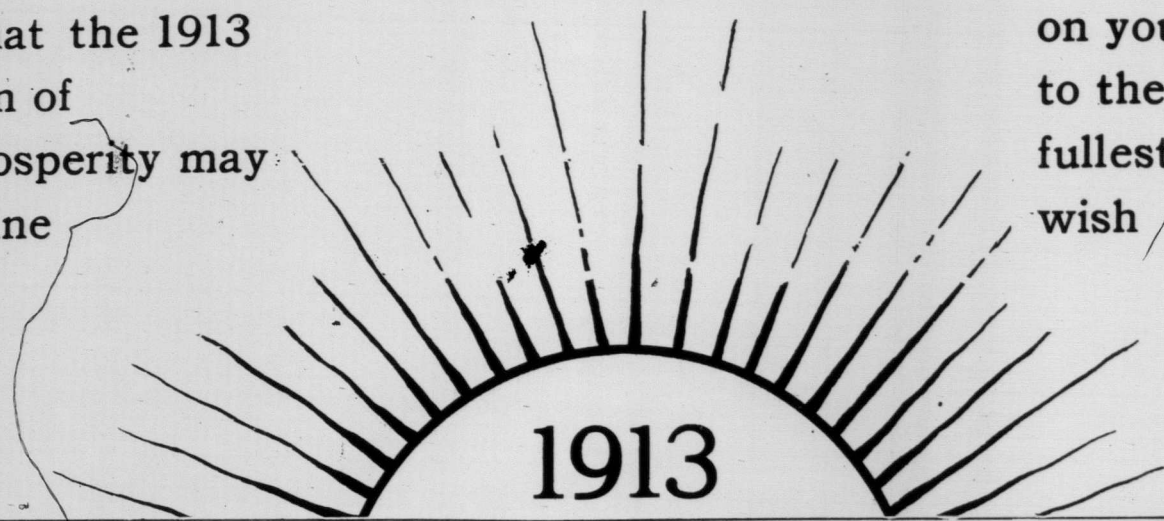
Montreal

Branch Office: No. 2 Arcade Building, Vancouver



That the 1913  
sun of  
prosperity may  
shine

on you  
to the  
fullest, is our  
wish



Mr. Manufacturer and Shipper :

ARE YOU ?

Satisfactorily Represented  
on this Western Market.

WE GET RESULTS

Write for References

**ESCOTT & HARMER**

Wholesale Grocery Brokers - Manufacturers' Agents  
Commission Merchants and Warehousemen.

Head Office and Warehouse

181 Bannatyne Ave., Winnipeg

BRANCHES :

Regina

Calgary

and

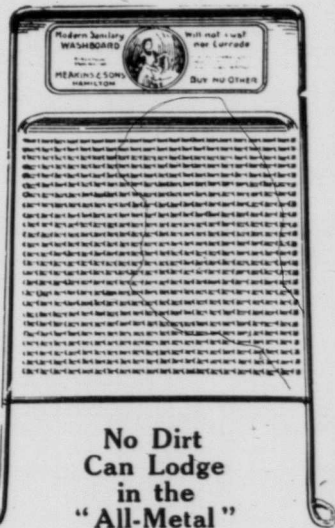
Edmonton





## The World Is About To Complete Its 1912 Journey And Start Its Round For 1913

As the years go on, so the business in the mercantile world continues. Each year adding or subtracting a little prosperity of the many thousands engaged in the whirl of business. During this closing year the majority of us fared well, and it is our wish that one and all will reap success in its fullest during the coming year.



No Dirt Can Lodge in the "All-Metal"

Sell the Meakins' Sanitary Washboards during the next 12 months; you will please yourself and customers. Made entirely of metal, no wood to warp, no place to catch and hold dirt, and no zinc edges to scratch the hands. Let it be Meakins'.

**Meakins & Sons**  
Hamilton, Ontario



## What Surplus Will Your Ledger Show When You Get Through Adding and Totalling at the End of This Year?

Will you have a creditable amount in the right column or will you come out with a very meagre total to show for another year of hard work?

Where is the loss? Is it in the goods, lack of salesmanship, or is it in the system you use in handling your credit accounts that is eating up all the profits? Start the new year right, instal a McCaskey Account Register and avoid all misunderstandings, forgotten charges, keep close tab on all the delinquents, save yourself worry and night work, making ledger entries and making out accounts. With the McCASKEY Your accounts are automatically posted when you take the order, with one writing, and you will be able to put your energy in the buying and selling end of your business, and at the end of the ensuing year you will come out with a good surplus.

Trusting that 1913 will have for you an abundance of prosperity crowned with health and happiness.



Double Register with Electric Recorder and Cash Till

Manufacturers of the McCaskey Account System.  
**The Dominion Register Co., Ltd.**  
Toronto, Ontario  
Trafford Park, Manchester, England

University of Toronto

# PINK'S Jellyconserve

THE NEW TABLE DELICACY

"JELLYCONSERVE" IS THE LAST WORD IN JAM MAKING. IT IS THE OUTCOME OF YEARS OF CAREFUL THOUGHT AND ENDLESS EXPERIMENTS.

WE HAVE SPARED NO EXPENSE IN MAKING IT BETTER THAN ANY OTHER JAM ON THE MARKET. THE PACKAGE IS ARTISTIC AND THE PROFIT, GOOD.

WRITE NOW FOR FULL PARTICULARS TO OUR SPECIAL REPRESENTATIVES IN THE DOMINION

MR. BERNARD PINK  
c/o "CANADIAN GROCER"  
E. T. BANK BUILDING,  
MONTREAL

MESSRS. EMERSON,  
BAMFORD CO.  
VANCOUVER, B.C.



## Valuable Information

Have You Money Invested?  
Have You Money to Invest?  
Are You Interested in the General Business Outlook?

### The Financial Post of Canada

gives its readers reliable, first-hand information on Canadian Securities, Bonds, Stocks, Real Estate, Company Development and Business Conditions. Subscribers obtain through The Post's Investors' Information Bureau, and without charge, confidential opinions on investments, etc.

Published Weekly. Sample Copies on Request. \$3.00 per year.

### The Financial Post of Canada

143-149 University Ave.,  
MONTREAL. TORONTO. REGINA.  
WINNIPEG. VANCOUVER.

"The Canadian Newspaper for Investors"

## Business Development

Do you ever feel that your present occupation prevents the development of your business talent?

Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and some one may need his support. Yet it is imperative that he increase not only his business, but also his salary.

We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men, with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

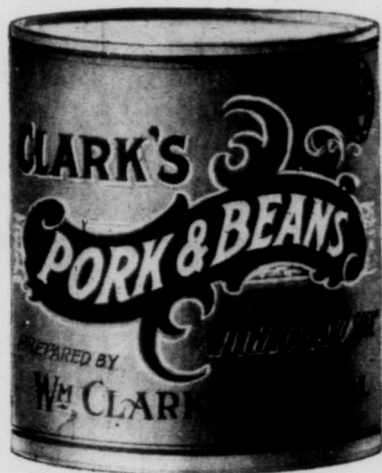
### MacLean Publishing Co.

Circulation Dept.

143-149 University Ave. Toronto, Canada



# Begin The New Year Right

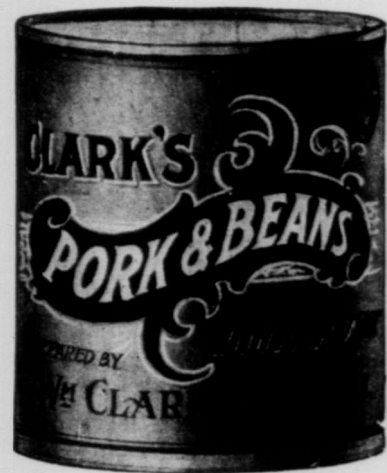


By overhauling and replenishing your stock of CLARK'S. It will always pay you to keep this end of the stock well filled.    :-    :-    :-

## There is no better seller than Clark's Pork and Beans

They have the reputation with the public, their quality is, as always, THE BEST, and next year's demand for them will be greater than ever.

**BE READY FOR IT!**



---

**W. CLARK - MONTREAL**

University of Toronto



**Century  
SALT**

IS THE SALT FOR YOU DURING  
1913.

*A prosperous year supplemented  
with health and happiness is our  
sincere wish.*

**THE DOMINION SALT CO.  
LIMITED  
SARNIA, ONT.**

*We wish to thank our friends in the  
trade for their patronage during the  
past year, and trust that we may have a  
continuance of same during 1913.*

*That a happy and prosperous New Year  
be yours is our sincere greeting.*

**IXL Spice and Coffee Mills**

Limited

London, Ontario



**Increase your Business**

by carrying and pushing the sale of the  
match that is made as near perfection as  
possible.

**DOMINION SILENT  
MATCHES**

Every stem is made of good quality wood,  
and will not break. Heads will not fly  
off when struck. Attractively boxed —  
makes good shelf stock.

**DOMINION MATCH CO.  
LIMITED**

Deseronto,                      :-                      Ontario

Or The Canada Brokerage Company, Limited, Toronto, Ont.;  
The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co.,  
Quebec, Que.; J. A. Tilton, St. John, N.B.; J. W. Gorham &  
Co., Halifax, N.S.; Kelly & Douglas, Vancouver, B.C.; Rithet  
& Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Hall-  
way, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett,  
Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.;  
Orr, Brocklesby, Dane & Co., Winnipeg, Man.

To all dealers, optimistic or pessimistic,  
we should like to make the Laurentia  
Milk and Cream known.

Your good customers will not take the  
risk of using non-homogenized, non-steril-  
ized milk from unsealed dirty bottles,  
when it can be avoided.

Will not endure the continual annoyance  
involved in early morning delivery at the  
milkman's convenience.

**Laurentia Milk** is a rich, whole milk.

**Laurentia Milk** has been heated 240 deg.  
F. under pressure.

**Laurentia Milk** is absolutely pure.

**Laurentia Milk** has had a big year, its  
popularity has increased marvelously.

Write us to-day, Mr. Dealer, our terms  
are interesting.

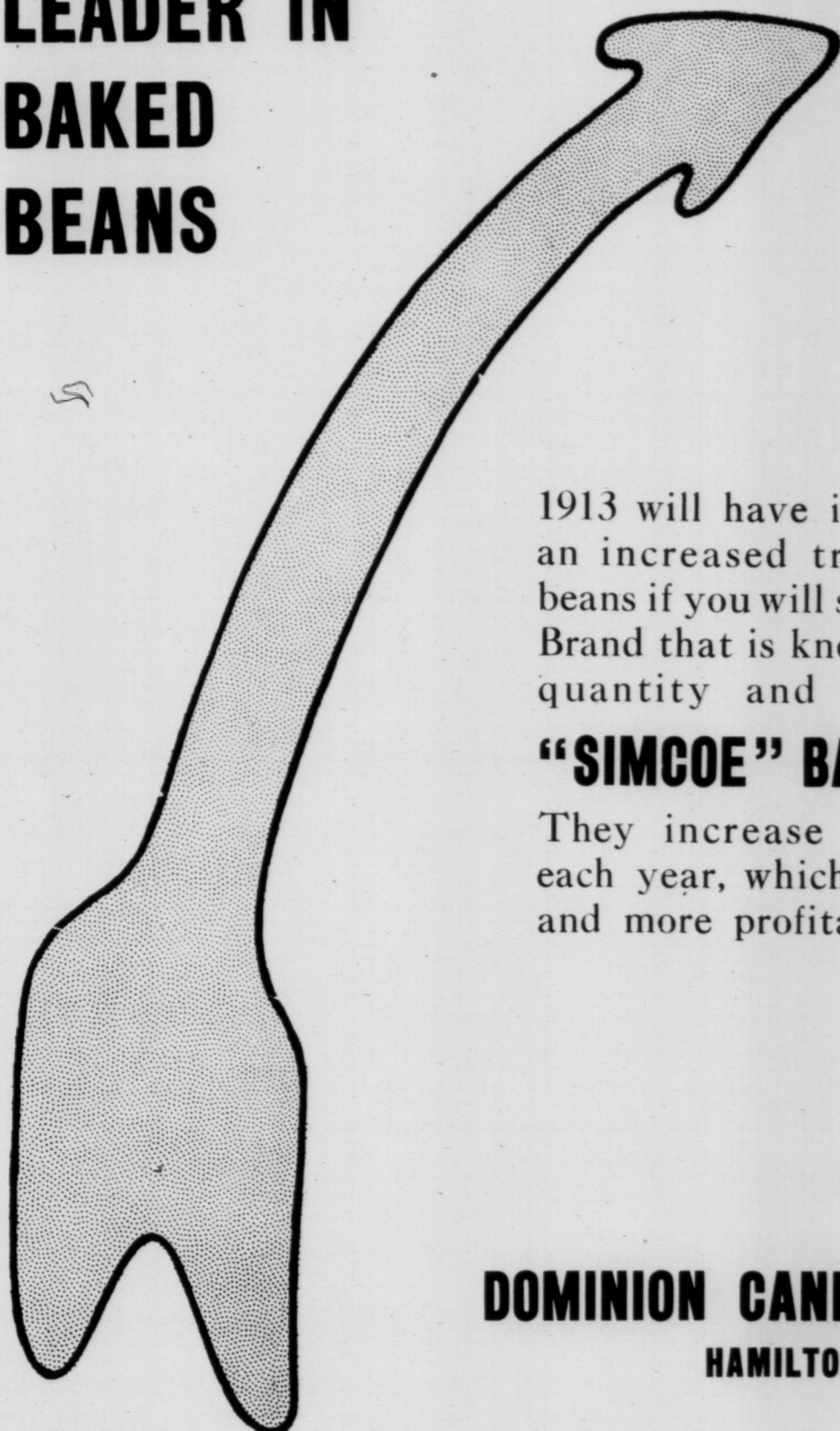
**The Laurentia Milk Co., Ltd.**

371 Queen Street West, Toronto, Ont.

Telephone—Adelaide 2760



# THE 1913 LEADER IN BAKED BEANS



1913 will have in store for you an increased trade for baked beans if you will specialize on the Brand that is known for quality, quantity and deliciousness,

## **"SIMCOE" BAKED BEANS**

They increase in popularity each year, which means bigger and more profitable trade.

**DOMINION CANNERS, LIMITED**  
HAMILTON, ONT.

University of Toronto

**MODERN GROCERY EQUIPMENT**

Adds an air of distinction to your store—and

**ATTRACTS TRADE.**

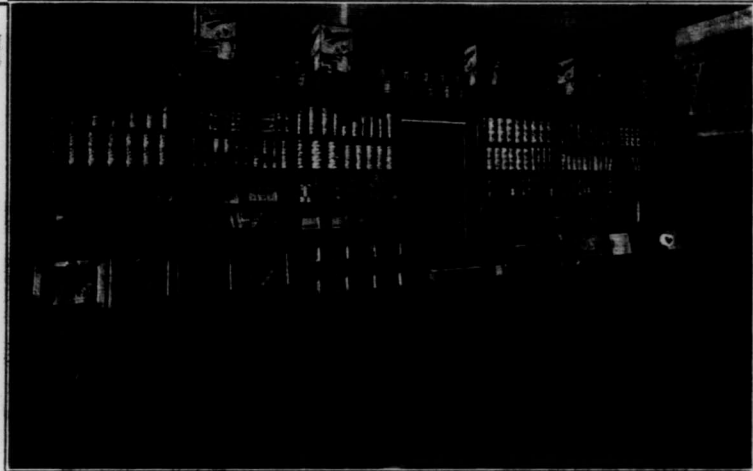
**The "Walker Bin" System**

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.



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



Berlin,

LIMITED

Ontario

**REPRESENTATIVES,**

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



**KEEP POSTED ON SUGAR**

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

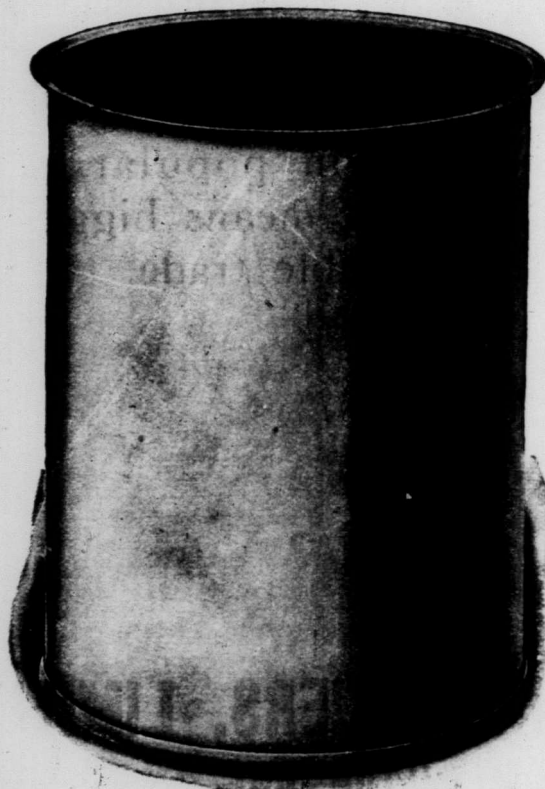
SMITH & SCHIPPER CO., 138 Front Street, New York

The

**CONDENSED AD.**


PAGE

**WILL INTEREST YOU**



**Sanitary Cans**

*"The Can of Quality"*

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

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

NIAGARA FALLS, ONT.





## You Can't Keep Time From Advancing

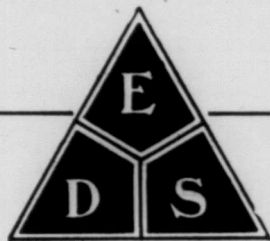
Therefore it behooves us to make the best of the fleeting minutes.

In the grocery business the scramble and competition for trade continues, and the dealer who sells the highest quality goods is the one who comes out at the end of the year with a creditable sum in his bank book.

Dealers who have been putting their salesmanship behind the E. D. S. High Quality, Pure Jams and Jellies during the past year have come out ahead. Are you one of them? If not, start the New Year right and get a supply of these delicious pure fruit products.

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

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



# OXO CUBES

## It's A New Branch of Business We Have Created For You

The invention of OXO CUBES opened up a new field for profits. There was nothing like OXO CUBES on the market before they came.

They are unique for you in their pack and attractiveness and profits; for your customer in their convenience, value and satisfaction.



OXO CUBES discover a new vein of profits. They bring new business. Our advertising is educating the women of Canada to use OXO CUBES in dozens of different ways. Are you securing and pushing for your share of the demand?

## Corneille David & Co.

Montreal, Toronto, Winnipeg  
and St. John, N.B.

## WHITE SWAN

### YEAST CAKES

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

**ORDER FROM  
YOUR WHOLESALER**

**White Swan Spices & Cereals  
Limited**

SOLE DISTRIBUTORS TORONTO

## RED RIDING HOOD BRAND



5 lb.  
SLIP  
TOP  
CAN

5 lb.  
SLIP  
TOP  
CAN

Samples and Prices from

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

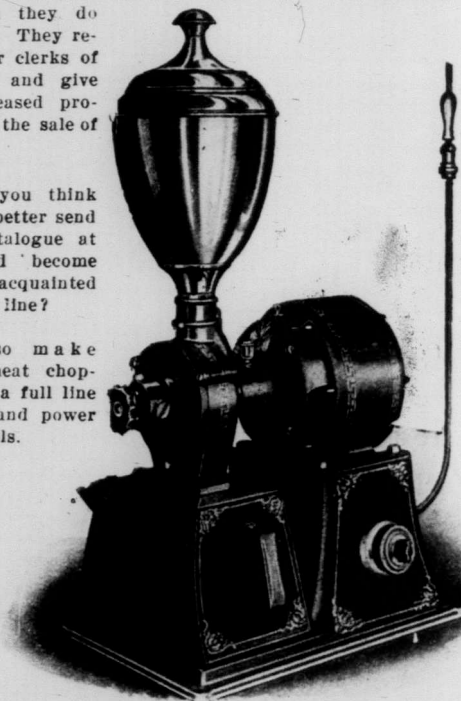
Toronto—Lind Brokerage Co., 47 Wellington St. E.  
Ottawa—E. M. Lerner & Sons, 11 York Street.  
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

## Pleasure and Profit

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

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

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



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

1912

1913

## With the Seasons's Greetings and Best Wishes

for your *SUCCESS* and *PROSPERITY* in the coming year, we extend to you our thanks and sincere appreciation of the confidence and goodwill which you have given us. And it will be our endeavor to still further merit your co-operation and support.

**Gorman, Eckert & Co.,  
LIMITED**

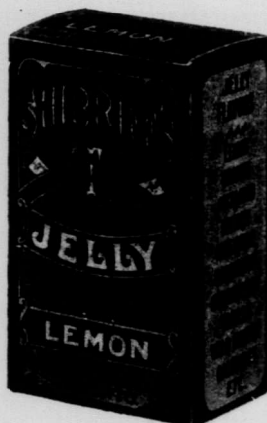
LONDON, Ont. WINNIPEG, Man  
Western Selling Agents  
MASON & HICKEY, WINNIPEG





## Every Extra Sale Means An Extra Profit

Give Shirriff's Jelly Powders the benefit of some of your energy, enthusiasm and selling ability. The extra profits on the extra sales you will make will amply repay you.



# Shirriff's

## JELLY POWDERS

There's a flavor to suit almost every taste and occasion. High-quality flavors, full and rich. And the attractive appearance of the jellies, with their beautiful sparkling and glowing colors, makes one eager to taste them. They are the kind of jellies that housewives take pride in seeing on their tables.

Shirriff's Jelly Powders are easy to sell, and there is a good margin of profit in each sale, which is a good reason why it is good business for you to instruct your salesmen to keep their eyes open for chances to increase their sales of this profit-earning line.

### Imperial Extract Company, Toronto

107



## FOR MANY PURPOSES



ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.



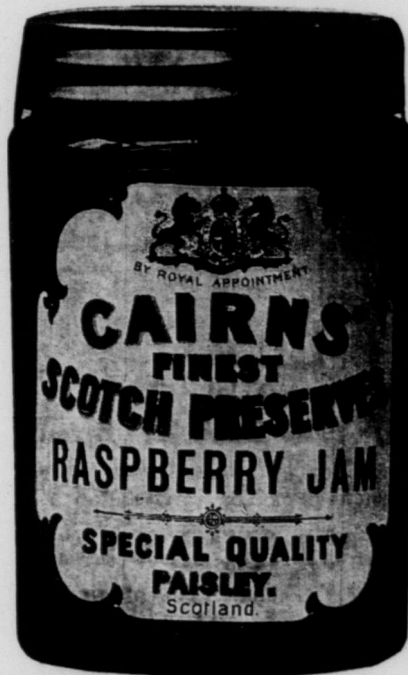
**ST. VINCENT  
ARROWROOT  
GROWERS' &  
EXPORTERS'  
ASSOCIATION**

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



**THE DIFFERENCE IS NOTICEABLE**

The difference between the pure fruit taste of Cairns' Scotch Jams, Jellies and Marmalades, and other fruit products, is readily noticeable—



the purity recommends it to your customers.

