

**PAGES
MISSING**

THIS IS THE 1,355th ISSUE OF

CANADIAN GROCER

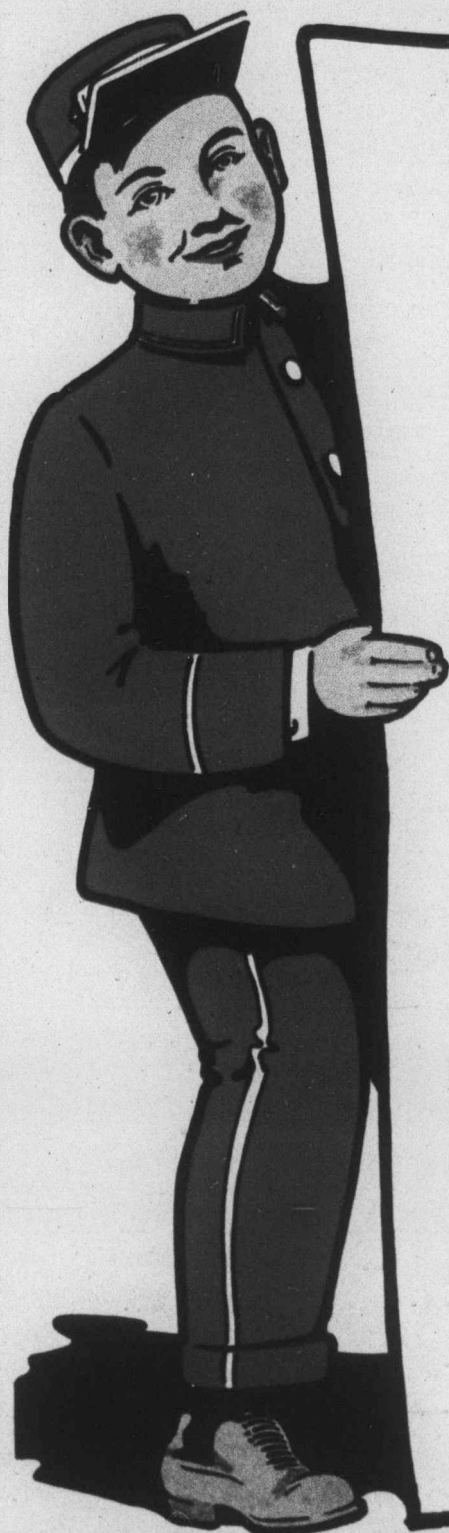
Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 28, 1913

No. 48



A Message To Grocers

It is significant the way **POSTUM** is forging ahead. It fills a human need—people like it, and buy it.

Eighteen years ago Postum began its appeal and it has been growing stronger every year, until now **Postum** is a household word the Dominion over, and a staple in the stock of most first class grocers.

Behind **Postum** is heavy, continuous advertising; a selling policy that is stable, sane and sound; and good, clean profit—

The sale of every package is guaranteed!

Postum now comes in two forms—

Regular Postum—must be well boiled.

Instant Postum—(the new form) is a soluble powder. A spoonful dissolves quickly in a cup of hot water and, with sugar and cream, makes a delicious beverage instantly.

“There’s a Reason” for **POSTUM**

Do you get the message?

Canadian Postum Cereal Co., Ltd., Windsor, Ont.

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS



TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT



Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED



FRUIT GROWERS

HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
45 St. Alexander St.
MONTREAL
(Canada and Newfoundland)



*Don't spoil their
Christmas Cake
by selling hard,
dry peels*

Whether Orange, Lemon or Citron Peel is wanted you should sell the best, especially when the peel is for the Christmas Cake.

You know what a poor cake means, so be sure you sell only the purest and best ingredients. In selling peels fortify yourself against possible dissatisfaction on the part of your customers as well as on your own part by selling only

“Taylor’s” Peels { Candied
or
Drained

They represent the height of high quality. The essential oil of the imported fruit skins is fully retained, ensuring fullest flavor and tenderness.

Accept no substitute.

Arthur P. Tippet & Co.

Agents

Montreal

Many fines

are being paid by dealers the Country over for selling adulterated foodstuffs

Dealers should accordingly be cautioned by the mistakes of others, and sell only the PURE and GENUINE products. In selling Jams and Jellies the dealer doubly safeguards himself by selling the E. D. S. Brand — guaranteed pure by the makers, and stamped Genuine by the Government inspector. (See Government Bulletin No. 244.)

E. D. S. products are made of the finest home-grown fruits and pure sugar. They are exceedingly popular because of their purity, and they allow a good margin of profit.

100%
PURE



100%
PURE



Made only by

E. D. Smith & Son
Limited

Winona, Ontario

AGENTS:

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

DELICACIES FROM HOLLAND



VICTORIA

Peppermint Lozenges

Guaranteed to contain 99% Pure Sugar and 1% oils and other ingredients. Packed neatly in tinfoil. Sells for 5c, and leaves a big profit, therefore a sure seller.



VICTORIA

Cocoa Cubes

One square—one cup. A delicious beverage.

Victoria Biscuits

That dainty, real Dutch, deliciously centred pastry. Too many varieties to specify, so ask for catalogue.

Order from your wholesaler or direct from Agents.

A. J. TEN HOPE

"Victoria Works"

Rotterdam, Holland

Sole Canadian Agent

HENRI DE LEEUW

28 Front St. East,

TORONTO

REPRESENTATIVES:

Montreal: Cyril C. Rendell, 205 St. Nicholas Bldg.
Halifax: W. H. Lyne Usher, 270 South Street.
Winnipeg: W. H. Escott Co., Ltd., Bannatyne Avenue.
Vancouver: O'Loane, Kiely Co., Ltd., 127 Water Street.



**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 wide-awake dealer.



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

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



“Baby’s health and happiness is assured by the proper use of

**BORDEN’S
Eagle Brand
Condensed Milk”**

This is only one of the many endorsements of the value of Borden’s Eagle Brand Condensed Milk in the raising of babies. Live Grocers everywhere are making a special point of introducing this famous brand of condensed milk to mothers.

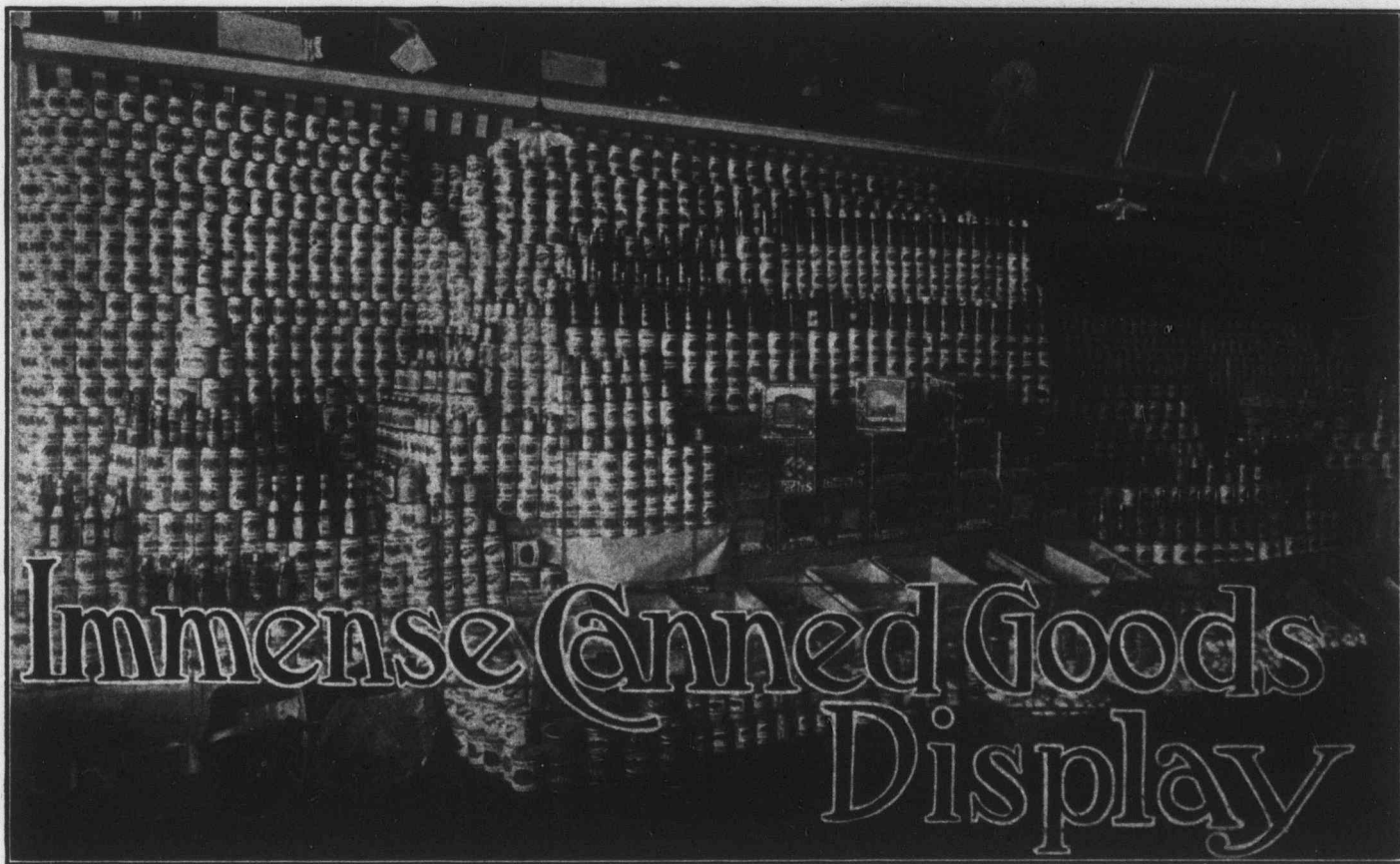
Eagle Brand condensed milk is invaluable to every household at every season of the year. And is a valuable asset to the live Grocer.

Borden Milk Co., Limited

“Leaders of Quality”

MONTREAL

**Branch Office: No. 2 Arcade Building
Vancouver, B.C.**



There has seldom been seen a larger or a more compact display of canned goods than that shown herewith—from the store of W. H. Milling, of Napanee, Ont. Mr. Milling states this display contained at least 2,000 tins of vegetables and fruits—probably the largest ever made in a Canadian grocery store. As one of the salesmen in the store stated, a "few hours" were occupied in building it up.

FALL and winter is truly a canned goods time. Particularly is this the case with vegetables. For, once the frosts begin to come and the snow to fly, vegetables in the raw state evolve into expensive luxuries. This places them beyond the reach of practically everybody.

Here is clearly the opportunity for the retail grocer. Let him begin now to sell canned vegetables; let him push them with all his selling power, and by next June he should have little cause to worry about a hold-over. Prices this year are low and the people will purchase canned vegetables to a greater extent than during several years of the past.

A 2,000 Tin Display.

Down in Napanee, Ont., the citizens pride themselves on many distinctive features. They have a pretty little old-time suspension foot-bridge across a pretty little river. They grow good corn and tomatoes, and the surrounding country lays claim to being rich in subjects for geological studies.

In addition to that, there is a grocery store there with an exhibit of canned goods which is probably the largest ever gotten together in Canada in a retail

store. If this record can be broken Canadian Grocer would appreciate a photograph of the exhibit. This display contains at least 2,000 tins.

W. H. Milling, whose store shows such an immense display, did not put the canned goods there without a reason.

They are there for a purpose. The entire side wall is lined with them from floor to shelf.

They are the most conspicuous line of goods in the big Milling store.

Every person who enters is confronted with "canned goods."

The goods are being sold.

Take Advantage of Low Prices.

This is one year in which every grocer should aim to build up his canned goods business. As before stated, prices are comparatively low. The quality is just as high as ever, if not better. The Autumn season is here and therefore the passing of field vegetables. Around Christmas practically the only vegetables to be had are those in tins. Mere of these could be sold for the Christmas trade if sales are pushed in good time.

Many grocers during fall and winter sell canned vegetables and fruits by the case. Where a dealer has several good

boarding-house customers, with little difficulty almost every one of them would purchase by the case if urged judiciously. The same applies to large families who can afford it.

More Goes Into Consumption.

It should, too, be remembered that every time a case of canned goods is sold it means that the purchaser is going to use more of them. If canned corn, tomatoes, beans and peas are placed in the customer's cellar by the case, more of these goods are bound to be used.

Creating Power of Display.

The W. H. Milling store is a splendid example of the power of the dealer to create demand. This display alone without any further persuasion has been the means of selling goods. It shows the importance of the retailer in this matter of reaching the consumer. It demonstrates the fact that the retailer can move out practically any article of merit he has a mind to by getting behind that article with his display space.

In this fall, Christmas and winter campaign, every dealer should see to the canned goods side of his selling.

The possibilities are great.

THE CANADIAN GROCER

HAMILTON, Canada.

November 27th, 1913.

Dear Sirs:—

Is there any other kind of staple in your store that shows you the margin of profit canned Vegetables and Fruits do? THERE IS NOT.

Are YOU making any special effort to increase your sales (likewise your profits) of your Canned Fruits and Vegetables? IF NOT, WHY NOT?

We want to help you to increase your sales, for selfish reasons if you like. We therefore refer you to the article on the opposite page, an illustration of how one progressive grocer in a country town built up a large and profitable business in canned fruits and vegetables. READ IT CAREFULLY. It's worth money to you.

DON'T BE SATISFIED WITH ONE TIN ORDERS—ENTHUSE YOUR CUSTOMERS WITH THE ONE CASE OR MORE IDEA—Call attention to the present exceedingly low prices, and how such opportunities in the past have occurred only at long intervals, and MOST IMPORTANT, THAT EVERY TIN GUARANTEED BY THE DOMINION CANNERS IS A REAL GUARANTEE OF QUALITY, and if stored properly will keep indefinitely, until wanted.

We have some attractive advertising matter that will increase your sales.

Yours very truly,

WRD.CK.

DOMINION CANNERS, Limited.

Tartan
BRAND
THE SIGN OF PURITY

IN STORE—

Full assortment of Mediterranean and California Dried Fruits, Nuts, etc. Prunes, Figs, Dates, Malaga, Valencia and Sultana Raisins, Thompson Seedless, Seeded Muscatels, Fancy French and Italian Glace and Crystallized Fruits, and Canned Goods.

'Phone at our expense a trial order. We solicit your inquiry.

TARTAN Brand Groceries, Spices, Canned Goods are trade winners.

BALFOUR, SMYE & CO.,

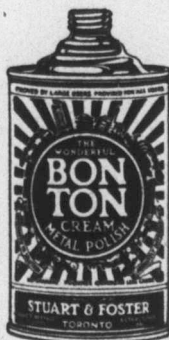
**Wholesale and
Manufacturing Grocers**

HAMILTON

**OLD
CALABAR**

DOG AND PUPPY BISCUITS

Agent—KENNETH H. MUNRO, Montreal



Canada's National Metal Polish

Made in Canada—Sold Across Canada

BON TON
Cream

Polishes in **HALF** the time
Requires **NO SHAKING**—no Sediment
PRICES LOWER—saving the duty on
imported polishes.

Already proved by large users—Provided now for all users—A provable good article will **MULTIPLY** Sales.
Appreciation everywhere, your wholesale has it.

**SYMINGTON'S
SOUPS**

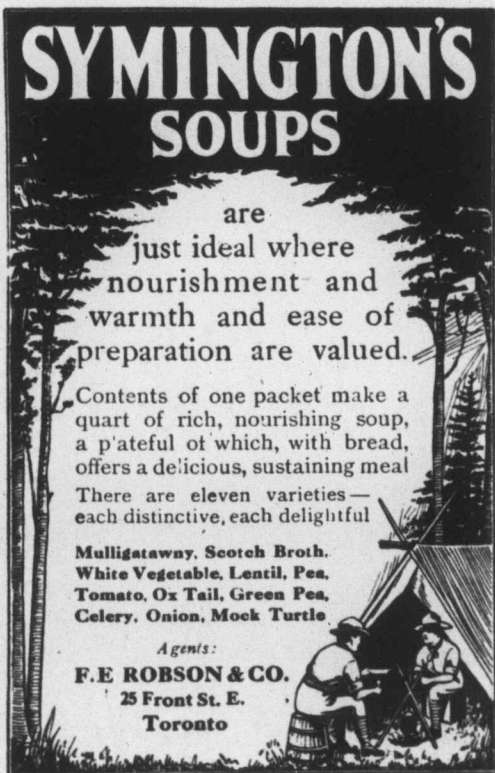
are
just ideal where
nourishment and
warmth and ease of
preparation are valued.

Contents of one packet make a quart of rich, nourishing soup, a p'ateful of which, with bread, offers a delicious, sustaining meal
There are eleven varieties—each distinctive, each delightful

Mulligatawny, Scotch Broth,
White Vegetable, Lentil, Pea,
Tomato, Ox Tail, Green Pea,
Celery, Onion, Mock Turtle

Agents:

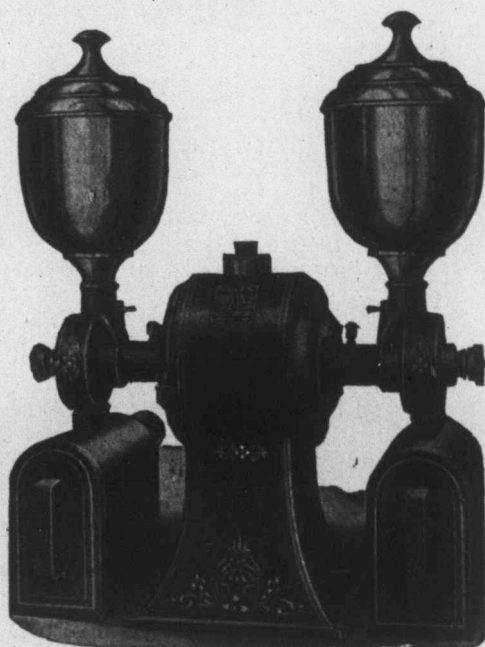
F. E. ROBSON & CO.
25 Front St. E.
Toronto



**More Than Ever in a Class
by Itself**

One of our
12 new
models.
Wouldn't
it be a
good idea
then to
look into
the Coles?
It ranks
with the
best and
meets your
price.

26 models
of electric
machines.
Makers of
Hand Coffee
Mills for
twenty-five
years.



COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Fresh British Columbia



H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish
Early Run

CRISCO

THE 100% SHORTENING

For Frying, Shortening and Cake Making. Needs no refrigerator. Purely Vegetable. Will keep sweet for months under ordinary conditions.

Write for a Crisco Booklet.

Agents for Manitoba, Alberta and Saskatchewan.

MASON & HICKEY

287 STANLEY STREET

WINNIPEG, MAN.

"Harvest Brand" Jams and Jellies

"FRETZ BRAND"

CATSUP



*(The quality brand of
the Canadian market—
the catsup of purity)*

"PICKLED RIPE, CANNED RIGHT."



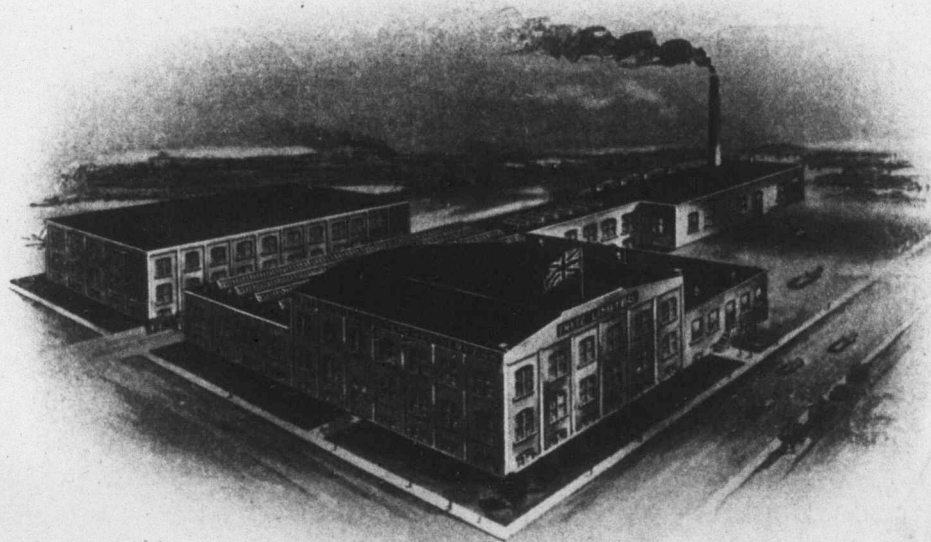
Made From Freshly Pickled Fruit and Vegetables

Freshness, cleanliness and purity go hand-in-hand throughout the process of preparing and canning of the fruits and vegetables used in "Harvest" and "Fretz" Brand products.

Our sunlight illuminated factory is most modern in every detail, is large and well equipped and situated in the centre of the fertile and productive fruit district in Canada.

The very finest catsup possible to put on any menu or on the table in any home is labelled "Fretz Brand." It is pure, wholesome and has a distinctly appetizing flavor all its own.

Harvest Brand Jams and Jellies are put up in sanitary gold-lined pails only, size 2 and 5 lb. pails, and 30-lb. wooden pails also in 12 and 16 oz. glass jars. Send trial order to our nearest agent or direct.



FRETZ, LIMITED

HAMILTON,

ONTARIO

Carried in stock by the following:
Kirkland & Rose, Vancouver, B.C.
The Weyburn Grocery Co., Weyburn, Sask.
J. E. Carswell, Edmonton.

Richards & Brown, Winnipeg.
Marks, Clavet, Doble Co., Port Arthur.

What About Your
Christmas Trade

Mr. Grocer?

Clark's Mincemeat

will be one of your best sellers

The purest, the best, the most convenient

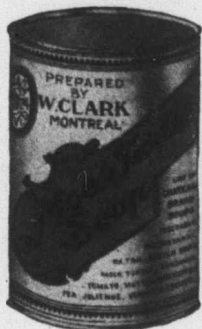
READY FOR USE

In all sizes. Cans, Pails, Barrels and Glass



Clark's Concentrated Soups

CHATEAU BRAND



Every variety, best of
quality, and prices right

NO BETTER SOUP ON THE MARKET

Clark's English Plum Pudding

Sizes 1 and 2.



Prepared from the very finest selected fruits,
spices, etc. An attractive package, and a first
class seller. Get the prices from your jobber.

STOCK UP NOW

W. Clark Limited, Montreal

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store
—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and
also of your expense for skilled sales-
men.