Sell Cairns' Fruit Products during the coming year and you will add to your prosperity

Good luck to you during 1913

**Alexander Cairns & Sons**

Paisley, Scotland

Canadian Agents:  
Snowdon & Ebbitt  
Montreal



**EVERYBODY WANTS 'CAMP'**

It is as good to sell as it is to drink—and equally profitable. Don't delay—order to-day

**'CAMP' COFFEE**

'The' Greatest Coffee—Essence Success of the Age

ASK YOUR WHOLESALER

*R. Paterson & Sons, Coffee Specialists, Glasgow*

ESTABLISHED 1849 GLASGOW

By Royal Letters Patent



**NELSON'S  
Crystal  
Leaf  
GELATINE**

Unrivalled in the kitchen,  
can be obtained from

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

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

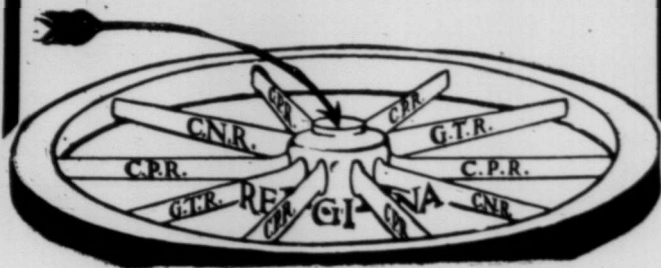
**REGINA CAN HELP YOUR  
WESTERN TRADE**

**L**OOK at this wheel. It is a rough railway map. Regina is the hub. Each spoke is a railway. Ship to us in Regina at car-load long-haul low rate. We re-ship for you in short-haul broken-lot parcels. You save money. Your customer saves time and money. You have virtually a branch factory and warehouse at the railway centre of the West. Your trade benefits. Your travellers can take rush orders. You can make deliveries.

Write to us, so we may "show you." We want you to know our plan.

REGINA IS  
THE HUB OF  
WESTERN  
TRADE

**REGINA STORAGE  
and FORWARDING  
COMPANY, Limited**  
REGINA, SASK.



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

TEAS, COFFEES, SPICES, EXTRACTS,  
BAKING POWDER,  
JELLY POWDER, SOAP.  
Canned Vegetables, Fruits and Salmon, Syrup Etc.

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

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

All orders shipped same day as received.

**BALFOUR, SMYE & CO.,**

Wholesale  
Manufacturing Grocers

**HAMILTON**

**GOOD RAISINS 6<sup>1</sup>/<sub>2</sub>c. lb.**

We have to offer some 100 cases Fine  
Valencia Raisins, 1911 crop, at 6<sup>1</sup>/<sub>2</sub>c per  
pound, F.O.B. Niagara Falls. Sample on  
application.

**MARLAND WOOLNOUGH CO.**

Wholesale Grocers  
Niagara Falls Centre, Canada

**TEA LEAD**

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

**ISLAND LEAD MILLS Ltd.**

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

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

For  
"Green Mountains" "Delawares"  
or other varieties of

**POTATOES**

FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

**CLEMENTS COMPANY, Limited**

ST. JOHN

N. B.

BUY

**STAR BRAND**

Cotton Clothes Lines

AND

**Cotton Twine**

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM



50% PROFIT  
GUARANTEED

**Riga Water**

The Housewife's Friend

A Gentle Purgative

Absolute Cure for Constipation

Cures Where Others Fail

We Want Agents

**La Societe des Eaux Riga**

MONTREAL



THE MCGREGOR PAPER BAG HOLDER.

**Better Service Means More Trade**

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

**KILGOUR BROS.**

21-23 Wellington St. West, TORONTO



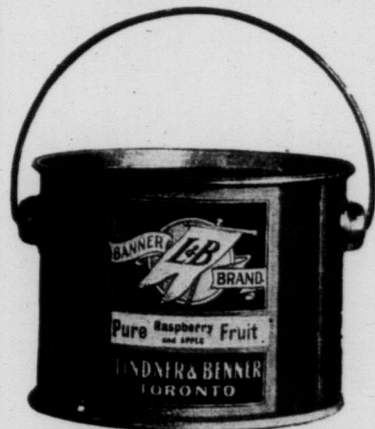
# St. Lawrence Sugars

## Sugar Crops of the World for Season 1912-13

Cane Sugars—	
Cuba .....	2,250,000
United States:—	
Hawaii Islands .....	500,000
Porto Rico .....	340,000
Louisiana .....	160,000
Texas .....	10,000
British West Indies .....	100,000
Foreign West Indies .....	184,000
Mexico .....	160,000
Central America .....	25,000
South America .....	640,000
British India .....	2,400,000
Java .....	1,300,000
Formosa .....	112,000
Philippine Islands .....	200,000
Australia and Polynesia .....	205,000
Africa .....	428,000
Spain .....	20,000
	9,034,000
Beet Crops:—	
European .....	8,790,000
United States .....	625,000
Total Beet Crops of the World for 1912-13 .....	8,415,000
Total Cane Sugar Crops of the World for 1912-13 .....	9,034,000

**Wishing you a Very Prosperous 1913**

**The St. Lawrence Sugar Refineries, Limited, Montreal**



## Start the New Year Right!

If during the past year sales have not been up to what you expected the fault may lie in your laxness in pushing the right kind of goods and a good reason for this may be the lack of confidence. During 1913 try a small shipment of *L. & B. BANNER BRAND*, test the quality on your own table—we will abide by your decision as to quality, quantity and value.

**LINDNER & BENNER**

291 ARTHUR ST., TORONTO

Phone Park 2985

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto

WESTERN AGENTS:

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

## Not an Enterprise for the "Quitter"

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

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

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

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

# New Year Rush Orders

You will be running out of some lines, and want to replenish in a hurry. Our phone number **33** is free to you, **use it** and your orders will be shipped out same day as received, satisfaction guaranteed in quality and prices.

We have a splendid assortment of raisins, currants, candied peels, dates, prunes, peaches, apricots, shelled nuts, and nuts in the shell. Dates, half boxes and boxes, and in 1 lb. packages.

Choice West India Molasses, half barrels, 25c per gallon. Diamond Crystal Salt, all sizes.

Travellers will be off for two weeks beginning December 21st. Let us hear from you often.

**W. T. HARRIS CO., Limited**  
**Wholesale Grocers - OWEN SOUND, ONT.**



## HIS INFLUENCE COUNTS

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

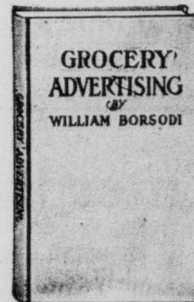
## WINDSOR TABLE SALT

makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

**THE CANADIAN SALT CO.,**  
 LIMITED  
**WINDSOR ::: ONTARIO**

## Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID \$2.00

**TECHNICAL BOOK DEPARTMENT**  
 MacLean Pub. Co., 143-149 University Ave., Toronto



The Unexpected Guest---  
The 'Phone  
**KIT COFFEE**



What housewife has not had the unexpected guest drop in on her and find her unprepared?

The very first thing she does is to ring up her grocer and ask him to rush up a bottle of ready prepared Coffee. If she has ever used "Kit-Coffee" this is what she invariably asks for.

"Kit-Coffee" makes friends every day because of its delicious uniform flavor. It's ready in an instant. Educate your patrons to ask for "Kit."

Sample sent on request.

**KIT COFFEE CO. GOVAN, GLASGOW**

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

**FREDERICK E. ROBSON & CO. TORONTO**



**OF 1912 AT HAND!**

What About That **FOR 1913?**  
Fish Department

Make a bold effort to get a place set aside for sea foods during the coming year. We have proven time and again the profits to be derived.

**LISTEN!**

"Canada" Pure Boneless Cod is the one big seller every grocer should have, and the range is large—

**BONELESS FISH.**

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

**SKINLESS FISH.**

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

**And Again**

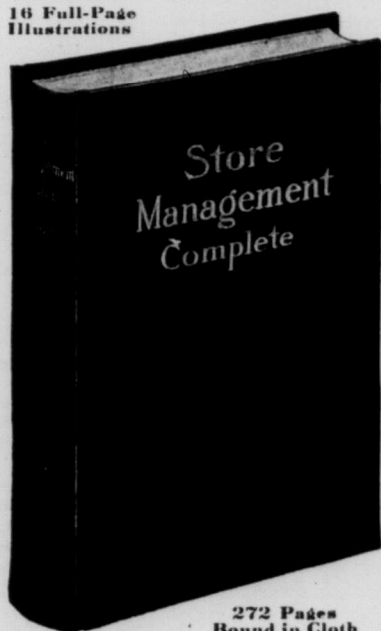
**FOR QUALITY HADDIES, KIPPERS, BLOATERS, FILLETS,** in fact anything edible from the sea, the best source of supply is

**The North Atlantic Fisheries LIMITED MONTREAL**



**Store Management—Complete**

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK BY **FRANK FARRINGTON**

A Companion Book to **Retail Advertising Complete**

**\$1.00 POSTPAID**

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

**THIRTEEN CHAPTERS**

Here is a sample:  
**CHAPTER V.—THE STORE POLICY**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebatting railroad fare. Courtesy to customers.

**ABSOLUTELY NEW**

**JUST PUBLISHED**

Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

**TECHNICAL BOOK DEPARTMENT**  
143-149 University Ave., Toronto, Canada

THE CANADIAN GROCER

# JOBBERS

Apply to our Agents for samples of

## JAPAN TEAS, FANNINGS and BASKET FIRED

All on the spot

### FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

## ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

**Get started now—Don't wait.**

WRITE FOR PARTICULARS TO

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



### Talking to the Point

CLASSIFIED WANT ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so production of the best kind of results.

CLASSIFIED WANT ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN  
THIS PAPER.

### Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.  
Price \$3.50, Postpaid.

MACLEAN PUBLISHING COMPANY

Technical Book Department

143-149 University St. - Toronto, Canada



# OLD TEA IS BAD TEA

Tea of all growths deteriorates rapidly, and is never as good as it is on the day it arrives here from the gardens.

Some of our retail friends, without considering the above facts, buy enough bulk teas to last for a year or more. They are persuaded to do this by the wily salesman, who always has a "bargain" to offer. This "bargain," perhaps, has been in the wholesaler's stock for a year or over, and, even if it was originally good, has lost all its goodness. It is on account of this deterioration in tea that we are always eager to take back "SALADA" when it has been on your hands for over three months. We empty it out of the packets and sell it as bulk tea for what it will bring.

In this way is preserved the good name of

# "SALADA"

FOR QUALITY AND FLAVOR

41 Eastcheap,  
LONDON, E.C.

TORONTO and  
MONTREAL

198 West Broadway  
NEW YORK CITY

## ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturer,  
Jobber and Retailer.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of \$2 to any Address.

Technical Book Department

**MacLean Publishing Co.**

143-149 University Avenue, Toronto

## A FREE

PACKAGE OF CUSTARD  
POWDER IN EVERY PACKAGE  
OF OUR JELLY POWDER

The very high quality of this Jelly and the delicious custard powder (included) make it most popular. You want the popular line — then write for prices. We quote right and the goods are right.

---

## S. H. EWING & SONS

MONTREAL and TORONTO



**KEEN'S OXFORD BLUE**

KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

**MAGOR, SON & COMPANY**

403 St. Paul St., Montreal

30 Church St., Toronto

Agents for the Dominion of Canada



**From a Standpoint of Sales**

Most grocers find that they  
can sell five times more

**CROWN BRAND**

THAN ANY OTHER

**CORN SYRUP**

Because Crown Brand Corn Syrup has won a permanent place in the home, by reason of its unequalled purity and delicious flavor.

It is recognized as the ideal table syrup, and is especially desirable for children—possessing great value as a nourishing and wholesome food.

Crown Brand is a Canadian product that has made a national reputation by sheer merit. It is known and sold from coast to coast.

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

**THE EDWARDSBURG STARCH CO.**  
LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER

Display of

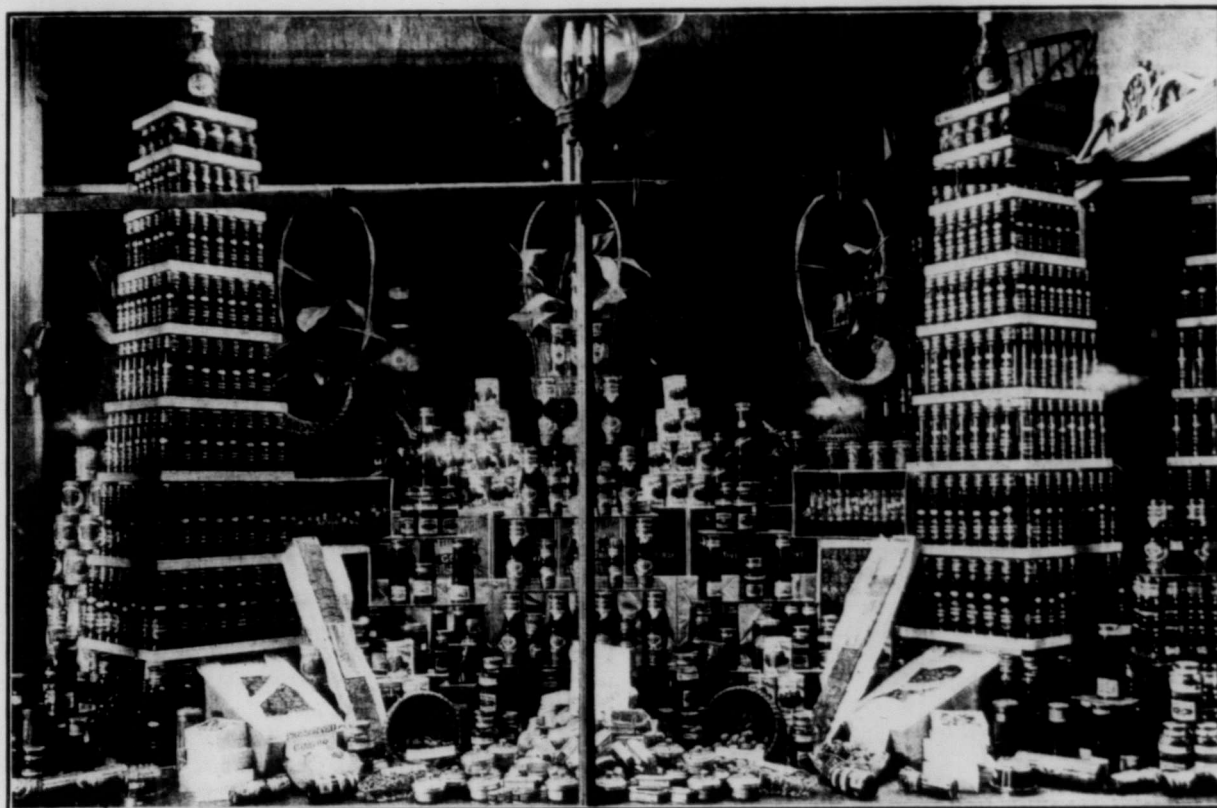
Sym

“No doubt considerable you?” was Grocer to a Sons, Toronto and game.

“that’s wha

This quest everlasting c ness is conc must be dre tention mus profitable to dow of F. shown here was an attr window. Tl firm becaus goods whic profits.





Display of high class goods arranged attractively and evenly balanced, recently shown by F. Simpson & Sons, Yonge Street, Toronto, grocers.

## Symmetry Always Tends to Attractiveness

**The Window Which Is Trimmed with Some Regularity Has Usually Good Appearance—A Splendid Example Showing Olives, Fruits in Glass, Fancy Nuts and Other High-Class Lines—A Display That Can Be Followed in Almost Any Store.**

"No doubt that window has sold a considerable quantity of goods for you?" was a query put recently by The Grocer to a member of F. Simpson & Sons, Toronto, retailers of groceries, fish and game.

"That's what we put it in for."

This question of window display is an everlasting one so far as the retail business is concerned. Since the window must be dressed and since time and attention must be spent on it, then it is profitable to do it properly. The window of F. Simpson & Sons, which is shown herewith, bore fruit because it was an attractive, well-arranged selling window. There was money in it for the firm because it contained high-class goods which carried with them good profits.

### How Display Was Arranged.

The arrangement of the Simpson window is striking. The attention of the passerby is immediately attracted by the pyramids of olives on either side. The fixture they are placed in is built of wood with an axis running up through the centre. The steps become smaller as the top is neared, giving a fine effect to the eye of an onlooker.

The symmetry in this window is another feature to be noted. There is no conglomeration of goods, the window is not lop-sided nor unevenly balanced, but arranged with a regularity that makes one look at it as a work of art. In this respect Simpson & Co. have carried out to the letter a fundamental principle in good window dressing.

Three fancy baskets each containing a plant hang in the background and give an extra attractive touch to the display. On glass pedestals in front are shown fruits in glass flanked on either side by boxes of crackers. A long box of figs leans against each olive display, and open boxes of Malaga table raisins may also be seen. Other goods shown include package dates, delicacies in stone jars and oblong tins, baskets of fancy nuts, and nuts in glass dishes, preserved ginger, etc.

### An Example for All.

Such high-class goods are sold by F. Simpson & Sons as they cater to a high-class trade. Any dealer, however, can dress a window on same principle by using goods in stock. It can be made both attractive and a strong seller.

# Year in Sugar Marked by Many Declines

Past Twelve Months Present Unique Situation in This Respect—Highest Price of the Year in January and Lowest Towards End of Year—Some Interesting Contrasts With 1911—Declines Occurred Down Through Preserving Season—Weak Market Due to Heavy European Beet and West Indian Cane Production.

With the end of the year in sight, it is an appropriate time to review probably the most important grocery market of the lengthy list—the Sugar market.

The past year has seen a considerable change in comparison to many others of the past inasmuch as sugar did not firm up during the busy preserving season, but continued throughout the year, with one exception, on its downward ride. By referring to the 1912 chart on the opposite page this will be immediately observed. At the first of January sugar was really \$5.65 per cwt. on Montreal basis for best granulated, but before the first issue of *The Grocer* was off the press, it had begun its gradual drop. A decline of 10 cents had occurred—the beginning of the year's reduction of 90 cents per cwt.

## 1911 Contrasted With 1912.

A comparison between the sugar charts of 1911 and 1912 bring out the following well defined contrasts:—

1.—In 1911 the lowest prices of the year were experienced between January and April, whereas in 1912, they have come at the end of the year.

2.—The highest price of the year 1911 was in December and the three months preceeding. This year it was in January.

3.—Last year prices practically began at the bottom (\$4.60 in January and \$4.20 in February) and soared upwards (\$5.85 in December), while in 1912 high prices began in January (\$5.65) and dropped gradually to the end of the year (\$4.75) in December.

4.—The difference between high and low price in 1911 was \$1.65 per cwt.; in 1912 it was only 90 cents.

5.—The high price of 1911 was \$5.85; of 1912 it was only 20 cents lower. The low price of 1911 was \$4.20 or 55 cents lower than in 1912.

## Heavy Crops Explain.

During the past year the gradual declines have been due to splendid crops of both the European sugar beet and West Indian sugar cane. Early in the year things began to look bright for a weakening market, but it was not until on in March and April that sugar men could feel at all certain as to what the crop would be.

At the end of January was the Brussels sugar convention talk. Would Eng-

land succeed in having the sugar exports of Russia increased? If Russia were allowed to increase her exports 300,000 tons, Britain would not find it necessary to draw supplies of cane from the West Indies.

Just at the end of the month sugar went down 10 cents but this was recovered again during the week of Feb. 9, while another advance was recorded two or three days later, bringing sugar up to \$5.55 again. These proved to be the first and last advances of the year. About this time it was announced that the Brussels convention would allow Russia to increase her exports 150,000 tons.

The \$5.55 Montreal price held steady from the middle of February until practically the end of March. In the intervening time, the market was a little strong and a little weak, the latter condition finally holding sway and towards conclusion of March developed into a decline.

## Market Continued Weak.

Raws still continued easier and the absence of buying on the Canadian market made the situation here weaker. The strike in England closed some refineries and consumption of sugar there weakened greatly.

Early in the season an estimate of the Cuban yield was placed at 1,800,000 tons. Towards April it began to appear that this would be realized. Market continued weaker and weaker until another decline of 10 cents occurred last week in May. In spite of the revival of consumption with the preserving season coming on, a decline was registered middle of June and still another the last week of the month.

This brought the Montreal market down to \$5.05 which held until middle of August. In July it has been calculated that the European beet crop might be a million tons ahead of previous year. This naturally caused weaker feeling and through all our markets at this time this condition was pointed to. The only thing in Canada to have a tendency to check decline was the splendid consumption and consequent short supplies. Refiners were behind in delivery. Nevertheless the decline of August came. Price was then down to \$4.95. All through September business was done largely on a hand to mouth basis. A steady feeling had shown itself near beginning of the

month when refined advanced in New York. However Canadian market did not respond.

## Last Drop of the Year.

About first of October the market again sagged, due to the splendid crops of raws. In *The Grocer* of Oct. 25 the last decline of the year was announced, bringing the price down to \$4.75, which has held until the present time. In October the European beet crop was estimated to be 2,400,000 tons in advance of last year and with a large West Indian cane crop, the weak market was inevitable.

Total stocks and afloats of sugar at end of last week according to Willett & Gray, showed a visible supply of 3,204,845 tons against 2,511,824 tons last year or an increase of 693,021 tons. This would indicate that in immediate future sugar market will not advance. The Cuban crop weather seems as a whole to be favorable. The European beet crop has met with some unfavorable conditions and one authority has reduced his estimate for Germany alone 145,000 tons, bringing the total for Europe to 8,790,000 tons, against 6,346,000 last year, and 8,105,000 tons in 1910-11.

The 1912-13 Cuban crop is estimated at 2,250,000 tons as against 1,895,984 last year showing an increase of 354,016 tons. Willett & Gray's estimate of the total cane crops of the world is 9,034,000 as against 9,023,783 last year, allowing the small increase of 10,217 tons. When both cane and beet are considered, however, the total world's yield is 18,449,000 tons as compared with 15,910,884 in 1911-12, leaving an increase of 2,538,116 tons.

## Explains Lower Market.

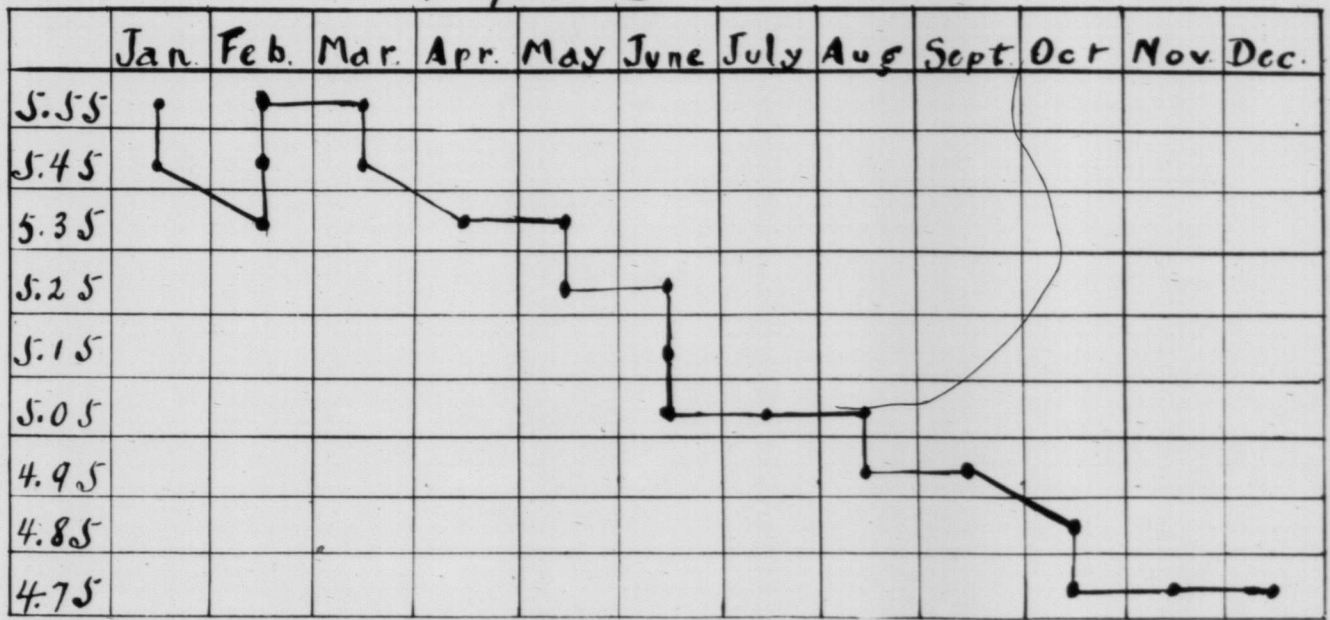
The inevitable result of this increase is reflected in prices of Canadian refined. One year ago cane refined on the Montreal market was \$5.65 per cwt. To day it is \$4.75.