Is this worth your consideration?

We manufacture the best in show
cases and refrigerator counters.

Write now for illustrated catalogue
and estimates.

Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario



REPRESENTATIVES:

Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 696, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.



TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.



Length, 425 feet.

Height, 115 feet.
Capacity: 200,000 Barrels a year.

Depth, 120 feet.

THE FRONTENAC BREWERIES, the finest, largest and best equipped in Canada

Convinced that the time has come for Canada to possess a large, modern Brewery, equipped for the production of beer to equal the best imported beers—a group of Canadian business men—after devoting three years of study and effort—helped by experts and with large Capital at their disposal—have erected and equipped the monumental brick, steel and cement brewery buildings, located opposite Mile End Station—which will be known as

THE FRONTENAC BREWERIES

This model Brewery, in charge of expert brewers, now produces

FRONTENAC BEER

The Peer of the best imported Beers. Domestic in price—Imported in quality.
Frontenac Beer on sale October 21st.

THE FRONTENAC BREWERIES LIMITED, MONTREAL

PRUNES

Those who took our advice and bought their Prunes early have saved money. We have received our first shipment and made distribution.

We expect another lot this week, and will be able to save you some money by ordering promptly. We can supply out of this car the following sizes: 40-50s, 50-60s, 70-80s and 90-100s, all 25 lb. boxes, faced.

What else do you need? We have the facilities and the stock to ship promptly.

Fenwick, Hendry & Co.

Manufacturing Wholesale Grocers
KINGSTON, ONTARIO, CANADA



More Customers

'Camp' is a magnet for drawing customers in plenty; customers who come and go with regularity, and go away well satisfied; customers whose pleasure in 'Camp' Coffee is good profit for you.

Camp Coffee

R. Paterson & Sons Ltd.
Coffee Specialists
Glasgow

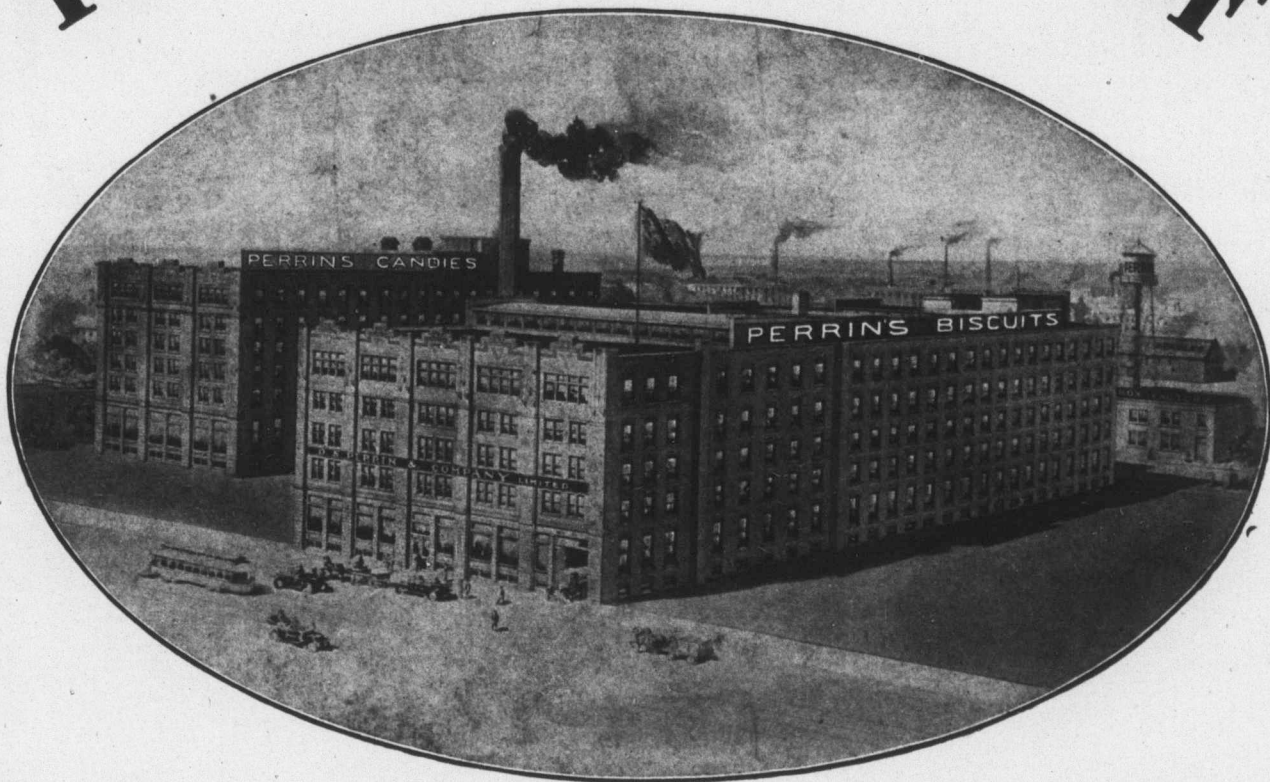
Shirriff's Mincemeat

You Can Sell it at an Attractive Price and Make a Good Profit

Many of your customers will want this celebrated mincemeat. Many others would want it if they knew how good it is. Just tell them about it and let them try it. It's made from the finest ingredients—carefully selected fruit and high-grade spices. Put up in 6, 12, 28 and 65-lb. pails. Send us your order now. The season for mincemeat is right at hand.

Imperial Extract Co., Toronto

THE NEW HOME OF



PERRIN'S BISCUITS

LONDON

CANADA

THE CANADIAN GROCER

St. Lawrence

Granulated

The finest sugar made. 100% pure.



SYMINGTON'S COFFEE ESSENCE

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

Thos. Symington & Co., Edinburgh and London

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



The new fruit delicacy from Jamaica—BANANA FIGS

Evaporated Bananas or Jamaica Banana Figs are the new substitute for currants, raisins, figs, dates, in cakes, puddings, mincemeats and candies—many people enjoy them just as they are in their delicious evaporated state. Evaporated Bananas are more economical and are highly nutritious. Being easily digested they are specially recommended to invalids and children.

Evaporated Bananas or Banana Figs are prepared from selected fully matured bananas by a special patented process leaving the full food constituents in a highly concentrated form, four hundred pounds of fresh fruit being required to make one hundred pounds of Banana Figs.

A big demand for this delicacy is assured and Grocers will do well to get their orders in at once for the Christmas and holiday trade. The novelty of a "Banana-fig" will sell many, and the deliciousness will sell more.

They are packed in cartons and sell for 15c or 18c each. Very profitable and very popular wherever they have been introduced. Send in a trial order to

Jamaica Food Products, Limited

Planters and Manufacturers

2 Gould Street,

Toronto, Ont.

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.

ONTARIO.

Brantford Cold Storage Co. LIMITED

Wholesale Produce Merchants
If you are in need of

HONEY

In any quantity write us for quotations
BRANTFORD, ONT.

Headquarters for White Beans and Evaporated Apples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. PATRICK & CO. Limited.

Manufacturers' Agents
and Importers

77 York St. - Toronto

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS FRUITS

Morrow and Company

39 Front St. E., Toronto

Cereals

We buy and sell rolled oats, oatmeal, rolled wheat, pot and pearl barley, split peas, corn-meal, white beans, wheat breakfast foods, buck-wheat, Graham and whole wheat flours, English and Canadian boiling peas.

HENRI DE LEEUW

Merchandise Broker,

26 Front Street East, Toronto.

Sells the best Pearl, Pinhead and Pot Barley for ye olde firm, the ROYAL BARLEY MILLS, HOLLAND.

Represented in Montreal by Cyril C. Rendell, 205 St. Nicholas Bldg.

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.

Wholesale Grocery Brokers & Manufacturers' Agents.

WINNIPEG

We solicit accounts of large and progressive manufacturers wanting live representatives.

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

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.

G. C. WARREN, REGINA, SASK.

IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.

Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

MACKINTOSH'S TOFFEE

Made in Halifax, England
"THE TOFFEE THAT SELLS"

FINCH'S PATENT FLY TAPE

For Season 1914. Agents Wanted. Write—

Edward Kidd & Co. 1090 Hamilton St.
Vancouver B.C.

W. H. Escott Co., Ltd.

Wholesale
Grocery Brokers

181-183 Bannatyne Ave.

Winnipeg, Canada

Branches Covering

All the Wholesale Centres in the West

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.

Manufacturers' Agents

Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities. Suite 109, Willoughby-Summer Block, Saskatoon, Saskatchewan.

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.

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

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers. Dealers in High Class Produce and Provisions. Simpson Produce Co. 248-252 Princess St. Winnipeg, Man.

LEADLAY LIMITED

332 Bannatyne Ave.,

Winnipeg, Man

Grocery Brokers & Importers

"Foster-Clarkes Cream Custard."

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
 Manufacturers' Agents and Wholesale
 Commission Agents
 352-6 Cambie St., Vancouver, B.C.
 Can give strict attention to a few first-class
 Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
 WHOLESALE GROCERY BROKERS
 CANNED GOODS, DRIED FRUITS, ETC.
 CANNED SALMON A SPECIALTY
 We cover British Columbia and Alberta
 Head Office - - Vancouver, B.C.
 Reference: The Bank of Montreal.

The CAMPBELL BROKERAGE CO.
 Manufacturers' Agents and Commission Brokers.
 We have our own warehouse and truckage. Shipments
 stored and distributed. Can give special attention to
 a few good agencies.
 857 Beatty Street . . . Vancouver B. C.

NEWFOUNDLAND.

E. O. CORNISH
 COMMISSION AGENT
 Canned Goods a Specialty
 821 Pender St. W., Vancouver, B.C.

McCANN & LANGFORD
 Winch Building, Victoria, B.C.
 Manufacturers' Agents and Commission
 Brokers.
 We can give special attention to a few
 good agencies. Anything we handle we push
 References: Bradstreets, Royal Bank,
 Union Bank.

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.

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. : : :

WORLD RENOWNED

 BRAND STUHR.
STUHR'S
GENUINE CAVIARE,
FILETS D'ANCHOIS
 (naturels),
ANCHOVY PASTE.
 "Please ask for our offer."
 C. F. STUHR & CO., HAMBURG.

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

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

Every Merchant who handles—
Mathieu's Nervine Powders

 knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's*
Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.
 Please send regular box of Mathieu's Nervine Powders to the following address:—
 Name
 With (Name of firm)
 Street
 City or town Prov.....
The
J. L. MATHIEU CO.
 Proprietors
Sherbrooke, P.Q.

Armour's Bouillon Cubes

Trade-Makers Profit-Earners

THE progressive grocer can't afford to ignore the profit-paying, business-bringing power of Armour's Bouillon Cubes. The field is wide. The season is long. Demand is **great** and **growing**, now that our giant-size all-season advertising campaign is in full swing. Our ads. are appearing in leading Canadian dailies and other publications of immense Canadian circulation.



The Best Drink for Cold Weather
Hot bouillon made from Armour's Bouillon Cubes.
It wards off chills and sends a warm glow all through the system. Made in an instant. A cube to a cup.
Free samples on request.
Armour & Company, Chicago

Newspaper Ad. Reduced

Stock and push Armour's Bouillon Cubes and share in the profits of this great campaign. They sell freely to every class of trade. They provide the ideal way of making the most delicious bouillon. Just draw boiling water, drop in a cube, stir, serve. A cube makes a cupful. Easy as A.B.C.

Display racks, signs and hangers free to our dealers.

Order to-day and get your share of this profitable trade.

Manufactured by **ARMOUR AND COMPANY** Chicago, Ill.

Sales Agents: Fowler's Canadian Co., Hamilton, Ont.



You don't care how it rains
if there's a cup of hot bouillon waiting when you get indoors.
The best bouillon is made by dropping an Armour Bouillon Cube in a cup of hot water.
Refreshing—Stimulating—Wholesome.
Free samples on request.
Armour & Company, Chicago

Newspaper Ad. Reduced

From the big Forest City House of Quality and Square Dealing

"CLUB HOUSE" BRAND SPANISH OLIVES

The finest Seville Olives, pure brine, made with healthful water from our own Artesian well, form the basis of the most satisfactory Olive business you can get—this is the "Club House" formula.

Put up in different sizes of bottles. Satisfaction guaranteed.

Send for a Trial Order.

Gorman, Eckert & Co., Ltd.

London, Ontario

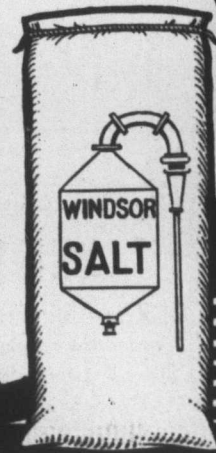
Western Selling Agents
MASON & HICKEY
WINNIPEG



WINDSOR TABLE SALT

is just clean, pure Salt, refined to the highest degree of purity, in the most modern Salt works on the continent.

Canadian Salt Co., Limited
WINDSOR, ONT.



WE OFFER—SUBJECT TO BEING UNSOLD
ONE CARLOAD

KHADROWEE DATES

GOOD SOUND FRUIT IN FINE CONDITION

OUR QUOTATIONS ARE AWAY UNDER ANYTHING THAT IS OFFERED

GET OUR PRICES ON

NEW CROP NUTS—NOW IN STORE

ALMONDS

BRAZILS

FILBERTS

PEANUTS

PECANS

WALNUTS

FOR IMMEDIATE SHIPMENT—SHELLED AND IN SHELL

EBY-BLAIN, LIMITED

WHOLESALE IMPORTING & MANUFACTURING GROCERS

Coffee Roasters, Spice Millers and Tea Blenders to the trade

CORNER FRONT and SCOTT STS.

TORONTO, CANADA

Advent—Fish

That's the connection. It simply amounts to this. If you do not throw out the bait, well, then how can you expect to land the business?

Ocean Brand

HADDIES KIPPERS BLOATERS FILLETS

are the best trade pullers that you can procure in the fish line.

There's a nip with these that is absent with any others, solely due to the fact that years of experience on the part of our employees has placed them in a position to turn out the goods in a condition that must appeal to the most particular taste.

Just Ask Your Wholesaler.

He'll be Glad to Supply You.

North Atlantic Fisheries, Limited

MONTREAL

JAPAN TEAS

have had an active run this season and we have but a few lines left.

Furuya & Nishimura



JOHN DIAMOND

458 NORTH THIRD STREET, PHILADELPHIA, U.S.A.

— MANUFACTURER OF —

Shoe Blackings Shoe Dressings Laundry Blues
American Stick Blue Stove Polishes
Inks, Mucilage and "Ink-Out" Pure Petrolatum Pomades
Electric Paste Stove Polish

FOR SALE BY ALL FIRST CLASS JOBBERS IN CANADA

The delight of the sumptuous repast

With the advent of the Christmas Season comes the more liberally victualled table, amounting very largely to nothing short of a feast.

ROYAL Salad Dressing

adds tone to the salad portion of the Christmas dinner. It delights the most particular taste with its distinctive appetizing flavor.

Stock up now for a pre-Christmas demand. Suggest it as a part of the Christmas order.

Sold only by

The Horton-Cato Mfg., Company
WINDSOR, ONTARIO



The standard by which all others are judged



The Eureka is built on the most scientific principles known in the refrigeration world. It keeps perishables in the best condition with the smallest consumption of ice. Cold dry air circulates all the time, allowing no dead or stagnant air to cause a damp and musty smell so common in refrigerators. Further, the Eureka has no zinc or galvanized iron lining to rust and corrode. It is strictly sanitary in every particular.

Made in any size for Butchers' and Grocers' use.

Catalog and Prices sent on request.

Eureka Refrigerator Co., Ltd.
54 Noble Street, Toronto

Montreal Representative:
JAMES RUTLEDGE Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg.

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

LONDON, ENG. NEW YORK BUFFALO TORONTO MONTREAL BOSTON CHICAGO DETROIT
41 Eastcheap 100 Hudson St. 38 W. Genesee St. 32 Yonge St. St. Paul St. 34-35 S. Market St. 361 N. River St. Shelby Block
Branches also in Pittsburg and Philadelphia.

Good Day! Do you like French dishes?

You do? Good! You are not the only one who does. Your customers, too, may like to dine at home as they would in one of the famous restaurants of Paris, and without trouble or great expense. You agree? Then write

MESSRS. RAYNAL and ROQUELAURE of CAPDENAC (AVEYRONS), FRANCE

They will send you a list of their 200 dishes, all packed in boxes and ready for serving at table.

They have revolutionized the food question in Europe.

You will probably find it to your advantage to demonstrate an early interest in a line which will soon be in demand throughout the Dominion.

THE CANADIAN GROCER

KEEN'S OXFORD BLUE



Every woman knows the value of Keen's Oxford Blue on washday, and will appreciate your recommendation of it.

Best housewives ask for it, others will be the better for using it. Keep your stock well filled with this article of daily need—Keen's Oxford Blue.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada

**Lily White
Gloss
Starch**



**In
6 lb.
Toy Trunks**

appeals to the Christmas Shopper. The good qualities of this starch are widely known and the seasonable container will help your window trim and your Christmas trade.

Immediate Shipment

The **Canada Starch Co., Ltd.** Manufacturers of **Edwardsburg Brands**

CARDINAL and BRANTFORD

MONTREAL

TORONTO

CALGARY

VANCOUVER



A Page of Condensed Economy News for Shopping Festival Week

A Festival Week That Brought Many to Calgary

Merchants Connected up With Newspaper and Advertised the Event and the Goods on Sale—Scheme Carried Out on a Refund-Your-Fare Scale.

High grade teas—direct importations

We have advantageously specialized in Tea, and the very careful attention of the department in selecting its supply, insuring value, showing excellent credit a recognition of our efforts to supply the very choicest and highest tea grades.

The import direct to immense quantities, for each, in the height of the season, when the choicest growths are to be had; that we are enabled to offer our customers unusual advantages in both price and quality. In shipping we carefully take into consideration the nature of the water, and self-sufficiently repackaged our goods in the extreme of extreme care to preserve and defend our products in blending. Realizing that all tea drinkers have their individual tastes, we are always glad to submit samples upon request.

How To Make Tea

One teaspoonful for each person and one for the pot should be put into a warm, clean teapot, add fresh boiling water, not after it has boiled some minutes, allow it to draw at least five minutes, then pour into cup after when just. Always pour the milk into the cup first. By these means you can get the full flavor from the tea and all its effects are obtained.

Above illustrates heading used by the Hudson Bay Co. on one of their full page newspaper advertisements.

WESTERN Canada is coming to the front as an incubator for new ideas in advertising. Readers of Canadian Grocer will remember the twenty pages of display advertising that The Glasgow House of Regina ran in a single issue of The Leader of that city. Calgary takes Regina's place in the limelight by a Refund-Your-Fare Shopping Festival, in which an appeal was made to a territory 300 miles around the city and something like \$150,000 in cash was brought into the city during the six days' campaign and spent among the seventy merchants co-operating in the scheme.

Ten Per Cent. Refund on Fares.

The Calgary Herald was the medium used and the Festival covered the six days from Monday, November 10, to Saturday, November 15. Each merchant who took part ran four advertisements, three in the daily edition on November 8, 11 and 13, and in the weekly on November 6. The paper itself agreed to advertise the scheme in the district within 300 miles of Calgary, in the stations, post offices, etc., and made arrangements by which a group of 10 or more shoppers were entitled to a fare-and-a-third, return rate. Each person was entitled also to a refund of his ticket when the total purchases, at one or any number of the stores in the list, amounted to ten times the ticket, or, in other words, the shopper would receive a refund of 10 per cent. to cover the cost of his ticket.

If the return ticket was \$3, his total purchase must be at least \$30 to receive the refund. If the total was only \$25, no refund would be made. If the total

was \$40 or \$50, the refund would still be \$3. The result was that it would happen only in some cases that the shopper's total would be the minimum of \$30 to get \$3; or \$70 to get \$7, or \$115 to get \$11.50, and so on, hence the refund did not average nearly 10 per cent. As an actual fact it was only 6.2 per cent.

Refund of \$10 on \$100 Purchases.

Suppose a case where the visitor went to five stores, and bought \$100 worth of goods, just enough to get a refund of \$10, (10 per cent.) the cost of his ticket. The amounts refunded by each store would work out as follows:

Cost of Ticket.	Stores Visited.	Purchases.	Refund of each.	%
\$10.00	A	\$ 5.00	\$.50	10
	B	20.00	2.00	10
	C	35.00	3.50	10
	D	15.00	1.50	10
	E	25.00	2.50	10
Total		\$100.00	\$10.00	10

Refund of \$7 on \$100 Purchases.

Take another case, a more likely one, where the visitor bought more than 10 times the amount of his ticket; say, his ticket cost him \$7 and he bought not \$70 worth, but \$100, so that each store had to refund only 7 per cent., instead of the maximum 10 p.c.

Cost of Ticket.	Stores Visited.	Purchases.	Refund of each.	%
\$7.00	A	\$ 15.00	\$ 1.05	7
	B	12.00	.84	7
	C	38.00	2.66	7
	D	9.00	.63	7
	E	15.00	1.05	7
	F	11.00	.77	7
Total		\$100.00	\$ 7.00	7

Or, take a third case, where the ticket cost \$10 and goods to the value of \$80 were purchased. This fell below the stipulated \$100 for a refund, so that

none was forthcoming. In these cases the merchant was not called on to make any refund.

How Campaign was Launched.

The campaign was begun about Oct. 27, a fortnight before Festival week, by announcements in the paper referred to, of the event, both to the outside public, and to advertisers, calling on the latter to be one of the Refund Stores during the week, Nov. 10 to 15. This was followed up by daily "stories" in the paper, well displayed, and with persuasive headings, such as, "Out-of-Town Purchasers Will Have Whole Week to Visit Calgary Shops"; "Free Return Trip to the City for Readers of the Herald on Shopping Day"; "Great Opportunity for Country Dwellers in the Coming Herald Festival"; "The Herald Shopping Festival Takes Place Nov. 10—Come to Calgary"; "Shopping Festival Has Been Arranged Specially for Rural Purchasers." Among the "drop-heads" (smaller portions of big headings) were the following: "Merchants now preparing great array of bargains"; "The Opportunity to supply all long-deferred wants," and so forth.

On the day preceding Saturday, Nov. 8, was an article with a big heading, "Details of Bargains in Shopping Festival to Appear To-Morrow."

Among Grocery Advertisers.

Special advertising space was taken by many of the stores, Hudson Bay Company and Price Jones (Canada) Limited, both department stores, carrying a full page each. Amongst the goods these stores advertised especially were groceries.

The arrangement between the paper and the stores was worked out as follows:

Cost of advertisements—regular rates with an additional 5 per cent. to cover extra cost of campaign to the paper itself.

Insertions—four times; once on Saturday preceding week; twice during week itself; and once in the weekly issue preceding Festival Week.

Totaled Up in Newspaper Office.

Refunds—Sales slips, regular or special ones as stores saw fit, were saved and presented from all stores by purchasers at special office in newspaper building called Clearing House. These were added up and amount due from each store figured out as in sample illustrations.

Each customer was then given a blue slip addressed to each merchant, and good for a proportionate amount, and these were payable at the cashier's office of each store. For instance store A would refund 50 cents, store B, \$2.00; store C, \$3.50; store D, \$1.50, and store E, \$2.50, bringing up the total to \$10, the amount of the railway ticket. In these cases the five stores would refund 10 per cent., but in the second case, only 7 per cent. of the purchases.

Railway Tickets.—Purchasers had to obtain from agents at their home stations certificates showing that ticket had been actually purchased. This prevented people in Calgary itself "working" the paper and stores for a refund.

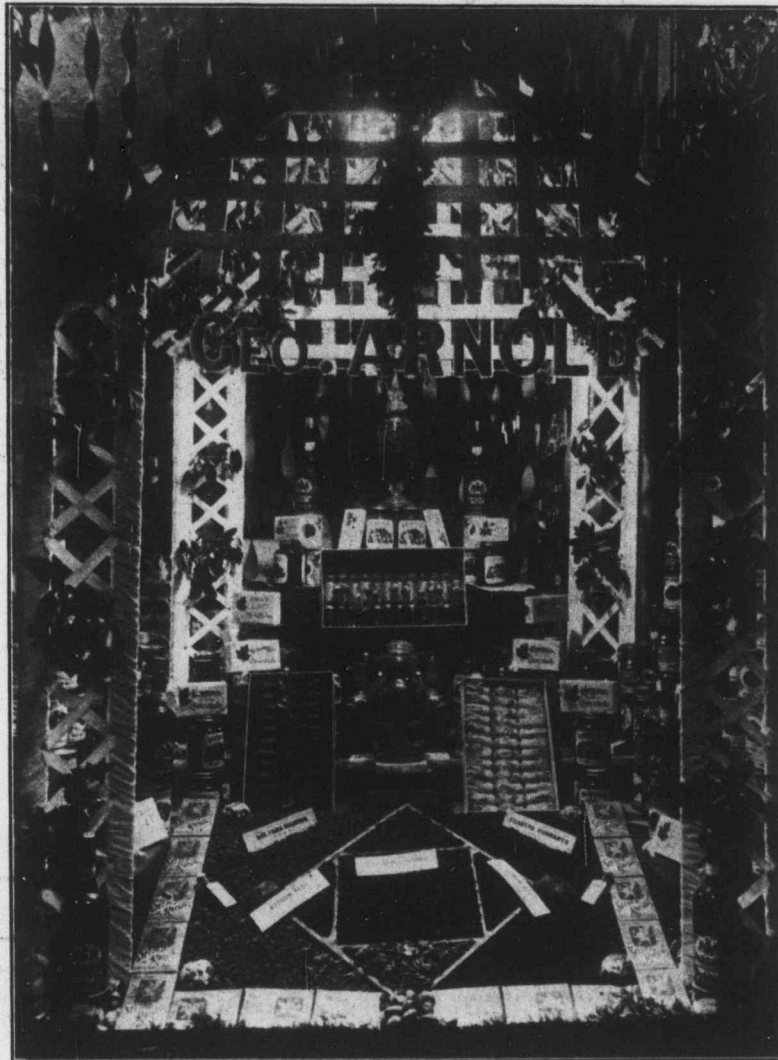
Free Theatre Tickets.

Theatre Tickets.—This was an "extra" inducement offered by the paper, for which the advertisers did not pay. Free tickets were presented up to the number of 150 each day except Saturday to the out-of-town purchasers when they brought their sales slips, for the "Rex" and "Monarch" theatres.

In a communication to Canadian Grocer, the advertising manager of The Herald, O. L. Spencer, writes: "The stores who co-operated in this proposition are very satisfied with the results they received, and we have not found one single come-back yet, and do not expect to."

New Connections for the Stores.

So far as the merchants were concerned it is certain that they had fairly large increases in sales, and established connections with out-of-town families for long distances around Calgary that might be expected to result in further sales in the future. The list of stations published in the Herald exceeded 200.



Christmas window of rare attractiveness shown last year by Geo. Arnold, grocer, at 924 Queen Street East, Toronto.

A Handsome Xmas Trim

Here is a display that ranks high as a work of art. It was executed by Geo. Arnold, a Toronto grocer, in December last year. The uprights of this display were made from lattice work trimmed with white cheese cloth and sprigs of holly. It was designed to form a canopy over floor space of window.

The goods shown include currants, Valencia raisins, Sultana raisins, shelled almonds and walnuts and an assortment of peel. There are also to be seen Christmas crackers, cherries in glass, dates, figs, prunes, Christmas wines, jams, choice canned fruits, all in neatly arranged pyramids. The dried fruits and nuts on the floor of the window are separated by partitions.

This is a trim which assuredly should be added to anyone keeping a file.



When the microscope is put on the customer who is tardy about paying his accounts, some unique characteristic is usually observed which gives a clue to the method to be adopted in collecting. The merchant whose customers include farmers, town laborers, mechanics, lawyers and doctors, must not make the mistake of treating all alike—sending the same dunning letters. These may be all right for all the good pay among them, but men are made with many minds, and dunning letters increasing in strength strike no terrors to the heart of many a slow pay or delinquent. This article deals with the matter of studying closely each slow-pay to determine his vulnerable point. When that is found attack him there.

Revelations from Study of Slow Pay Customers

Incidents Which go to Show How Individual Attention Produces Results—Story of How a Number of Farmers Were Induced to Settle Long Standing Accounts in Simple Manner—Studying the New Credit Applicant.

THE average merchant seems to abhor asking for payment of his accounts. But it is absolutely necessary that he do so if he is to remain within the good graces of the business houses who are supplying him with goods. Stern and judicious methods must be adopted and particularly in times of financial stringency when so many others are after the money and when the grocer is liable to be put off to the very last.

A mistake is often made in using the same methods of collecting on every slow pay no matter what their character or the nature of their occupation. The farmer, who gets the bulk of his money at special seasons of the year must be handled in an entirely different manner from the street laborer or slow-pay shop worker in the large cities. Again, all classes of farmers are not to be handled alike. The man who engages in mixed

farming will be more likely to have the money at frequent intervals, and should be gone after regularly. To others who have to depend on a single grain crop, or to the lumberman who gets his year's "pay envelope" in the spring and settles up the winter bills of his wife and family, still different treatment must be accorded.

A Double Collector.

A credit man who has made a study during the greater part of his life of this collection problem tells of a unique experience he had collecting a bill from a country merchant for a jobbing house. Rather than collect it from the merchant he went to the merchant's customers and helped him get in his money. And that is the point with which our readers are most concerned.

"On arriving at the small town of Jonesville," he said, "I went to see Mr. Jno. Clement with the one idea of stay-

ing there until I got the money the wholesale house sent me for. But a few minutes' conversation with the merchant convinced me that here was a man whom I could trust implicitly; who, while he did not have the money on hand, would, I was assured, see that it was forthcoming if he were given time. I went over the books, got the list of the larger accounts, and then set about to see if the farmers who owed them were responsible men. I believed the merchant when he told me so, but my mission was to be absolutely sure.

"Next morning I asked him, 'Have you a horse and buggy?'

"'Yes, but of what use is that to you?'

"'Hitch it up and come for a drive with me; we're going out to see Tom Smith, Bill Johnston and a few of those farmers who owe you some money.'

"'What, you don't expect I am going

to ask them for some money with a stranger with me, do you?' was the astonished reply.'

"'No,' I replied, 'I would just like to have you come along and I'll do all the talking.'

"He reluctantly hitched up the horse and soon we were a few miles out into the country in the direction of Tom Smith's farm. Tom was engaged in fall ploughing work, and we approached him good-humoredly with a remark or two about the farmers always having something to do. If they weren't taking off a harvest they were getting ready for another.

"From the look of Smith and the house and outbuildings on the farm I sized him up to be a pretty prosperous farmer. John Clement had told me he was considered a respectable farmer, honest as the day was long, but just a little inclined to be 'close.' He owed Clement a good-sized account and had not for a long time suggested settlement. Clement apparently was afraid to press him, knowing that the opposition store would be glad of any opportunity to get his trade.

Getting Down to Business.

"Well, after I had handed Smith a cigar and lit one myself and everybody was in a pleasant mood, I broached the subject of the account.

"'Say, Mr. Smith,' I said 'I came out here in the interests of our friend Clement here. Our wholesale house in — sent me to Jonesville to see him and to determine just why a good man like him was finding a little difficulty in settling his bills. I looked over his books yesterday and found that you owed him a little account. When I met him I took him to be a pretty good fellow, and so didn't want to use any harsh measures, and I know you wouldn't want me to either. Do you think you could let him have something on the account so that he can get square again with the house?'

"'Why, certainly,' replied Smith. 'Come on over to the house and I'll write him out a cheque. I surely didn't know that John needed the money or I would have paid him before now. The money is in the bank there doing nothing. And, say, if he requires any more to settle your bill let me know and I'll lend him some.'

"The method used and appeal was entirely successful. That day we called on several farmers and before noon had enough money to pay the wholesale house its account and some over. It showed that at least one correct plan of collecting was adopted for the particular accounts in question."

His One Vulnerable Point.

Here is an instance which illustrates the fact that the hardest accounts can be collected sometimes in "ways that are devious."

A hard-fisted old farmer in the township of A— had been owing a bill of \$25 to Smith, the local merchant, for two years. Smith, who was nothing if not persistent, had never slackened in his efforts to collect that account, sending the bill every month as sure as clock work. He had threatened to sue several times, but with no effect whatever. Threats and dunners of all kinds had about as much effect on the farmer as paper pellets shot from a pea shooter on the hide of a rhinoceros. He had somewhat of a reputation thereabouts as a "dun-dodger."

One day it reached Smith's ears that his man, despite his dishonesty in the matter of not paying bills, was deeply and intensely religious. No man spoke more often or more feelingly at prayer meeting. His evenings were devoted to absorbed study of Holy Writ. Smith thought he saw his chance here, so he wrote a lengthy personal letter to the farmer, in which he quoted biblical texts in several places. A week after, the farmer called in and paid the bill, expressing contrition over his long obduracy in the matter.

It seems that the man had never thought that dodging bills was a form of dishonesty. It had never occurred to him in that light. The payment or non-payment of bills had always appealed to him as a matter of business, entirely apart from the religious side of life. Smith's letter, replete with biblical allusions, caused him to associate the two together for the first time. He could not get away from it; the thought continued to obtrude itself upon him and he could not avoid the conclusion that, viewed from a religious standpoint, refusing to meet just obligations was dishonesty. And so he paid up. His only apparent vulnerable point had been reached.

Inviting One's Downfall.

Promptness and persistency are absolutely necessary in a town or large city where a merchant has to open from time to time so many new accounts. Failure stares that dealer in the face who lets everybody have credit, and credit on which there are no restrictions. Dealers of this character invite their own downfall, and at the same time they think they are luring trade away from competitors who are watchful. People soon find you out. If one is "easy" in the matter of extending indiscriminate credit they are quick to take advantage of him.

Preventing Heavy Losses.

The writer in his journeys among Canadian merchants has found that a great many secure themselves against any great loss by getting definite information on all new applications for credit and placing a credit limit on same. If the credit limit is, say, \$5 or \$10—the occupation and general situation of the

applicant determine the size—no further credit is given until the account has been paid.

Here is one example: This dealer has a card for the information printed and ruled as follows:

Credit Stopped.

Name
 Address
 Occupation
 Where employed
 Employer's address
 My income is \$. per.
 I agree to pay in full.
 Age. Married. Single.
 Number in family
 Number working
 Formerly dealt with.
 Address
 Credit rating
 Remarks

 Date191.....
 Amount of account.....

 Credit limit, \$.

A Time for Special Care.

With such data about each untried customer who asks for credit, the merchant has his outstanding money well within his grasp at all times. A policy of this kind should be helpful at present when the financial stringency is being felt a little and when many working men are not on full time. Christmas will soon be with us, and many will be tempted to buy more steeply than can be afforded. The craze that has attained such an impetus of giving so many useless "gifts" often means that the grocer has to wait for his money. This should be somewhat discouraged by the merchant, because it will bring about more staple conditions. Practical gifts that will be of actual value to the recipient can be justified, but not the petty things which so often run into much money.

COMMEND GROCER COLOR WORK.

Mr. O. S. Johnston,
 Montreal Manager,
 Canadian Grocer.

Dear Sir:—

As you are aware, the campaign recently carried out in the "Canadian Grocer," wherein we reproduced several of our packages in color, closes with the issue received yesterday.

We are so eminently satisfied with the splendid appearance of these several pages that we should lack common courtesy if we failed to express our satisfaction.

Yours very truly,
 CHASE & SANBORN.
 Montreal, Nov. 22, 1913.

CHRISTMAS AD. SUGGESTIONS.

Herewith are shown two samples of Christmas newspaper ads. for retail grocers. The chief point to be observed is that each item of Christmas stock mentioned is described in short, crisp terms. "Seeded raisins in clean packages, choice stock, all ready for the cake or pudding," is, for instance, much more appealing than simply "seeded raisins."

Ad-writers should see that printers avoid all rules that are not absolutely necessary. If an illustration is used, let it be simple and suggestive of the season. Do not let the printer "plaster" up the ad. with uncouth or many illustrations. If, of course, the space is large enough, more than one appropriate illustration would not be amiss. Study these two suggestions. There are pointers in them for your Christmas newspaper advertising.



**CHRISTMAS DAINTIES THAT
WILL ADORN EVERY
HOUSEWIFE'S TABLE**

We have in stock now a bright, clean, dainty assortment of all Yuletide pure foods. Your good judgment demands that you come in and look them over. Everything is here to help make you and your family's Christmas the brightest and happiest of them all.

Turkey and Cranberry Sauce

We have been fortunate in getting a fine lot of turkeys for Christmas trade, plump and tender, all young fowl. They are selling at 28c the pound. Order yours early before the best have been sold. Don't forget the Cranberries. Fine Cape Cod selling at 20c a pound.

Plum Puddings

Good as the best home made. These are put up in clean, sanitary packages and you will positively be pleased with them. Take your choice of 1, 2 or 3 lb. puddings, 30 up to 90 cents.

Dried Fruits, Extracts, Spices and Chocolate

No housewife would take a chance on sacrificing her Pudding and Cake by buying dried fruits, extracts, etc., of unknown quality for the sake of a few cents. You cannot buy finer raisins, currants, peels, dates, figs, extracts or icing chocolate. We carry only lines of reputable manufacturers and positively none others. Come in to see us about them.

Confectionery

After the Christmas dinner it is usual to pass around some candy. Nice confectionery in attractive boxes is the most appealing. We sell several lines of high-class chocolates in boxes which will grace the table of the most exacting. Boxes range, according to size, from 30c to \$1.00.

Green Fruits

After all, what would Christmas be without the old standbys, apples, oranges, malaga raisins, bananas and grapes. A plate attractively arranged adds color and beauty to the dinner table that nothing else can give. We have a fresh stock ready for you in all these lines.

Olives

The olive is a healthy food with those medicinal qualities that are required when a good healthy meal is to be thoroughly enjoyed. Blank Brand, in various sized bottles to meet every purse—20c, 30c, 50c, \$1.00, \$1.25.

Canned Goods

Season of fresh vegetables is over. Our stock of guaranteed canned tomatoes, peas, corn, etc., takes its place. Quick to prepare, wholesome and healthy, they are always given a place on the best of dinner tables—10c the can.

Mincemeat

If the dessert is to be "mince pie," then you want real good mincemeat. We only buy from manufacturers who have a reputation for quality. Place your order early—25c for 2 lbs.

Novelties, Christmas Stockings, Crackers

Don't overlook the children. On Christmas morn their raid on the stockings must not be a disappointment. They like bright things. See our range of well-filled stockings and crackers at various prices.

We are only able to give you a partial list in this space. Let us have a call from you at once, so we may demonstrate the cleanliness, attractiveness and high quality of all our Christmas goods.

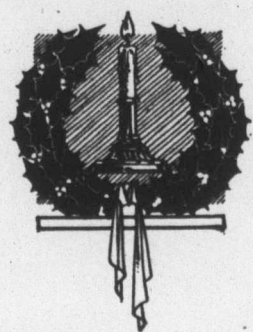
"May Your Christmas be a Merry One."

AITKEN BROS.

111 Main St.

Phone 195

**Christmas All
But On Us**



The spirit of the holiday season is in the air. Only a short time left to prepare for the Yuletide festivities. Every housewife who has not yet purchased her Plum Pudding and Christmas Cake supplies should delay no longer. Fruits are now at their best, and we are all prepared. Study this list and choose your requirements from the best selected assortment:

- Seeded Raisins, in clean packages, choice stock, all ready for the cake or pudding, per lb. 10c
- Sultana Raisins, plump and good, per lb. package..... 15c
- Currants, fine Patras, large, clean stock, per lb. package.. 10c
- Candied Peel, lemon, orange and citron—a necessary flavoring for the cake, per lb..... 20c
- Pure Vanilla and other extracts, 2½ oz. bottle 25c
- Baking Powder, only good reliable brands sold — the only kind you want, per tin..... 10c
- Chocolate, Blank brand makes a beautiful cake icing, per cake 10c
- Shelled Almonds, every nut guaranteed, per lb. 40c
- Shelled Filberts, a good stock of fresh on hand, per lb..... 40c
- Shelled Walnuts, no stale among them, per lb. 40c

Come in and let us show you a nice, clean, well assorted stock of all Christmas foodstuffs.

"THE STORE OF QUALITY."

H. H. ARMSTRONG

113 S. Alban St. Phone 97

Suggestion for a newspaper ad. for a grocer using comparatively small space.

Suggestion for newspaper ad. using fairly large space.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

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. Johnson.

Toronto—143-149 University Ave. Telephone Main 7324.

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York.

Telephone 8071 Rector.

Chicago—A. H. Byrne, 140 South Dearborn Street, Room 607.

Phone Rand 2324.

Boston—C. L. Morton, Room 643, Old South Bldg.

Phone Main 1024.

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12900.

E. J. Dodd.

Subscription: Canada, \$2.00; United States \$2.50;

Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, NOVEMBER 28, 1913

PROPOSED INTERNATIONAL CONFERENCE.

John A. Green, secretary of The National Retail Grocers' Association of the United States has written the Canadian Grocer in support of the proposed International Conference of retail grocers of Great Britain, France, United States and Canada.

"I was pleased," he writes, "to receive your Nov. 14 issue, and to note the letters which are coming to you in favor of an International Conference. . . . I believe this move would mean the strengthening of every organization that participated in the movement as well as bringing together men engaged in the same business from all of these countries.

"When I sat in the English Convention and heard the discussion and the different questions brought up, I would have thought that I was sitting in one of our own Conventions had I not known that I was across the Atlantic. I had the report of one of the French conventions in English written by one of the Frenchmen whom I met at an English convention, and they have the same difficulties to contend with that we have. Perhaps if we got together we could formulate some plan of action. However, if there was nothing more accomplished than the coming together, I am very well sure that it would be worth the cost."

What do other grocers think of the proposal?

\$1,000 FOR BEST PAPER ON ADVERTISING.

Is there a Canadian who can write the most helpful story of an actual campaign on sales or advertising? If he wins in competition with the brightest publicity men of the United States, a prize of \$1,000 in cash will await him at the convention of the Associated Ad. Clubs of America, to be held in Toronto, in June, 1914.

This unusual incentive to men who have put through successful campaigns is offered by "Advertising and Selling" Magazine of New York City. The award will be made by the Official Awards Committee of the convention, associated with the Editorial Advisory Board of the magazine, and the paper will be read from the platform of the convention.

It has been felt that much, that most, indeed of the real

plans and experiences of advertising men have been limited to the undertaking with which they were associated, so that the outside world profited not a whit. Will this \$1,000 prize tempt them to take the time and care to unfold the inner side of their operations? It must be "vital and helpful," says the magazine; something that will be considered of great importance to the future development of sales and advertising. Constructive ideas, experiences and facts are the ideal, and these may take any one of the following shapes:

- (1) Significant and suggestive actual experience, methods and analyses of sales or advertising campaigns—it does not matter in what line of legitimate trade, so long as it is significant by analogy to all advertising and sales.
- (2) Constructive plan of sales or advertising development worked out with care and detail for some line of business not yet using such methods.
- (3) Analysis of some general problem of sales or advertising in its broader bearings.
- (4) Research and study of some of the deeper human elements of sales and advertising—tests, investigative comparisons, deductions from actual result tabulations, new psychological material and research, etc.
- (5) Logical and forceful outline of personal feeling, experience or opinion on sales.

Such contributions outside the prize winner as are considered suitable will be used in the magazine and paid for at space rates. The competition closes on May 15, 1914. Fuller particulars may be secured by addressing the magazine at 95 Madison Ave., New York.

RICE, A WHOLESOME, CHEAP FOOD.

Rice is said to form the staple food of one-half the human race. No better food can be recommended by the retail grocer who desires to help those who will be a little "financially embarrassed" during the coming winter.

Rice is not only a healthy, wholesome food but it is a cheap food. It should be sold in larger quantities than at present. It will keep for months and even years; after a "wash" it is as good as ever. In fact, it is said it improves with age. It becomes more digestible, and a good feature is that it imposes very little work on the digestive organs.

Dealers should occasionally feature this food in their window displays. Particularly now, in districts where workingmen reside who have to watch carefully their expenses, should it be pushed strongly. People generally do not know enough about it and it is the dealer's place to inform them.

Sell rice, and sell lots of it this winter.

TURKEYS HAVE STARTED DOWN.

The position taken by Canadian Grocer last week in issuing a warning to grocers to be somewhat guarded in their Christmas contracts for poultry, with special reference to turkeys, has been justified, and sooner than was expected. Inquiries of a number of buyers this week showed that they were offering, on an average, two cents less per lb. than one week ago, and there is every indication that the market will go lower yet.