With such an increase in production as above tabulated, and advance in the near future can scarcely be looked for.

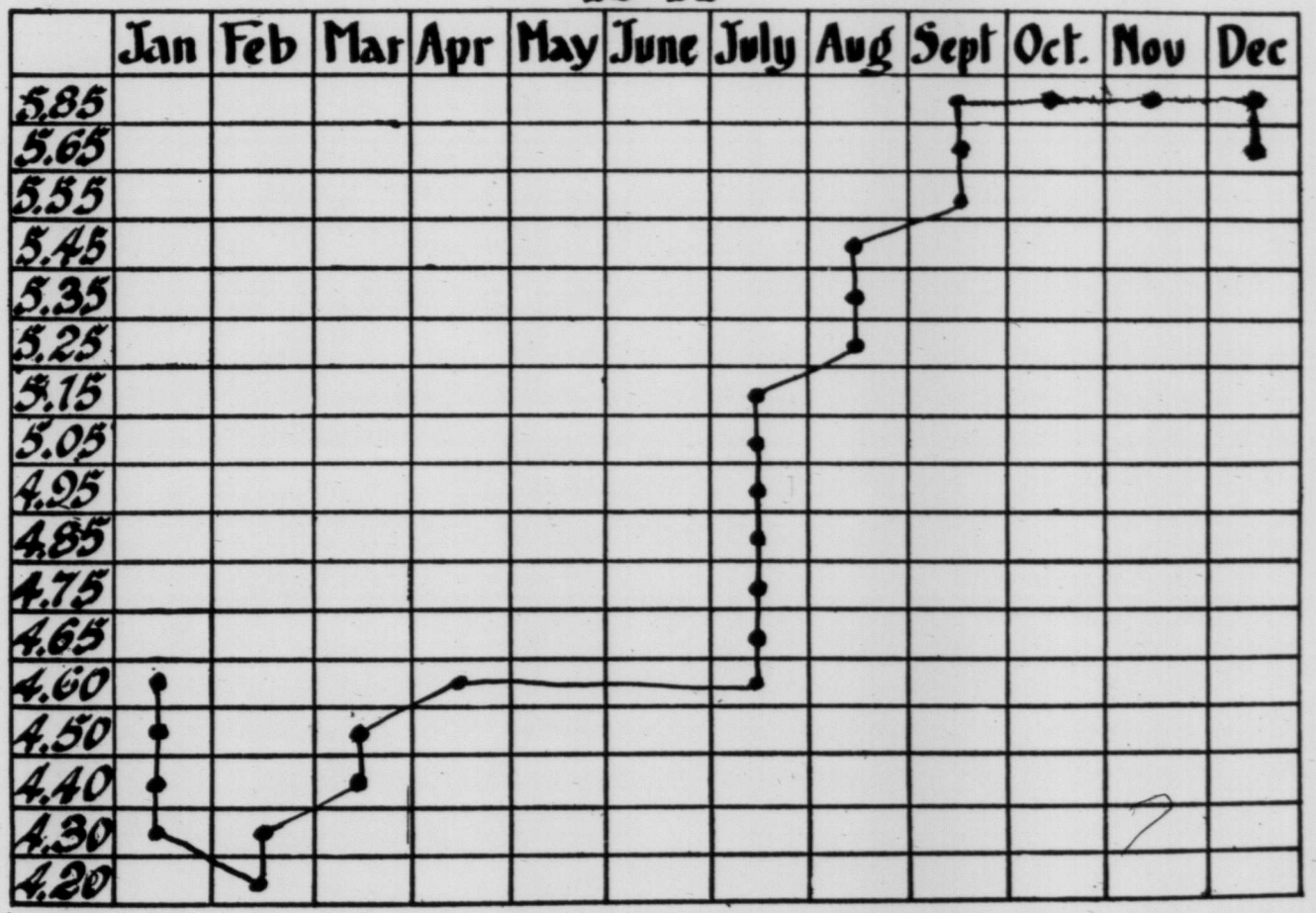
In 1911 rice to the value of \$52,160,204 was exported from Rangoon, Burma, Asia. From other ports in Burma, \$17,672,952 were exported making a total of \$69,833,156 altogether. In 1910 this total was \$70,386,856.



1912



1911



The Canadian Grocers' sugar charts, showing fall and rise of sugar during 1911 and 1912. If kept on file this will come in handy for reference during 1913.

# The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED  
John Bayne MacLean - - President.

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

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

OFFICES:

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

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

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

**FRANCE—**  
France—John F. Jones & Co., 31 bis Faubourg Montmartre.  
Subscription: Canada, \$2.00; United States, \$2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, DEC. 27, 1912

## DON'T NEGLECT THE INVENTORY.

It is some satisfaction to know in dollars and cents what the net profits of the business are from year to year. This cannot be secured unless the dealer knows his sales, cost of goods sold, his overhead selling expenses and the goods on hand at beginning and end of the year.

The majority of good business men, of course, know these things. They go into business at the beginning of each year with their eyes open, knowing what they have spent the preceding year, to get what they have now.

This should not be the case with a number, or even a majority. Every dealer should have his annual financial statement at the end of his finger so that he can account for everything. What's the use of spending one's best efforts along lines that bring little remuneration? A close inspection into the operation of the business will reveal the mistakes and clear away the obstacles for the year to come.

If there is anyone who has not a financial statement prepared for the past year, or in the course of preparation, why not begin now for next year. Take an inventory of the goods on hand to-day. Follow this up by totalling invoices from week to week and month to month; do the same with sales; tabulate the overhead expenses, and when January 1, 1914, comes round, your stock inventory then will show you where you are at.

There is no better motto, no better New Year resolution, than "I must know these things."

## BARRICADING THE WINDOW.

What's the use in dressing good windows and then barricading them up? "Barricaded" is the proper term to describe a number of windows noticed last week by The Grocer. In one case the retailer had quite an attractive display of Christmas goods, but this was considerably offset by a display of Christmas trees piled on boxes in front. One could scarcely see inside except through the side window.

In a number of other instances, windows were observed half hidden behind kegs of fish, barrels of apples, etc., so that the effect was almost wholly lost.

Frost on the window is still another detriment in getting best results. Now that the winter season is coming on, every effort should be made to prevent frost. In last week's issue methods were enumerated by which this could be done.

Greater care and judgment should be used in regard to the above points. When the dealer or clerk has gone to the trouble of arranging a good display, he should see that everything tends to produce the maximum results commensurate with the selling power of the window.

## PARCEL GOODS PROPERLY.

One of the first lessons for the new clerk in the store is the proper parceling of goods. No one wants to carry an ill-arranged parcel along the street. The particular customer too, will often judge the dealer by the sort of parcel he delivers.

Hundreds of customers scarcely ever see the interior of the stores at which they deal. They do their shopping by phone. They have no way to tell the character of the store or of the dealer, but through the delivery man and the parcels. If a poorly wrapped and poorly tied parcel is thrown inside the door, a feeling of distrust towards the merchant naturally arises. If the same carelessness continues to be shown, the dissatisfaction will gradually grow until the climax is capped by some glaring case. The loss of the customer is the inevitable result.

The proper wrapping of parcels may seem to be an insignificant thing, but if carelessness in this regard loses but one customer a year, it means considerable loss.

## A DETRIMENT TO THE COMMUNITY.

Since the editorial, "Unfair Competition," which appeared in last week's issue, was written, an editorial in a supposedly broad-minded Canadian paper has appeared advocating the fly-by-night policy of anybody who can lower the cost of living. It seems this question has got on the brain of a great many daily newspaper writers. They want the "middleman" eliminated—something that is beyond all accomplishment with trade conditions as they are to-day—and nothing else seems to appease their anger over the high cost of living problem.

Here are some of the intelligent statements in the newspaper editorial:—

"For the courage and ability that the ladies of the Philadelphia Householders League are displaying in a public cause, there must be hearty admiration. They can scarcely hope, by a spasmodic distribution of necessaries at low prices, to effect any permanent lowering of prices. When their supplies cease, prices must resume their usual level."

No one can get over the fact that the retailer is a necessity. If he is a necessity, the more healthy his business becomes by charging fair, legitimate profits, the more stable becomes the town or city in which he does business. If he is harassed by peddlers who pay little or no taxes, or by such misguided women as the Householders League of Philadelphia, who sell eggs to-day and are dispersed to-morrow, he is not going to make money, and he is not going to be an asset in the building up of the town or city.

Of course, these Philadelphia women cannot hope by a spasmodic distribution of anything to lower its price permanently. They can undoubtedly sell eggs cheaper because they have no taxes to pay, no store to rent, no delivery to maintain, no clerks to pay, no light, fuel

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or anything else but eggs to purchase, and no accommodation to offer. They kill the retail grocer's trade while they are in the business, and like the ordinary price cutter soon pass away. They are a detriment to any community because they disorganize things.

Any civic authorities that would tolerate such operations without charging stiff business taxes, either do not know trade conditions, or they are afraid of their heads when election day comes round.

— \* —  
**THE MERCHANT AND HIS CREDIT.**

Guard your credit. The success of many a merchant has rested very largely on his ability in carrying out that injunction, bringing him prosperity where other men, equally able in merchandising, have failed because they did not realize the importance of carefully conserving their credit. Merchants should not hesitate to give statements to commercial agencies or in the case of pertinent individual enquiries. How is the jobber or manufacturer going to be able to do justice in extending credit if one refuses to inform him honestly and frankly concerning his financial condition?

Many a man who is entitled to unlimited credit is handicapped immeasurably by his refusal to make a statement to the commercial agencies, and remains a small dealer all his life, when with the proper credit rating he would have a more advantageous purchasing power. The business of this country is conducted largely upon credit or confidence, and individual co-operation with organizations that make the gathering of credit information their business, should be looked upon with favor by every retailer. It is ultimately to his advantage to impart this knowledge.

— \* —  
**"SHOWING" THE VENDOR**

The State of Missouri has most aptly been termed "show me land." The Missourian wants to be shown every time; he does not take anything for granted nor allow conditions to exist just because he is too lazy or indifferent to find the remedy. And so with itinerant vendors, the native Missourian wanted to be shown why they were allowed to peddle goods around the country, taking trade away from the local merchants and then taking all their gains away with them.

A new itinerant vendor law has been passed in Missouri, which provides that all vendors must first deposit \$500 with the Secretary of State to serve in the nature of a bond and pay \$25 annually for a license. The \$500 in cash is held as long as the holder of the license operates in the State. It thus serves as indemnity in case the vendor is found to be selling worthless goods or working a swindle on citizens. The dupes can secure indemnity from the Secretary of State. As a further bar, the vendor must pay the license fee of every county and municipality that he enters. Truly, the way of the itinerant vendor is hard in Missouri.

As a result of Missouri's desire to be "shown" some of the vendor's cash, the species is becoming almost extinct in that State. Legislation along similar lines, if introduced generally, would soon eliminate itinerant peddling almost entirely.

— \* —  
**WHAT ORGANIZATION IS DOING.**

In last week's issue, an account of the last regular meeting of the London Retail Grocers' Association was given. This showed, as readers will remember, that cer-

tain retail grocers had to pay more for a particular brand of flour than exclusive flour and feed dealers. The association as a body discussed the matter, appointed a committee to interview the miller, with the result that the trouble was satisfactorily adjusted.

Not long ago an article in this paper pointed out how the Retail Grocers' Association of Vancouver, B.C., had prevented credit losses to a considerable extent. This was accomplished through unity and co-operation with one another.

The Toronto R. G. A. last summer took up the question of peddlers calling out their wares on the street. They went after the city authorities and soon had the by-laws governing peddlers so amended that after the New Year they must forbear their noises.

These are but a few instances showing the usefulness of the association. Every town and city should be organized. There are questions arising from time to time that require united action if the retailer is to get his rights. The individual has little power to adjust these things. They need the backing of the entire trade.

Where most towns "fall down" in association work is that they fail to back up their organization once it has been formed. A good resolution for the New Year would be to determine to attend association meetings and help elevate conditions of the trade.

— \* —  
**EDITORIAL NOTES.**

May each and all of our readers have a Happy New Year.

. . .

Nineteen twelve has been a record year as far as total business is concerned. If you haven't an increase to show, something must be wrong.

. . .

If an inventory has never yet been taken, begin now. What it shows the retailer, easily justifies the time and work spent on taking it.

. . .

To make 1913 a better business year than 1912, the errors of the past must be avoided. Sit down and think over them.

. . .

So far as sugar is concerned, the cost of living is 90 cents per cwt. below this time last year.

\* \* \*

A photograph of that Christmas window should at once be entered in The Grocer's contest. Those who can send it before December 31 are eligible.

. . .

Now that Christmas has come and gone for another year, the next big day of excitement in many parts of Canada is municipal election day. Exercise your franchise and help your native town by electing business men.

. . .

Even before the rush of Christmas business had been concluded, photographs and newspaper advertisements began to arrive for The Canadian Grocer's Christmas contests. This indicates the degree of interest being shown in the competitions. Every dealer and clerk who has dressed a good window should get into the race.



# The Value of Good Store Equipment

Mechanical Tools Do Their Work More Precisely than Human Beings—Their Location in the Store Should Be Studied to Save Steps, Time and Money—The Equipment in a New Store To Be Discussed—How Basement Is Laid Out.

By Henry Johnson, Jr.

I do not remember when I did not believe in the best scales. My faith in them was inculcated by the elder Johnson way back in the beginning—say about 1880. How good the selection was may be indicated by the fact that I have scales now in use which were bought at that time, or thereabouts, which are as efficient to-day as they were then.

When I began to travel around a bit, taking vacations during which I visited other towns and stores, other things attracted my attention, and I put them into my own store. The old ball of twine was discarded as soon as I got next to the cones. Then I put in more cone holders than we had formerly had ball holders; and the cones were located at the most convenient points, so that false and waste motions might be eliminated.

## Bought the First Meat Slicer.

In 1904 I visited a large store in another city and saw the first meat slicing machine, one of the very first in the country. When I got home, I looked into that thing. It cost \$135 net, and for a little time I hesitated. I soon concluded, however, that soon somebody would get one and I should have to follow, if I did not lead. So I led and got mine. It put me out just a trifle when my hardest competitor bought one a few months after for \$90, the price having been put down in the meantime; but I had accomplished what I was after, for I then had the nicest trade in sliced beef, bacon and ham in the town. The slicer had more than paid for itself.

So it has gone on until I am almost somewhat "daffy" on the use of mechanical appliances of all kinds and I have to-day, I believe, one of the most completely equipped stores of its kind and size on the American continent. That's "going some," so I may have to prove what I say. Moreover, I shall have to justify my contention that investment in such tools and appliances is about the wisest investment a merchant can make—as rapidly as his resources will enable him to make it. All right; I feel that I can furnish the proof.

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

## EQUIPMENT TALKS FROM EXPERIENCE

*This is the second of a series of articles on Store Organization by Henry Johnson, Jr. In it he deals with Store Equipment—a most important phase of every dealer's business. Mr. Johnson, having been in the grocery business for 30 years, and having recently moved into a new store which he has equipped in fine shape, has something worth while to say in this and future articles. He talks from experience, so that his articles will be all the more valuable. He begins at the basement and shows what system and proper equipment mean there in cutting down expenses. Two weeks hence he will continue his talk on Store Equipment.*

## Human and Mechanical Tools.

Now let me revert to my talk of two weeks ago. You will recall that the idea was that we must Work With the Tools We Have at Hand. That referred to Human Tools. The make-up of Human Tools is beyond our control; we are in this regard mostly victims of circumstances.

The fundamental difference between human and mechanical tools lies in the fact that a ten-horsepower man may or may not deliver ten horsepower, and one day his rating may be way down to two horse so far as effective work is concerned; but the ten horse electric motor will deliver ten horsepower so long as we supply the current and keep it in proper condition. In other words, human tools may deliver their quota of efficiency and they may not; but mechanical tools DO THEIR WORK! You may turn your back on the motor. You may start it running and go to sleep. It will continue to run, faithfully delivering its quota of efficiency, until you shut off the current.

## Using Cement to Stop Rat Ravages.

Again: A cellar floor left bare, so the goods are placed on the ground, will "do," and one may accomplish a lot with it. Also, if a man of an exceed-

ingly faithful and tidy habit of mind have charge of the cellar, he may keep it up in pretty good order, keep stock neat and clean, avoid waste and reduce the ravages of rats and mice to a minimum. But such a man is a jewel of such rare occurrence that cellar floors generally are things to be kept down cellar and as much out of sight as possible. A concrete floor, on the other hand, will shut out rats and mice forever, so far as access from the bottom of the building goes; and the stock is automatically better kept. Moreover, dirt is immediately made evident to almost anybody and can be taken care of with the minimum of labor, which means time, which means MONEY.

With this introduction by way of preface, I feel that I may go on and tell about my own equipment, as it is the one I know most about, even though the telling take more than the usual single article and run over the instalment of two weeks from now. I think this is justifiable, however, on the ground of its paramount importance.

## Planning for Two Years Back.

The new home of Johnson's was laid out and planned many times over in the two years during which we owned the premises before we began to get them ready for our occupancy; so many things about the store were laid out and executed with a thoroughness not always possible in the case of premises in regular, steady occupancy. But I am sure that if a merchant plans sufficiently ahead in these matters and does one thing at a time, he can gradually revamp his place of business. And you can take my word for it that, if he does this wisely, conservatively, logically and thoroughly, he will congratulate himself daily thereafter.

Cost? Certainly it costs. Certainly, too, one must have the needful accumulations to do it with. But, having the accumulation of, say, \$5,000, if that sum can be invested in appliances, devices and fixtures which will make and save him \$1,000 annually, to what better use could it possibly be put? In practice, if wisely laid out, \$5,000 will come nearer to saving from \$2,500 to \$5,000 annually, so it will be a still better investment.

Last summer, then, I had a bare store to reconstruct. There were excellent

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stone walls, with splendid foundation which had stood over half a century without developing weakness, and good timbers. That was all I had, so there was a clear field. The cellar floor was bare dirt. There were no excavations under the sidewalk. But the building fronts on two streets, so there was ample opportunity to develop the space along such lines as seemed good to me. My sidewalk excavations are big now, yet I have room for fully three times more under-sidewalk space which I am reserving for future requirements.

Beginning at the west end of the rear walk, I excavated the entire space, 11' x 50 feet (about) and lined it completely with concrete—concrete walls to sustain the earth on the street side and to reinforce the old foundation walls; concrete partitions; reinforced concrete walks overhead and concrete floors. The first division is a potato cellar, about 20 feet long, and under the floor of that cellar, at the extreme west end, are the oil and gasoline storage tanks. The pipes to fill and also leading to the pumps run under the entire length of that floor. The tanks are then filled from the walk above and the liquids are drawn off through the pumps in the cellar or basement proper. Looks like a safe and permanent arrangement to me.

#### Cellar Divided Into Departments.

Next division is the coal cellar, about 8 feet. Next the boiler room, into which the front of the boiler projects from the foundation. This room is about 14 feet long. Next comes the ash pit, about 6 feet long, where ashes can be thrown all winter and taken out in the spring in one big job. Finally, the cheese and dried fruit cellar, about 13 feet long. Each of these rooms is completely separate from all the others; there is access to the potato cellar, the boiler room and the cheese room from the main basement, and each room is lighted by a big iron skylight set with glass eyes and insulated through the suspension of old sash, salvaged from the old building, against the skylight.

There are manholes through which goods can be taken in and also for ventilation. The whole is arranged for economy of motion, as in the boiler room, where the fireman takes his coal from one side and shovels his ashes out the other side—all from left to right, the natural way.

#### Cuts Down the Manual Labor.

This may seem elaborate, but the arrangement enables one man to do the work of two in an ordinary basement. Also, while the investment might look big for any small business, I cannot but feel that it is so complete and so permanently done and finally finished that

it would pay even the man who might run his own small business almost by himself.

Consider that the man who fires the boiler has a place to put the empty boxes, barrels and other rubbish which we burn, where he can break it up readily; that he needs to do very little breaking because of the ample fire-box in the boiler; that the few shovels of coal are put on by a simple swing of the back; that he can run a truck over the entire basement, in and out of each

room on a level; that the light is so perfect that he can see every corner of each room as well and as long as he could on the upper floor—then the economy of operation—that is it, ECONOMY OF OPERATION—is very great. Then the wisdom of this foresight and confident expenditure will perhaps be apparent.

See? I told you it would take space to tell this story; but I believe you will be willing to bear with me. Therefore, more two weeks hence, but meantime comment is invited.

## Past Year's Business Well Ahead of 1911

Wholesale Grocers Pleased With the Results—From 20 to 25 Per Cent Advance Made, According to Several—Flour Mills Increase Profits—Wholesale Fruit Men Ahead — Many Complaints Regarding Delays in Shipping—1913 Promises Well.

From inquiries made by The Grocer from all branches of the grocery trade, business during 1912 has exceeded by a good deal that of previous year. It is, too, the general consensus of opinion that, had shipments by the railways been more prompt, the turnover would have been still greater. The railways are getting the blame for decimating 1912 trade to a considerable extent.

Evidences of the progress made in all branches of the grocery trade during past year are on every hand. From all accounts 1912 has been the banner year. Moreover it ends with every prospect of being surpassed by 1913.

While the retail trade have not yet had time to fully check up their business of the past twelvemonth, there is little doubt that the total volume throughout Canada considerably exceeds that of last year. Some retail grocers of course have not secured their share; the others have exceeded the 1911 business and some to a great extent. Undoubtedly the business existed; it remained for the aggressive men to go after it while others waited.

#### Away Ahead of 1911.

Wholesalers have been checking up their totals and invariably those seen by The Grocer report a splendid trade—better than a year ago.

"Our turnover this year," remarked a Hamilton, Ont. wholesaler, "has been away ahead of 1911; and it would have been still better if delays in shipments could have been avoided or greatly lessened."

This seems to be the general opinion among Hamilton, as well as other wholesalers. The year has been a bright one from a business standpoint, and had the

railways handled shipments better results would have been even more satisfactory.

To illustrate the annoyance caused by slow freight, the Hamilton wholesaler related a glaring instance.

"We shipped a carload of goods to St. George less than 15 miles away," he said, "and it took just 13 days to get there."

This is an exceptional case, but there have been hundreds of others where the undue length of the delay has caused bitter complaints and loss of orders.

#### The Best Year on Record.

A manufacturers' agent and importer, with head office in Toronto, and doing a Canadian business told The Grocer that his turnover in 1912 was considerably ahead of 1911, and easily the best he ever had. It was up in the seven figure column.

"The West is growing fast," he said, "and this meant a lot of business for us, but you must not suppose we did not increase business here in the East. One of our men in Toronto did the biggest year's business on record in selling one particular line."

So far as shipping delays were concerned, some trouble was experienced by this firm, but not much more than usual. A particular case was the belated receipt of a carload of Christmas goods which had previously been sold but which arrived too late. They will now have to be sold over again.

"It seems to us," remarked this importer, "that prospects for 1913 are good. Already we have had an especially good big order signed for delivery in January, and it came with little effort on our part. We have considerable others in for delivery during first couple of months."

(Continued on page 35.)



## A Page of Value to the Grocery Clerk

The Clerk of To-day is the Merchant of To-morrow

By Bruce McDougall.

*Enthusiasm is a necessary attribute to the successful clerk. The young man who looks after the welfare of the store and of the customers is going to have his usefulness observed. Reading between the lines of the article on this page one will readily notice enthusiasm in the author, Mr. McDougall. He is keen on window dressing, on interior display and on increasing sales, and is undoubtedly a good acquisition to his father's store in Ingersoll, Ont. His article is well worth reading by both clerks and dealers.*

Window trimming is one of the most important parts of the grocery business. To-day, no matter where you go, the up-to-date business men are doing more of that kind of work. You will find nine out of every ten who are looking after their windows are the successful grocers and business men. You often hear a grocer remark, "Well, so and so have a pretty nice window in this time, but what good does it do—a lot of trouble and work for nothing." If that grocer would stop to think that the well-dressed window attracted the attention of the public where often otherwise they pass right by his store without even glancing in to see what he has got, perhaps he would try to be a little more careful with the next window he puts in. What looks better than a nice clean decorated store and a nicely dressed window giving the people the inclination to buy?

### Taste and Patience Required.

Window trimming is an art by itself and to be a successful window dresser you must have two things: First, taste; second, patience. You will find there is more to bother you than just merely throwing in your goods. You have got to get the idea into your head and then place your goods so as to show up and sell to the best advantage.

In dressing a window, do not pile it up with a lot of different things such as a window of salmon with cereals as a background. Use a little judgment in showing lines that will sell another. For instance, last spring just after the

snow was gone and everything seemed to be waking up after the long cold winter months were over, an idea came to me that a spring window would look nice and tasty, so I proceeded to build my window, giving it as a title, "The Kiss of Spring." I had a big pan made so as to hold a quantity of water. Placing this in the window I built sod all around it, banking it up so as to hide the pan. I then brought out every kind of canned meats, placing these in front and on either side of the window. I went to the woods and got a lot of small evergreen trees, placing them at the back. I then built a half circle, placing on it my cooked and smoked meats with a lot of lettuce and celery banked around. I then strung chicken, sides of bacon and other meats from the ceiling and let them hang among the bushes. Having quite a few stuffed birds I placed them on the grass under the trees and around through the window.

This made a very attractive window and helped to increase our sales in the smoked meats of which we handle a lot. Such windows as these get the people talking, and once you have the people talking, it's as good an advertisement as you can get.

### Assign Window to One Clerk.

I think in every store there should be one clerk to do this part of the work. He should look after the window, the interior trimmings and the general cleanliness of the store. If he accomplishes these things satisfactorily his employer will have a successful business.

Our business here has increased wonderfully in the last few years and we attribute much of this to the fact that our store is kept clean and nicely decorated. Our window is always attractive and our goods are the best, and that's what people like to see and have. Our sign is QUALITY, and QUALITY COUNTS.

### Methods of Increasing Sales.

A successful clerk to my idea must be energetic, clean and tidy, and always willing to do something for the store's customers. In selling goods I believe in bringing before the customer the quality of the article. A judicious attempt is made to induce her to buy something new that has just come in. If she purchases and likes the article, she will tell

others. To me this is one of the best methods of introducing goods.

Three years ago, I established an order route calling on many people in the town who hadn't phones. On the first round I secured three who would deal with us steadily; to-day I have sixty, none of whom had ever been in our store. This is another method to increase business and a very good one for the dull summer months.

## LEAKS IN THE GROCERY STORE



### BROKEN PACKING BOXES.

By a Grocery Traveler.

So far, I have not noticed that anyone has referred to the leak in the grocery store caused by carelessness in handling packing boxes. For instance in the warehouse of a store the other day, I observed eight or ten packing boxes broken so badly that they would be unfit for anything outside of kindling wood.

Since the retailer has to pay something for these boxes, one would think he would get as much as possible out of them. Wholesale grocers are always after boxes, and he could easily dispose of any surplus to them. Boxes would sell all the way from 5 cents up to 25 cents. Supposing a hundred of the latter are handled in a year;—that would mean \$25 if all were taken care of properly. I would say many grocers could sell \$50 or \$75 worth of boxes every year, all of which is that much more added to the sales sheet in the year.

Your "Leaks in the Grocery Store" column will do a great amount of good. Hope to see many of your readers represented with suggestions.

### OLD COUNTRY AMALGAMATION

A notice has been sent out by Joseph Farrow & Co., Ltd., Peterborough, Eng., announcing an important amalgamation with three other Old Country firms. These include Barringer & Co., Limited, of Mansfield; Moss, Rimmington & Co. (1909) Limited, of Selby; and Sadler's Mustard Limited, of London. The new firm will trade under the name of Joseph Farrow & Company, Limited, with head offices in Peterborough. I. H. Wallis, of Barringer & Co., and R. J. Foster, of Moss, Rimmington & Co., have joined the Board of Directors of Joseph Farrow & Co., Limited.



# Century and a Half In Business

An Old Quebec Firm Founded  
in 1766—Early Trials and Tribu-  
lations — Have Now Twenty-six  
Stores in Eastern Canada.



Paspébiac, Que., Dec. 26.—(Special)—  
On the left hand corner of the photo-  
graph on this page may be seen the  
figures "1766." This is not the street  
number of the store. It marks the year  
of the foundation of Robin, Jones &  
Whitman, Limited, which was establish-  
ed in that year—146 years ago—by  
Charles Robin.

Those of you who have read the early  
history of New France, or Canada as it  
is now called, will recall that around  
1766 there were some stirring times. Mr.  
Robin found it so. He came to this  
country in that year from the Island of  
Jersey in a small brig called the "Sea-  
flower."

### Met Early Reverses.

After exploring the Bay des Chaleurs,  
he decided to settle at Paspébiac, where  
he started a trading and fishing business.  
At the outset he met with many reverses,  
having his stores plundered and vessels  
captured by American privateers, and  
he was in fact forced to leave the coun-  
try for two years. He returned in 1783,  
and from this period prosperity follow-  
ed his efforts. He gradually extended  
his business, opening up branches at sev-  
eral places along the Gaspé Coast, as  
well as in New Brunswick and Cape  
Breton.

In the year 1896 the company amal-  
gamated with J. & E. Collas, of Gaspé,  
under the name of the C. Robin Collas  
Co., Limited. In 1904 they took in Col-  
las Whitman & Co., of Halifax, and  
made Halifax their headquarters—here-  
before the headquarters had always been  
in Jersey, Europe. Some two years ago  
the company further took in A. G. Jones  
& Co., of Halifax, and the Atlantic Fish  
Co., Lunenburg, N.S., and the company  
is now carrying on business under the  
name of Robin, Jones & Whitman, Lim-  
ited. They are now operating twenty-

six branches in the Provinces of Quebec,  
New Brunswick and Nova Scotia.

The company have always kept to the  
old initials of "C.R.C.," which is their  
registered trade mark and by which they  
are best known on the Gaspé coast.

### A History With Few Rivals.

Few retail or other businesses can look  
back 146 years in Canadian history so  
that Robins, Jones and Whitman, Ltd.,  
hold a unique place in the trade to-day.  
The firm has certainly prospered. Half  
a million dollars would be a conservative  
estimate of its assets.



Following items are from The Cana-  
dian Grocer of Dec. 30, 1892:—

"F. W. Fearman is a candidate in  
the election in Ward No. 1, Hamil-  
ton, Ont."

Editorial Note.—Mr. Fearman, of F.  
W. Fearman & Co., packers, is to-day a  
well-known figure in Hamilton.

"Barbadoes molasses is firm and  
fairly active while stocks are not  
large and nothing good could be had  
under 32½¢ for a round lot."

Editorial Note.—To-day, fancy Bar-  
badoes molasses is quoted at from 40 to  
47 cents and choice from 35 to 42 cents.

"The following have been elected  
officers of the Montreal Wholesale  
Grocers' Association: President,  
Geo. Childs; vice-president, Chas. P.

Herbert; treasurer, D. T. Tees; Dir-  
ectors, Chas. Chaput, W. W. Lock-  
erby, and J. C. Rose; committee of  
arbitration, Geo. Forbes, Wm. Kin-  
loch, H. Laporte, and H. H.  
Regan."

### ADVANCES IN FOOD PRICES.

Finley Acker, the large Philadelphia,  
Pa., grocer, has the following to say on  
what foods have advanced in recent  
years and why:—

"How do the prices of the same kind  
and quality of food products compare  
with their market prices, ten, twenty or  
thirty years ago?"

"Statistics show that such necessary  
staples as flour, sugar, syrup, tea and  
chocolate, and the modern staple of con-  
fectionery, have cost approximately the  
same for some years—except as the  
prices fluctuated with the varying mar-  
ket prices of wheat and raw sugar. It is  
interesting to note that the important  
items of flour and sugar are both lower  
in price to-day than they were thirty or  
thirty-five years ago.

"Coffee is lower in price than it was  
thirty years ago, although higher at pre-  
sent than it was several years ago. The  
varying prices in coffee will be found,  
however, to have been caused mainly by  
the fluctuations in supply and demand,  
although the present high prices are  
partly due to the coffee valorization  
scheme which is based upon the prin-  
ciple of safeguarding and developing the  
coffee industry by preventing ruinously  
low prices, during periods of overproduc-  
tion and exorbitantly high prices dur-  
ing period of underproduction."

Siebert & Co., general merchants,  
Dashwood, Ont., have sold to G. Keller-  
man & Son.

# Current News of the Week

## Quebec and Maritime Provinces.

A. & A. Choiniere, general merchants, Granby, Que., have registered.

F. E. Williams & Co., grocers, St. John, N.B., are advertising their business for sale.

Harris Miller, general merchant, Sackville, N.B., sustained loss by fire recently; covered by insurance.

The remodelling work going on in the office department of Hudon, Hebert & Co., Ltd., Montreal, is nearing completion.

Albert Joseph & Co., general merchants, Waterloo, Que., have dissolved, Albert Joseph and Abatlah Joseph registered.

The wholesale grocery firm of Payzant & King, Halifax, N.S., started in business life in 1862 and are thus completing their half century this year.

The Canadian Coconut Co., Montreal, have secured the sole selling rights for the Dominion of the products formerly manufactured by the Columbia Extract Co., Montreal, and selling under the trade-mark of "Dryden's."

The annual general meeting of the Montreal Wholesale Grocers' Guild was held recently in Board of Trade Building, Montreal, when the president, Zepherin Hebert, presented the report of the business of the association during past year. The election of officers then took place and the confidence the members have in the president was further exemplified by the unanimity shown by those present in again electing him to occupy the chief position. Officers: President, Zepherin Hebert; vice-president, N. Gendreau; treasurer, J. T. Lalonde; directors, S. J. Carter, S. Deschatelets, W. Foullet.

## Ontario.

S. H. Carrie, grocer, Toronto, has sold to Herbert Perkins.

Bradfield & Co., grocers, Toronto, have sold to J. Pleskey.

G. Carter Milling Co., St. Mary's, Ont., sustained loss by fire recently.

R. C. Blackburn, Winnipeg and middle west representative of W. G. Patrick & Co., Toronto, is east visiting the firm's head office.

A. J. Gardiner, late manager of the G. W. MacFarland Co.'s Model Grocery, Sudbury, Ont., has opened up a business there on Elm Street West on his own behalf.

H. Riordan, grocer, London, Ont., has sold to R. A. Murray, formerly of Detroit, Mich.

The general stores of T. Fowler and Kicks & Co., Callender, Ont., sustained losses by fire recently.

The Drummers' Snack Club will hold an executive meeting this afternoon (Friday, December 27) at the St. Charles Hotel, Toronto. In the evening will be the annual dinner.

Norman Haldenby, grocer, of Barrie, Ont., has purchased the store on Queen Street, Kincairdine, formerly occupied by the late G. M. Mackendrick. S. Haldenby will take possession in the near future.

The Dominion Railway Commission has ordered railway companies to furnish heated refrigerator cars for the carrying of perishable freight in less than carload quantities. The order is in the nature of a compromise. The shippers asked that the minimum be an aggregate of 10,000 pounds. The Railway Commissioners set the minimum at 12,000 pounds, and the applicants for the order are pretty well satisfied. Under the old conditions the railway companies were only required to supply heated cars for carload lots of 20,000 pounds to the one destination. Now the minimum for a car is placed at 12,000 pounds, and the freight can be divided between not more than five points.

## Western Canada.

Wilson & LeMare, grocers, Stavelly, Alta., have sold out.

N. M. Waldo, grocer, Brandon, Man., has sold to A. H. Pye.

H. Saunders, grocer, Winnipeg, is succeeded by B. J. Clark & Son.

F. H. Willis, general merchant, Springside, Sask., is succeeded by Fred Cummings.

Geo. Robinson has opened a general store business in Mirror, Alta. Goods will be sold for cash only.

H. J. Robinson has been appointed secretary of the Retail Merchants' Association of Saskatoon, Sask.

Professor Charles Wolcott, who some years ago superintended the balloon ascensions in Canada on behalf of Sweet Caporal cigarettes for the Imperial Tobacco, Ltd., Montreal, died recently at Edmonton, Alta. Prof. Wolcott, it will be remembered, sustained severe injuries seventeen years ago in a 3,000-foot fall

from a balloon in South America. Practically every bone in his body had been broken but nevertheless he recovered and lived for seventeen years.

## Grocers' Letter Box

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

## U. S. PARCEL POST LAW.

Editor Canadian Grocer.—Will you kindly tell your readers in brief form how the United States parcel post will work out?—Inquirer, Winnipeg, Man.

Editorial Note.—On January 1 the United States Post Office will inaugurate a parcel post service. The rates will be graduated according to the distance of the haul, from 5 cents to 11 cents for the first pound and from 1 cent to 10 cents for each additional pound. The country will be divided into squares of 30 miles to a side. Shipments within one square will get the lowest rate, which on a ten-pound package will amount to 14 cents.

## WHAT BUSINESS ASSESSMENT IS.

Editor Canadian Grocer.—Can you tell me what is the law regarding the business assessment in Ontario?—Ottawa Retailer.

Editorial Note.—The Assessment Act says: "Every person carrying on the business of a retail merchant in cities having a population of over 50,000 shall be assessed for a sum equal to 25 per cent. of the assessed value. In other cities and towns having a population of 10,000 or over for a sum equal to 30 per cent. of the assessed value, and in other municipalities for a sum equal to 35 per cent. of the said assessed value."

The Denver Retail Grocers' Association have opened a bank. It is owned and operated by the association.

Canada at the present time obtains 75 per cent. of her supply of raw sugar from the British West Indies, whose total production for export is about 300,000 tons a year. In 1911 Canada imported 280,000 tons of raw sugar.

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# Delays in Shipments Cause Complaint

Wholesalers Indignant Over Delayed Freight—Practically All Report Substantial Increase in Business Over 1911—Markets on the Whole Are Quiet—No Important Changes To Be Recorded.

## QUEBEC MARKETS.

### POINTERS—

Prunes—Down.

Tarragona Almonds—Up 2c.

Hotel Mushrooms—Up \$1 per case.

Montreal, Dec. 24.—Wholesalers are on the hop filling orders, the rush being heavy and difficulty in getting goods delivered embarrassing.

Some wholesalers have lowered Canadian canned peas due to the fact that the imported peas are lower in price, while the demand for former is also slow.

Some quantities of brooms are also lower by 25c per dozen, while prices on mushrooms are firmer.

SUGAR.—Demand is on the proper side so far as refiners are concerned, though, however gratifying it may be it is said that some confess to being behind a few days in orders. Evidently the trade have been buying from hand to mouth and on finding no decline would take place came along with substantial orders before Christmas. It would seem that the raws now being melted are high priced so that no decline is likely to take place till these are worked up. On the other hand with the heavy trade over, the market should become dull and concessions may be made to stimulate buying.

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

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

MOLASSES.—Market remains very as stated in previous issues no reason can be seen for any decline owing to decided shortage of fancy stock. The demand for all grades is good, the holidays having stimulated trade considerably.

Syrup trade is also lively, dealers taking up supplies readily.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	0 30	0 30

Porto Rico	0 40
Corn syrups, bbls.	0 03 1/4
Corn syrups, half-barrels	0 03 1/2
Corn syrups, quarter-barrels	0 03 3/4
Corn syrups, 38 1/2-lb. pails	1 75
Corn syrups, 25-lb. pails	1 25
Cases, 2-lb. tins, 2 doz. per case	2 43
Cases, 5-lb. tins, 1 doz. per case	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60

DRIED FRUITS.—Market is active as far as certain lines are concerned and a good trade is passing.

California seeded raisins are none too quick to move, though, but yet there does not seem to be any very great pressure to sell and consequently little likelihood of any concessions being made. Currants are firm owing to limited supplies, while dates in cartons are selling freely. Figs are now being brought up as eagerly as is expected at this time of the year, and prices are unsteady, though there is no sign of a decline.

Prunes have declined one cent per lb., the crop evidently being larger than expected, while California loose muscatels, 4 crowns are up to eight cents.

Evaporated apricots	0 14 1/2
Evaporated apples	0 07 1/2
Evaporated peaches	0 10
Evaporated pears	0 13
Currants, fine filiatras, per lb. cleaned	0 06 1/2
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08
Currants, Patras, per lb.	0 09
Currants, Vostizas, per lb.	0 09 1/2
Dates, 1-lb. packages	0 07 1/2
Dates, Hallowee, loose	0 05 1/2
Figs, 3 crown	0 11
Figs, 4 crown	0 08 1/2
Figs, 5 crown	0 09 1/2
Figs, 6 crown	0 11 1/2
Figs, 7 crown	0 12 1/2
Figs, 8 crown	0 13 1/2
Figs, 9 crown	0 14 1/2
Comadre figs, about 33-lb. mats	1 30
Glove boxes, 16-oz., per box	0 10 1/2
Glove boxes, 10-oz., per box	0 07 1/2

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

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

NUTS.—As would be expected at this time of the year the demand is brisk and dealers are showing no hesitation in taking up good stocks.

Tarragona almonds have advanced two cents per pound, thus proving our recent statement to the effect that supplies were limited in spite of the easiness prevailing in market last week.

Sicily filberts are stronger following on cable news from growing centres, and have advanced in price, while walnuts though moving well, might be a little more lively.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12 1/2	0 14
Filberts, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 17	0 18
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 06 1/2	0 06 1/2
Coon, roasted	0 08 1/2	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 15	0 16
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

COFFEE.—Trade so far this month has been well up to mark and the demand at present is satisfactory. Primary markets are strong and though the sale of valorization coffee is looked to to produce lower figures, yet of course even if this should come about, local prices will be unaffected, as it is necessary for the market to drop a considerable number of points before prices here change.

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

SPICE.—Business has become more or less of a hand to mouth nature, the high prices of certain lines making the trade disposed to await further developments before buying heavily.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 30
Cloves, ground	0 25	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	0 25	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27 1/2	0 30
Pimento	0 07 1/2	0 10

RICE.—No change in price to note, firmness being the chief feature. Orders from country points are being received but are not large enough to prove that the outside trade have any confidence in the situation. Prices are certainly high and a slight drop would mean larger business, yet conditions according to local authorities would not justify a drop.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 75	
Rice, grade B, bags 100 lbs.	3 75	
Rice, grade B, bags 50 lbs.	3 75	
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 75	
Rice, grade B, pockets 25 lbs.	3 75	
Rice, grade C.C., bags 250 lbs.	3 75	
Rice, grade C.C., bags 100 lbs.	3 75	
Rice, grade C.C., bags 50 lbs.	3 75	
Rice, grade C.C., pockets 25 lbs.	3 75	
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 75	
Patna, polished	4 45	4 50
Pearl	5 00	4 10
Imperial Glace	5 40	5 50
Sparle	5 25	5 25
Crystal	5 50	5 50
Snow	5 50	5 50
Ice Dips	5 75	5 75
Carolina Rice	7 90	8 00
Brown Sago, lb.	0 06	0 07
Tapioca, medium pearl, lb.	0 07	0 09
Seed, lb.	0 07	0 09



THE CANADIAN GROCER

BEANS.—Supplies were not so free during past days but yet the market is easier, and quality of those coming forward good. Austrian hand picked beans are finding favor with a number of wholesalers and are selling well.

White beans, per bushel	2 75	3 00
Indian Rangoum		2 00

ONTARIO MARKETS.

POINTERS:—

- Coffee.—Firmer.
- Nuts.—Higher.
- California Fruits.—Firmer.
- Valencia Raisins.—Lower.
- Tapioca.—Weaker.

Toronto, Dec. 24.—Complaints with regard to delayed shipments are numerous and louder than ever. Goods in many cases are taking from three days to two weeks longer than the usual time to arrive at destination, and much indignation is being felt against the railroads, especially since the extra demurrage rate was struck.

Business for 1912 has been very satisfactory. The number who report a decrease from 1911 standard are very, very few, and most are able to report a very substantial increase. This is due not particularly to the fact that greater gains are being made on goods sold but more goods are also being consumed. Where people have the money there is a very general tendency to spend more on eating. In another week more definite calculations with regard to increase will be possible.

SUGAR.—The sugar situation is changed but little this week. The beet crop estimate has again been decreased slightly, but chiefly in Russia. This will have very little effect, as the crop is still very large. Prices locally remain as quoted last week.

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

SYRUP AND MOLASSES.—At present there is little likelihood of prices, especially on corn syrups, advancing. Corn according to latest reports is very weak in Chicago and chances for it advancing are very slim. On higher grade syrups and molasses prices are likely to be maintained for some time at present level.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, 1/2 doz. in case	2 65
20 lb. tins, 1/4 doz. in case	2 60
Barrels, per lb.	0 03 1/2

Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 03 1/2
Pails, 38 1/2 lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gals., 12 to case	5 40
1/4 gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
1/2 gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27
New Orleans, half barrels	0 29
West Indies, barrels	0 28
West Indies, half barrels	0 30
Barbados, fancy, barrels	0 45
Barbados, fancy, half barrels	0 49

DRIED FRUITS.—California fruits are a little firmer this week. Bottom at last has been reached and with things getting into a little better shape higher prices are expected to rule soon. At present prices are very reasonable. Seedless varieties have all been closely cleaned up with the Christmas trade.

Valencia raisins have again slumped in England. Spain is completely sold out and the new crop is reported as the smallest on record for many years.

Next year's crop in currants is expected to be rather short. The attention of all the Greeks has been turned towards fighting rather than agriculture and thus the crops have been greatly neglected.