Up to the middle of this week, so far as could be learned on the Street, not a single order had been received in Toronto for shipment to Western Canada, and one buyer prophesied that by the first of December, even at the lower prices, this business could not exceed one-quarter of last year's. The market is weaker this week,

owing to another, or a consequent factor. Farmers are beginning to realize that they have held prices up to an unwarranted degree and those living near the larger cities are following the example of vegetable growers in the late summer and trying to find customers at the retail stores. The result has been that, for many, retail and wholesale prices have been practically the same. One wholesale firm finding little profit under such conditions is placing all its receipts except what is absolutely necessary for special customers in storage for next spring and summer.

Again Canadian Grocer would urge the retail merchant to go a little careful for at least a week more, and then the chances are he can pretty nearly make his own terms at such figures as will permit of a good turnover for the Christmas trade.

CO-OPERATION OF THE CLERK.

Canadian Grocer wants the co-operation of every clerk reading this paper. There is a splendid example in this issue on the Clerks' Page of how helpful a clerk can be to our readers. A young salesman has sent us a ready reckoner which will be of great assistance, particularly to general merchants and country town dealers who are asked by farmers to "give me the balance in sugar." This reckoner shows how the correct weight of sugar is always at one's hand when a request such as the above is made by the customer.

We would urge other clerks to keep up the interest in the Clerks' Page by sending along suggestions for quick service, the elimination of waste motion, the selling of high quality goods, etc., as many have been doing in the past. The more of this variety of article that comes the more valuable is going to be the Clerks' Page.

Both country and town merchants as well as clerks should cut out the "Ready Reckoner" referred to if they ever have the request to "fill out the balance in sugar." It will be found useful.

VALUE OF FISH CATCH.

A report sent out by the Fisheries Department of the Canadian Government, shows that fish to the value of \$34,000,000 were caught in Canadian waters in the last fiscal year. This is a slight decrease from the previous year. Reports with respect to the season now closing, however, indicate a catch fully equal in value to that of the last year, and the \$35,000,000 mark may, quite possibly, be reached.

In British Columbia this is what is called "big" year in the salmon industry, and the catch on the Fraser River was up to expectations, while large quantities of halibut were taken. In the Northern waters of the province, however, a falling off occurred.

The Prairie Provinces' fisheries have had a good average season devoid of any particular feature. Ontario provincially administers its own fisheries and does not report to Ottawa, but the catch is unofficially indicated to have been fully up to the mark.

In Quebec the season has been a fair one, while in the Maritime Provinces it is classified as good. Cod easily leads all other fish in respect to the volume of the catch. The lobster industry is active. Recommendations by the Shell Fish Commission designed to foster the business and the propagation of the fish, are under the consideration of the Marine and Fisheries Minister.

SEEDLESS APPLES DISCOVERED.

Apparently the seedless apple after many a fruitless search has stumbled among us. News comes from a small village in Connecticut to the effect that Julian A. Dorrance has discovered seedless apples in his orchard.

Mr. Dorrance is a retired jewelry manufacturer. Two years ago he bought a farm in Connecticut. He had read of the experimenting by pomologists for seedless apples, but thought little of it. His find was purely accidental. The apples, which are of the Porter variety, were picked from a tree that produced six bushels. Some of the apples differed in shape, and on opening one of these Mr. Dorrance perceived that it had no seeds. He picked out a bushel of these new-fangled apples. He says the seedless apples have the same flavor as those with the seeds, but the meat was much more solid; also, while the apples with seeds are practically all gone, those without seeds are in perfect condition. He is going to store them to see how long they will keep.

News of the discovery quickly reached the agricultural department at Washington, and A. D. Shomes, head of the pomological division of the department, has written to Mr. Dorrance, saying that the department wanted all the information obtainable in regard to it. Mr. Shomes wrote that he had never seen a seedless apple, and asked to have samples shipped. Mr. Dorrance has done so.

As to how this type of apple came the discoverer does not know. He thinks that this tree has long had the habit of yielding a seedless apple and that the phenomenon was overlooked by the natives.

POOR MAPLE GOODS SOLD.

It may surprise many to learn that the maple sugar and syrup crop in Canada is worth about two million dollars per year. In the Province of Quebec the industry has maintained a strong foothold, more especially in those counties that contain more or less rough and rocky land. In Ontario it also bulks large, and in New Brunswick and Nova Scotia considerable quantities of sugar and syrup are made each spring.

During recent years the industry has shown signs of decline, and in order to encourage its improvement, the Hon. Martin Burrell, Minister of Agriculture, has authorized the preparation of a bulletin which should give it considerable support.

One cause of the decline is given as the poor quality of much of the goods made. On the authority of extensive dealers it is estimated that fully sixty per cent. of maple products do not grade above No. 4, and that this vast amount has to be sold for not more than half the price per pound of No. 1 goods, of which about 10 per cent. is made. On this account it is pointed out in the bulletin that makers are losing each year on quality alone, fully one million dollars.

EDITORIAL NOTES.

Twenty Years Hence! May the intervening time deal lightly with us all.

How many more shopping days to Christmas? The calendar says 22.

Keep an eye on the turkey. He looks as if he would come down from his high perch

The "slow-pay" account collected now will probably be worth many times the chances of getting it next spring.

The Clerks' Page

By the Cub Reporter

HANDY TABLE FOR COUNTRY MERCHANT.

The Canadian Grocer:—The table given here will be of good use to the merchant who has odd quantities of sugar, etc., to weigh out. I am working in a general store in the country where a large quantity of produce is handled. We find that odd quantities of sugar are very often wanted to square a bill of goods. A customer comes in with some produce, buys some goods then asks how his bill stands. The clerk tells him there is so much coming his way. He then often wants the balance in sugar to square the bill. By this table you can find out the price of any quantity from 5c to \$1 worth of sugar at from 15 lbs. to 25 lbs. for the dollar at a glance. It will pay any merchant doing this kind of business in sugar to cut this table out

and have it near the scales. With computing scales this table will not be needed. But many of the country merchants do not have computing scales.

I like your paper very much, and find many good points in it. I am,

RETAIL CLERK.

Newton Robinson, Ont.

WINNIPEG CLERKS' ASSOCIATION.

An association has been formed in Winnipeg known as the Clerks', Accountants' and Salesmen's Association. Meetings will be held once a month. R. A. Rigg, secretary of the Trades and Labor Council, is acting as secretary. It is the intention of the association when it becomes sufficiently strong to organize it into sections for the protection and education of its various members.

NUT AND FRUIT PRODUCTION.

In production of nuts and fruits California leads all others in United States, being responsible for \$50,500,000 worth out of \$222,024,000 in a single year. In oranges alone California has a normal crop of over \$12,000,000; and over \$10,000,000 in grapes; \$5,477,000 in prunes; \$4,573,775 in peaches; \$2,976,571 lemons; \$2,768,921 of apricots, and \$1,660,963 of pears.

OBSERVATIONS OF THE CUB REPORTER.

Perseverance and judgment are two helpful attributes to success.

The young man who is satisfied with himself might just as well join the down and out club.

Ready Reckoner on Sugar Weights & Prices

	1.00	.95¢	.90¢	.85¢	.80¢	.75¢	.70¢	.65¢	.60¢	.55¢	.50¢	.45¢	.40¢	.35¢	.30¢	.25¢	.20¢	.15¢	.10¢	.05¢
1.5	14.4	13.8	12.12	12.	11.4	10.8	9.12	9	8.4	7.8	6.12	6.	5.4	4.8	3.4	3.	2.4	1.8	.12	
1.6	15.3	14.6	13.9	12.12	12.	11.3	10.6	9.9	8.12	8.	7.3	6.6	5.9	4.12	4.	3.3	2.6	1.9	.12	
1.7	16.2	15.4	14.7	13.9	12.12	11.14	11.	10.3	9.5	8.8	7.10	6.12	5.15	5.1	4.4	3.6	2.8	1.11	.13	
1.8	17.1	16.3	15.4	14.6	13.8	12.9	11.11	10.12	9.14	9.	8.1	7.3	6.4	5.6	4.8	3.9	2.11	1.12	.14	
1.9	18.1	17.1	16.2	15.3	14.4	13.4	12.5	11.6	10.7	9.8	8.8	7.9	6.10	5.11	4.12	3.12	2.15	1.14	.15	
2.0	19	18.	17.	16.	15.	14.	13.	12.	11.	10.	9.	8.	7.	6.	5.	4.	3.	2.	1.	
2.1	19.15	18.14	17.13	16.12	15.12	14.11	13.10	12.9	11.8	10.8	9.7	8.6	7.5	6.4	5.4	4.3	3.2	2.1	1.	
2.2	20.12	19.12	18.11	17.9	16.8	15.6	14.4	13.2	12.	11.	9.14	8.12	7.10	6.8	5.8	4.6	3.4	2.2	1.1	
2.3	21.13	20.11	19.8	18.6	17.4	16.1	14.15	13.12	12.10	11.8	10.5	9.3	8.1	6.14	5.12	4.9	3.7	2.4	1.2	
2.4	22.12	21.9	20.6	19.3	18.	16.12	15.9	14.6	13.3	12.	10.12	9.9	8.6	7.3	6.	4.12	3.9	2.6	1.3	
2.5	23.14	22.8	21.4	20	18.12	17.8	16.4	15.	13.12	12.8	11.4	10.	8.12	7.8	6.4	5.	3.12	2.8	1.4	

The clerk who sent in this Ready Reckoner explains it in his letter. For instance, if sugar is selling at 18 lbs. for the dollar, and the customer has 96c coming to him, he would get 17 lbs. 1 ounce. The number before the period indicates pounds, the number after ounces.

Methods for Handling Provision Department

End of Store Set Apart for This Important Attribute to Grocery Business—The Care Given to Display of Cured Meats and the Slicing of Them—Tempting the Purchaser—Results of Trip in Search of New Ideas.

"The whole thing in increasing sales of provisions, cured and boiled meats, butter, eggs, cheese, and so forth, is the way you set them before your customers; that and the quality," remarked the manager of such a department in a Canadian store that does a fine quality business. The remark was the result of a question from The Man in Search of New Ideas for Canadian Grocer.

Take a look over the section where he has control, and draw your own conclusions.

First of all you notice it has a "corner" to itself. Not that there are any walls or even narrow wooden divisions to mark it off, but the goods sold under the heading of provisions are gathered into one place, and stay there. Not eggs and butter here, and cheese there, and bacons and hams in another place. Long and varied experience has proved that provisions have an affinity which is recognized and taken for granted by the housekeeper. So let her have a regular place to go to; a counter reserved for these lines of goods. They do not mix up well with dried fruits, or sugar, or rice or tapioca or cereals, or candies.

Chilled Quarters With Glass Doors.

Probably one reason more than all others for the partnership is that all crave chilled quarters; and the meats quite as much as the butter; and the cheese as much as the meats. This is a point that can be used to good account. Some merchants have a big refrigerator handy, but it is all boarded up. Not so with this store we are visiting: there, everything shows clearly through the glass doors; meat here; butter there; cheese at this place. It makes them look not only cool but fresh. Some merchants, as Canadian Grocer pointed out in the Fall Number, and others, have a special form of refrigerator for the counter, where the ice itself is visible as well as meats and butter. Publicity is one of the best of tonics for your provision department.

A Thermometer in each.

A thermometer is an accessory of the store we are in: hung inside each of the butter refrigerators, to make sure the temperature is not above 50 degrees. At night, when the door is not being opened, it drops to 47 degrees. Two of these refrigerators, the manager tells us, have been re-built with concrete divisions inside, to secure a few degrees of cold

WHAT WE NOTICED.

A special "corner" of the store for provisions.

Two piles of sliced bacon, each layer on a piece of parchment paper, easy to handle, and in no danger of tearing. The top was kept covered with large piece of parchment.

Goods kept in glass-covered refrigerators with thermometer in each; few samples left on counters.

A meat cutter, silent, swift and finely adjusted.

One brand of sausages.

Goods wrapped in light not dark or coarse (meat shop) manilla paper.

A slice of cheese for the boy.

more than was possible before. So the temperature is important.

The Merits of a Meat Cutter.

A woman is ordering some breakfast bacon. She looks at the refrigerator and sees half a dozen backs with varying degrees of fat. One strikes her as just what she wants and the clerk brings it out and she gives her order as to weight. But you look in vain for the knife for him to cut it with. In the old days it was one of the decorations of the department, but didn't you pity the grocer as he cut the slices with painful slowness, some thick, some thin? Not very inviting to the customer. But this one is different. He goes to a machine and in an instant the circular knife is whirling, noiselessly, save for the light "whiff" that marks its passage through the bacon. In less than a minute he picks up these even, thin, appetising slices, wraps them in parchment (vegetable) paper, and reaches down for—not the dark coarse wrapping paper that carries a label of the fresh meat shop, but the light yellow of the regular wrapper that is used elsewhere in the grocery store. This is a point worth noting: a woman often will carry the ham or bacon home if it has this light-colored wrapper.

Do not think we are emphasizing the meat cutter out of its real value. Ask almost any head of a successful cured meat department and he will tell you you can't get along without it. He piles up

the arguments: it saves time, minutes every order; it turns the slices out all the same thickness, and you can regulate it a dozen ways; it looks nicer for the customer; and by regulation to a thin shaving, it saves waste at both ends, and makes the profit sure.

Piles of Sliced bacon on Parchment.

The store we are in has an alternative to slicing while the customer waits. Beside the weigh scales you notice a couple of piles: bacon slices laid on this same parchment paper; one layer above another. Here is a man coming in to order. He sees the slices, and takes a pound. The clerk picks up a "sheet" of paper with the slices laid evenly upon it and puts it in the scales. Perhaps it lacks a couple of the pound. He picks these up from another sheet, and rolls all up in the parchment first, and then in the light Manilla.

"The customer appreciates this for he can keep this meat in good shape inside this paper at home, using out of it as is required," the clerk explains to The Man in Search.

Notice another point. A small one? Yes, but a number of these "small" points mean all the difference between success and failure in the provision department. When the clerk picked up those two extra pieces to make the pound, they did not stick to any others. Nor did they tear. The parchment kept them apart. A small point, but quite worth while.

Did Not Leave Meat Exposed.

And once again, another small point. You may have marked that when he was through with those two piles he covered them with a large sheet of parchment, so that you did not see the whole slices, but only the ends at the edge. The cover made it cleaner, and look cleaner; it was not left exposed. You know from experience that it is the easiest thing in the world "to turn the appetite," as we say, in a food store of any kind. Too many flies will do it, sometimes a single fly; or more dust than the law allows; or an open pail or can of some edible. Be careful to have a minimum of samples of provisions open upon your counter.

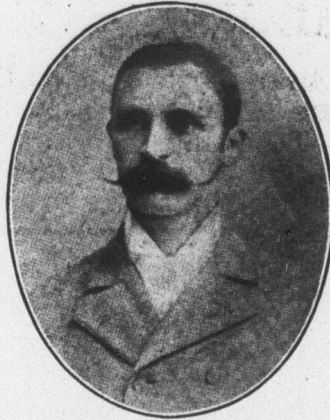
One or More Brands of Sausages?

While we were talking just now a customer entered the store and made at once for the back to our provision counter. She wanted sausages. Also near the scales is a plate of them, fresh-

(Continued on page 43.)



J. C. ROSE.
The trade knew him as above two decades ago.



HENRY WRIGHT.
As he looked in 1893 when he was senior partner of Wright & Copp.



A. P. TIPPETT.
From photograph taken in the year 1893.

A Glance Into the Past and Some of the Men it Reveals

Portraits, Past and Present, of Grocery Brokers Who Have Spent More Than Two Decades in the Business—What An Old File of Canadian Grocer Recalls—Reminiscences of Earlier Days and Changes in Business Conditions.

LOOKING backward into the mirror of a couple of decades ago, in so far as the grocery trade is concerned, there are to be seen many vigorous men engaged in commercial pursuits who hold the reins to-day even more vigorously than before.

The stability of any young country depends to a large extent on the "staying power" of its men of business. If the majority of those who enter the commercial arena have the ability, the foresight, the courage and the stamina to overcome all obstacles, the country prospers and prospers in a degree commensurate with the prosperity of these business men.

Twenty Years Ago! Is that a long or short time to view the landscape? All a matter of opinion you will say. To the man in the prime of life who has aggressively been pursuing the even tenor of his ways the time may not seem so long. In other cases it may. But counting the years over one by one, following up the many changes that have occurred and reviewing the diary day by day, twenty years is in the present language of the street "some" time.

The Past Recalled.

Canadian Grocer has now been published for more than a quarter century. Recently on looking over an issue which came out in the autumn of 1893—twenty years ago—there were observed some interesting portraits of men in the brokerage business who are recognized to-day as prominent men in the same calling. It

was in the Fall Campaign Number of Canadian Grocer of the year above mentioned. For more than twenty years at any rate, these men have pursued their life's work and have been engaged in that all-important problem of collecting from the ends of the earth the food-stuffs and household requirements, without which we might probably be compelled to give up the comforts of the modern civilized home, join the Esquimo of the north and "rustle" each one for himself.

It is not the intention of Canadian Grocer to refer here to all the men of the grocery trade who were in it twenty years ago. They are legion and the task could never be completed. But in the Fall number of 1893 pictures were shown of a number of the then Canadian grocery brokers, the majority of whom are in the ranks to-day.

Their names? Yes, here they are:—J. C. Rose, Henry Wright, A. P. Tippet, J. H. Magor, and Emil Poliwka. All familiar names to-day—to the "old guard" at least.

How did they look in 1893 you ask? The question was anticipated and here-with their old portraits are reproduced. Have they changed much? Another natural question—and as they look to-day so they are shown.

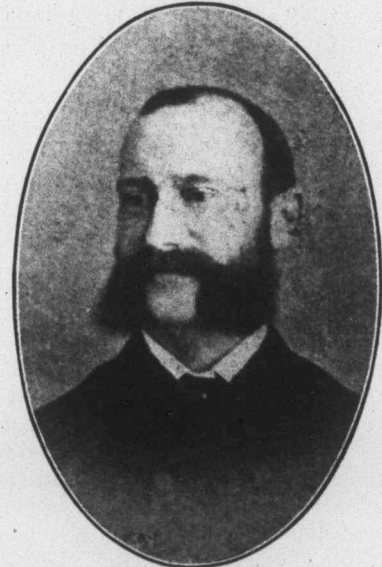
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On "The Family Compact" Plan.

Three generations of Magors are or have been connected with the grocery



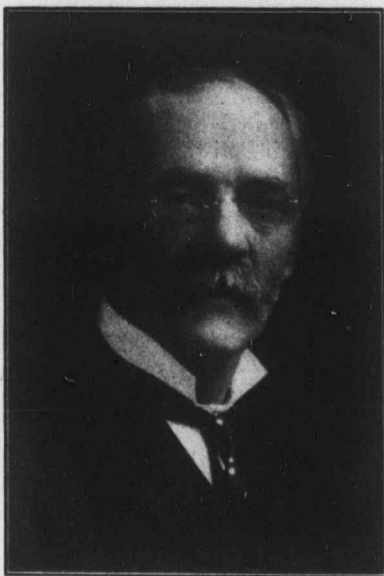
J. H. MAGOR.
As his friends knew him twenty years back



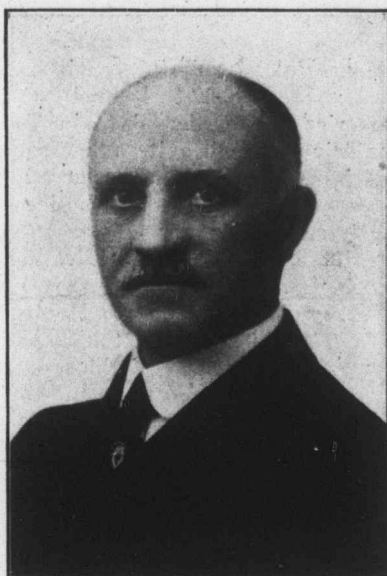
EMIL POLIWKA.
This cut appeared in Canadian Grocer in 1893.

brokerage firm in Montreal, now known as Magor, Son & Co., Limited. J. H. Magor, the present head, is the connecting link between the first and third, he having been a part of the Magor firm since 1880.

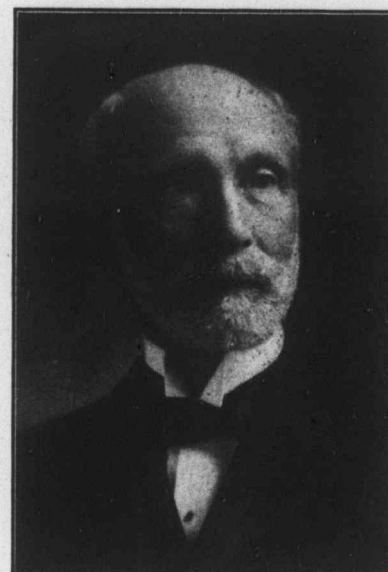
THE CANADIAN GROCER



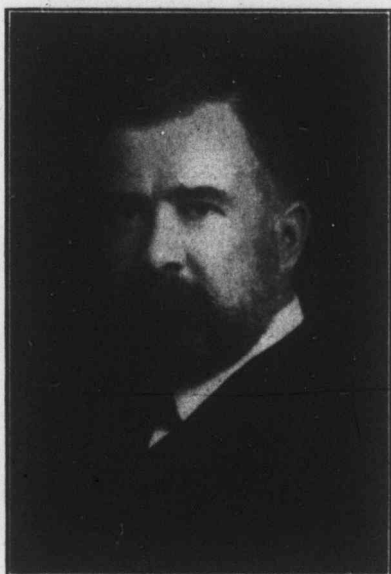
A. P. TIPPETT, Montreal.
A manufacturers' representative who has seen much service—as he looks now.



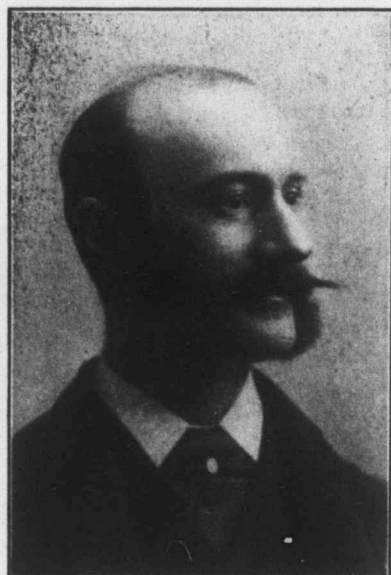
HENRY WRIGHT, Toronto.
Head of MacLaren Imperial Cheese Co. and who 20 years ago was the youngest grocery broker in Toronto.