Prunes—		
30 to 40, in 25-lb. boxes	0 12 1/2	0 13 1/2
40 to 50, in 25-lb. boxes	0 11 1/2	0 12 1/2
50 to 60, in 25-lb. boxes	0 10 1/2	0 11 1/2
60 to 70, in 25-lb. boxes	0 09	0 10
70 to 80, in 25-lb. boxes	0 08 1/2	0 09 1/2
80 to 90, in 25-lb. boxes	0 08	0 09
90 to 100, in 25-lb. boxes	0 07 1/2	0 08 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		

Apricots—		
Standard, 25-lb. boxes	0 13	0 14
Choice, 25-lb. boxes	0 15	0 16
Peaches—		
Standard, 25-lb. boxes	0 10	0 11
Choice, 25-lb. boxes	0 10 1/2	0 11 1/2
Candied Peels—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04 1/2	0 04 1/2
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07 1/2
Currants—		
Fine Filiatras, per lb.	0 07	0 07
Choicest Amalas, per lb.	0 07 1/2	0 07 1/2
Patras, per lb.	0 07 1/2	0 07 1/2
Choice Vastizzas	0 10	0 10
Shade dried Vostizzas	0 10	0 08 1/2
Cleaned, 1/4 cent more.		

Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09 1/2
Valencias, old stock	0 07 1/2	0 08
Seeded, 1 lb. packets, fancy	0 07 1/2	0 07 1/2
Seeded, 1 lb. packets, choice	0 06 1/2	0 07
Dates—		
Hallowee', full boxes	0 05 1/2	0 06 1/2
Hallowee', half boxes	0 06 1/2	0 07 1/2
Paris, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Paris, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2

TEA.—On account of there being no sale in London either of Indias or Ceylons until January 7 considerable quantities of tea will be accumulated but the fact that people have been unable to buy for two weeks will tend to make the competition keener than ever.

Some of the offerings now are said to be stocky and autumnal. Gardens are now closing down owing to cold weather.

COFFEE.—No change in price has been made this week but a much better tone exists in the market. Imports are likely to be higher. So far as the Brazil crop is concerned higher prices be-

tween now and next crop will likely be realized. Direct shipments are not showing the quality of former years. On the whole the crop is not up to the level but in the better grades good quality is being received. "Judging from present conditions this should be a good time to buy. Certainly coffee wont see a lower price," said one dealer this week.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—The situation in spices has changed but slightly this week. Nutmegs and black pepper are rather easier, while cloves and mace have taken on a firmer tone. Prices remain unaltered.

	5 and 10 lb.	1/4 lb.	1/2 lb.
	Tins,	pkgs.	tins doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	23-33	72-99	90-115
Cloves	25-29	90-95	85-110
Cream tartar	25-26	90-00	
Curry powder	25-00		
Ginger	22-27	65-85	75-95
Mace	65-80	0-2	75
Nutmegs	25-30	90-00	1 60-2 50
Peppers, black	20-23	67-75	80-90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-95	75-1 10
Pickling spice	14-18	75-00	75-00
Turmeric	16-18		

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

Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 10	0 35
Shredded cocanot, in pails	0 16 1/2	0 17 1/2

RICE AND TAPIOCA.—Just what the situation in tapioca is this week is hard to determine. On the primary market there is rather a lower tendency. Fresh shipments do not come till February and no great change is expected before that time.

Rice is stated by some dealers as firmer. Carolina and Texas rices are likely to be higher before long.

Standard B., from mills, 500 lbs. or over.		
f.o.b. Montreal	3 75	
Rice, standard B., f.o.b., Toronto	3 83	
	Per lb.	
Rangoon	0 03 1/2	0 04
Fancy rangoon	0 04	0 05 1/2
Patna	0 05 1/2	0 06
Japan	0 06	0 07
Java	0 06 1/2	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05 1/2	0 06
Tapioca—		
Bullet, double goat	0 08 1/2	0 09 1/2
Medium, pearl	0 06 1/2	0 07
Flake	0 06	0 08
Seed	0 06 1/2	0 07

NUTS.—Nuts of all kinds have been pretty well cleaned up with the Christmas trade. "We have scarcely a pound of filberts or Brazils in the house," said one man this week. All have sold exceedingly well. Shipments coming in now are all likely to demand higher prices while succeeding shipments, it is expected, will be lower. Shelled almonds are likely to be much higher. These are scarce in Spain and are bringing much better prices.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16 1/2
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Marbouts	0 14	0 15



THE CANADIAN GROCER

Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 35	0 30
Chestnuts, Italian, large, lb.	0 12½	0 12½
Chestnuts, Canadian, peck	2 25	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	0 07	0 07
Pecans	0 18	0 20
Brazils	0 14	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08½	0 10
Peanuts, green, jumbo	0 10	0 10

BEANS.—Large quantities of Austrians are still coming in and are being well taken. On account of being all hand picked they are even in greater demand than the Canadians.

Prime beans, per bush., new	2 80
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CANNED GOODS.

TORONTO.—Quality of canned goods this year is said to be well up to that of previous years, and uniform quality rules throughout. Cannerymen are still being pressed for delivery of goods and are kept busy making shipments.

VEGETABLES.		Group A.
		Per doz.
2's, Asparagus Tips		\$ 2 27½
2's, Asparagus Butts		1 42½
Beans—		
2s, golden wax	1 00	
3s, golden wax	1 40	
Gal, golden wax	4 05	
2s, Refugee, green	1 00	
3s, Refugee, green	1 40	
2s, Kidneys	1 30	
2's, Beets, sliced	0 97½	
2's, Beets, whole	1 30	
3's, Beets, sliced	0 97½	
3's, Beets, whole	1 37½	
3's, Cabbage	1 00	
2's, Carrots	1 00	
3's, Carrots	1 30	
2's, Cauliflower	1 67½	
3's, Cauliflower	2 10	
2's, Parsnips	1 15	
3's, Parsnips	1 30	
3's, Turnips	1 15	
Peas—		
2s, extra fine sifted, size 1	1 75	
2s, sweet wrinkles, size 2	1 35	
Early June, size 3	1 30	
Standard, size 4	1 25	
Gal, standard, No. 4	5 00	
2's, Spinach	1 30	
3's, Spinach	1 80	
Gal, Spinach	5 32½	
3's, Tomatoes	1 37½	
Gal, Tomatoes	4 00	
2's, Corn	0 97½	
3's, Squash	1 15	
Gal, Squash	1 35	
2's, Succotash	1 15	
3's, Pumpkin	0 85	
Gal, Pumpkin	2 55	

FRUITS.		Group A.
3's, Apples, standard	1 00	
3's, Apples, preserved	1 50	
Gal, Apples, standard	2 55	
Gal, Apples, preserved	4 05	
2's, Huckleberries, std.	1 50	
2's, Huckleberries, preserved	1 80	
Gal, Huckleberries, std.	5 30	
2's, Grapes, white, preserved	1 55	
Gal, Grapes, white, standard	3 55	
2's, Lawtonberries, heavy syrup	2 02½	
2's, Lawtonberries, preserved	2 22½	
2's, Peaches, white, heavy syrup	1 50	
2½'s, Peaches, white, heavy syrup	2 00	
3's, Peaches, white, heavy syrup	2 25	
1½'s, Peaches, yellow, flats, heavy syrup	1 27½	
2's, Peaches, yellow, heavy syrup	1 50	
2½'s, Peaches, yellow, heavy syrup	2 00	
3's, Peaches, yellow, heavy syrup	2 25	
3's, Peaches, yellow, whole, heavy syrup	1 77½	
3's, Peaches, pie, not peeled	1 27½	
3's, Peaches, pie, peeled	1 47½	
Gal, Peaches, pie, not peeled	3 52½	
Gal, Peaches, pie, peeled	4 37½	
2's, Pears, Bart., heavy syrup	1 77½	
2½'s, Pears, Bart., heavy syrup	2 12½	
3's, Pears, Bart., heavy syrup	2 37½	
2's, Pears, Flemish Beauty, heavy syrup	1 77½	
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½	
3's, Pears, Flemish Beauty, heavy syrup	2 37½	
2's, Pears, Keiffers, heavy syrup	1 67½	
2½'s, Pears, Keiffers, heavy syrup	2 02½	
3's, Pears, Keiffers, heavy syrup	2 27½	
2's, Pears, light syrup	1 22½	
3's, Pears, light syrup	1 62½	
3's, Pears, pie, not peeled	1 27½	
3's, Pears, pie, peeled	1 47½	
Gal, Pears, pie, not peeled	3 52½	
Gal, Plums, Green Gage, standard	4 05	
2's, Plums, Green Gage, light syrup	1 00	
2's, Plums, Green Gage, heavy syrup	1 30	
3's, Plums, Green Gage, heavy syrup	1 90	
2's, Plums, Lombard, light syrup	0 90	
3's, Plums, Lombard, light syrup	1 30	
2's, Plums, Lombard, heavy syrup	1 05	
3's, Plums, Lombard, heavy syrup	1 45	
Gal, Plums, Lombard, standard	3 55	

2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
2's, Plums, Damson, heavy syrup	1 45
Gal, Peas, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal, Plums, Damson, standard	3 55
Group B are 2½c per doz. less than above.	

2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gal, Red pitted cherries	8 55
Gal, Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 55
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gal, Black currants, standard	5 30
Gal, Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gal, Red currants, standard	5 30
Gal, Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
Gal, Gooseberries, standard	7 02½
Gal, Gooseberries, solid pack	8 30
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gal, Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gal, Strawberries, standard	7 52½
Gal, Strawberries, solid pack	9 77½
Group B are 2½c per doz. less than above.	

SALMON PRICES.

Sockeye—	
1 lb. talls	2 87½
1 lb. flats	2 92½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Coho, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

NEW BRUNSWICK MARKETS.

St. John, Dec. 23.—Local dealers had a great week. Business was better than it has been for many years; large orders were the rule and receipts were satisfactory. Trade in holiday lines, particularly, fruits, candies, Christmas groceries, etc., was well above average and those dealers who stocked heavily in this connection were fully repaid for their enterprise.

Speaking generally the market was quiet. There was decline of ten cents in Ontario flour which came somewhat unexpectedly with different dealers. It is regarded by those who keep in touch with the situation that now is a good time to buy in fair quantities and to attend to matter of storage. It is believed that the present prices will prevail until about the New Year or after both in Manitoba and Ontario patents, and that between now and that time is the best time to place large orders. As in the case of Christmas shipments by local grocers, so with flour,—transportation difficulties set in, and the consequence is the finding of St. John merchants with very little stock upon their hands, and with orders given but not delivered.

Bacon	\$ 10 15
Beans, hand picked, bushel	2 87
Beans, Austrian, bushel	2 85
Beans, yellow eye, bushel	3 10
Butter, dairy, per lb.	0 30
Butter, creamery, per lb.	0 27
Buckwheat, W. grey, bag	2 85
Cheese, new, lb.	0 15¼
Currants, 1's, lb.	0 67½

Canned Goods—	
Beans, baked	1 30
Beans, string	1 02½
Corn, doz.	1 10
Peas, No. 4	1 40
Peas, No. 3	1 42½
Peas, No. 2	1 30
Peas, No. 1	1 45
Peaches, 2's, doz.	1 55
Peaches, 3's, doz.	2 35
Raspberries, doz.	2 20
Strawberries	2 20
Tomatoes	1 65
Commeal, gran.	
Commeal, bags	5 90
Commeal, bbls.	3 25
Eggs, hennery	0 45
Eggs, case	0 35
Flour, Manitoba	5 75
Flour, Ontario	5 65
Lard, compound, lb.	0 15¼
Lard, pure, lb.	0 15¼
Lemons, Messina, per box	3 50
Molasses, Barbados, fancy	0 38
Oatmeal, rolled	5 50
Oatmeal, std.	6 05
Pork, domestic mess	25 75
Pork, American clear	27 00
Potatoes, barrel, new	1 50
Raisins, California, seeded	0 07½
Rice, per lb.	4 25
Salmon, Case—	
Red Spring	9 25
Coho	8 50
Sugar—	
Starbuck granulated	4 90
Austrian granulated	4 80
Bright yellow	4 70
No. 11 yellow	4 40
Paris lumps	6 00

PAST YEAR'S BUSINESS WELL AHEAD OF 1911.

(Continued from page 29.)

His western representatives are exceedingly enthusiastic over next year's prospects on account of healthy conditions out there.

From 20 to 25 per cent. increase is the amount named by a number of wholesalers.

In the flour milling business the three large, old-established firms had substantial increases. The increase of one is placed at \$44,858, a second of nearly \$40,000, and the third \$77,000. Newer mills are pleased with their turnover, one showing a profit during the first year in business of more than \$62,000. In considering the above figures it must be remembered that season of 1910-11 was a poor one for the milling interests, keen competition and adverse circumstances combining to lessen profits.

The output of flour is great but so is the overseas demand, and under ordinary conditions 1913 prospects are good.

The Christmas season always means heavy fruit sales. This year has evidently shown better sales than last. One wholesale fruit dealer estimates week prior to Christmas brought 50 per cent. more business than corresponding week last year. During 1912 he figured business had increased 25 per cent. above 1911.

Fruit wholesalers found the same difficulty in getting shipments made promptly as wholesale grocers. "Many shipments," declared one, "to Ontario points have been from three to five days longer than usual."

Everyone is looking forward to 1913 with confidence. Good business until harvest time at least is assured and then everything will depend on the crops.



## Low-Priced Goods Not Permanent Attraction

Peterboro, Ont. Dealer a Strong Believer in Drawing Power of Quality Lines—Illustrates How Trade Can be Secured by Sticking to Selling of Best Sugar—Advertises That No Better Can be Bought—Gets New Business From the Window.

"That low priced goods may attract for a time, but not for long if quality is lacking," is the opinion of W. H. Hamilton, a Peterboro, Ont. grocer. "People of to-day are above all demanding high quality goods, and the merchant who hopes for continued success must aim to give his customers articles of a high grade."

If the list of merchants of to-day who are prominent in their respective fields, were reviewed, one would find the majority have built their business on quality rather than prices.

In Mr. Hamilton's estimation, there are those who have appeared to make marked headway for a time on bargain goods, but their's has been the way of the sky rocket—a brilliant flare and then the drop.

### Never Cuts Sugar Prices.

During his tenure of business, Mr. Hamilton has stuck persistently to quality goods. While sugar has been a favorite article of cut price in many places for many years, he has always maintained prices at a figure that gives a fair profit, always making certain that he sold sugar of quality. While competitors may sell low grade sugar, he handles one as pure as he can purchase. The bag contains a guarantee to this effect and Mr. Hamilton makes use of this as an argument in selling the sugar at a normal price.

Mr. Hamilton states that some competitors are occasionally prone to advertise the same kind of sugar at a cut price and then tell customers that they are just out. Their plan is to get the people into the store, express regrets at not having that sugar in stock and to attempt to sell them something else—"the just as good brand." On finding out the ruse, capital can be more effectively made from it.

### Quality a Strong Magnet.

"The people of to-day are certainly demanding quality goods," says Mr. Hamilton. "Low prices at other stores attract some of my customers but the majority eventually drift back again. I somewhat welcome low-priced goods of other dealers. When people really want to be sure of the quality of goods they come to me. There is coming a gradual change, however. Grocers are beginning to realize that quality wins out in the end, and some of the most strenuous

price cutters are going in for quality goods at fair profits."

He believes in selling a large package where possible. He points out that if a customer purchases a small package, she may go to the other grocer for additional supplies, "but when you sell a woman a large package, you make sure that she is going to use your goods for a considerable length of time at least."

"For instance," says Mr. Hamilton, "if I have a customer who has been buying olives in 15-cent bottles, when he runs out he may go to the nearest store to buy and I lose that sale. If I sell him a \$1.25 bottle, he will not need to buy again until he can get a chance to come back to me. In addition, having a large quantity on hand, he is likely to use more.

"Besides, I find that the larger package pays the best profit. Here is an example, take washing ammonia. I have a 25-cent package which gives me a profit of 9 cents. On the other hand a certain five-cent package will only give 1½ cents profit. It also costs less to sell 25c worth of goods at once than in several installments."

### Window Attracts Buyers.

Aside from handling of quality goods, a method used by the Hamilton store to attract business is by means of window display. Early in the fall, a display that attracted attention was one of housecleaning goods, such as soap, brushes, etc. In the centre of the window was a little house with chimney, etc., built out of soap. The end facing the street was made of red paper, and with an electric light inside, it showed up to good advantage at night.

"The window brings a good deal of business. A considerable trade has been built up in crocks and flower pots in just this way. At the proper season a display is put in the window, and this of itself attracts many purchasers," said Mr. Hamilton.

## Good Season in California Dried Fruits

In Practically All Lines Production Was Heavy—Prices Opened Lower Than Usual—Estimate of the Yields.

In total tonnage the 1912 output of dried fruits in the State of California was exceedingly heavy. All of the principal varieties were produced in California this year in large quantities—larger than usual.

Looking at the market for all dried fruits in a broad way, the general tendency of the season just closing has been toward more conservative values than for the past few years. Growers generally have objected strongly to what they considered were too low prices in every one of the more important lines. The prospect, however, for heavy crops in California this year and the opinion of all branches of the trade that values had gotten beyond limits in many lines, combined to start this year's market out on a lower level, and even at that, prices in some lines have sagged right along.

There has been less of a speculative interest in any of the dried fruit staples this year than usual, and most business has been done against actual demand. This leaves the California dried fruit market at the present time in a rather better position than is usual at this time of year, and particularly so when the size of the output is considered.

After a very careful consideration of this year's movement and the figures and ideas of the different operators, the tonnage in the various dried fruit varieties in California for 1912 has been estimated as follows:

Apples . . . . .	3,500 tons
Apricots . . . . .	18,500 tons
Figs . . . . .	5,000 tons
Peaches . . . . .	27,000 tons
Prunes . . . . .	97,000 tons
Raisins . . . . .	85,000 tons
Various other . . . . .	3,000 tons

It must be borne in mind that figures at this time of year are largely estimates and are subject to a revision a little later.

If it is an effort to be pleasant to customers, just remember that you are being paid good money just for making that effort.

Take all the good luck that comes your way but don't let yourself spend any time waiting for it.

What is a dollar or two a year for a trade paper if you get out of that paper one good practical idea for developing your business.





## Fruit Demand Heavy for Christmas Trade

Wholesalers Report Good Sales— Florida Oranges Arriving Freely—Slight Advance in Cranberries — California Celery Moving Well—Southern Strawberries Here With Price Exceedingly High—Selling at \$1.25 Per Quart—Marmalade Oranges on the Way.

Large shipments of Florida oranges have been arriving during past week. One Toronto dealer received three carloads Monday and one Saturday. Eating quality in these is said to be fine; color is good, and sizes all that are to be desired. Christmas demand has been very heavy this year, and in many cases greater business than ever has been done.

Sicily bitters for making marmalade are now picked and ready for shipment. Leaving Sicily about the end of this month they should arrive here about the third week in January. Advance orders for these have already been very heavy.

Cranberries have advanced slightly this week. Supplies are becoming scarce as only late varieties are coming on now.

California celery is now on the market and selling well. One dealer got rid of a whole car in half a day. Quality is said to be the finest in years. Stock is clean and entirely free from rust.

Fresh strawberries have been introduced on the market this week merely as a curiosity. Only one box containing 100 quarts was imported and these are moving out at \$1.25 per quart. Quality is only fair and were it not that these were such a novelty at this season difficulty would be found in getting rid of them at prices quoted.

### MONTREAL.

**GREEN FRUITS.**—As would be expected at this time of the year goods are moving out freely and prices are not at all unreasonable considering high level reached by certain other lines. Jamaica oranges are not over plentiful, in fact decidedly short, the scarcity being due to destruction of young fruit by hurricane. A considerable quantity of Floridas and Californias therefore have been

brought along to fill the gap. As a result prices have advanced considerably.

Nova Scotian apples are selling freely and as they have a flavor absolutely peculiar to themselves it is likely that this variety of apples will soon take foremost place on the market.

Jamaica bananas are not on the market while other Jamaican fruit is scarce.

Apples, fall, No. 1	3 00	5 00
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	5 50	5 50
Oranges, late Valencias	4 50	6 50
Pineapples, Cubans, cases of 24	2 25	2 75
Grapes	2 25	2 75

**VEGETABLES.** — Demand is good, prices reasonable, and a big business doing, about sums up the state of the market at present. There is nothing particular to mention, no important price fluctuation and no sign of any immediate changes.

Spanish onions, large case	2 50
Canadian red onions, per lb.	0 01 1/4
Wax beans, in hampers	4 50
Carrots, bags	1 00
Cabbage, dozen	1 25
Cauliflower, doz.	0 60
Cucumbers, basket	0 30
Peppers, green, basket	2 75
Radishes, dozen	0 22
Sweet potatoes, per basket	2 00
New potatoes, bag	1 00
Spinach, box	1 00
Parsnips, bag	3 00
Tomatoes, hothouse, lb.	0 25
Turnips, per bag	1 25

### TORONTO.

**GREEN FRUITS.**—There has been an excellent movement in all green fruits lately. Florida oranges have been moving out rapidly and in large quantities. One car of Florida pineapple oranges has been received this week. Eating quality in these is excellent. Being almost entirely free from fibre and containing much juice they make a very palatable orange.

Grape fruit is still coming in in fine quality; 64's and 80's continue to hold

first place on the market, although all grape fruit has been rather cheap this year.

Prices in lemons are expected to hold firm for January shipment. No decline is anticipated. Demand has been heavy and consumption good in all parts of the country.

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

**VEGETABLES.**—Little or no change has taken place in the vegetable market this week. California celery is now on the market and selling well. Quality is said to be the best for years.

Onions are slightly easier this week and prices have been dropped considerably. Many Ontario's are on the market and are tending to keep out the Valencias.

The potato market has been dull of late and prices quoted are somewhat easier. Few vegetables of any kind are offering as all attention has been turned towards fruits for the holiday trade. With the new year a better movement in all lines is expected.

Beets, per bag	0 65	0 75
Carrots, per bag	0 75	0 75
Cabbage, per dozen	0 35	0 40
Celery, per dozen	0 35	0 40
Celery, California, per crate	5 50	5 50
Cucumbers, Boston, hot house, doz.	2 00	2 00
Lettuce, doz. bunches	0 25	0 30
Mushrooms, per lb.	0 75	0 75
Onions—		
Spanish, per crate	2 50	2 50
Canadian onions, 75 lb. bag	0 85	1 00
Potatoes, Ontario, per bag	1 10	1 10
Potatoes, New Brunswick	1 10	1 15
Parsnips, per bag	0 75	0 75
Turnips, per bag	0 60	0 60
Tomatoes, hothouse, per lb.	0 28	0 28
Sweet potatoes, hamper	1 50	1 50
Cauliflower, per case	4 25	4 25

When the people have had one chance to read your advertisement in the newspaper, take it out and give them a chance at another.



# FLOUR & CEREAL DEPARTMENT



## Mill Feed Prices Have Taken a Slump

Heavy Stocks and Quiet Demand the Cause—Flour Market Claimed To Be Growing Firmer—Fear Is Felt for Safety of the Fall Wheat as There Is Not Enough Snow—Business Generally Quiet Owing to Christmas Trade.

The most striking feature of the market this week has been the slump in mill feeds. Bran has been reduced to \$20.00 and shorts to \$23.00. Middlings are quoted at \$25.00. Two reasons are given for this decline. Prices on corn have been very low and supplies have been known to be large. Then there has been a surplus of mill feed on the market. Farmers are still using their coarse grains and as yet have not begun to buy feed to any great extent. Further declines are not now anticipated and it is expected that prices will remain at present level till after the opening of the new year.

Some uneasiness has been felt on the primary wheat market of late. Large crops of growing winter wheat both in the States and Canada for want of snow covering are exposed to frosts. This fact has done much to put the wheat markets on firmer basis. Flour markets in Montreal are reported as firmer and even higher prices are expected. In Toronto there is as yet little life in the market.

More cereals have been coming forward of late and have relieved the shortage of the past couple of weeks. Trade has been more or less affected by the stock-taking on the part of wholesalers, and retailers devoting all their time to Christmas lines have been buying very easily of late.

### MONTREAL.

FLOUR.—There is now a firm undertone to this market, the business being done in spring wheat flour both for local and country consumption being up to a satisfactory mark. There has been an upward tendency noticeable in prices for raw material of late and the present firmness in the market may be due to this move. Winter wheat grades are becoming firmer all along as Ontario mill-

ers are slow to make shipments, and as stocks on spot are light there is considerable strength in the market, and should the present heavy demand continue without a corresponding increase in supplies, it is almost safe to say that a higher range of prices will come into force.

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

ROLLED OATS.—Demand has been increasing all along since decline took place, country dealers evidently having anticipated this drop and held back orders. Many millers, however, cannot cope with the rush and are behind in orders and in spite of the fact that new oats will soon be delivered, it would not be surprising to see the market stiffen a little. Cornmeal demand is good and market is easy.

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

### TORONTO.

FLOUR.—The flour situation is practically without change this week. Business has been dull with no prospect of it stiffening till after the middle of January. Between the Christmas trade and prices continually declining all life has been taken out of the market.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	5 30	
2nd patents, in car lots, per bbl.	4 80	
Strong bakers, in car lots, per bbl.	4 60	
Feed flour, in car lots, per ton	30 00	32 00
Flour in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Although there has been much talk about the record corn crop

this year and though the reason for prices dropping so low has continually been given as due to immense supplies, still cornmeal locally is very scarce and hard to get. All mills are oversold and unable to take care of the bulk of orders which have been flowing in. Under present conditions prices are likely to remain very steady.

More rolled oats have been offering of late and the scarcity of the last couple of weeks has been very greatly relieved. Business, however, has been quiet owing to stock-taking by millers, and the attention of the retailer being turned to Christmas lines.

Rolled oats, small lots, 90 lb. sacks	2 30
Rolled oats, 25 bags to car lots	2 20
Standard and granulated oatmeal, 98-lb. sk., small lots	2 43
Rolled wheat, small lots, 100-lb. bbls.	2 85
Rolled wheat, 5 barrel to car lots	2 75
Cornmeal, 98 lb. bags, 25 bag lots	2 00
Rolled oats in cotton sacks, 5 cents more.	

MILL FEED.—A very decided drop has taken place in price of all mill feeds this week. But it is stated that rock bottom has now been reached and that prices will go no lower. Demand lately has been very slight owing chiefly to fact that farmers are still feeding their coarse grains and have not begun to buy extensively.

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

The world's visible supply of lard on December 1 was 146,444 tierces as compared with 195,699 tierces on November 1, a decrease of 49,255. The visible supply on December 1, 1911, was 207,360 tierces.

J. T. May, a London, Ont., grocer, lost a valuable horse on Monday in the yard of a hotel where it strayed after getting out of its stable in the morning. Citizens trying to catch it chased it into the hotel yard where it slipped on the snow and fell against the corner of a building, killing itself. It was valued at \$150.

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Fancy blue  
Fancy weak

Boneless cod  
Dry pollock,  
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Boneless str





# Advance in Halibut is Expected Soon

Catch Reported To Be Quite Small—Prices May Go Up from 1 to 2 Cents per Pound—Salmon Catch Also Small—Advent Season a Good One—Oysters of Good Quality for Christmas Trade.

Fish trade during the past week has been good. Demand for all lines of frozen fish has been heavy and with the holiday season oysters have been moving out better than ever.

Large quantities of Newfoundland herring in pickle are now being stocked by the trade. Quality in these is fine and a good price is easily obtained.

With a heavy demand, and limited supply, halibut have become a scarce article on the market. Catches this year are said to have been almost a failure. Advanced prices are expected shortly.

Still some uneasiness is being felt about the future in oysters. Judging from the weather map to-day there is nothing in sight which should cause much fear at present, but last year's experience has not yet been forgotten. Quality in oysters is said to be the best for Christmas trade for some years and plenty have been offering.

## QUEBEC.

MONTREAL.—Market is easy under good demand and large supply. All kinds of prepared fish are selling well while haddies, kippers, bloaters and fillets are all being bought up steadily. Prices are remarkably steady.

FRESH AND FROZEN.	
Flounders	0 10
Dressed perch	0 09
Fancy spring salmon, per lb.	0 18
Large shad herring, each	0 03
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04½
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 11
Herring, frozen, per 100 fish	2 00
Mullets	0 04½
Pike, dressed and headless, lb.	0 08
Pike, round	0 06
Steak cod	0 06
Mackerel	0 12
B.C. red salmon	0 19
New Gaspe salmon, per lb.	0 18
Qualla salmon	0 08
No. 1 smelts, per lb.	0 11
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 11
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Barbotte (dressed) bullheads, per lb.	0 09
Black Sea bass	0 12
Fancy bluefish	0 15
Fancy weakfish	0 12

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

SALTED AND PICKLED.	
New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring	6 50
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	12 50

SMOKED.	
Bloaters, box	1 25
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 15
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 15
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

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

## ONTARIO.

TORONTO.—Both the halibut and salmon catches have been well-nigh failures this year, result being great shortages and higher prices expected in the near future. Halibut, very scarce now, are in heavy demand and are expected to advance from 1 to 2 cents per pound, while salmon will likely go up about 1 cent per pound.

Trade has been remarkably brisk during the past week and all lines have been moving out freely. The holiday has done much to stimulate trade in oysters and just now there is an excellent movement in these. "Oysters are of excellent quality—the finest stock we've had for Christmas for years," was the remark made by one man this week.

FROZEN FISH.	
Halibut, per lb.	0 10
Trout, per lb.	0 11
Cohoe salmon, headless and dressed	0 12
Qualla salmon, per lb.	0 10½
Sea herring, per 100	2 00

FRESH CAUGHT FISH.	
Steak cod	0 08
Haddock	0 07
Herrings, per lb.	0 05
Perch	0 07

SMOKED.	
Ciscoes	0 10
Finnan haddie	0 08
Smoked fillets	0 11
Smoked bloaters, 50	1 25
Kippers	1 25

PREPARED.	
Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06½
Skinless, cwt. (100 lb. boxes)	7 00

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

OYSTERS.	
Selects, per gallon	1 75
Straights, 1 gal. lots	1 75
Straights, 3 gal. lots	1 70
Straights, 5 gal. lots	1 65

SHRIMPS.	
1 gallon cans	1 25
2 gallon cans	2 40
3 gallon cans	4 60

SMELTS.	
No. 1, per lb.	0 11
Extra, per lb.	0 12

## NEW BRUNSWICK.

ST. JOHN.—Week in fish has been good, with three fast days. Fresh stocks were in chief demand and run on cod and haddock particularly heavy. Smelt also shared in the sales and finnan haddies as well. The trade is now stocking in good quantities of Newfoundland herring in pickle at about \$5.00 a barrel. They are nice fat stock and should sell well. Regarding shore fish, advices are to effect buyers do not want to buy at old figures and there has been consequent weakening of about 25 cents a quintal.

## NOVA SCOTIA.

HALIFAX.—Lobster fishing season was opened on Nova Scotia coast this week, and the catch so far has been ahead of expectations. Weather has been favorable for fishing, and the fishermen are meeting with good success. The lobsters are of larger size than usual on the opening, and as a result the price is higher. On the local market they are retailing at \$3.00 per dozen.

There is good supply of fresh fish, haddock being unusually plentiful. They are in good demand. Fresh codfish are also plentiful. Halibut are scarce and commanding 18 cents per pound.





# Produce & Provisions



## Butter Arrives from the Antipodes

Shipment Reaches Montreal at End of Last Week—Duty of 3 and 4 Cents Per Pound on New Zealand and Australian Butter Respectively—Provisions Remain Quiet—Poultry Well Taken Up.

In spite of a duty of 4c per lb. on Australian and 3c per lb. on New Zealand butter as well as heavy freight rates, about 500 boxes of New Zealand and Australian butter arrived in Montreal late last week from England. This is the first installment of imported butter this season and although no one doubted there was great likelihood of butter being imported within very short time still supplies were not known to be so near at hand. The quality of the New Zealand stock is said to be very choice as it is all grass make.

Demand from the Northwest and Vancouver appears to be over for the present. After being caught last season by having to pay high prices and in some cases extra express rates dealers throughout the West took precautions against such conditions this season and purchased enough butter while at lower prices to tide them over the winter.

Several complaints are still being made about the quality of creamery butter now offering. In some cases as much as 2c a lb. is being taken off on account of strong stably flavor or greasy texture.

The situation in eggs has changed but slightly. Many storage still flood the market and are tending to keep prices down. Report from the other side states that conditions in some of the larger centres are more unsettled than ever this week. Few newly laid are being offered but such as do come in are bringing very good prices.

Poultry trade up to the end of last week was quite brisk and in some cases continued on into this week but the rush for the holiday is now over and the market has taken a quieter turn.

During the next week, or until after the opening of the new year all markets are likely to be pretty quiet, and very little change in conditions of any is expected.

### MONTREAL.

PROVISIONS. — Packers are more than busy filling orders and are finding

the holiday rush even heavier than last year. Smoked meats are firm owing to considerable reduction in stocks following on unusually heavy demand both local and country orders coming along heavily. Dressed hog market is active but prices remain unchanged. Bacon and hams are also well looked after, prices having if anything, an upward tendency.

Long clear bacon, heavy, lb. ....	0 14
Long clear bacon, light, lb. ....	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb. ....	0 14 1/2
Large sizes, 20 to 28 lbs., per lb. ....	0 16 1/2
Medium sizes, 15 to 19 lbs., per lb. ....	0 17
Extra small sizes, 10 to 14 lbs., per lb. ....	0 17 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb. ....	0 17
Bone out, rolled, small, 9 to 12 lbs., per lb. ....	0 19
Breakfast bacon, English, boneless, per lb. ....	0 19 1/2
Windsor bacon, skinned, backs, per lb. ....	0 22 1/2
Spiced roll bacon, boneless, short, per lb. ....	0 16 1/2
Roiled ham, small, skinned, boneless ....	0 25 1/2
Hogs, live, per cwt. ....	8 60
Hogs, dress, per cwt. ....	12 50 12 75
Pure Lard—	
Boxes, 50 lbs.-net, per lb. ....	0 15 1/2
Cases, tins, each 10 lbs., per lb. ....	0 16 1/2
Cases, tins, each 5 lbs., per lb. ....	0 16 1/2
Cases, tins, each 3 lbs., per lb. ....	0 16 1/2
Pails, wood, 20 lbs. net, per lb. ....	0 16
Pails, tin, 20 lbs. gross, per lb. ....	0 15 1/2
Tubs, 50 lbs. net, per lb. ....	0 15 1/2
Tierces, 375 lbs., per lb. ....	0 15 1/2
One pound bricks ....	0 16 1/2
Compound Lard—	
Boxes, 50 lbs., per lb. ....	0 10 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/2
Cases, 5-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/2
Cases, 3-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/2
Pails, wood, 20 lbs. net, per lb. ....	0 10
Pails, tin, 20 lbs. gross, per lb. ....	0 10 1/2
Tubs, 50 lbs. net, per lb. ....	0 10 1/2
Tierces, 375 lbs., per lb. ....	0 09 1/2
One pound bricks ....	0 10 1/2
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl. ....	25 00
Clear fat backs ....	28 00 29 00
Heavy flank pork, bbl. ....	26 50
Dry Salt Meats—	
Green bacon, flanks, lb. ....	0 14
Plate beef, barrel ....	17 00 18 00

Boxes, 50 lbs.-net, per lb. ....	0 15 1/2
Cases, tins, each 10 lbs., per lb. ....	0 16 1/2
Cases, tins, each 5 lbs., per lb. ....	0 16 1/2
Cases, tins, each 3 lbs., per lb. ....	0 16 1/2
Pails, wood, 20 lbs. net, per lb. ....	0 16
Pails, tin, 20 lbs. gross, per lb. ....	0 15 1/2
Tubs, 50 lbs. net, per lb. ....	0 15 1/2
Tierces, 375 lbs., per lb. ....	0 15 1/2
One pound bricks ....	0 16 1/2
Compound Lard—	
Boxes, 50 lbs., per lb. ....	0 10 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/2
Cases, 5-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/2
Cases, 3-lb. tins, 60 lbs. to case, per lb. ....	0 10 1/2
Pails, wood, 20 lbs. net, per lb. ....	0 10
Pails, tin, 20 lbs. gross, per lb. ....	0 10 1/2
Tubs, 50 lbs. net, per lb. ....	0 10 1/2
Tierces, 375 lbs., per lb. ....	0 09 1/2
One pound bricks ....	0 10 1/2

Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl. ....	25 00
Clear fat backs ....	28 00 29 00
Heavy flank pork, bbl. ....	26 50
Dry Salt Meats—	
Green bacon, flanks, lb. ....	0 14
Plate beef, barrel ....	17 00 18 00

EGGS.—Prices are fully maintained for all grades, the demand for local use being strong. Orders are coming to hand freely from country points and if these keep up it is more than likely that an increase all round will take place as supplies are not over plentiful, not even of cold storage stocks.

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

POULTRY. — The expected advance has not yet taken place so that prices may now become steadier. The demand is chiefly for turkeys, but chickens are in the limelight. It is reported that the scarcity is due mostly to the advent of

a number of American buyers to the chief centres; choice lots of turkeys having been carried over the border.

Turkeys, No. 1, per lb. ....	0 25
Turkeys, No. 2, per lb. ....	0 20 0 22
Chickens, per lb. ....	0 17
Fowls, per lb. ....	0 15 0 16
Ducks, per lb. ....	0 18
Geese, per lb. ....	0 15

HONEY.—A firmer feeling prevails in the market due to the fact that supplies have been somewhat diminished of late, but the increased activity is no indication of any great volume of business passing, as trade this year has been very unsatisfactory.

White clover honey, in combs, No. 1 doz. 2 75	3 00
Honey, strained—	
Clover honey, 60-lb. pails, per lb. ....	0 12
Clover honey, 10-lb. pails, per lb. ....	0 12 1/2
Clover honey, 5-lb. pails, per lb. ....	0 12 1/2
Buckwheat, 60-lb. tins, lb. ....	0 10 0 11

### TORONTO.

PROVISIONS.—The provision market has been rather dull during the past week and prospects are that it will continue so till after the holiday season is over. Offerings have been light, all attention having been turned to poultry for the Christmas trade. Prices, however, remain steady with no sign of change.

For the past week lard has been slightly easier and prices quoted by some have been about 1/4 cent lower. Others have maintained original prices. It is not expected that a lower mark will be reached.

Offerings in hogs have been quite light and demand is very much easier. While some have maintained last week's prices, others quote \$8.25 local, and \$7.90 at country points.

Smoked Meats—		
Light hams, per lb. ....	0 17	0 18
Medium hams, per lb. ....	0 16	0 17
Large hams, per lb. ....	0 16	0 16 1/2
Backs, plain, per lb. ....	0 21 1/2	
Backs, pea meal ....	0 22	0 23
Breakfast bacon, per lb. ....	0 18	0 21
Roll bacon, per lb. ....	0 14 1/2	0 14 1/2
Shoulders ....	0 12 1/2	0 13 1/2
Pickled Meats—lc less than smoked.		
Heavy mess pork, per bbl. ....	22 00	23 00
Short cut, per bbl. ....	27 00	28 00
Cooked ham, per lb. ....	0 24	0 25
Long clear bacon, light ....	0 15	0 15 1/2
Long clear bacon, heavy ....	0 14	0 14 1/2
Long clear bacon, extra heavy ....	0 13	0 13 1/2
Lard, tierces, per lb. ....	0 14 1/2	0 14 1/2
Lard, tubs, per lb. ....	0 14 1/2	0 15
Lard, pails, per lb. ....	0 14 1/2	0 15 1/2
Lard, compounds, per lb., tierces ....	0 09 1/2	0 10

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Live hogs, local .....	8 00
Live hogs, at country points .....	7 65
Dressed hogs .....	11 00 11 50

**BUTTER.**—Practically no change has taken place in the local butter situation this week. There is still the regular trade but even that is easing off on account of the holiday. There is much storage on the market—so much so that it is almost entirely taking the place of dairy and creamery of which very little is offering.

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

**EGGS.**—Strictly new laid eggs are still a scarce article on the market. A few are steadily being offered and these are rapidly being snatched up. But storage eggs are here in large quantities with still greater reserves in the United States cities. Late reports from the other side state a more unsettled tone in the market. Here both butter and egg markets have been dull during past week and all attention has been turned towards poultry which now that the rush is over is quiet too.

Eggs—		
Strictly new laid, per doz. ....	0 45	0 50
Storage, per doz. ....	0 27	0 29
Pickled, per doz. ....	0 25	0 26

**CHEESE.**—Almost no change here. Poorer qualities are still being worked off and now are becoming rather scarce. Thus a firmer tone is beginning to prevail throughout the market.

Cheese—		
Large .....	New, 0 14½	Old, 0 15½
Twin .....	0 14½	0 15½
½ Twin .....	0 15	0 16
Stilton .....	0 16	0 18

**POULTRY.** — Poultry has all been cleaned up pretty well and business for 1912 is practically over. One local firm called in their road staff last Saturday for fear they would have a large cargo arrive here Monday evening and not be able to get rid of it. Till well on in Monday business continued fairly heavy. By that time demand was pretty well filled and most stocks well cleaned up.

POULTRY (prices paid to country merchants):		
	Live.	Dressed.
Spring chickens .....	0 12	0 13-0 15
Spring ducks .....	0 12	0 13-0 14
Old fowl .....	0 09	0 10-0 11
Roosters .....	0 08	0 08-0 10
Turkeys .....	0 17	0 18-0 20
Geese .....	0 10	0 11-0 12

WHOLESALE PRICES (to city dealers).		
Spring chickens, dressed, lb. ....	0 12	0 15
Spring ducks, dressed, lb. ....	0 14	0 16
Fowl, dressed .....	0 11	0 13
Turkeys, dressed .....	0 19	0 22
Geese, dressed .....	0 13	0 14

**WHAT EGG CANDLING SHOWS.**

In last week's issue the experience of a Montreal retail grocer with candling of a case of eggs was given showing that a large quantity were bad. Since then the same dealer has written The Grocer to the effect that he has had another 30 dozen candled and found about 23½ dozen selects, almost six dozen rotten and eight splits. These eggs were bought as selects.

**Resolve to Establish Provision Counter**

**Aim to Get as Much of the 1913 Business as Possible—Cleanliness Essential in Attracting as Much Trade as Possible—Keep Enough Varieties to Please Every Customer.**

With the arrival of 1913, every dealer should resolve to give the provision department more attention than in the past year. Now that advent is over there will be a good call for bacon, hams, etc., and every dealer should take advantage of this fact.

In every town and city, aggressive dealers give attention to provisions by having a special provision counter in a conspicuous part of the store. Many have this counter marble-topped so that it can be kept as clean as possible. Cleanliness must be made a feature. No dealer can expect to sell much bacon or ham if the counter is always littered with meat-ends, rinds, etc. Bacon or ham stored in a dirty box or basket as sometimes is the case, is hard to sell. The meat slicer or meat knife, too, should be kept in spotless condition to insure best results. The wiping of a knife on a dirty apron is another thing to be avoided. A special wiping cloth could be kept without much trouble.

**How Competition helps Trade.**

Many dealers think that a provision market will not pay if there is an exclusive provision firm nearby. The experience of a Montreal dealer in this regard is convincing proof that the department can be made to pay in face of such competition.

"Why the provision house on the corner helps me," he said. "It attracts people to this section for meats, and while they are here they come in to buy groceries from me. My provision counter sells them goods. I keep it as clean and inviting as possible, use a computing scale and give the very best of service.

"No, no, I don't want to see the exclusive provision house leave; it brings me trade I would not otherwise get."

Many others have found similar results. If they operate their provision counter properly they know they can get results.

**Handle Different Varieties.**

As a representative of a wholesale provision firm remarked recently, many retailers do not keep sufficient varieties to hold their grocery customers. They have probably one kind of bacon and cooked ham. People get tired of too much of anything and soon want a change. If they cannot get breakfast bacon, or potted tongue at their grocer's, they go where they can secure it. This is quite likely to cause them to transfer all their provision trade.

Summing up the various points: the retail grocer should during 1913 establish, if he has not already done so, a provision counter; it should be kept spotlessly clean, being topped with marble if possible; meat slicer and knives should be carefully cleaned and sufficient varieties should be handled to please all customers.

**CALENDARS AND BOOKLETS.**

The 1913 calendar of Connors Bros., fish canners and packers, Black's Harbor, N.B., is entitled "Flowery Spring." It is a reproduction of one of Savage Cooper's best efforts, depicting an early spring morning in England. The young lady of the house is shown strolling through the meadow gathering apple blossoms. The trees, fields and small lake in the background make the scene a very attractive one.

Libby McNeill & Libby, Chicago, Ill., have sent out an attractive 1913 calendar. The illustration is that of a pretty little country girl carrying a bunch of sweet peas. In the background may be seen the home among the trees, driveways and green fields.

The N. K. Fairbank Co., Montreal, have issued an interesting Christmas card showing the Gold Dust twins carrying packages of washing powder.

The United Refining Co., Ltd., have received a Dominion charter to manufacture sugar, syrup, molasses, soaps, etc., with head office at Louisville, Que. Among the provisional directors are Armand Lavergne, Charles Smith and Ernest Taschereau. The capital/stock is placed at \$150,000.

J. Ogden Armour, defending packing-house methods at a luncheon in Chicago, is reported to have said:—

"We eat, thanks to the packers, more wholesome meat than we formerly did. My father used to tell a story about a farm boy who once called at a house and took an order for a leg of mutton. Then a day or two later the boy called again.

"You'll have to countermand that mutton order, ma'am," he said.

"Yes? Why so?"

"The sheep's improvin'," said the boy."



# QUOTATIONS FOR PROPRIETARY ARTICLES

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

## BAKING POWDER.

W. H. GILLARD & CO.

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

## ROYAL BAKING POWDER.

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

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

## WHITE SWAN SPICES AND CEREALS, LTD.

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

## BORWICK'S BAKING POWDER

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

## COOK'S FRIEND BAKING POWDER.

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

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

## FOREST CITY BAKING POWDER.

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

## BLUE.

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

## COUPON BOOKS—ALLISON'S.

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

## UN-NUMBERED.

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

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

## CEREALS.

### WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.  
The King's Food, 2 doz. in case, per case, \$4.80.  
White Swan Barley Crisps, per doz., \$1.  
White Swan Self-rising Buckwheat Flour, per dozen, \$1.  
White Swan Self-rising Pancake Flour, per doz., \$1.

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

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

## DOMINION CANNERS.

Aylmer Jams. Per doz.  
Strawberry, 1912 pack ....\$ 2 15  
Raspberry, red, h'vy syrup 2 15  
Black currant ..... 2 00  
Red currant ..... 1 85  
Peach, white, heavy syrup 1 60  
Pear, Bart., heavy syrup 1 77½

## Jellies.

Red currant ..... 2 00  
Black currant ..... 2 20  
Crabapple ..... 1 65  
Raspberry and red currant 2 00  
Raspberry and gooseberry. 2 00  
Plum jam ..... 1 55  
Green Gage plum, stoneless 1 65  
Gooseberry ..... 1 85  
Grape ..... 1 55

## Marmalade.

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

## Pure Preserves—Bulk.

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

## 14's and 30's per lb.

Strawberry ..... 0 13  
Black currant ..... 0 13  
Raspberry ..... 0 13

Freight allowed up to 25c per 100 lbs.