J. C. ROSE, Montreal.
As he appears at the age of 69 years, after a long connection with the trade.



J. H. MAGOR, Montreal.
Who is to-day, as he was 20 years ago, head of an old established house.



EMIL POLIWKA, Toronto.
From photograph taken nearly five years ago. He has his picture taken only once every five years.

The item in our "Twenty Years Ago" issue states that "the firm of Frank Magor & Co. was established in 1870 as manufacturers' agents and importers of grocery sundries."

J. H. Magor, whose old and new photographs are reproduced among the others came from England in 1880 to accept a position with his uncle Frank Magor. After his uncle's death he became sole proprietor. Until 1910 the name of the firm was Frank Magor & Co. Then it was changed to Magor, Son & Co., and finally in 1913 to Magor, Son & Co., Limited. At the latter date Mr. Magor's son, Norman A., came into the firm as Vice-President. Thus there are the three generations. Associated closely with the name of Magor is that of Keen & Colman. The firm have represented Keen long before 1893, and since J. & J. Colman joined Keen, Robinson & Co., 10 years ago, Magor, Son & Co. have represented both.

A branch was opened in Toronto in 1907 and while the firm was established there before that, the work of taking care of their trade was found to require the opening of the office.

J. H. Magor has taken a keen interest in municipal work, and is a life governor the General Hospital, Notre Dame, and a few others, while he is an active member of the Board of Trade.

The Importance of Co-operation.

That the success of any business depends on the co-operation of the individuals connected with it; the loyalty of the entire staff and the character of the support from each member, is one of the opinions held by J. C. Rose, Rose & Laflamme, grocery brokers of Montreal. While Mr. Laflamme is not now connected with the firm—he having gone to his reward in 1907—he and Mr. Rose comprised Rose & Laflamme in 1893 when

the former's portrait was reproduced in Canadian Grocer. Mr. Rose was the senior partner. Mr. Laflamme died in December, 1907, and in April, 1908 the firm was reorganized, the personnel including Mr. Rose, W. S. Smyth, John Ritchie, and R. R. Hendery. The support given him by these men in working up the business is mentioned by Mr. Rose particularly in a recent and reminiscent conversation with the writer. He is a great believer in true co-operation.

Mr. Rose is a member of the Board of Trade of Montreal, and strange to say, is also a member of the Engineers Club. Strictly speaking, of course, he is a commercial man with a most familiar knowledge of the grocery business. He is now 69 years of age and although many a grey hair has made its way into his head and beard he is recognized by those who know him as a man young in action and vigor.

A figure, familiar in the business district of Montreal, his confreres and competitors hope he may long be spared to remain among them.

Grocer and Golfer.

Henry Wright, as the trade well knows is president of the MacLaren Imperial Cheese Co. with offices in both Canada and the United States. As a student of the grocery trade he is well qualified to talk. In referring to Mr. Wright the item in the 1893 issue said in part: "The subject of this sketch is the senior partner of Wright & Copp, the youngest firm of brokers in the grocery business in Toronto. Mr. Wright was born in Brora, Sutherlandshire, Scotland, and he received his early business training in some of the first-class grocery firms of Glasgow and Greenock. After coming to Canada he was for eight years manager for Michie & Co., Toronto, launching out in his present business

about 2½ years ago." That means that Mr. Wright has followed his present business for 22½ years and that he has been interested in groceries for a good many more. The head offices of the MacLaren Imperial Cheese Co. are located at 69 Front St., East, and have been for several years. It has been found necessary in the course of time to move to larger premises on different occasions and to-day all available space in the present building is in use and more will no doubt be required soon.

If Mr. Wright were asked to put his finger on the greatest change in the grocery trade since he first became identified with it, he would likely refer to the increasing tendencies in the purchasing and selling of goods in package form. There were many sceptics too, he recently stated to the writer, when first this tendency became apparent. Men said, "Why that will never go; they can never sell cheese, tea, raisins and so forth in package form, the people will never stand for it; the cost will be too high." And yet, to-day, says Mr. Wright, the people want goods in packages and are willing to pay for it. "They know when they buy reputable goods in this way that they are as clean as they can possibly be and that they are getting their goods in handy form."

From his recent photograph, the reader will easily gather that time has dealt lightly with Mr. Wright. The intervening twenty years of work in building his business do not seem to have worried him in the least. He is hale and hearty and full of life and vigor. Probably much of his present physical condition is due to the love he bears for the international game of golf. The links in summer see him a frequent visitor and if one were detailed to follow his stroke from morning until night he would require considerable physique himself. Henry Wright is a good golfer. While it may not be that he can compete successfully with a Harry Vardon or a James Braid yet Canadian Grocer would feel inclined to back him against any member of the trade. Life with him is not all business. There is some pleasure sandwiched in.

Business Past and Present.

"Business is a conundrum nowadays. In staple lines competition is so keen that either profits or sales must be cut and with specialties one must almost spend a fortune to introduce them." Such is the observation made in a reminiscent mood by a grocery broker, Emil Poliwka, Toronto, who has been connected with the business for close on to half a century.

Mr. Poliwka was born in Germany and was only eighteen years of age when he came to Canada. His reminiscences of

his early trip across the Atlantic, his experiences in New York, his trip to Montreal where he first located, and his memories of earlier days in Toronto would in itself fill quite a few pages of this issue, but space will not allow us to go deeply into them. Quoting from our issue of Twenty Years Ago, is found the following: — "Mr. Poliwka was born in Bremen, Germany, February 23, 1849. He came to Montreal in 1867, where he entered the employ of W. C. Wunderloh. Eighteen months afterwards he entered the employ of the late J. F. Wueff, wholesale importer, Montreal, where he served three years as bookkeeper and confidential clerk. After a brief sojourn in his native land, Mr. Poliwka returned to Canada, and in 1872 began business in Montreal as wholesale importer and manufacturers' agent. He had made a special study of the glue business and at one time controlled that trade in Canada. Eventually he devoted all his business to groceries and druggists' specialties. . . . In August, 1890, he moved his headquarters to Toronto, leaving an agency in Montreal. The firm of Emil Poliwka & Co. has been intimately connected with the sale of Sapolia, having undertaken its introduction into Canada. As this business became almost a business by itself, Mr. Poliwka established and registered the "Canadian Specialty Co.," June 1st, 1891, being himself the sole proprietor."

In Toronto Mr. Poliwka was eight years on Front St. in the Bickford Building. He then moved to King St. East, where he was for a year and a half and the last 13 years he has been on Colborne St. He will be 47 years in Canada on Jan. 1, next.

About a year ago he took a trip to Montreal—the first for some time—and in the course of his business calls dropped into one place and another to see some of his former old friends and acquaintances. Here was found one of the saddest features of the passing of time. "Is Mr. ——— in?" he asked as he stepped into one building in Montreal. "Just step into the office," a clerk requested. There he met a young man. "Oh, Mr. ———, Sr?" he then asked. "Mr. ———, Sr?" was the astonished reply, "why he has been in the cemetery since last November." And it was the same result in other calls. All his old friends seemed to have been in the cemetery and it made his trip a melancholy one. Finally he dropped into Rose & Laflamme's office and enquired for Mr. Rose. Mr. Rose, however, was in Boston at the time and Mr. Poliwka was forced to return without seeing him. Nevertheless he was glad to know that here was one of his former Montreal acquaintances who had not passed to the great beyond.

Mr. Rose's picture is also shown here and it is a coincidence that Rose & Laflamme with W. H. Dunn now occupy the building in Montreal formerly occupied by Emil Poliwka.

Mr. Poliwka is one of the methodical men of business. He seldom is ill and in fact was never sick in his life apart from a cold or other slight attack. He hasn't lost 12 days in the last 46 years through illness and he has stuck close to business, too. He gets his photograph taken regularly once every five years on his birthday. The next "fifth" birthday does not arrive until February, 1914, so that his latest photograph shown of him is now almost five years old. Since that time he has discarded his beard and although he is practically 65 years of age he doesn't really look it.

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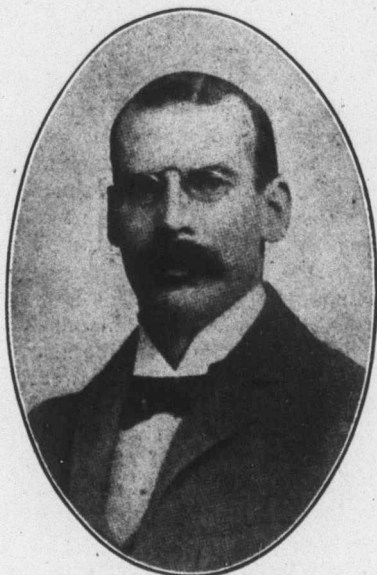
Changes in Business Conditions.

A. P. Tippett & Co. was originally a product of the grocery trade in St. John, N.B. The issue of 1893, above referred to, says that the company "was established some years ago" in the New Brunswick city. The item then adds: "Since then its growth has been gradual until to-day it has agencies in several of the leading cities of the Dominion."

For 19 years the head office of A. P. Tippett & Co. has been in Montreal. For 15 years it has been at Place Royal, and prior to that on St. Francois Xavier Street.

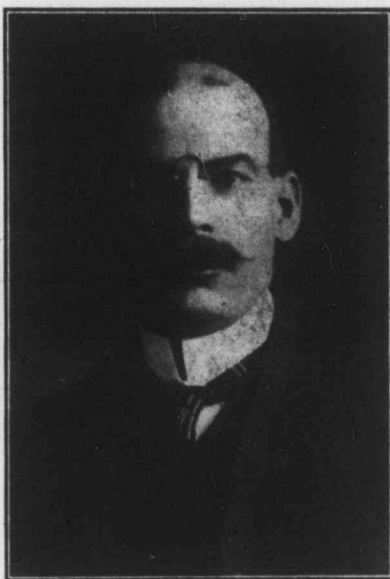
There is probably no more optimistic man in the trade than A. P. Tippett as to the future of the grocery business in Canada. Yet he sees many conditions to-day which so far as he can observe are not working towards a more stable, healthy and sound country. Looking backward over the last two decades he sees a great change in some methods of doing business. He is particularly struck with the number of trusts and mergers, which, in his mind, have not smoothed out many existing evils. There is often in them, he says, the insane desire to get rich quick in many young men. This, he maintains, tends to inefficiency in help. Then there is, he says, always a discontented feeling existing between labor and capital, which was not so marked as in the earlier days. He predicts a healthier state of affairs out of a reaction he sees in the future.

The name of Tippett has always been associated with J. & G. Cox, of Edinburgh, Scotland, and for a long time Griffin & Skelley, of California. Wm. H. Tippett, a brother of A. P. Tippett, has been manager of the Toronto office of the firm for many years, and is well known for his activities in connection with the St. George's Society. F. H. Tippett, who is now connected with the firm, is the only change in the personnel.



HUGH C. MACLEAN.
As he looked back in the year 1893.

IN the same issue of Canadian Grocer which contained the portraits of the aforementioned grocery brokers (Fall Number of 1893) is to be found the first history ever published of The Canadian Grocer itself. This article was recopied at that time from the "American Journalist" of New York, and told how the founder of this paper and of the MacLean Publishing Co., Limited, Col. Jno. Bayne MacLean, began the venture, which has resulted in The Canadian Grocer reaching its present high standard, and in the high standard of the 13 other trade, technical and financial newspapers and magazines. In 1897 a joint stock company was formed, with Colonel J. B. MacLean as president, and his



HUGH C. MACLEAN.
From his latest photograph, taken 11 years after the one above. He is now President of the Hugh C. MacLean Co.

In the Early Days of Canadian Grocer

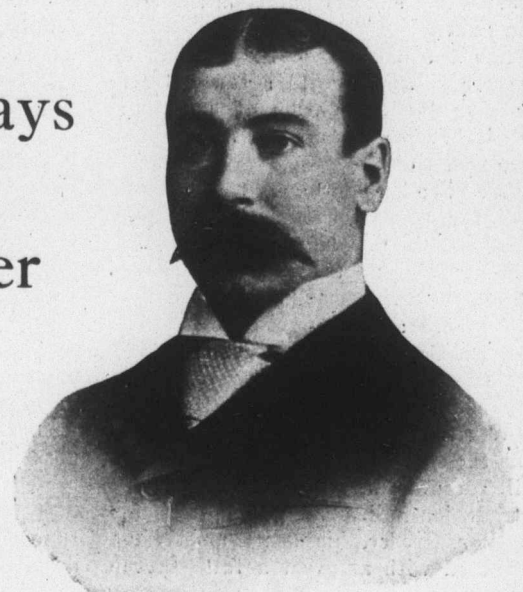
First History of This
Paper as Published 20
Years Ago, and Progress
That It Since Has Made.

brother, Hugh C. MacLean, as secretary-treasurer.

The Canadian Grocer first saw the dawn in a comparatively small room on Jordan Street, Toronto, with Montreal office on St. Francis Xavier Street. As the paper progressed in its early days and others were added by the company, the Jordan Street room became inadequate. The next move was to 64 Wellington Street West, and about the same time the Montreal office was moved to 146 James Street, and later to the Board of Trade Building there.

From Wellington Street, which became too small, the Toronto offices next went to larger premises at 10 Front Street East. But in five years the company had outgrown these, and went to 26 Front Street W., where a printing plant was installed. In less than five years the two floors they had here had proved inadequate, and back they went to 10 Front Street E., and this time the entire building there was leased for ten years. But before the ten years had gone by, again were the premises too small. A large block of land on University Avenue was acquired, having a frontage of 200 feet along the avenue by 100 feet in depth, with part of the property running another 100 feet through to Centre Avenue. On the latter a building was erected, and so planned to be used exclusively for printing machinery. Plans are now ready for a new five-storey addition to this building to house the editorial and business staffs.

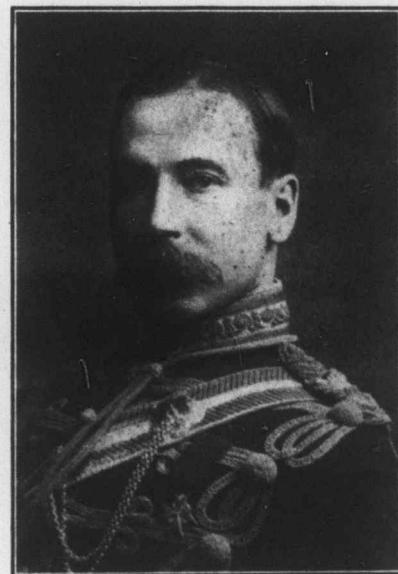
The Montreal staff now occupy modern offices in the Eastern Township Bank Building. Branch offices have been opened in Winnipeg, New York, Chicago, and Vancouver, at head of each of



COLONEL J. B. MACLEAN.
From photo taken a few years after Canadian Grocer was established.

which are men who received their early training at the Toronto or Montreal offices. The London, England, office on Fleet Street, was recently doubled in size, and in ten years' time has occupied an entire floor.

Some 15 years ago Hugh C. MacLean decided to retire from the MacLean Publishing Co. and go abroad. On his return he bought "The Commercial," Winnipeg, and settled in that city. A short time later he bought the Mortimer publications of Toronto, and formed the Hugh C. MacLean Publishing Co., of which he is the president. He is also president of the Muskoka Navigation and Hotel Co., which owns a line of



COLONEL J. B. MACLEAN.
In military dress, from last photograph he has had since 1893. The MacLean Publishing Co., of which he is president, now publishes 14 trade and technical newspapers and magazines.

steamers and summer hotels on the Muskoka Lakes.

From the old file of the autumn of 1893 are given herewith a few extracts regarding the foundation of The MacLean Publishing Co., and of its progress up to that time:—

"We have been watching the past few years the rapid development of trade journalism in this and other countries, but we think no journal in any country has shown such amazing advancement, in every sense of the word, as has The Canadian Grocer and its publishers, The J. B. MacLean Publishing Co. of Toronto, Canada.

"When some six years ago J. B. MacLean, the commercial editor on the Daily Mail, Toronto, launched out upon the sea of trade journalism in Canada with his Canadian Grocer, his heart must have been filled with as great a faith in the ultimate success of the venture as was that of the intrepid and fearless Genoese mariner, to whom we owe the discovery of the Western Hemisphere. Unlike the great Columbus, however, Mr. MacLean had a trusty lieutenant in the person of his brother, Mr. Hugh C. MacLean, whose experience as a business manager, strengthened the hand at the helm, and the two mariners were thus able to make a grand struggle for the goal they had decided to reach—namely, to become the leading publishers of trade newspapers in America. That their faith in themselves was not misjudged is evidenced by the success that has attended their every new departure in their selected line. A retrospective glance at their career cannot fail to be of interest generally, and of value to live, energetic and pushing men in every call of life, particularly as it is another living evidence of what conscientious adherence to honest business principles, singleness of purpose, self-trust, concentration of ideas, and executive ability can accomplish.

"Their primary venture, The Canadian Grocer, made its first appearance in the fall of 1886, issuing as a monthly periodical, and one can imagine the joyful vibration of their heartstrings when it is stated that their first issue of 10,000 sample copies sent to every retail merchant in the Dominion brought them one solitary subscriber. But like their plucky ancestor, Robert Bruce, they were not daunted, and, like Bruce's spider, they 'tried again,' and their second issue of 10,000 copies brought five subscribers. Another ecstatic thrill along their vertebral column. Realizing that a monthly paper would be of but comparatively little use as a guide to the ever fluctuating grocery market, a weekly issue was decided on, and the first number appeared on January 7th, 1888. The change was appreciated by the trade, and to-day The Canadian Grocer is in

the hands of every live wholesale and retail grocer in the Dominion, and no merchant who is properly alive to the interests of his business and who desires to keep in touch with the times and the advanced strides made in storekeeping, is without The Canadian Grocer. It must not be assumed that success came of itself—it never does—people are born rich and lucky, but never successful, and the position this journal has won for itself in Canadian journalism and with the trade it represents is due to the hard and conscientious work of the brothers MacLean, their upright, fearless and independent attitude toward the trade—wholesale and retail—their honest business principles, the purity and tone of their matter, and the entire absence of everything savoring of sensationalism or fakeism, so deplorably common in these days.

"The reliability of The Canadian Grocer's weekly markets reports is one of the principal attractions for the retail merchant, as its columns are not controlled by any 'bear' or 'bull'; the actual state of the market is presented, and such opinions as are expressed emanate from the journal's own reporters, whose long experience in trade matters warrant their criticisms and forecasts. As an advertising medium, the columns of The Canadian Grocer are acknowledged without an equal by those who desire to come in direct contact with the wholesale and retail grocery trade, and this fact is borne out by the continually increasing patronage of the largest, most influential and shrewdest business men and manufacturers in Canada, the United States and England, bestowed in The Grocer week after week, and it can be said to-day that few manufacturers' or wholesale grocers' names of any standing are missing from its columns. The Annual Fall Number of The Grocer is a feature in trade journalism unsurpassed on this Continent. The object of this fall trade number is to give the regular advertisers an opportunity of reaching without extra cost many merchants who are not regular subscribers. To such an extent and reliability have the columns of The Canadian Grocer as an advertising medium grown that it is not so much a question now as to whether it will pay to advertise in this journal, but whether they can afford to have their names missing from this directory. Every advertisement in The Canadian Grocer is an evidence of vitality and reliability of the advertiser, and the trade generally are beginning to realize that it pays to advertise in the trade journal, and only in the best."

The MacLean Publishing Co. now issue, in addition to Canadian Grocer, the following publications:—Hardware and Metal; Dry Goods Review; Men's

Wear Review; Bookseller and Stationer; Printer and Publisher; Sanitary Engineer, Plumber and Steamfitter of Canada; Canadian Machinery; Power House; Canadian Foundryman; Marine Engineer; The Financial Post of Canada; MacLean's and Farmers' Magazines.

Canadian Grocer still has many subscribers who began with it 25 to 28 years ago, though 25 years ago it had not more than 1,500 subscribers. To-day the total circulation of all the MacLean papers is about 105,000.

Publications now issued by The Hugh C. MacLean Co. include The Commercial, Electrical News, Western Lumberman, Western Canada Contractor, Footwear, Canada Lumberman, Contract Record, and MacLean's Daily Reports, Ltd.

The second photograph of Colonel J. B. MacLean shows him in military dress. It was taken some time ago, but is the only portrait he has had since the one shown twenty years ago. It nevertheless is a splendid likeness of him as he looks to-day. The second picture of his brother, Hugh C. MacLean, was taken in 1905, it being the latest he has.



Following are news items from Canadian Grocer of December 1, 1893:—

"E. W. Leith has purchased the goodwill of the general store kept by Daniel Gorrie in Haliburton, Ont., and will carry on the business as successor to Mr. Gorrie."

Editorial Note.—The name of "Gorrie" is still a familiar one in Haliburton where Gorrie & Co. operate a general store.

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"The Toronto City Travelers' Association met on Friday night, President Owen in the chair. Several new members were introduced and a number were balloted for and elected. It was decided to hold the annual ball December 29 in Confederation Life Building. Ben Dack, of Warren Bros. & Boomer, is chairman of the ball committee, and E. N. Tyrell, of Lyman, Knox & Co., is secretary. The Commercial Travelers' Association will be in session in Toronto December 29, and a good many of the members of that organization are expected to grace the ball with their presence."

Editorial Note.—Warren Bros. & Boomer mentioned are to-day Warren Bros., wholesale grocers, Toronto.

Current News of the Week

Quebec and Maritime Provinces.

Harry J. Hellard, general merchant, Kirk's Ferry, Que., is succeeded by P. Flemming.

The stock of P. Daoust, grocer and liquor merchant, Montreal, was damaged by fire and water recently. It was insured.

W. E. Forbes, Forbes & Madeau, Montreal, manufacturers of starch, jellies, borax, etc., was in Ontario this week in interest of the firm.

A. & R. Loggie, Limited, general merchants and canned goods packers, Loggieville, N.B., sustained a fire loss at Escuminac.

Fire did damage to the extent of \$14,000 to the premises and stock of J. B. Renaud and Company, wholesale provision merchants, St. Paul Street, Quebec, P.Q. The loss is covered by insurance.

Ontario.

Jno. Budge, grocer, Winona, Ont., has sold to F. S. Corson.

Jno. McPherson has opened a grocery store in Forest, Ont.

The stock of Mrs. J. M. Legouas, Ottawa, Ont., was damaged by fire.

J. H. Galloway, has opened a manufacturers' agency office at 11 Market St., Hamilton, Ont.

Peter Mark, general merchant, St. Eugene, Ont., has sold out his business to Wilfrid Lafrance.