## COCOA AND CHOCOLATE.

### THE COWAN CO., LTD.

#### Cocoa—

Perfection, 1-lb. tins, doz.. 4 40  
Perfection, ½-lb. tins, doz. 2 35  
Perfection, ¼-lb. tins, doz. 1 25  
Perfection, 10c size, doz... 0 90  
Perfection, 5-lb. tins., per lb. 0 35  
Soluble, bulk, No. 1, lb... 0 20  
Soluble, bulk, No. 2, lb. .... 0 18  
London Pearl, per lb. .... 0 22

Special quotations for Cocoa in barrels; kegs, etc.

#### Unsweetened Chocolate—

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

#### Sweet Chocolate— Per lb.

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

#### Icings for Cake—

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

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

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

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

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

Chocolate ginger, 5-lb. bxs. 0 30

Milk chocolate wafers, 5-lb. boxes ..... 0 36

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

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

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

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

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

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

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

## EPPS'S.

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

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

Smaller quantities ..... 0 37

## JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg.

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

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

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

Nut milk bars, 2 dozen in box ..... 0 80

" breakfast cocoa, ¼'s and ½'s ..... 0 36

" No. 1 chocolate ..... 0 30

" Navy chocolate, ½'s .. 0 26

" Vanilla sticks, per grs 1 00

" Diamond chocolate, ½'s 0 24

" Plain choice chocolate liquors ..... 20 30

" Sweet chocolate coatings ..... 0 20

## WALTER BAKER & CO., LTD.

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

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

## COCOANUT.

### CANADIAN COCOANUT CO.

Packages—5c, 10c, 20c. and 40c packages, packed in 15-lb. and 30-lb. cases. Per lb.  
1-lb. pkgs. White Moss. .. 0 26

½-lb. pkgs. White Moss .. 0 27  
¼-lb. pkgs. White Moss .. 0 28

1 and ½-lb. pkgs., assorted ..... 0 26½

¼ and ½-lb. pkgs., asstd. 0 27½

½-lb. pkgs., asstd., in 5-lb. boxes ..... 0 28

½-lb. pkgs., asstd., in 5-lb. boxes ..... 0 29

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

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

Pails Tins Bbls.

White Moss, fine strip ..... 0 19 0 21 0 17

Best shredded . 0 18 .... 0 16

Ribbon ..... 0 19 .... 0 17

Macaroon ..... 0 17 .... 0 15

Desiccated ..... 0 16 .... 0 14

## CONDENSED AND EVAPORATED MILK.

### BORDEN MILK CO., LTD.

East of Fort William, Ont. Preserved— Per Case

Eagle Brand, ea. 4 doz.... \$6 00

Reindeer Brand, ea. 4 doz. 6 00

Silver Cow Brand, ea. 4 dz 5 40

Gold Seal Brand, ea. 4 doz 5 25

Mayflower Brand, ea. 4 doz 5 25

Purity Brand, ea. 4 doz... 5 25

Challenge Brand, ea. 4 doz 4 75

Clover Brand, ea. 4 doz.... 4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 doz. .... 2 00

Peerless Brand, small, ea. 4 doz. .... 2 00

St. Charles Brand, Family, ea. 4 doz. .... 3 90

Peerless Brand, Family, ea. 4 doz. .... 3 90

Jersey Brand, Family, ea. 4 doz. .... 3 90

St. Charles Brand, tall, ea. 4 doz. .... 4 50

Peerless Brand, tall, ea. 4 doz. .... 4 50

Jersey Brand, tall, ea. 4 doz. .... 4 50

St. Charles Brand, Hotel, ea. 2 doz. .... 4 25

Peerless Brand, Hotel, ea. 2 doz. .... 4 25

Jersey Brand, Hotel, ea. 2 doz. .... 4 25

St. Charles Brand, gallons, each ½ doz. .... 4 75

"Reindeer" Coffee & Milk, ea. 2 doz. .... 5 00

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

"Reindeer" Cocoa & Milk, ea. 2 doz. .... 4 80

## CANADA FIRST BRAND.

The Aylmer Condensed Milk Co. Per Case.

Canada First Baby Evaporated Milk ..... 2 00

Canada First Family Evaporated Milk ..... 3 90

Canada First Medium (20 oz.) Evaporated Milk... 4 50

Canada First Hotel Evaporated Milk ..... 4 25

Canada First Gals Evaporated Milk, Manufacturer's Special ..... 4 75

Canada First Condensed (sweetened) ..... 5 25

Rose Bud Condensed Milk. . 5 15

Beaver Condensed Milk ... 4 50



**ALWAYS IN THE LEAD**



**is ALWAYS THE SAME**

Uniform in quality, of unexcelled shortening value. A perfect blending of vegetable and animal fats selected for high shortening properties.

Produced under Government Inspection by our own Exclusive Process.

**GUNNS Limited Packers and Refiners TORONTO**

Established 1854

*Wishing all and every one  
of our many friends and  
customers a Very Happy  
New Year*

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

Curers of the "Star Brand"  
Hams and Bacon.

**HAMILTON**

Try Us on  
**BULK  
MINCE MEAT**

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

**J. H. WETHEY, Limited**  
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

THE CANADIAN GROCER

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

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

Package Coffee.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

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

MINTO BROS.

MELAGAMA BLEND.

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

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

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

CEREALS.

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

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

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

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

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

Large (each ½ doz.) ..... 8 25

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

FLAVORING EXTRACTS.

SHIRRIFF'S.

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

Per doz.

No. 1, 4 doz. in case ..... 0 60  
 No. 2, 2 doz. in case ..... 0 95  
 No. 3, flats, 2 doz. in case 1 15  
 No. 3, talls, 2 doz. in case 1 35  
 No. 6, 1 doz. in case ..... 4 00  
 No. 12, ½ doz. in case ..... 6 50  
 LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

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

Per case

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

MINERVA PURE OLIVE OIL.

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

Tins—

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

BASSIN DE VICHY WATERS.

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

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.  
 Case 12 lbs. 2½-lb. bars, lb 0 08½  
 Case 25 lbs. 11-lb. bars, lb 0 07½  
 Case 50 lbs. ¾-lb. bars, case 3 50  
 Case 200 lbs. 3¼-oz., case. 3 75  
 "La Lune," 65 p.c. olive oil.  
 Case 25 lbs., 11-lb. bars, lb. 0 07  
 Case 12 lbs., 2½-lb. bars, lb. 0 08  
 Case 50 lbs., ¾-lb. bars, case 3 25  
 Case 100 lbs., 3¼-oz. bars, case ..... 1 80  
 Case 200 lbs., 3¼-oz. bars, case ..... 3 40

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

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

CANNED HADDIES, "THIS-TLE" BRAND.

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

INFANTS' FOOD.

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

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.  
 Tierces ..... 0 09½  
 60 lb. tubs ..... 0 10  
 20 lb. wood pails ..... 0 10½  
 20 lb. tins ..... 0 09½  
 Cases, 3 lbs., 20 to case. 0 10½  
 Cases, 5 lbs., 12 to case.. 0 10½  
 Cases, 10 lbs., 6 to case. 0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.  
 Tierces ..... 0 09½  
 Tub ..... 0 09½  
 20-lb. pails ..... 0 10  
 20-lb. tins ..... 0 09½  
 10-lb. tins ..... 0 10½  
 5-lb. tins ..... 0 10½  
 3-lb. tins ..... 0 10½  
 1-lb. cartons ..... 0 11

MARMALADE.

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

"IMPERIAL SCOTCH."

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

MUSTARD.

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

F. D., ¼-lb. .... 0 35

F. D., ½-lb. .... 1 45

Per jar

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

Ontario Prices.

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

4-lb. box "Special," per box 0 22  
 8-lb. box "Special," box... 0 44  
 5-lb. box "Standard," box. 0 27½  
 10-lb. box "Standard," box 0 55  
 60-lb. cases or 75-lb. bbls., per lb. .... 0 05

25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb. .... 0 06  
 Globe Brand.

5-lb. box "Standard," box 0 30  
 10-lb. box "Standard," box 0 60  
 25-lb. cases (loose), per lb. 0 06  
 25-lb. cases, 1-lb. pkgs., lb. 0 06½

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER  
 Assorted case, contains 2 doz. .... 2 50  
 Straight.  
 Chocolate contains 2 doz. .... 2 50  
 Vanilla contains 2 doz. .... 2 50  
 Strawberry contains 2 doz. 2 50  
 Lemon contains 2 doz. .... 2 50  
 Unflavored contains 2 doz. 2 50  
 Weight 11 lbs. to case. Freight rate, 2nd class.

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

SOAP AND WASHING POWDERS.  
 A. P. TIPPETT & CO., AGENTS.  
 Criole soap, per gross ..... \$10 20  
 Floriola soap, per gross. 12 00  
 Straw hat polish, per gr. 18 20

SNAP HAND CLEANER.  
 3 dozen to box ..... 3 60  
 6 dozen to box ..... 7 20  
 30 days.

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

FELS NAPTHA.  
 Prices—Ontario and Quebec:  
 Less than 5 cases ..... \$ 5 00  
 Five cases or more ..... 4 95  
 SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz. .... \$ 2 00  
 ¼-gall., doz. .... 6 00  
 ½-gall., doz. .... 10 00  
 1 gall., doz. .... 19 20  
 1-16 gall. gross lot ..... 20 00



## Shooting at Random

That is what you are doing, Mr. Manufacturer, if you are trying to build a successful business through Western Canada sales without an organized selling staff.

Here we are on the ground with the best representation in every pulsating point of this successful country—we can serve you and serve you well.

Large track warehouses at Winnipeg, Regina, Saskatoon, Edmonton and Calgary.

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**NICHOLSON & BAIN,**

Wholesale Commission Merchants  
and Brokers

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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.

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**MacLEAN PUBLISHING COMPANY**

143-149 University Avenue,

TORONTO, CANADA

THE CANADIAN GROCER

**"SOCLEAN."**  
THE DUSTLESS SWEEPING  
COMPOUND.

25c Pall, 2 doz. in case (4 1/2 lbs.) enlarged size .....\$4 50  
40c Pall, formerly 50c, 2 doz. in case (8 lbs.) ..... 7 20  
75c Pall, formerly \$1.00, 1 doz. in case (17 lbs.)..... 6 75  
"ANTI-DUST" SWEEPING POWDER.  
Size No. 1, 3 doz. crates, per doz. ....\$ 1 50  
No. 2, 1 and 2 doz. crates, per doz. .... 3 00

**STARCH.**  
EDWARDSBURG STARCH CO.  
Boxes Cents  
Laundry Starches—  
40 lbs. Canada Laundry.. .05 1/2  
40 lbs. Canada white gloss, 1 lb. pkgs. .... .06  
48 lbs. No. 1 white or blue, 4 lb. cartons ..... .05 1/2  
48 lbs. No. 1 white or blue, 3 lb. cartons ..... .06 1/2  
100 lbs., kegs, No. 1 white .06  
200 lbs., bbls., No. 1 white .06  
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. .07 1/2  
48 lbs., silver gloss, in 6-lb. tin canisters ..... .08  
36 lbs., silver gloss 6-lb. draw lid boxes ..... .08  
100 lbs., kegs, silver gloss, large crystals ..... .07  
28 lbs. Benson's satin, 1-lb. cartons, chromo label ... .07 1/2  
40 lbs. Benson's Enamel (cold water), per case .. 3 00  
20 lbs. Benson' Enamel (cold water), per case .. 1 50  
Celluloid—boxes containing 45 cartons, per case ..... 3 60  
Culinary Starch.  
40 lbs. W. T. Benson & Co.'s prepared corn ..... .07 1/2  
40 lbs. Canada pure corn starch ..... .05 1/2  
(20-lb. boxes 1/4c higher.)

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

**OCEAN MILLS, MONTREAL.**

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.90; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 9-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

**SOUPS—CONCENTRATED.**

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

**SYMINGTON'S SOUPS.**

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

**SODA—COW BRAND.**

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

**SYRUP.**

EDWARDSBURG STARCH CO.  
CROWN BRAND CORN SYRUP.  
2-lb. tins, 2 doz. in case... 2 40  
5-lb. tins, 1 doz. in case... 2 75  
10-lb. tins, 1/2 doz. in case. 2 65  
20-lb. tins, 1/4 doz. in case. 2 60  
Barrels, 700 lbs. .... 3 1/2  
Half barrels, 350 ..... 3 1/2  
Quarter barrels, 175 ..... 3 1/2  
Pails, 38 1/2 ..... 1 75  
Pails, 25 lbs. each ..... 1 25  
LILY WHITE CORN SYRUP.  
2-lb. tins, 2 doz. in case... 2 75  
5-lb. tins, 1 doz. in case... 3 10  
10-lb. tins, 1/2 doz. in case. 3 00  
20-lb. tins, 1/4 doz. in case. 2 95  
(5, 10 and 20-lb. tins have wire handles.)

**BEAVER BRAND MAPLE SYRUP.**

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

Terms: 30 days net. No discount for prepayment.

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

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

**MOLASSES.**  
THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.  
2s., Tins, 2 doz. to case.  
Quebec, per case .....\$ 1 85  
Ontario, per case ..... 1 00  
Manitoba, per case ..... 2 30  
Saskatchewan, per case ... 2 60  
Alberta, per case ..... 2 70  
British Columbia, per case 2 40

**DOMOLCO BRAND.**

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

**SAUCES.**

**PATERSON'S WORCESTER SAUCE.**

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

**H. P.**

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

**HOLBROOK'S IMPORTED PUNCH SAUCE.**

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

**HOLBROOK'S IMP. WORCESTERSHIRE SAUCE.**

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

**STOVE POLISH.**

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

**NUGGET POLISHES.**

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

**TOBACCO.**

**IMPERIAL TOBACCO COMPANY OF CANADA.**

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

**TEAS.**

**THE "SALADA" TEA CO.**

East of Winnipeg.  
Wholesale R't'l  
Brown Label, 1's and 1/2's .25 .30  
Green Label, 1's and 1/2's .27 .35  
Blue Label, 1's, 1/2's, 1/4's and 1/8's ..... .30 .40  
Red Label, 1's and 1/2's.. .36 .50  
Gold Label, 1/2's ..... .44 .60  
Red-Gold Label, 1/2's .... .55 .80  
**LUDELLA CEYLON TEA.**  
Orange Label, 1/2's ..... .34 .30

Brown Label, 1/2's and 1's .28 .40  
Brown Label, 1/4's ..... .30 .40  
Green Label, 1/2's and 1's. .35 .50  
Red Label, 1/2's ..... .40 .60

**MELAGAMA TEA. MINTO BROS.**

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

**Wholesale R't'l**

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

**"KOLONA" TEA.**

Ceylon Tea. in 1 and 1/2-lb. lead packages—black or mixed.  
Orange Label, 1's ..... .23 .30  
Black Label, 1-lb, retail at 25c ..... .20  
Black Label, 1/2-lb., retail at 25c ..... .21  
Blue Label, retail at 30c ..... .24  
Green Label, retail at 40c... .30  
Red Label, retail at 50c .... .35  
Brown Label, retail at 60c... .42  
Gold Label, retail at 80c... .55

**JAMS AND JELLIES.**

**T. UPTON & CO.**

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

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

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

**JELLY POWDERS.**

**WHITE SWAN SPICE AND CEREALS, LTD.**

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen ..... \$9 90  
List Price.

"Shirriff's" (all flavors), per doz. .... 9 90  
Discounts on application.

**YEAST.**

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



**H. P. Eckardt & Company**  
**wish everybody a Happy**  
**and Prosperous New Year.**



**A Good Profit Assured**

Satisfaction Warranted in the sale of the well-known long, shredded brand, the

**WHITE DOVE  
COCOANUT**

Once carried in stock, always carried, and readily sold at a fair profit and to the entire satisfaction of the consumer.

Write for particulars to

**W. P. Downey**  
MONTREAL

**Fresh Fish  
Commands  
Trade**

Shipments of all varieties arrive daily.

Our facilities for prompt handling ensure you having fresh fish.

**Georgian Bay  
Apples**

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

**LEMON BROS.**

Owen Sound, Ontario

**Season's  
Greetings**

To

All users of

"St. Nicholas"  
"Home Guard"  
"Kicking" or  
"Puck"

We heartily wish a year of good luck.

**J. J. McCABE**

Agent

**Toronto, - Canada**

FRANC TRACUZZI, Packer  
Messina, - - - Italy

**TO OUR FRIENDS:**

The Canadian grocers and their clerks, we present our heartiest good wishes for a

*Prosperous  
New Year*

**Mathewson's Sons**

WHOLESALE GROCERS

202 MCGILL ST., - MONTREAL

**You Want to Earn More,  
Don't You?**

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for \$7.00 or \$8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from \$25.00 to \$50.00 per week.

Write for full particulars to

**THE MACLEAN PUBLISHING CO.**

143-149 University Ave. Toronto, Ont.



## Holiday Fruits In Abundance

High class Navel, Florida and Valencia Oranges. Grapes, Pineapples, Celery, Lemons, Nuts, Dates, Figs, Haddie and Oysters, Largest and Best assorted stocks to choose from.

**WHITE & CO., LTD.**

Toronto

## JUST BECAUSE

Christmas is over and you have sold a great quantity of fruit; don't lose track of the fact that New Year's is still to come.

We are making very special prices on Oranges for the

**New Year's Trade**  
BANANAS, GRAPE FRUIT,  
MALAGA GRAPES, CRANBERRIES  
Everything the Veribest.

**HUGH WALKER & SON**

THE HOUSE OF QUALITY.

GUELPH

and

NORTH BAY

Established 1861

**BIG SALES**

1913

**BIG PROFIT**

Specialize on CHINESE STARCH during the next year and you will come out ahead. Chinese Starch gives best results to the housewife and makes big sales and profits for the dealer. Full 16 oz. to the package.



O. Lefebvre, Prop.  
**OCEAN MILLS**  
Montreal

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



A good display of

**Heinz 57 Varieties**

will help wonderfully to sell *HEINZ FOODS*.

We are constantly telling your customers about our pure food products through the most widely circulated magazines, in the street cars and on the billboards all over the country, to induce them to come to you for *HEINZ PRODUCTS*.

This publicity brings customers. The super-fine *QUALITY* of *HEINZ 57 VARIETIES* keeps them coming steadily, which means big sales at good profits.

**H. J. HEINZ COMPANY**  
PITTSBURGH, PA.

When Your  
Customers  
Ask For  
'Soap Powder'



SELL THEM "BABBITT'S"

not only because it pays you a good profit, but also because it will please them best, and, that means lots of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store, 396 St. Paul St., Montreal, Canada.

**B. T. BABBITT, INC.**  
NEW YORK

## BROOMS OF QUALITY

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

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

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



It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

## Continental Germ Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

**THE CONTINENTAL BAG & PAPER  
COMPANY, LIMITED**

OTTAWA,

ONTARIO

**DISTRIBUTORS:**

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

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

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

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



## Why Don't You do Like Him?

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

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

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

You should have Kingery's Book of Possibilities and Catalog No. 39. They are free.

**KINGERY MFG. CO.**  
Cincinnati, Ohio



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

# AURORA COFFEE

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

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.

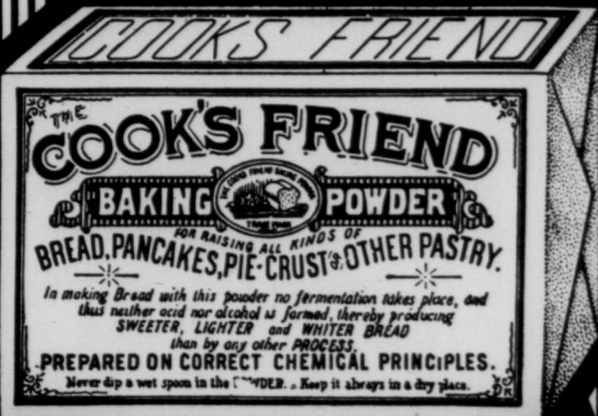
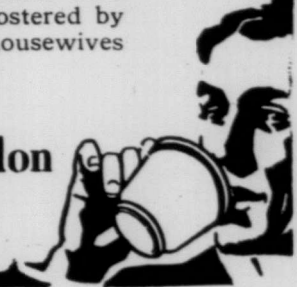
## SYMINGTON'S COFFEE ESSENCE

is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

**Thos. Symington & Co., Edinburgh and London**

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



### MR. DEALER

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

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



## A FAIR TRIAL

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

### FOUR GOOD BRANDS

"Laurentia," "Daily Bread,"  
"Regal," "National,"

One Cent. One Card. One Minute.

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

**The St. Lawrence Flour Mills, Ltd.**  
MONTREAL



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



**Oakey's**

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

**KNIFE POLISH**

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

**Grocery Advertising**

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE  
 IN ADVANCE.

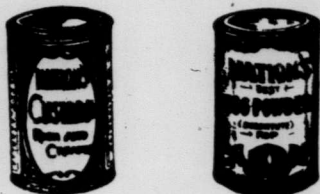
MacLean Publishing Co.  
 145-449 University Ave., Toronto

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

**NATION'S CUSTARD  
 POWDER**

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

**Nation's Egg Powder**



**AGENTS:**

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

Samples free by post.

**Frequency of Sailings**

Every eleventh day a  
 Pickford & Black  
 steamer leaves Halifax  
 for Bermuda, St. Kitts,  
 Antigua, Barbados,  
 Trinidad and Demer-  
 ara; the round trip oc-  
 cupying thirty days.

For further particulars  
 apply to

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

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

**THREE DELICIOUS DISHES**

**FOSTER'S** { **HAND BRAND PEAS**  
**LINCOLN** { **TWIN-VEG AND**  
**PARSLEY-BEANS**

Agents: **MACLURE & LANGLEY, 12 Front Street East, TORONTO**

There always  
 was a spirit of  
 enthusiasm about  
 the selling of  
 Fels-Naptha soap  
 ---because our ad-  
 vertising people  
 knew that if  
 Fels-Naptha was  
 just used right,  
 there was really  
 nothing to quite  
 take its place as  
 a modern, efficient  
 time-saving laun-  
 dry soap.





# QUALITY JAM KING BRAND

You owe this line a trial. It's the best that can be produced from a clean, wholesome factory. Satisfy that insistent demand for the best of goods and make

# KING

your leader.

Our prices will surprise you.

Write

**Labrecque & Pellerin, Montreal**

AGENTS:

Maritime Provinces - - - J. Hunter White  
Western Provinces - - - J. J. Gilmor & Co., Winnipeg

# ANTI-DUST Sweeping Powder

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

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

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

**SAPHO MFG. CO., LIMITED, MONTREAL**

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

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

Fenwick, Hendry & Co., Kingston, Ont.

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

## The Lion's Share for You in 1913

We wish to thank our many patrons for their hearty support and co-operation during the outgoing year.

Though the year just passed has been good to you, our one best wish is that the new may hold for you a fuller share of success, happiness and contentment.



**SOCLEAN LIMITED**

"The originators of Dustless Sweeping"

**TORONTO**

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



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

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

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

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

**J. MALCOLM & SON**

St. George

Ontario



**"King Oscar"**  
on Sardines  
is like  
**"STERLING"**  
**ON SILVER**

By Special Royal Permission.

You know the value of the "Sterling" mark on silver. You should know the value of "King Oscar" on Sardines, for the one is just as important to its particular line as the other.

"King Oscar" Brand Sardines are the height of absolute purity and wholesomeness, and have the zesty flavor of the fresh caught sardine. The purest olive oil is used only in the packing. Your wholesaler will supply you if you insist.

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

**MOTT'S**  
**"Elite"**  
**Chocolate**

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

**JOHN P. MOTT & CO.**

MANUFACTURERS

**HALIFAX, NOVA SCOTIA**

**CASTILE SOAP**



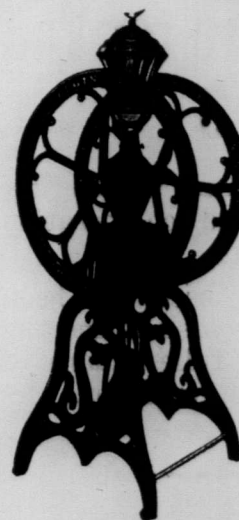
**"LA VIERGE"**

**The Virgin Brand**  
**EXTRA SUPERIOR QUALITY**

**The Standard Castile Soap of Marseille**  
Daily output about 100,000 lbs.

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

**LAW, YOUNG & CO., Montreal**  
SOLE AGENTS FOR CANADA



**BUILT ON MERIT**

The easiest running, quickest grinding and most attractive mill for your store is

**ELGIN**  
**National Coffee Mill**

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

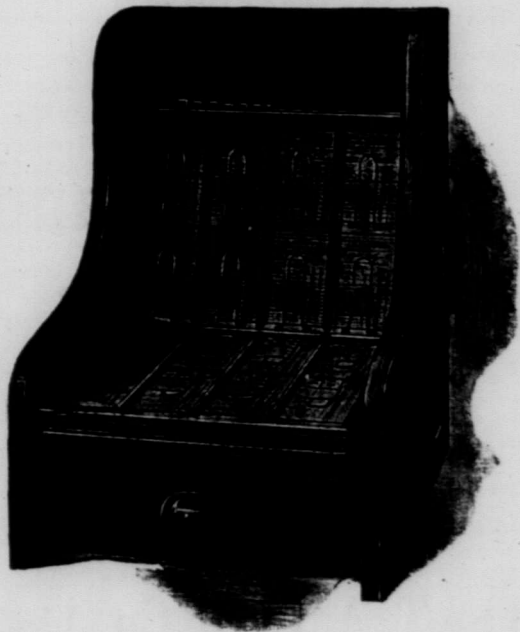
Ask any of the following Jobbers for our Catalogue;  
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).  
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.  
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.  
LONDON—German, Eckert & Co.  
ST. JOHN, N.B.—G. E. Harbour Co., Dearborn & Co.  
REGINA, SASK.—Campbell, Wilson & Smith  
MONTREAL—The Canadian Fairbanks Co. (and branches).  
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

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



## Feed Your Bookkeeping Worries to



### The ULLMAN Account Register

The machine with brains.

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



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

**The Hamilton Incubator Co., Ltd.**  
Hamilton, Ontario

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

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

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

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



### CONNORS BROS., LIMITED

Black's Harbor, N. B.

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

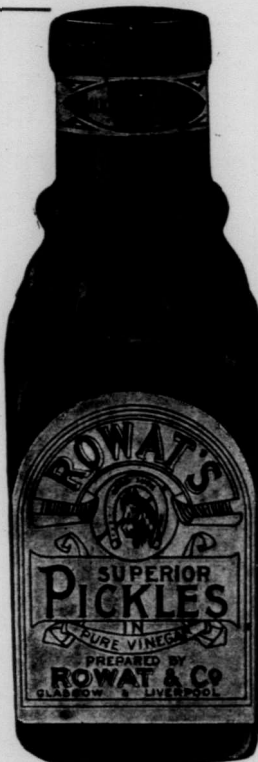
A Line That is in  
Constant De-  
mand the Year  
Round  
is

**ROWAT'S  
Superior Pickles**

You should handle these  
ready sellers. They  
add to the success of  
the Grocery business.

**ROWAT & CO.**

Glasgow - Scotland



**CANADIAN DISTRIBUTORS:**

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

**SUPERIOR GRADE**

both in materials and in processes of  
manufacture is the explanation of the  
wonderful popularity of

**Sterling Brand  
Food Products**

For business building there are no rivals  
for "Sterling" Lime Juice, Jams, Mixed  
Pickles, Sweet Pickles, Relishes, Ex-  
tracts, Marmalades, Crushed Fruits and  
Fountain supplies.

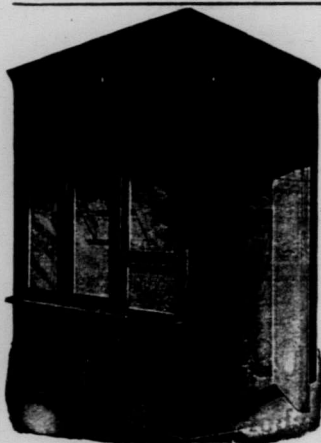
**The T. A. Lytle Co., Limited**

STERLING ROAD :: TORONTO, CAN.

**Eureka Canada's  
Sanitary Refrigerator**

**THE GREATEST**

Dry air circulating Refrigerator of the age.



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

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

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

**Eureka Refrigerator Co., Ltd.** 54 NOBLE STREET  
TORONTO

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

**Think It Over!**

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

**Black Knight Stove Polish**

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

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



**F. F. DALLEY CO., Limited**

Hamilton, Canada

Buffalo, U.S.A.



# 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

# ROSE QUESNEL

A Pure Canadian Smoking Tobacco

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

and

# KING GEORGE

NAVY PLUG  
A Chewing Tobacco

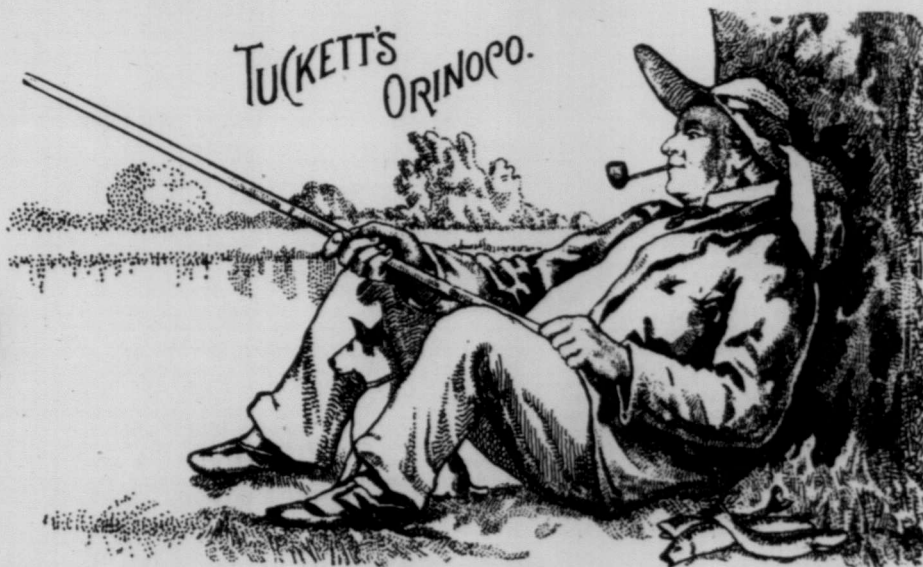
surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

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

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

# Tuckett's Orinoco Tobacco

NO BETTER  
JUST  
A LITTLE Milder  
THAN



# Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

**TUCKETT LIMITED**

Hamilton,

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Ontario

**CLASSIFIED ADVERTISING**

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

**FOR SALE**

**FOR SALE—AN OLD ESTABLISHED GROCERY business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.**

**SITUATION WANTED**

**WANTED — FIRST-CLASS CONFECTIONERY salesman; one who thoroughly understands the business. Give references. Apply by letter only to W. H. Wilson, MacLaren Imperial Cheese Co., Ltd., Toronto.**

**MISCELLANEOUS**

**THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.**

**HOW TO ORGANIZE A CO-OPERATIVE delivery company—The superintendent of the Fremont Central Delivery Co., of Fremont, Ohio, has had so many inquiries about their Central Delivery System that he has put the complete details of how to organize and operate successfully such a system in book form, with copy of by-laws and cuts of printed forms. This book is full of just what you should know about a system that will save you money and worry and make you satisfied customers. It will be sent to you post-paid upon receipt of \$2.00. Address H. E. Burgoon, Fremont, O.**

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

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

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

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

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

**MISCELLANEOUS**

**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.**

**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.**

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

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

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

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

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

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

**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.**

The  
**Condensed Ad.**  
page  
will interest you

**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



# Buyers' Guide

**COMPLETE YOUR TOBACCO DEPT.**  
by stocking and selling  
**PURE CANADIAN LEAF.**  
Attractive prices. We have a good assortment of pipes.  
**J. A. FOREST,**  
189 Amherst St., Montreal.

**GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT**  
That's Our Policy.  
**PAPER BAGS—WRAPPING PAPER.**  
How is your stock? Don't forget to give us a call when you begin to get short.  
**COUVRETTE & SAURIOL**  
Wholesale Grocers - Montreal.

Favorite Stove Polish, polishes, shines, and leaves a lasting polish. What the housewife wants.  
"Coon" Shoe Polish is another of our specialties  
Uncle Sam Dressing is always found O.K. by your customers.  
We guarantee the goods.  
**UNCLE SAM DRESSING CO.,**  
Lanoraie, P.Q.

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

**WRITE TO**  
10 Garfield Chambers, Belfast, Ireland.  
for Sample Copy of the  
**Irish Grocer, Drug, Provision and General Trades' Journal**  
if you are interested in Irish trade.

**COMTE'S COFFEES**  
Satisfy every user. Let's tell you why.  
Address  
146 St. Urban St. Montreal

## THE "WANT AD."

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

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



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

## TURKISH DELIGHT!

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

## OLYMPIA AND BEN BEY CIGARS

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

## PICKLES & CATSUP

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

## SUCHARD'S COCOA

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

## FRUIT PULPS

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

## GRATTAN & CO., LTD.

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

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

## Biscuits and Confectionery

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

## BAKE OVENS

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

Write us for New Price List of

## WINDSOR SALT

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

All germs are killed by this strong and refreshing disinfectant sweeping powder

## "NO-DUST"

Sold in bulk only.  
**NO-DUST MFG. CO.**  
8 Market Sq., St. John, N. B.

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

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

# Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES.

**ESCOTT & HARMER**  
Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY  
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-  
Winnipeg, Regina, Calgary,  
and Edmonton

**JOHN J. GILMOR & CO.**  
Wholesale Manufacturers' Agents and Commission Brokers  
WINNIPEG, MAN.

Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

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

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

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

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

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

WESTERN PROVINCES—Continued.

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

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

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

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

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

**THE WESTERN BROKERAGE & MANUFACTURER'S DISTRIBUTING CO.**  
Commission Brokers, Customs Brokers and Manufacturers' Agents. Shipments stored and distributed, Bonded warehouse in connection. Your business solicited.  
222 Ninth Ave. West - Calgary, Alta.

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

ONTARIO.

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

ONTARIO—Continued.

**NORMAN D. McPHIE**  
Merchandise Broker  
27 Federal Life Bldg., Hamilton, Ont.  
Established 1903

Offers for prompt shipment in  
wholesale lots

1912 Crop {  
White Beans  
Split Peas  
Evaporated Apples  
Split Lentils

Leading Brokers in Canada  
for  
**Evaporated Apples**

Wire or write  
us for Prices.

**W. H. MILLMAN & SONS**  
Wholesale Grocery Brokers  
Toronto, Ont.

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

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

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

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

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# Manufacturers' Agents and Brokers' Directory

(Continued.)

**MARITIME PROVINCES.**

**C. E. CREIGHTON & SON**

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

**NEWFOUNDLAND.**

**T. A. MACNAB & CO.**

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

**BRITISH COLUMBIA.**

**McLEOD & CLARKSON**

Manufacturers' Agents and Wholesale  
Commission Agents  
**352-8 Cambie St., Vancouver, B.C.**  
Can give strict attention to a few first-class  
Grocery Agencies. Highest References.

**QUEBEC.**

**L. EMILE GABOURY**

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

ENGLISH FIRM manufacturing LARD COM-  
POUND and BEEF SUET desires BUYING  
AGENTS.

Replies to Box 93  
**CANADIAN GROCER,**  
88 Fleet Street,  
**LONDON, ENGLAND**

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

**YOU CAN SELL IT**

If you have it in stock,

**MAPLEINE**

The Flavor de Luxe.

Order of your jobber, or

**Frederick E. Robson Co.,**  
25 Front St. E., Toronto.

**Mason & Hokey, Winnipeg**

**The Crescent Mfg. Co.**  
SEATTLE, - WASH.



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

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

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

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

**Mathieu's Nervine Powders**



are a simple but effective remedy  
in all forms of headaches—a reme-  
dy which every merchant can re-  
commend as a quick and sure  
cure.

Try *Mathieu's Nervine Powders*  
yourself at our expense as per cou-  
pon attached, if you don't know  
them and are a sufferer from head-  
aches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of  
Tar and Cod Liver Oil has become famous and this sister preparation  
—Nervine Powders—is rapidly winning its way.

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

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

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

**A Promissory Note  
Is Better Than A  
"Book Account"**

When you let a  
man "run an ac-  
count" he has your  
goods and YOU  
HAVE NOTH-  
ING, except  
YOUR account  
of his indebt-  
edness. When  
you use

**ALLISON  
Coupon Books**

you START with his PROMISSORY  
NOTE, and HE starts with the under-  
standing that you mean business.  
Allison Coupon Books save thousands  
of dollars a year for merchants like  
you.

**HOW  
THEY  
WORK**

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

For Sale By The Jobbing Trade  
Everywhere.

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



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

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

*William Edges, (Dilly Dyes)*  
*Bolton, Yorkshire*  
THE CANADIAN GROCER

# DRIED FRUITS—CLEARANCE

## 20,000 Packages

We have the following to offer. Quality is of highest, and price right. No further detail necessary.

### CLEANED CURRANTS.

36 1 lb. pkgs. to case. Loose, 25 and 50 lb. boxes.

### VALENCIA RAISINS.

4 crs. Layers and F. O. S. 28 lb. boxes.

FINEST SELECTED, 7 lbs. and 28 lb. boxes.

### CLEANED SULTANA RAISINS.

In 1 lb. pkgs. Loose, 25 and 50 lb. boxes.

### MALAGA TABLE RAISINS.

"Conqueror"	}	In 1 lb.
"Empress"		and
"Princess"		5½ lbs.
"Duchess"		and
"Countess"		22 lb. boxes

### CALIFORNIA MUSCATEL RAISINS

3 crs. in 50 lb. boxes.

"Choice" and "Fancy" Seeded, in 12 and 16 oz. pkgs.

"Seedless" in 12 oz. pkgs.

### CALIFORNIA PRUNES.

25 lb. boxes. Size from 30-40 to 90-100.

### HALLOWEE DATES.

30 1 lb. pkgs. to case.  
Loose, 50 lb. boxes.

### PEELS.

Lemon, Orange, Citron,  
In 7 lb. boxes.

### EVAPORATED FRUITS.

Apples, 25 and 50 lb. boxes.  
Apricots, Pears, Peaches etc., etc.  
In 25 lb. boxes.

### FIGS.

Gloves, in 12 and 16 oz.  
Umbrella and square boxes, in 10  
lb. boxes.  
Natural in bags and matts.

### NUTS.

Full assortment of **Grenoble**, Marbots, Filberts,  
**Brazil**, Tarragona, Large Pecans

**PEANUTS**—"Bon Ton," "G," and "Coon."

**SHELLED ALMONDS, SHELLED WALNUTS**

**LAPORTE, MARTIN ET CIE, LIMITEE, 568 St. Paul St., MONTREAL**

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Domini  
Downe

Easterr  
Eckard  
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Escott  
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Eureka  
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# THE CANADIAN GROCER

## INDEX TO ADVERTISERS

<b>A</b>		<b>F</b>		<b>M</b>			
Aetna Biscuit Co. ....	59	Fearman, F. W., Co. ....	43	MacLaren Imp. Cheese Co. ....	60	Rock City Tobacco Co. ....	57
Allison Coupon Co. ....	61	Fels & Co. ....	52	MacNab, T. A., & Co. ....	61	Rowat & Co. ....	56
<b>B</b>		Ferguson Bros. ....	55	McCabe, J. J., & Co. ....	48	Rutlan & Chipman .....	60
Babbitt, B. T. ....	50	Forest, J. A. ....	52	McDougall, D., & Co. ....	59	<b>S</b>	
Balfour-Smye & Co. ....	16	Foster & Co., A. W. ....	52	McLaren, W. D. ....	51	St. Lawrence Flour Mills .....	51
Benedict, F. L. ....	59	Furuya & Nishimura .....	20	McLeod & Clarkson .....	61	St. Lawrence Sugar Refining Co. ....	17
Bickle, J. W., & Greening .....	54	<b>G</b>		McPhie, Norman D. ....	60	St. Vincent Arrowroot Growers' &	21
Borden Condensed Milk Co. ....	3	Gaboury, L. Emile .....	61	Magor, Son & Co. ....	22	Salada Tea Co. ....	14
Bourque & Son, H. ....	59	Gillard, W. H., & Co. ....	51	Malcolm, Jno., & Son .....	53	Sapho Mfg. Co. ....	53
Brantford Oven & Rack Co., Ltd. ....	59	Gilmour & Co., John J. ....	59	Marland Woolnough Co. ....	15	Sanitary Can Co. ....	19
<b>C</b>		Gray & Co., Ltd., John .....	12	Mathewson's Sons .....	45	Smith, E. D. ....	11
Cairns & Sons, Alexander .....	15	Gorman, Eckert & Co. ....	12	Mathieu & Co., J. L. ....	51	Smith & Shipper .....	19
Canadian Postum Cereal Co. ....	18	Grattan & Co., Ltd. ....	57	Meakins & Sons .....	5	Snap Co., Limited .....	54
Outside front cover		Guelph Soap Co. ....	57	Meunier, S. ....	59	So-clean, Ltd. ....	53
Canadian Salt Co. ....	59	Gunns, Ltd. ....	43	Millman, W. H., & Son .....	60	Spinelli (Reg'd.), D. ....	13
Chapman, A. C. ....	18	<b>H</b>		Mott, John J., & Co. ....	54	Spurgeon, H. G. ....	60
Chivers & Sons, Ltd. ....	13	Hamilton Cotton Co. ....	16	<b>N</b>		Stevens, Hepner .....	13
Church & Dwight, Ltd. ....	7	Hamilton Incubator Co. ....	55	Nagle, H., & Co. ....	59	Stuhr, C. F. ....	52
Clark, W. ....	7	Harris Co., Ltd., W. T. ....	18	Nation, E. J. ....	52	Sugars & Canners .....	2
Clements Co., Ltd. ....	16	Heinz, H. J. ....	49	Nelson-Dale .....	15	Symington & Co., Thos. ....	51
Coles Mfg. Co. ....	12	Holland Rusk Co. ....	9	Nicholson & Bain .....	45	<b>T</b>	
Comte's Coffee .....	59	Holloway, Reid & Co. ....	60	No-Dust Mfg. Co. ....	59	Tees & Perse, Ltd. ....	Inside front cover
Connors Bros. ....	55	<b>I</b>		North Atlantic Fisheries, Ltd. ....	19	Tippet, Arthur P., & Co. ....	1
Continental Bag & Paper Co. ....	50	Imperial Extract Co. ....	14	<b>O</b>		Tomlinson Co., The J. J. ....	60
Cornelle, David & Co. ....	11	Irish Grocer .....	59	Ocean Mills .....	49	Toronto Salt Works .....	59
Couvette & Saureol .....	59	Island Lead Mills Co. ....	16	Oriental Produce Co. ....	50	Tuckett, Limited .....	57
Creighton, C. E. ....	61	I.X.L. Spice Co. ....	8	<b>P</b>		<b>U</b>	
Crescent Mfg. Co. ....	61	<b>K</b>		Paterson, R., & Sons .....	15	Uncle Sam Dressing Co. ....	59
<b>D</b>		Kessel & Co., F. ....	59	Patrick & Co., W. G. ....	60	<b>W</b>	
Dalley, F. F., Co. ....	56	Kilgour Bros. ....	16	Peek Frean & Co., Ltd. ....	60	Walker Bin & Store Fixture Co. ....	10
Distributors, Ltd. ....	64	Kings' Mfg. Co. ....	50	Outside back cover		Walker, Hugh, & Son .....	49
Dominion Cannery, Ltd. ....	9	Kit Coffee Co. ....	19	Pennock, H. P., & Co., Ltd. ....	60	Warren, G. C. ....	60
Dominion Match Co. ....	8	<b>L</b>		Pickford & Black .....	62	Watson & Truesdale .....	60
Dominion Salt Co. ....	8	Labreque & Pellerin .....	53	Pink, Ltd., E. & T. ....	8	Wellington Mills .....	52
Dominion Register Co. ....	5	La Societe de Riga .....	16	<b>Q</b>		Western Brokerage Mfg. Dis. Co. ....	60
Downey, W. P. ....	48	Lambe, W. G. A. ....	60	Quinquol Stock Food Co. ....	13	Western Distributors, Ltd. ....	60
<b>E</b>		Laporte, Martin & Cie. ....	62	<b>R</b>		Wetley, J. H., Ltd. ....	43
Eastern Manufacturers, Ltd. ....	60	Laurentia Milk Co. ....	8	Regina Storage & Forwarding Co. ....	15	White & Co. ....	49
Eckardt & Co., H. P. ....	47	Lemon Bros. ....	48	Robinson & Co., O. E. ....	60	White Swan Spice & Cereals, Ltd. ....	12
Edwardsburg Starch Co. ....	22	Lindner & Benner .....	17	<b>S</b>		Wiley, P. H. ....	60
Escott & Harmer .....	40	Lytle Co., Ltd., T. A. ....	56	St. Lawrence Flour Mills .....	51	Woods & Co., Walter .....	50
Eydoux, Felix .....	54	<b>M</b>		St. Lawrence Sugar Refining Co. ....	17	Woodruff & Edwards .....	54
Eureka Refrigerator Co. ....	56	MacLaren Imp. Cheese Co. ....	60	<b>T</b>		<b>Y</b>	
Ewing & Sons, S. H. ....	21	MacNab, T. A., & Co. ....	61	Tees & Perse, Ltd. ....	Inside front cover	Youngheart, Ed., & Co., Ltd. ....	59

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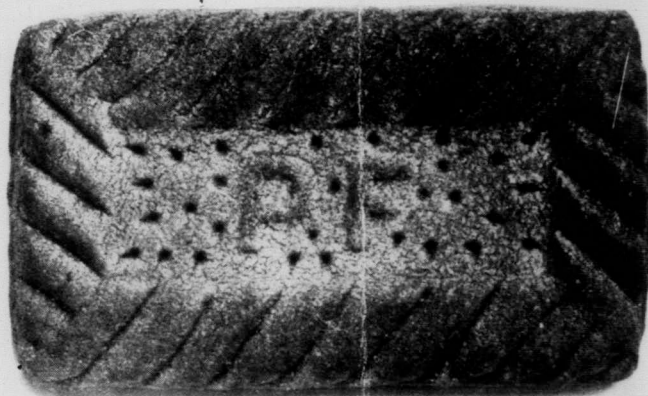
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