Thomas D. Hicks, Mt. Forest, Ont., dealer in groceries, flour and feed, has sold his business to M. McWhinney.

F. Lawson's grocery store, Orillia, Ont., was burglarized recently, the thieves getting about \$3.50 from the register.

R. Kirby, of Kirby Bros., grocers, Sarnia, Ont., was married recently to Miss Beatrice Cossey. Canadian Grocer extends to them heartiest congratulations.

Thirty-one bags and two barrels of sugar were stolen from the railway tracks in Toronto recently. Only the thieves who secured the barrels were caught.

D. A. Gordon has resigned the presidency of the Dominion Sugar Co., Wallaceburg, Ont., and gone south for a couple of months in search of better health.

The London Retail Grocers' Association held their banquet on Wednesday evening at which grocers from other cities were present. A full report will appear in next week's issue.

The Retail Merchants' Association of Canada are advising their members to consult the head office before having anything to do with the Canadian Industrial Peace Association. The object of the organization is stated to be the settlement of labor disputes and the eventual doing away with all industrial warfare.

W. M. McLaren, president McLaren's, Limited, Hamilton, Ont., has passed away. His death was rather sudden, following an operation. While he had been ailing slightly for some time his illness was not regarded as being serious. He returned from New York a short time before his death after having been there on a business trip, and it was decided that he should undergo an operation to relieve him of his trouble. Deceased was born in Liverpool fifty-nine years ago, and had resided in Hamilton for the last forty years.

An interesting legal action over an egg contract is being heard this week in Peterborough, which will recall the slump in eggs last spring. The Peterborough Cold Storage Co., Limited, are suing John Hawley, Toronto, for \$1,979.77 and interest. Plaintiffs aver that defendant agreed to take 1,500 cases of selected eggs candled out of storage and shipped up to January 15 at 27½ cents per dozen f.o.b. Peterborough. Up to February 26, 900 cases were shipped but defendant refused to accept and pay \$4,950 for the balance. Plaintiffs sold 75 cases at 24 cents a dozen, or \$540; and 525 cases at 16 cents a dozen, making a total of \$2,970, losing \$1,979.77 on the transaction for which amount they are suing. Defendant claims the latter shipments were musty and not fit for resale and has entered a counter claim for \$2,500 for damage through loss of old customers.

Western Canada.

J. H. Harder has opened a new grocery business in Mortlach, Sask.

Kelly, Douglas & Co., wholesale grocers, Vancouver, sustained a heavy fire loss recently on their building. Great damage was done by water. Their loss is estimated at \$140,000.

H. Donkin & Co., wholesale grocery brokers, Vancouver, B.C., owing to a recent fire which destroyed their premises at 365 Water St., have moved to temporary premises at 120 Homer Arcade Building.

H. H. Cooper & Co. will open a wholesale grocery warehouse at Second St.

and Columbia Ave., Edmonton, Alta., on December 1. Mr. Cooper was formerly manager in Edmonton for the A. MacDonald Co. He is president of the Edmonton Board of Trade.

SHORTEN CREDIT TERMS.

New Westminster, B.C., Nov. 27.—(Special).—The grocer members of the Retail Business Men's Association of New Westminster have agreed to a signed document to shorten terms of credit. In making this move the grocers have tried to make it clear that it is not intended to be an arrogant or suddenly conceived idea. It is merely a matter of good, sound business. Trade conditions, they maintain, have made it imperative, and when recently all wholesale houses shortened terms of credit from thirty to fifteen days, the only thing to do was to carry this along to the consumer. The agreement, which was signed by nearly all the retail grocers of the city, and all the important ones, reads: "All accounts are due and payable by the day of the following month in which the goods have been supplied. Any customer not having paid the previous month's account by this time will not be supplied any further by any of the undersigned merchants until the amount that is due or part due shall be paid."

This has been sent out in circular form. It is a question if it can be strictly lived up to, but even so it should prove of service in bringing to the consumer the importance of paying for goods obtained before a big bill is run up.

Letters to the Editor

Elm Tree, Ont., Nov. 20, 1913.

Canadian Grocer.—Please find enclosed P.O. \$2.00, in payment for subscription to Grocer to May, 1914. Would you please tell me through Canadian Grocer where I can buy plain white ironstone plates, cups and saucers, also odd pieces of glassware, such as cream pitchers, berry dishes, cake dishes, etc., decorated?
J. W. T.

Editorial Note.—Nerlich & Co., 146 Front Street West, Toronto, carry all these lines.

Advances in Almonds and Domestic Sardines

Trouble with Fig Shipments in Passage—Advances Looked for in Several Canned Fruits and Vegetables Next Week—Prunes Will Be Higher.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—

Eggs up 5c for new laid and 2c for selects, No. 1s and No. 2s. Use of New Zealand butter in States will tend to make prices firmer in Canada. Stocks of cheese being steadily reduced and higher price expected.

FISH AND OYSTERS—

Mild weather kept frozen fish business at standstill. Codfish scarce in every form. Trade very active on approach of Advent.

FRUIT AND VEGETABLES—

Emperor grapes advance 25c. Cranberries, early blacks, decline 25c. Egg plant advances to \$5.00 for 2 dozen. Fameuse apples at almost prohibitive prices.

FLOUR AND CEREALS—

Demand for winter wheat flour improves owing to small stocks of Ontario. Good demand from foreign buyers for cereals. Shading of one dollar per ton on nearly all mill feeds.

GENERAL GROCERIES—

Sugar market strength maintained. Festivities increase molasses trade. Figs advance 1/4c. Prune market still strong. Walnuts, almonds and filberts advance 1/4c in shell, and shelled almonds 1c.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—

Eggs advance 1 to 3c, fresh laid being 45 to 50c. Butter market higher if New Zealand supply is cut off to any extent. Fresh creamery up 1 to 2c, and separator 1c. Pure lard up 1/4c. Cooked hams decline 1c. Hogs down to \$8.15, lowest in many weeks.

FISH AND OYSTERS—

Qualla salmon, lake herring and halibut reduced about 1c. New hand smoked halibut on market. Ciscoes coming in more freely now.

FRUITS AND VEGETABLES—

California navels arrive at \$3.75-\$4.25, and Mexican oranges also in, at \$2.25-\$2.50. Almeria grapes firmer, with improved quality. Verdelli lemons now off market. Potatoes continue firm, but without advance.

FLOUR AND CEREALS—

High ocean rates injures export of flour. Export bids out of line. Cornmeal coming more freely. Demand for this and rolled oats good.

GENERAL GROCERIES—

New figs generally arriving in good shape. Canadian hand picked beans up 15c. Advance in Canadian sardines, with Norwegian and French very scarce. Advance expected next week in some canned fruit and vegetables. Almonds up again.

QUEBEC MARKETS.

Montreal, Nov. 26.—More snappy weather would probably have a good effect on most lines, although it cannot be said that there has been much complaint, as in most cases wholesale grocer has increased his turnover from the corresponding period last year. We must, of course, take into consideration increased population when making this statement, and also fact that a man must furnish himself with the necessities of life, and these, to a great extent, come from the grocer. However, the money tightness has had little or no effect on the trade here, and, although collections are a little slower out West, the trade report that there is no difference of any consequence in Eastern collections, as they are being received regularly.

It must be said that the Western collections were counted on to be slow this year, and one firm state that they had made provision for additional accommodation for their customers if called upon, but that the figure which they estimated would be needed fell away below their expectations.

It is interesting to learn that in face of all the talk concerning the tightness of money, lines which might be termed "luxuries" as well as the necessities are in great demand. It was learned

from one firm to-day that when ordering the high-priced "luxuries" this year they made ample provision for increased business, but at the present time their stocks in this direction are completely exhausted, as the demand has been far in advance of their expectations. All seasonable goods are in great demand, dried fruits and canned goods being very prominent.

There has been a general advance on imported sardines averaging about \$1 per case, and it is said that reason for this is accounted for owing to poor catch this year, coupled with large demand. It is possible that price of lobster might have a tendency to increase the demand of sardines, as the price of the former is high at present.

SUGAR.—This market is firming up, although the demand is not exceedingly large, and an every day business is ruling in the plain sugars, while quite an increased demand is reported in the fancy lines. Most large dealers have provided themselves for some time to come, and it can be said that the local trade is nothing more than hand-to-mouth, with prices the same as last week.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 40
20-lb. bags	4 80
2 and 5-lb. cartons	4 70
Second grade, in 100-lb. bags	4 25

Extra Ground Sugars—	
Barrels	4 80
50-lb. boxes	5 10
20-lb. boxes	5 20
Powdered Sugars—	
Barrels	4 80
50-lb. boxes	5 00
25-lb. boxes	5 00
Paris Lump—	
100-lb. boxes	5 15
50-lb. boxes	5 25
25-lb. boxes	5 45
Crystal Diamonds—	
Barrels	5 20
100-lb. boxes	5 25
50-lb. boxes	5 45
5-lb. cartons	6 20
Crystal Dominoes, cartons	7 10
Yellow Sugars—	
No. 3	4 45
No. 2	4 45
No. 1	4 05
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES AND SYRUP.—As the French-Canadians celebrate the Feast of St. Catherine on the 25th of November by making "taffy," it is surprising indeed to note what a difference this has made on the market during last week. Some celebrations consist of banquets or parties, while others are simply confined to families, especially in the rural districts. However, as the demand is only temporary, it has not had any effect on prices.

Barbados Molasses—	Prices for Island of Montreal.		
	Extra Fancy.	Fancy.	Choice
Punchcoons .....	.45	.41	.39
Barrels .....	.47	.44	.42
Half Barrels .....	.49	.46	.44

For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal. Carload lots of 20 punchcoons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3/4c; 1/2 bbls., 3/4c; 1/4 bbls. 0 04	
Pails, 38 1/2 lbs., \$1.25; 25 lbs.	1 25
Cases, 2 lb. tins, 2 doz. in case	2 80
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, 1/2 doz. in case	2 75
Cases, 20 lb. tins, 1/4 doz. in case	2 70
Maple Syrups—	
Pure, per 8 1/2 lb. tin	0 75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1 00
Maple Sugar, pure, per lb.	0 10

DRIED FRUITS.—This market has been a busy one all week, and the demand is brisk in all departments. The only change that has taken place is price of figs, which has advanced 1/2 cent. The prune crop is not so plentiful this season, and this will not be helped any by a report, which has just come to hand, to effect that prunes to extent of 1,500 tons were destroyed by fire in Santa Clare Valley packing houses. The demand for Valencia raisins has been firm, but no change in price has taken place. All lines are in good demand.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 00
Nectarines, choice	0 11
Peaches, choice	0 10 1/2
Pears, choice	0 13
Apricots	0 16
	0 20

DRIED FRUITS.	Per lb.
Candied Peels—	
Citron	0 16
Lemon	0 10
Orange	0 11
Currents—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07 1/2
Philistras, fine, loose	0 08 1/2
Dates—	
Dromedary, package stock, per pkg.	0 07 1/2
Farva, choicest	0 11
Hallowee, loose	0 06
Hallowee, 1-lb. pkgs.	0 07 1/2

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Fig—	Finest, 6 crown, about 12 pounds.....	0 13%
	Same fruit, 5 and 4 crown, 1 and 3 cents less.	
Prunes—	40 to 50, in 25-lb. boxes, faced.....	0 11%
	50 to 60, in 25-lb. boxes, faced.....	0 10%
	60 to 70, in 25-lb. boxes, faced.....	0 09
	70 to 80, in 25-lb. boxes, faced.....	0 08%
	80 to 90, in 25-lb. boxes, faced.....	0 09
	95 to 100, in 25-lb. boxes, faced.....	0 08%
Raisins—	Malaga table, box of 23 lbs., according to quality.....	2 75 6 00
	Muscateles, loose, 3 crown, lb.....	0 08%
	Sultana, loose.....	0 09
	Sultana, 1 lb. pkgs.....	0 08%
	Valencia, new.....	0 07%
	Seeded, fancy.....	0 10%
	Seeded, choice.....	0 10

Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.

RICE AND TAPIOCA.—Although this market is a trifle brisker than last week, it is still comparatively quiet. A slight increase is always due when the cold weather starts, and this accounts for increase in business. Prices remain same as last week.

Rangoon Rice—	Per cwt.
"B," bags 50, 100 and 250 lbs.....	3 30
"B," pockets, 25 lbs.....	3 40
"B," pockets 12½ lbs.....	3 50
"C.C.," bags 50, 100 and 250 lbs.....	3 20
"C.C.," pockets 25 lbs.....	3 30
"C.C.," pockets 12½ lbs.....	3 40
India bright.....	3 45
Lustre.....	3 55
Fancy Rices—	Per cwt.
Polished Patna.....	4 40
Pearl Patna.....	4 50
Imperial Glass.....	4 90
Sparkle.....	5 10
Snow, Japan.....	5 30
Ice drips, Japan.....	5 45
Crystal, Japan.....	5 10
Carolina head.....	7 10
Imported Patna—	Per lb.
Bags, 25 lbs.....	0 05%
Half bags, 112 lbs.....	0 05%
Quarter bags, 56 lbs.....	0 05%
Velvet head Carolina.....	0 09
Sago, brown.....	0 04%

NUTS.—The demand, of course, at this season of the year, is good, and this last week was no exception; in fact, prices have advanced in some instances, and the increased demand is blamed. Filberts, almonds and walnuts have advanced ½ cent, while shelled almonds show an increase of 1 cent.

Shelled walnuts, per lb.....	0 33
Shelled almonds, 28 lb. boxes, per lb.....	0 40
Finest filberts.....	0 12%
Brazils.....	0 21
Pecan.....	0 20
Almonds.....	0 17
Walnuts.....	0 15%
Peanuts.....	0 13
Peanuts (G).....	0 09

TEAS.—Locally there would be a mighty heavy movement of teas if stocks were large enough to allow of complete filling of orders. Japans were in the limelight all along, while Chinas, which hitherto could have done with some stimulation, are now more called for.

Japans—	Choicest.....	0 40	0 60
	Choice.....	0 35	0 40
	Fine.....	0 30	0 35
	Medium.....	0 25	0 30
	Good common.....	0 18	0 25
	Common.....	0 15	0 18
	Yamashiro.....	0 75	1 00
Ceylon—	Broken Orange Pekoe.....	0 30	0 40
	Pekoes.....	0 20	0 25
	Pekoe Souchongs.....	0 20	0 25
	Garden grown.....	0 75	1 00
India—	Pekoe Souchongs.....	0 19	0 20
Ceylon Greens—	Young Hysons.....	0 24	0 25
	Hyson.....	0 22	0 23
	Spanish No. 1.....	0 15%	0 15%
	Virginia No. 1.....	0 15%	0 15%
	Gunpowders.....	0 19	0 20
China Greens—	Pinguey gunpowder, low grade.....	0 14	0 15
	Pinguey gunpowder, pea leaf.....	0 20	0 20
	Pinguey, gunpowder, pinhead.....	0 30	0 30

ONTARIO MARKETS.

Toronto, Nov. 27.—Conditions are much the same as reported last week.

Orders for Christmas goods are coming in in smaller quantities than one year ago, owing to cautious attitude of retailers who have refused to stock up to any extent. As result wholesalers expect to be busy with local trade up to a few days before Christmas. However, this condition of affairs has been experienced since last spring, so if only total volume is heavy when accounts are checked up there will be little complaint.

SUGAR.—Prices remain steady, with no special fluctuations locally to chronicle this week. Raw markets eased off a little, and beet market in Europe has been fluctuating with general tendency a little down. Estimate of total beet crop in Europe has increased a little over last year, but beet crop of "convention" countries only show estimate of 480,000 tons less than last year's. This is due to Russia alone having bigger crop, but this is not available for purchase outside owing to Brussels Convention, so that net result is firmer prices.

Locally demand for consumption is unusually good for this time of year, and there is no change in sight, either up or down.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags.....	4 50
20 lb. bags.....	4 60
2 and 5 lb. cartons.....	4 80
Beaver granulated, in 100 lb. bags.....	4 35
Extra Ground Sugars—	
Barrels.....	4 35
50 lb. boxes.....	5 10
25 lb. boxes.....	5 30
Powdered Sugars—	
Barrels.....	4 70
50 lb. boxes.....	4 90
25 lb. boxes.....	5 10
Paris Lump—	
100 lb. boxes.....	5 25
50 lb. boxes.....	5 35
25 lb. boxes.....	5 55
Crystal Diamonds—	
Barrels.....	5 30
100 lb. boxes.....	5 25
50 lb. boxes.....	5 35
5 lb. cartons.....	7 40
Crystal Dominoes, cartons.....	7 50
Yellow Sugars—	
No. 3.....	4 45
No. 2.....	4 35
No. 1.....	4 05
Barrels granulated and yellow may be had at 50 per cwt. above bag prices.	

COFFEES.—Further failures of planters were recorded in Brazil at close of week, which caused weakness in market, but this week they have firmed up. Good grades of Santos command a premium, as they are reported scarce. Steamer Santa Lucia arrived this week with record cargo of 76,000 bags of Santos, which will be rapidly absorbed, as visible stocks in United States are unusually small, and business is very active.

Coffee, Roasted—		
Bogotas.....	0 27	0 28
Guatemala.....	0 26	0 28
Jamaica.....	0 24	0 25
Java.....	0 32	0 35
Maricao.....	0 25	0 28
Mexican.....	0 27	0 28
Mocha.....	0 30	0 32
Rio.....	0 18	0 20
Santos.....	0 22	0 23
Chicoory, per lb.....	0 10	0 12

SPICES.—With Christmas season on trade shows considerable improvement and tendency is for prices to continue firm.

Allspice.....	5 and 10 lb. ¼ lb. ¼lb. Tins. pkgs., doz. tins. doz.
Cassia.....	14-17 60-70 70-80 22-27 72-80 80-90

Cayenne pepper.....	23-28 72-80 90-1 15
Cloves.....	30-35 1 08-0 95 -1 00
Cream tartar.....	30-33
Curry powder.....	35
Ginger.....	22-27 65-85 75-85
Mace.....	75-1 00
Nutmegs.....	25-30 90-0 00 1 00-2 50
Peppers, black.....	18-20 67-0 75 80-0 80
Peppers, white.....	28-29 95-1 10 1 10-1 20
Pastry spice.....	20-27 65-0 95 75-1 10
Pickling spice.....	14-18 75-0 00 75-0 00
Turmeric.....	18-18

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

RICE AND TAPIOCA.—Trade is rather dull, and Rangoon rice is about ½ cent easier. White sago is in same position.

Rangoon, per lb.....	0 03%	0 04
Rangoon, fancy, per lb.....		0 05
Patna, per lb.....	0 05%	0 06%
Japan, per lb.....	0 05%	0 06
Java, per lb.....	0 05%	0 07
Carolina, per lb.....	0 05	0 10
Sago—		
Brown, per lb.....	0 04%	0 05
White, per lb.....		0 05
Tapioca—		
Bullet, double goat.....		0 09%
Medium pearl.....		0 05
Seed pearl.....		0 05%
Flake.....		0 09%

MOLASSES AND SYRUPS.—Business is improving, and will be good for next couple of weeks. Prices are unchanged.

Syrups—	Per case.
2 lb. tins, 2 doz. in case.....	2 80
5 lb. tins, 1 doz. in case.....	2 85
10 lb. tins, ½ doz. in case.....	2 75
20 lb. tins, ¼ doz. in case.....	2 70
Barrels, per lb.....	0 03%
Half barrels, lb.....	0 03%
Quarter barrels, lb.....	0 04
Pails, 35½ lbs. each.....	1 85
Pails, 25 lbs. each.....	1 35
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
Maple Syrup—Compound—	
Gallons, 5 to case.....	4 80
½ gals., 12 to case.....	5 40
¼ gals., 24 to case.....	4 80
Pints, 24 to case.....	2 70
Maple Syrup—Pure—	
5 gallon cans, 1 to case.....	1 25
Gallons, 6 to case.....	6 60
½ gallons, 12 to case.....	7 25
Quarts, 24 to case.....	7 25
Pints, 24 to case.....	4 70
Maple Sugar—	
Pure, per lb.....	0 14
Maple Cream Sugar—	
24 twin bars.....	1 80
40 and 48 twin bars.....	3 00
Maple butter, lb. tins. dozen.....	1 90

DRIED VEGETABLES.—Canadian hand-picked beans, with holding off by farmers, took another advance of 10 to 15 cents. Austrians will soon come in if prices rise much higher.

Beans—	Per bushel.
Canadian, extra H. P.....	2 25
Yellow eyes.....	3 25
Brown.....	2 75
Lima.....	0 07½
Peas, Canadian, per bus.....	2 00
Peas, green, imported, bus.....	2 00

DRIED FRUITS.—Prices in big sizes of prunes have been advancing and now comes report from California that 50-60s and 60-70s are becoming scarce, a condition with intermediate sizes that was never experienced before. Shipper writes that public must be content soon with big and small sizes, and probably chiefly with latter. Oregons are coming freely into market with scarcity of Californias, and so far furnish only 30-40s in sight. They are a little bitter but with some classes are only prunes used. Prices average about 1 cent lower than

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Californias where both sizes are quoted side by side.

Letter from San Francisco to Canadian importer states that at coast prune stocks are very low and recent destruction of 1,400 tons by fire had decidedly firm effect on market. Some look for considerable advance before new crop, and care must be taken in ordering assortments as all orders cannot be filled.

Of peaches it is said prices are low considering crop was only 2-3 of last year, and quality is good. Apricots are pretty well cleaned up.

In raising the Association seems to have secured upper hand at last, and some outside packers had to go to it to fill orders. Proof of this position as taken by Canadian Grocer is announcement that prices of Association will be guaranteed to August 1, 1914. First date was April 1, 1914.

Fig situation shows little improvement. Many shipments were injured by salt water coming over or warm weather and it is more difficult even than last week to secure first-class goods.

Sultana raisins, new stock, show decline of about 2 cents on old.

Apples, evaporated, new, per lb.	0 09	0 09 1/2
Apples, evaporated, old, per lb.		0 08
Apricots—		
Standard, 25 lb. boxes	0 15 1/2	0 16 1/2
Choice, 25-lb. boxes	0 18	0 18 1/2
Fancy	0 22	0 24
Candied Peels—		
Lemon		0 11
Orange		0 12
Citron		0 16
Currants—		
Filiatras, per lb.		0 06 1/2
Amalas, choicest, per lb.		0 07
Patras, per lb.		0 07 1/2
Vostizas, choice		0 09
Vostizas, shade dried		0 10 1/2
Cleaned, 1/2 cent more.		0 11
Dates—		
Fards, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Fards, choicest, 60-lb. boxes	0 08	0 08 1/2
Package dates, per bag	0 07	0 08 1/2
Hallowees		0 06 1/2
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10 1/2	0 11 1/2
5 crown layers	0 11 1/2	0 12 1/2
6 crown layers	0 12 1/2	0 13 1/2
7 crown layers	0 14	0 15
Fine pulled		0 14
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.		0 04 1/2
Prunes—		
30-40s, Oregon, new crop, 25 lb. boxes		0 15
40-50s, 25 lb. boxes		0 12 1/2
50-60s, 25 lb. boxes		0 11
60-70s, 50 lb. boxes		0 13
70-80s, 50 lb. boxes		0 09 1/2
80-90s, 50 lb. boxes		0 09
90-100s, 50 lb. boxes		0 08 1/2
25 lb. boxes 1/4c more.		
Peaches—		
Standard, 50-lb. boxes	0 08 1/2	0 08 1/2
Choice, 50-lb. boxes	0 09	0 09
Choice, 50-lb. boxes	0 08 1/2	0 08 1/2
25 lb. boxes 1/4c more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06 1/2	0 08 1/2
Seeded, fancy, 1 lb. packets		0 10
Seeded, choice, 1 lb. packets		0 09 1/2
Seeded, choice, 12 oz. packets		0 08
Seedless, 16 oz. packets	0 09 1/2	0 10
Seedless, 12 oz. packets	0 07 1/2	0 08

NUTS.—Every wholesaler agrees that present high markets will go higher in nearly all kinds of nuts. Report from Spain this week shows advance of 150s per cwt. or over 1-3 cent in almonds and stocks are almost exhausted. Walnuts are also higher. New season nuts have all arrived.

In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona, new	0 16	0 17
Brazils	0 21	0 22
Chestnuts, peck	1 75	1 90

Filberts, Sicily, new	0 13	0 14
Peanuts, green, per lb.	0 28	0 10 1/2
Peanuts, roasted	0 09	0 11 1/2
Pecans	0 15	0 16
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Grenoble, new	0 15	0 16
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 40	0 41
Filberts	0 27	0 27
Peanuts	0 09	0 10
Pecans		0 50
Walnuts	0 32	0 35

CANNED GOODS.

Toronto, Dec. 27.—Advance of 25 cents is reported in domestic sardines and 2 francs in French in Europe; Latter advance has not taken effect here as few hold any stocks.

Next week some advances are expected by brokers in canned fruits and vegetables as indicated before.

FRUITS.

Apples—		
3's, Standard	1 07 1/2	
3's, Preserved	1 47 1/2	
Gals., Standard	3 02 1/2	
Gals., Preserved	4 02 1/2	
Blueberries—		
2's (Huckleberries) standard	1 47 1/2	
2's (Huckleberries) preserved	1 77 1/2	
Gals. (Huckleberries) standard	6 52 1/2	
2's Black Cherries, pitted H.S.	1 92 1/2	
2's Black Cherries, not pitted H.S.	1 52 1/2	
2's Red, Ptd., Cherries, H.S.	1 92 1/2	
2's Not ptd., Red Cherries, H.S.	1 52 1/2	
Gals., Ptd., Cherries	8 52 1/2	
Gals., Not Ptd., Cherries	8 02 1/2	
2's Cherries, White, Not Ptd., H.S.	1 92 1/2	
2's Black Currants, H.S.	1 92 1/2	
2's Preserved, Black Currants	2 27 1/2	
Gals. Black Currants, standard	5 27 1/2	
Gals. Black Currants, solid pack	8 27 1/2	
2's Red Currants, H.S.	1 92 1/2	
2's Red Preserved Currants	2 27 1/2	
Gals. Red Currants, standard	5 27 1/2	
Gals. Red Currants, solid pack	8 27 1/2	
2's Gooseberries, H.S.	1 77 1/2	
2's Gooseberries, Preserved	2 02 1/2	
Gals. Gooseberries, standard	7 02 1/2	
Gals. Gooseberries, solid pack	8 77 1/2	
Grapes—		
2's white, Niagara, preserved	1 37 1/2	
Gals., white, Niagara, standard	3 27 1/2	
Lawtonberries, gals., standard	7 02 1/2	
2's Pineapple, sliced, H.S. White Bahama	1 92 1/2	
2's Pineapple, grated, H.S. White Bahama	1 47 1/2	
2's Pineapple, whole, H.S. White Bahama	1 92 1/2	
3's Pineapple, whole, H.S. White Bahama	2 47 1/2	
Peaches—		
2's white, heavy syrup	1 27 1/2	
2 1/2's white, heavy syrup	1 77 1/2	
3's white, heavy syrup	1 87 1/2	
1 1/2's yellow, flats, heavy syrup	1 97 1/2	
2's yellow, heavy syrup	1 27 1/2	
2 1/2's yellow, heavy syrup	1 77 1/2	
3's yellow, heavy syrup	1 87 1/2	
3's yellow, whole, heavy syrup	1 57 1/2	
3's pie, not peeled	97 1/2	
3's pie, peeled	1 27 1/2	
Gals., pie, not peeled	2 57 1/2	
Gals., pie, peeled	3 77 1/2	
Pie fruits, assorted, gals. (add 5 per cent.)		
Pears—		
2's Bartlett, heavy syrup	1 52 1/2	
2 1/2's Bartlett, heavy syrup	1 77 1/2	
3's Bartlett, heavy syrup	2 02 1/2	
2's Flemish beauty, heavy syrup	1 47 1/2	
2 1/2's Flemish beauty, heavy syrup	1 77 1/2	
3's Flemish beauty, heavy syrup	1 97 1/2	
2 1/2's Koffers, heavy syrup	1 27 1/2	
2's Koffers, heavy syrup	1 57 1/2	
3's Koffers, heavy syrup	1 77 1/2	
2's light syrup, globe	97 1/2	
3's light syrup, globe	1 37 1/2	
3's pie, not peeled	97 1/2	
3's pie, peeled	1 27 1/2	
Gals., pie, not peeled	2 57 1/2	
Gals., pie, peeled	3 77 1/2	
Pineapple, sliced, 2's	2 00	

Plums—		
2's Damson, light syrup	87 1/2	
3's Damson, light syrup	1 27 1/2	
2's Damson, heavy syrup	97 1/2	
3's Damson, heavy syrup	1 37 1/2	
2's Damson, standard	2 77 1/2	
2's egg, heavy syrup	1 07 1/2	
2 1/2's egg, heavy syrup	1 37 1/2	
3's egg, heavy syrup	1 47 1/2	
2's green gage, light syrup	97 1/2	
2's green gage, heavy syrup	1 07 1/2	
3's green gage, light syrup	1 37 1/2	
3's green gage, heavy syrup	1 47 1/2	
Gals., green gage, standard	3 07 1/2	
2 1/2's Lombard, light syrup	87 1/2	
3's Lombard, light syrup	1 07 1/2	
2's Lombard, heavy syrup	97 1/2	
2 1/2's Lombard, heavy syrup	1 27 1/2	
3's Lombard, heavy syrup	1 37 1/2	
Gals., Lombard, standard	2 77 1/2	
2's Rhubarb, preserved	87 1/2	
3's Rhubarb, preserved	2 77 1/2	
Gals. Rhubarb, standard	3 07 1/2	
2's Strawberries, H.S.	1 07 1/2	
2's Strawberries, preserved	2 97 1/2	
Gals. Strawberries, standard	7 87 1/2	
Gals. Strawberries, solid pack	9 77 1/2	
Lawtonberries—		

2's Blackberries, H.S.	1 92 1/2
2's preserved	2 12 1/2
Raspberries—	
2's black, H.S.	1 92 1/2
2's black, preserved	2 12 1/2
Gals., black, standard	7 02 1/2
Gals., black, solid pack	9 27 1/2
2's red, H.S.	1 92 1/2
2's red, preserved	2 12 1/2
Gals., red, standard	7 27 1/2
Gals., red, solid pack	9 27 1/2
Group B, 2 1/2 cents less per dozen.	

VEGETABLES.

Ontario and Quebec Prices.	
Group A, per doz.	
2's Asparagus Tips	2 27 1/2
2's Asparagus butts	1 42 1/2
2's Beets, sliced, Blood Red, Simcoe	0 97 1/2
2's Beets, whole, Blood Red, Simcoe	0 97 1/2
2's Beets, whole, Blood Red, Rosebud	1 27 1/2
3's Beets, sliced, Blood Red, Simcoe	1 32 1/2
3's Beets, whole, Blood Red, Simcoe	1 37 1/2
3's Beets, whole, Blood Red, Rosebud	1 52 1/2
Beans—	
Group A	
2s, golden wax, midget, Arctic brand	1 15
2s, golden wax	0 85
3s, golden wax	1 22 1/2
Gallon, golden wax	3 52 1/2
2s, Refugee or Valentine (green)	0 85
3s, Refugee (green)	1 22 1/2
2s, Refugee, midget, Auto brand	1 15
Gallons, Refugee	3 52 1/2
(Group B is 2 1/2c doz. less in each case.)	
Beans—	
2's Crystal wax	\$ 95
2's Lima	1 17 1/2
2's Red kidney	97 1/2
3's Cabbage	0 97 1/2
2's Carrots	0 97 1/2
3's Carrots	1 27 1/2
Cauliflower—	
2's	1 37 1/2
3's	1 77 1/2
Salmon—	
Fraser River Sockeyes—	
1 lb. tails, dozen	1 95 2 00
1 lb. flats, dozen	2 07 1/2 2 12 1/2
1/2 lb. flats, dozen	1 27 1/2 1 32 1/2
Northern River Sockeyes, dozen	1 90
Red Springs, dozen	1 90
Cohoos, dozen	1 45
Pinks, dozen	1 00
Sardines—	
Domestic, quarters, case	3 75 3 85
French, quarters, case	14 00 16 00
Norwegian, quarters, case	8 00 11 00

MANITOBA MARKET.

POINTERS—

Beans—Advance 25c per bushel.
Evaporated Apples—Advance 1 1/2c per lb.

Winnipeg, Nov. 26.—Exceptionally mild weather has favored the grocery trade and there is a steady improvement reported. Jobbers report heavy shipments to outside points and a seasonable activity in Christmas lines. The holiday trade prospects are considered excellent.

New season's canned goods, dried fruits, etc., are coming on the market satisfactorily, quality being a little above average.

Collections are fair and improving. At the same time country merchants are showing inclination to carry heavier stocks.

Wheat prices are now on up grade and there will be a much better profit on the balance of wheat yet to go out of the country.

SUGAR.—Sugar is reported as firm at primary points but this condition has not brought about any change in price locally.

Sugar, Eastern—		Per cwt. in bbls.
Extra standard granulated	87 1/2	4 95
Extra ground or icing	87 1/2	5 05
Powdered	87 1/2	5 35
Lumps, hard	87 1/2	5 05
Montreal yellow	87 1/2	4 85
Sugar, B.C.—		
Extra standard granulated	87 1/2	4 85
Yellow sugar, No. 1	87 1/2	4 85
Yellow sugar, No. 2	87 1/2	4 40
Yellow sugar, No. 3	87 1/2	4 30
Bar sugar	87 1/2	5 10
Icing sugar	87 1/2	5 30
Powdered sugar	87 1/2	5 10
H. P. lumps	87 1/2	5 00
Sugar packed in 100 lb. sacks 5c per 100 lbs. less.		

THE CANADIAN GROCER

SYRUPS.—Prices are unchanged but high-priced corn altogether likely to go higher would indicate advances on all corn products in the near future.

A new cane syrup has been placed on the market here by the B.C. Sugar Refining Co. It is quoted below.

Corn Syrups—	
Barrels, per 100 lbs.	4 25
Cases, 20-lb. tins, 1/4 doz. in case	2 77
Cases, 10-lb. tins, 1/2 doz. in case	2 76
Cases, 5-lb. tins, 1/2 doz. in case	2 88
Cases, 2-lb. tins, 2 doz. in case	2 48
B. C. Cane Syrups—	
2 lb. tins, 2 doz to case, per cs.	2 85
5 lb. tins, 1 doz. to case, per case	3 20
10 lb. tins, 1/2 doz. to case, per case	3 90
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	
Barbados	Per gal. 0 45 0 50
New Orleans	0 33 0 35
Maple Syrups—	
Imperial quarts, case 2 doz.	5 20
Imperial 1/2 gals., 1 doz.	4 75

DRIED FRUITS.—Evaporated apples are 1 1/2 cents per lb. higher on the new crop now coming in. Other lines are steady. Holiday trade promises well.

Apricots—	
Extra choice	Per lb. 0 18 1/2
Choice	0 18
Standard	0 17
Slab	0 15
Currants—	
Dry clean	0 07 1/2
Washed	0 07 1/2
1 lb. package	0 08 1/2
2 lb. package	0 17 1/2
Figs, Cooking—	
Choice, boxes	0 06 1/2
Half boxes	0 06 1/2
Half bags	0 06 1/2
Nectarines	0 11
Prunes, in 25-lb. boxes—	
90 to 100	0 08
80 to 90	0 08 1/2
70 to 80	0 09
60 to 70	0 09 1/2
50 to 60	0 10
40 to 50	0 12
Raisins, Valencias—	
Fancy, off stalk, 25s, per box	2 20
4 crown layers, 25s, box	2 40
4 crown layers, 1 1/4s, box	1 25
4 crown layers, 7s, box	0 65
Raisins, Sultanas—	
California	0 12
Smyrnas	0 10
Raisins, Muscatels—	
3 crown, loose, 50s	0 07 1/2
3 crown, loose, 25s	0 08 1/2
Choice seeded, package	0 09
Extra fancy seeded, package	0 10

TEAS AND COFFEES.—Coffee bears have been doing their best to discount reports of sensational shortage in the Santos crop. It is, however, evidently below average and the market is firming up. No change locally is anticipated for some time.

Coffee—	
Rio, No. 5, green	Per lb. 0 14
Rio, roasted	0 20
Santos, green	0 16
Santos, roasted	0 21
Chicoory, per lb.	0 11 1/2
Teas—	
China, blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 49
Japans, choice	0 35 0 45

BEANS.—An advance of 25 cents per bushel on 3-lb. picker beans is announced. Quality is much superior to last year's.

Beans—	
Austrian, hand picked	2 65
3 lb. picker	2 25
Peas—	
Split peas, sack 96 lbs.	3 85
Whole peas, bushel	2 75
Barley—	
Pot. per sack 96 lbs.	3 45
Pearl, per sack 96 lbs.	4 75

NUTS.—Prices are steady on advances quoted last week. Brazils and Almonds are very firm and likely to go higher.

In shell—	
Almonds, Tarragona	Per lb. 0 16 1/2
Brazils	0 22
Filberts, Sicily	0 12 1/2
Peanuts, Jimbos, roasted	0 14
Peanuts, choice, roasted	0 11
Pecans	0 22
Walnuts, Grenoble	0 18

Walnuts, Marbot	0 13 1/2
Shelled—	
Almonds	0 41
Walnuts	0 33
Chestnuts, per lb.	0 20 0 25

PRODUCE AND PROVISIONS.—Cured meats, lard, butter and eggs are all steady for the present. There is good demand and supplies ample except of eggs which are scarce.

Cured Meats—	
Hams, per lb.	0 18 1/2 0 21
Shoulders, per lb.	0 14
Bacon, per lb.	0 20 1/2 0 22 1/2
Long clear, D.S., per lb.	0 13 1/2
Mess pork, bbl.	28 80
Lard—	
Tierces, per lb.	0 13 1/2
50 lb. tubs	6 87
20 lb. pails	2 88
3 lb. tins, cases	5 70
5 lb. tins, cases	8 62
Butter—	
Creamery, per lb.	0 30 0 33
Dairy, per lb.	0 24 0 26
Cheese—	
Ontario, large, per lb.	0 15 1/2
Ontario, twins, per lb.	0 15 1/2
Eggs—	
Good eggs	0 27
Fresh gathered	0 35

FLOUR AND CEREALS.—Flour is steady with good domestic demand and improving export enquiry.

Flour, Manitoba Wheat—	
Best patents	Per bbl. 5 38
Second patents	4 60
First clears	4 20
Low grade	2 90 3 10
Jute bags, 10 cents less.	
Cormeal, 98s	1 95
Rolled oats, 80s	1 80
Oatmeal, granulated, 98s	2 30
Wheat granules, bale, 16-60	3 25

SASKATCHEWAN MARKETS.

By Wire.

Regina, Nov. 26.—Grocers are getting in their winter stocks of canned goods before close of navigation. Christmas stocks are moving out somewhat earlier than usual. Business is good, both wholesale and retail, with collections improving.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 21 0 22
Butter, creamery, per lb.	0 30 0 32
Cheese, per lb.	0 16 0 16 1/2
Eggs, per dozen	0 33
Lard, 3's, per case	8 55
Lard, 5's, per case	8 45
Lard, 10's, per case	8 35
Lard, 20's, each	2 70

Flour and Cereals—	
Cormeal, 24s, 67 1/2c; 29s, \$1.20-\$1.25; 10-10s, \$2.55-\$2.75; 40s, \$1.35; 98s	2 44
Flour, 24s, \$2.85-\$3; 49s, \$2.80-\$2.95; 98s	2 75
Rolled oats, 10-8s, \$2.35-\$2.36; 20s, 55-56c; 40s, 90c-\$1.00; 80s	2 05 2 10

Dried Fruits—	
Apricots, choice	0 19
Coffee, whole, roasted, Rio	0 19
Currants, gulf cleaned	0 08 1/2
Figs, natural 6's	0 05
Evaporated apples, per lb.	0 09 1/2
Dried peaches, 25s	0 09
Dried peaches, choice, 25s	0 09 1/2
Prunes, 70-80, 25s	0 08 1/2
Raisins, muscatels, 50s	0 08 1/2
Raisins, muscatels, 25s	0 08 1/2
Raisins, Valencias, select, 25s	2 65
Raisins, seeded, choice	0 07 1/2 0 09 1/2
Green Fruits and Vegetables—	
Apples, Wash., box	2 00 2 50
Apples, B.C., box	2 25 2 50
Cranberries, bbl.	11 00
Grape fruit, Florida	6 50 7 50
Lemons, Messina	9 00
Lemons, California	11 00
Oranges, navel	4 50 5 50
Onions, Val.	4 00

Nuts—	
Almonds, whole	0 17 1/2
Brazils	0 21
Filberts	0 15 1/2
Walnuts	0 15 1/2
General—	
Potatoes, per bushel	0 65
Beans, Ontario, per bushel	2 00
Beans, Hungarian, per bushel	2 45
Rice, per cwt.	4 35
Sugar, standard, gran., per cwt.	6 27
Sugar, yellow, per cwt.	4 87
Canned Goods—	
Apples, gals., case, \$1.91; doz.	3 86
Corn, standard, per 2 dozen	2 21
Peas, standard, per 2 dozen	2 05
Plums, Lombard	2 10 2 21

Peaches	2 91
Strawberries and raspberries	4 29
Tomatoes, standard, per dozen	2 65
Salmon, Sockeye, 4 doz. case, 1s.	7 60
Sockeye, 1/2s	9 80
Red spring, 1s.	6 70
Cohoos, 1s, \$5.50; hump back, 1s.	3 60

NOVA SCOTIA MARKETS.

By Wire.

Halifax, Nov. 26.—Halifax grocery dealers report business brisk, despite the upward tendency of many prices. This week all grades of American pork were advanced 50 cents barrel, clear backs now selling at \$27. Beans are firm; yelloweyes quoted \$3.50 to \$3.75, and handpicked \$2.50 bushel. Both eggs and butter continue on upward march, with no indications of easier prices. Dried fruits are a little easier, also molasses, which has declined one cent gallon on all grades. Potatoes are in good demand.

Apples—	
Gravensteins, No. 1, bbl.	5 00
Gravensteins, No. 2, bbl.	3 00 3 50
Beans, h.p., per bush.	2 50
Beans, yelloweye, bush.	3 50 3 75
Eggs, new laid, per dozen	0 32
Molasses, fancy Barbados, gal.	0 35
Onions, Can., per bag	1 85
Potatoes, bushel	0 65
Pork, American, clear, bbl.	27 00
Raisins, new Valencia, per lb.	0 07 1/2
Sugar—	
Standard gran., cwt.	4 60
Bright yellow, cwt.	4 40

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Nov. 27.—There is little interest in St. John markets. Business is good, with collections just average. Winter port business promises bright. Quotations show little change. Flour and sugar markets are dull, but firm. Grocers are complaining of deliveries Canadian beans. They have heavy orders, and are not able to fill them. Opening prices buckwheat show higher tendency. Salmon of all grades is lower. Produce market is firm, with eggs particularly scarce and high. They sold as high as 55 cents in the country market. Butter is also scarce.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 20 0 22
Bacon, roll, per lb.	0 17 0 19
Beef, barrel	23 75 25 00
Pork, American clear, per bbl.	26 50 27 50
Pork, American, mess, per bbl.	29 00
Butter, dairy, per lb.	0 28 0 28
Butter, creamery, per lb.	0 29 0 31
Cheese, new, per lb.	0 15 0 15 1/2
Eggs, in case, 330c; henery	0 40 0 45
Lard, compound, per lb.	0 11 1/2 0 11 1/2
Lard, pure, per lb.	0 15 1/2 0 16
Flour and Cereals—	
Buckwheat, W., grey, per bag	3 25 3 50
Cormeal, gran.	5 50
Cormeal, ordinary, bags	1 75
Flour, Manitoba, per bbl.	6 25
Flour, Ontario, per bbl.	5 25
Rolled oats, per bbl.	5 40
Oatmeal, standard, per bbl.	5 85
Fresh Fruits and Vegetables—	
Lemons, Messina, box	3 50 4 00
Potatoes, barrel	1 40 1 80
Sugar—	
Standard granulated	4 60
United Empire	4 50
Bright yellow	4 30
No. 1 yellow	4 10
Paris lumps	5 75
Molasses, Barbados, fancy	
Currants, 1s, per lb.	0 08 0 08 1/2
Raisins, California, seeded	0 09 1/2 0 10 1/2
Rice, per cwt.	3 60 3 75
Beans—	
Canadian white	Per bushel. 2 35 2 40
Yellow eye	3 25 2 40
Canned Salmon—	
Pinks	Per 4 doz. case 4 00 4 25
Cohoos	6 00 6 25
Red spring	7 35 9 00

FLOUR and CEREALS

High Ocean Rates Check Export of Flour

Deputation of Canadian Millers Complain of Discrimination in Favor of Wheat—Argentine Reports and Export Demand Draw Prices Up—Flour Trade Rather Dull—Good Demand for Rolled Oats.

Most interesting development in flour circles during past week was visit of delegation of four large milling companies to Ottawa on Tuesday afternoon to meet Hon. Geo. E. Foster, Minister of Trade and Commerce, Ogilvies, Lake of the Woods, Maple Leaf and Western Canada. Members urged some action to remove discrimination which exists now between ocean freight rates on wheat and on flour in exporting from Canada. They declared that what was formerly good export business in flour had been ruined by steamship companies charging more for flour than for raw product, by which British and foreign millers were enabled to take advantage of low rate on wheat and benefited in competition with Canadian miller who was forced to pay high rate for shipping flour. During past year steamship companies had, generally, increased rates from 50 to 100 per cent., but had made flour 5 to 12 cents per cwt. higher than wheat. For ten years average difference hardly exceeded 2 cents. Later rates were raised to 23 cents per cwt., but soon reduced on wheat while flour remained where it was. "In one year we have lost a profitable export business," declared one miller. "If we made only the difference on rates we would have a good return on our business."

Importance of milling business to Canada was also urged on Government. It was pointed out that in making barrel of flour there were 70 lbs. of offal which could be fed to live stock, and mills here could grind whole Canadian crop if necessary.

Mr. Foster suggested conference between millers and steamship men, pointing out that Chairman Drayton of Railway Commission had expressed doubt whether anything in regard to ocean rates could be done without joint international action. However he would consider protest carefully.

Position of wheat is gradually improving, and although there was slight decline on Monday prices more than recovered on bad news from Argentina, which is becoming more definitely against likelihood of big crop. While wheat is moving freely, flour is very slow as prices still are considered too high for future business.

MONTREAL.

FLOUR.—Demand from foreign buyers for spring wheat grades of flour this week has been somewhat limited which millers attribute to fact that they have provided for their wants pretty well up to close of year and in consequence volume of business done has been small with result that the market has been quiet.

There is practically no change locally but feeling is firmer owing to higher prices ruling for wheat in Winnipeg market of late. Domestic consumption is fair and moderately active business is being carried on. Tone of market for winter wheat flour is also firm owing to the small offerings from Ontario millers which is due to light deliveries of wheat from farmers on account of bad condition of country roads in most sections. A lull is anticipated until good snow roads are ready for use when business ought to pick up once more.

Manitoba Wheat Flour—	Small lots, in bags.	per bbl.
First patents	5 40	
Second patents	4 90	
Strong bakers'	4 70	
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—	Car lots.	Small lots.
Winter Wheat Flour—	4 60	5 00
Fancy patents	4 30	4 50
90 per cent.	4 10	4 30
Straight roller	4 60	4 80
Blended flour		

CEREALS.—A steady feeling prevails in market for rolled oats under fairly good demand from local buyers and sales of some fair sized lots were made. There was also a good demand from foreign buyers and as prices bid were in line with millers' views sales of a few round lots for November-December shipments were made. Receipts for week were 3,150 sacks as compared with 3,063 for corresponding week last year. Exports for week were 4,379 sacks and 5,625 cases as against 11,139 sacks and 1,870 cases for same week one year ago.

Cornmeal—	Per 90-lb. sack
Kiln dried	2 40
Softer grades	2 05
Rolled Oats—	90s, in jute.
Small lots	2 25
25 bags or more	2 15
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 95
Hominy, per 90-lb. sack	2 40

MILL FEEDS.—No actual change has been announced by leading milling houses but in some cases a shading of prices of one dollar a ton on all lines has been in evidence. This is accounted for by more liberal supplies now offering. There

continues to be good enquiry from American buyers but domestic demand can only be considered fair on account of mild weather. Prices bid by American buyers have not been satisfactory and no sales are reported.

Mill Feeds—	Car lots, per ton
Bran	21 00
Shorts	23 00
Middlings	26 00
Wheat moulee	27 00
Feed flour	34 00

TORONTO.

FLOUR.—Bids for export are still out of line and home business is quiet. However, millers are not worrying much as in steady advance of wheat from low mark they are confident retailers must come to them soon. Apart from prices altogether conditions are same in flour trade as in nearly everything else, careful buying for immediate needs only. Supplies so far of winter wheat flour are small and prices are not likely to drop.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
First patent	5 30	5 00
Second patent	4 70	4 50
Strong bakers'	4 50	4 30
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—	Small lots, per bbl.	Car lots, per bbl.
Winter Wheat Flour—	4 70	4 90
Fancy patents	4 40	4 60
90 per cent.	4 60	4 80
Straight roller	4 40	3 90
Blended flour	4 80	4 35

CEREALS.—Cornmeal is coming in more freely and there is no trouble in satisfying demands. While drop might have been expected with improved conditions in corn, wheat in firming up is carrying corn with it, and oats show no signs of a slump. Hence little change is looked for this side of Christmas. Colder weather this week has caused increased demand for rolled oats.

Barley, pearl, 98 lbs.	4 50
Barley, Dutch pearl, 98 lbs.	4 50
Barley, pot, 98 lbs.	3 00
Buckwheat flour, 98 lbs.	4 00
Buckwheat grits, 98 lbs.	4 00
Corn flour, 98 lbs.	3 00
Cornmeal, yellow, 98 lbs.	2 35
Graham flour, 98 lbs.	2 35
Hominy, granulated, 98 lbs.	2 75
Hominy, pearl, 98 lbs.	2 75
Oatmeal, standard, 98 lbs.	2 47
Oatmeal, granulated, 98 lbs.	2 47
Peas, Canadian, boiling, bush.	2 25
Peas, Chili, boiling, per lb.	0 05
Peas, split, 98 lbs.	3 40
Rolled oats, 90 lb. bags	2 25
Rolled wheat, 100 lb. bags	2 85
Rye flour, 98 lbs.	3 00
Wheatlets, 98 lbs.	2 95
Whole wheat flour, 98 lbs.	2 55

MILL FEEDS.—Colder weather has made mill feeds firmer but some are still making sales at reduction on listed prices.

Mill Feeds—	Car lots, per ton.
Bran	21 00
Shorts	23 00
Middlings	26 00
Wheat moulee	27 00
Feed flour, per bag	1 60

FRUIT & VEGETABLES

California Navels and Mexican Oranges Arrive

Former Are Quoted Around \$4, and Latter at \$2.25 and \$2.50—Slight Advance in Emperor and Almeria Grapes—Potatoes Firm But no Advance is Quoted—Verdelli Lemons Off Market in Toronto.

MONTREAL.

GREEN FRUITS.—The market is quite active, although holiday rush has not yet affected business to any great extent. This rush is expected to begin in a couple of days and it will, no doubt, keep up well on to the end of year. Emperor grapes have been in great demand during past week and as result price has advanced 25 cents on four-crate basket. Cranberries have dropped to 8.75 or decrease from last week of 25 cents. Scarcity of Fameuse apples is causing no end of comment and prices remain at prohibitive figures quoted for past few weeks. It is indeed interesting to note that one year ago a barrel of Fameuse apples could be bought for \$3.50 whereas this year from 7.00 to 8.00 is asked. Some Nova Scotia apples have been received during week but shipments have been limited.

Apples—		
Baldwins, No. 1	5 50	
Baldwins, No. 2	4 25	
Mackintosh Reds	7 00	8 00
Mackintosh, No. 2	6 00	6 00
King	5 00	
No. 2, all grades, 75¢ less than No. 1a.		
Fameuse, bbl.	7 00	8 00
Spies, No. 1		6 50
Spies, No. 2		4 50
Bananas, crate	2 00	2 50
Cranberries, Cape Cod, bbl.		8 75
Almeria grapes—		
Extra fancy heavyweights		7 00
Fancy, heavyweights		6 00
Medium quality, for immediate use		5 50
Grapes, Emperor, 4 bkt. crate		3 00
Grapefruit, Jamaica, case		4 50
Messina Lemons, large box		5 00
Oranges—		
Floridas, 150-176-200	3 50	3 75
Mexicans, 126-150-176-200-216-250		2 50

VEGETABLES.—There have been no particular changes to note on local market this week. Price of potatoes has been fully maintained but demand continues limited. Egg plant has taken a jump as supply is limited and \$5.00 is being asked for crate of two dozen. All other prices remain unchanged with only seasonable business passing.

Cabbage, per doz.	0 25	0 50
Celery, per doz. heads	0 25	1 00
Cucumbers, Boston, doz.		2 00
Egg plant, crate, 2 doz.		5 00
Garlic, per lb.		0 10
Onions—		
Spanish, per case	3 00	3 25
Spanish, half case		1 75
Red Danvers, 75-lb. bag		3 50
Peppers, green, 11-qt. bkt.		1 00
Peppers, red, 11-qt. bkt.		1 50
Potatoes—		
Green Mountains and Quebecs, bag		1 00
Potatoes, sweet, per bbl.		4 25
Potatoes, sweet, Jersey, hpr.	1 25	1 50
Turnips, Quebec, bag		1 25
Tomatoes, hothouse, per lb.	0 25	0 30

TORONTO.

GREEN FRUITS.—Arrival of California navels in small shipments and showing a few signs of early season

picking was chief event in fruit circles this past week. 250s were selling at \$3.75 a box, and 96's to 216 up to \$4. Some of best shipments sold for \$4.25. These northern varieties will run on till after Christmas when southern California fruit will arrive, which some much prefer, refusing to dignify northern as first-class oranges. Mexicans have also arrived running from \$2.25 to \$2.50 according to size. Floridas continue their good quality and run from \$3-\$3.25 for choice and \$3.25 to \$3.50 for fancy, and Jamaicas a shade higher this week, bring \$2.75 and \$3.00 per case. Stock is regarded generally as in splendid shape for Christmas. Floridas are about same price as last year and navels opening prices 25 cents more.

Verdelli lemons are over for season and Messinas will take their place for next seven months or so.

Fine showing of apples at National Live Stock Show and realization that choice Canadian fruit was being shipped over to England, seems to have stimulated buying locally, and case goods of hand picked are expected to have a run for a time. While Kings and Russets were rather plentiful at the Show, they are not looked on very favorably as keepers and Spies hold first place in local markets as Snows are a rarity. Prices continue unchanged, and very high.

Bananas are pretty much of drug on market at present and way down in price. Shipments of Almeria grapes are reported as of better quality, poorer qualities being out of the way.

CANADIAN.

Spies, hand picked, barrel	4 00	5 00
Other varieties, winter apples, No. 1a.	3 00	4 00
Other varieties, winter apples, No. 2'a.	2 50	3 00
Citrons, each	0 08	0 10

IMPORTED.

Apples, Jonathans, case, fancy, \$2.50; extra		2 75
Bananas, per bunch	1 65	1 90
Cranberries, early blacks, box, \$3.25; bbl.		9 00
Cranberries, long keepers, box \$3.25, bbl.		11 00
Grapefruit, Jamaica, case	3 50	4 25
Grapes, Almerias	6 50	8 00
Grapes, Emperor, case		2 75
Grapefruit, Florida, case	5 00	5 25
Oranges, California, navels	3 75	4 25
Oranges, Floridas	3 00	3 50
Oranges, Jamaicas	2 50	2 75
Oranges, Mexicans	2 25	2 50
Limes, box of 100	0 75	1 25
Lemons, Messina, new		4 50
Pineapples, Floridas	3 75	4 30
Pineapples, Cubans		4 75
Pineapples, Porto Rico		5 50
Pomegranates, California, case	4 00	4 25
Pomegranates, Spanish, case	4 25	4 50

VEGETABLES.—Potatoes are holding same price this week and some dealers are disappointed that advance has not taken place. Exporting still goes on,

but New Brunswick supply for home and outside points is holding out well. With usual lessened demand as Christmas approaches prices are not likely to go higher as they have held off this week. Sweet potatoes are off nearly 25 cents a hamper as demand in these, too, is slackening. Celery is firming up and first-class bunches are selling up to 75 cents per dozen. Turnips are a little easier, at 50 cents per bag.

Beets, Canadian, per bag		0 55
Cabbage, case	1 00	1 25
Carrots, Canadian, bag		0 85
Cauliflower, dozen, large	1 50	1 75
Squash, bbl.		1 00
Parsnips		1 00
Potatoes, New Brunswick, bag	1 05	1 10
Sweet potatoes, hamper		1 00
Mushrooms, per lb.		0 75
Onions—		
Spanish, crate	3 00	3 25
Large cooking, bag		2 50
Celery, domestic, doz.	0 25	0 50
Turnips, bag		0 50

WINNIPEG.

FRESH FRUITS & VEGETABLES.—

Potatoes are up about 10 cents per bushel. Navel oranges are now on the market at \$5.00 per case. Spanish onions are 25c per crate up. Cranberries \$1.00 per barrel down. There is good demand for all lines on the market.

Florida grape fruit, case	6 00	6 50
Apples, box	2 25	2 50
Apples, Ontario, bbl.	6 00	6 50
Cranberries, Cape Cod, bbl.		11 00
Potatoes—		
10 bushel lots		0 60
Farmer's loads		0 60
Car lots	0 40	0 50
Emperor grapes		3 25
Malaga grapes, kegs	6 50	8 50
Cocconuts, dozen		1 25
Washington pears, crate		3 25
Bananas, per bunch	2 50	3 50
Californian lemons, crate		11 00
Messina lemons		7 00
Valencia oranges	6 50	7 00
Florida oranges, case		00
Evaporated cranberries		3 50
Imported honey, box		5 50
Valencia onions, 140-lb. crate		3 75
Spanish onions, 40-lb. crate		2 30
Navel oranges, case		5 00

SPREADING IN SASKATCHEWAN.

J. M. Brayley, organizer of the Retail Merchants' Association of Saskatchewan, and B. M. Jewell, assistant organizer, have formed a branch of that association in Lanigan, Sask. E. F. Climie, of Climie & Sons, was appointed temporary chairman and Robert Roycroft, secretary. This association is rapidly spreading over the province and branches are being established in almost every town.

THE YEAR'S BEST INVESTMENT.

Editor, Canadian Grocer.—Enclosed find cheque for \$2.00 as statement rendered. We consider this the best \$2.00 we have spent this year. We could give you 50 reasons for saying this.

KIRBY BROS.

Sarnia, Ont.

PRODUCE & PROVISIONS

Eggs Keep on Advancing; Slump in Poultry

Prices of Eggs, Fresh and Storage, Up Again 2 to 5 Cents — Relief May Be in Sight From Chicago — Buyers Cut Poultry Prices Two Cents—Pure Lard Advances ¼ Cent in Toronto, and Cooked Ham Declines 1 Cent — New Zealand Butter Entering United States.

MONTREAL.

PROVISIONS.—A stronger feeling has existed on London market for Canadian bacon during past week, which has resulted in advance of two shillings per cwt., range now being from 68 to 71 shillings. Hams, however, have been somewhat irregular, inside price being two shillings lower than last week, while outside one is four shillings higher, with range from 66 to 84 shillings. Local market for smoked is fairly active, although featureless. Prices are same as a week ago, with fair volume of business passing in medium weight hams and breakfast bacon. Demand for lard continues to be fairly good, as is usual for this season of year.

	Per lb.
Hams—	
Light, per lb.	0 19
Medium, per lb.	0 18½
Large, per lb.	0 18
Bacon—	
Plain, bone in	0 23½
Boneless	0 26
Peameal	0 26
Bacon—	
Breakfast	0 20
Roll	0 17
Shoulders, bone in	0 16
Shoulders, boneless	0 16½
Cooked Meats—	
Hams, boiled, per lb.	0 28½
Hams, roast, per lb.	0 30
Shoulders, boiled	0 26
Shoulders, roasted	0 27
Dry Salt Meats—	
Long clear bacon, 50-70 lbs.	0 15½
Long clear bacon, 90-100 lbs.	0 14½
Flanks, bone in, no. smoked	0 15½
Barrelled Pork—	
Heavy short cut mess	30 00
Heavy short cut clear	30 00
Clear fat pork	28 00
Clear pork	26 50
Lard, Pure—	
Tierces, 375 lbs. net	0 14½
Tubs, 50 lbs. net	0 14½
Boxes, 50 lbs. net	0 14½
Pails, wood, 20 lbs. net	0 15
Pails, tin, 20 lbs. gross	0 15
Cases, 10-lb. tins, 60 in case	0 15½
Cases, 3 and 5-lb. tins, 60 in case	0 15½
Bricks, 1 lb. each	0 16
Lard, Compound—	
Tierces, 375 lbs. net	0 10½
Tubs, 50 lbs. net	0 11
Boxes, 50 lbs. net	0 11
Pails, wood, 20 lbs. net	0 11½
Pails, tin, 20 lbs. gross	0 11½
Cases, 10-lb. tins, 60 in case	0 12
Cases, 3 and 5-lb. tins, 60 in case	0 12
Bricks, 1 lb. each	0 12½
Hogs—	
Live, f.o.b.	9 25
Live, fed and watered	9 50
Dressed	13 50

BUTTER.—Reduction of duty on butter entering United States has already affected import trade of that country, and trade has been opened up with various countries, the most important being Australia and New Zealand. This will no doubt have its effect on the English market, and that will mean the Canadian market as well, as we have had to draw on New Zealand for past two years, as our supplies were not equal to consumption, and we looked to them for deficit. If New Zealand butter is shipped

to States it is sure to affect Canadian market, as it will mean dearer butter for England, and our supplies from that quarter will be cut off, whilst Vancouver will have to compete with San Francisco for New Zealand cargoes. Butter trade, therefore, at the moment is in state of transition. San Francisco buyers have advantage over Vancouver importers of 1½¢ per pound, as latter have to pay 4 cents per pound duty. Local conditions are about same as last week, with fair amount of business passing, while prices remain unchanged.

EGGS.—We are told by New York papers that already foreign eggs to the number of over half a million have reached that city, imported free of duty, and that two million more eggs from Europe are on the way. There is also a report in some of local papers to effect that reason for dear "hen fruit" is due to cold storage men who have 544,000,000 eggs in stock from last spring.

Locally demand has been very good, with prices ranging from 55 to 60 cents for new laids, an increase of 5 cents over last week. Selects have also taken a jump of two cents, as have No. 1's and No. 2's. Dealers here are of opinion that stocks on hand will not be sufficient to supply demand very much longer if it keeps up at present rate.

There is no doubt that scarcity of eggs is partially due to fact that people are using more than usual owing to price of fresh meat, which is much more expensive. This, coupled with increased population, has something to do with present shortage.

	Per dozen.
Eggs, case lots—	
New laids	0 55
Selects	0 38
No. 1's	0 34
No. 2's	0 28
Splits	0 25

CHEESE.—Stocks are smaller than they have been for years, and will be smaller still after last steamer leaves port and holders of September cheese are firm in their demands, as they have every confidence in future of market owing to steady reduction in stocks. Although market may not be called active, there is a fair amount of business passing, with prices remaining same as last week.

	New.	Old.
Cheese, White or Colored—		
Large	0 14	0 15
Strong	0 16	0 17
Twins	0 14½	0 15
20 lb. new	0 15	0 15½
Stilton	0 17	0 17

HONEY.—Demand is only fair, but very steady, with prices unchanged.

	White Clover	Buckwheat
Honey—	per lb.	per lb.
Barrels	0 12	0 09
Tins, 60 lbs.	0 12½	0 07½
Tins, 30 lbs.	0 12½	0 09½
Comb, 13-14 oz. section	0 20	0 15-0 16
Tins, 5 and 10 lbs.	0 13	0 10

POULTRY.—Demand has been fairly active, with prices remaining steady. Demand from States has been quite noticeable, but this looks to be only temporary, and may drop after middle of the week.

	Live.	Dressed.
Fresh stock—		
Broilers, per lb.	0 22-0 24	1 25
Broilers, per pair		1 25
Ducks, milk fed	0 16-0 18	0 22-0 24
Ducks	0 13-0 15	0 14-0 17
Powls	0 11-0 12	0 17-0 18
Geese	0 12-0 13	0 14-0 16
Turkeys, spring	0 18	0 20-0 24

TORONTO.

PROVISIONS.—Decline of 40 cents in hogs occurred during past week, due partly to heavier supplies and partly to buyers keeping out of market, feeling prices stood too high. At \$8.15, quotations are down to about low level for this year reached some six weeks ago, but are still 45 cents above figures of one year ago—namely, \$7.70. Cooked ham, which with lessened supply has been weaker for some time, dropped one-half to one cent, and roast hams are easier at 29-30 cents. This is due to great extent to weaker market in England. Pure lard registered another advance of ¼ cent in spite of decline in hogs, as stocks are said to be very light and demand improving for Christmas cooking.

SAUSAGES.—Although hardly quotable, owing to variety of brands on market, sausages may be said generally to be 1 to 2 cents higher as compared, say, with two weeks ago. All-pork brands have not been advanced, but compounds of beef and pork have followed rapid advances in beef. Bologna sausage has gone up couple of cents, some brands from 7½¢ to 9½¢, and wieners 1 cent, some firms quoting increase from 10 to 11 cents.

Trade in sausages is quite brisk, and improvement in quality in last year or so has been appreciated by public, who have shown willingness to pay much higher prices, many stores now keeping nothing lower than 20 cents, where a

couple of years ago 10, 12½ and 15 cents were usual prices.

Hams—		
Light, per lb.	0 20	
Medium, per lb.	0 19	
Large, per lb.	0 18	0 18½
Bacon—		
Plain, per lb.	0 23	
Boneless, per lb.	0 25	
Pea meal, per lb.	0 24	0 25
Bacon—		
Breakfast, per lb.	0 19½	0 20
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 14½	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15½	0 16
Long clear bacon, heavy	0 15	0 15½
Cooked Meats—		
Hams, boiled, per lb.	0 28	0 28½
Hams, roast, per lb.	0 29	0 30
Shoulders, boiled, per lb.	0 22	
Shoulders, roast, per lb.	0 23	
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14½	
Tubs, 60 lbs., per lb.	0 14½	
Pails, 20 lbs., per lb.	0 14½	
Tins, 3 and 5 lbs., per lb.	0 15½	
Bricks, 1 lb., per lb.	0 15½	
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10½
Tubs, 60 lbs., per lb.	0 10½	0 10½
Pails, 20 lbs., per lb.	0 10½	0 11
Hogs—		
F.O.B., live, per cwt.	8 15	
Live, fed and watered, per cwt.	8 50	
Dressed, per cwt.	12 00	12 50

BUTTER.—Butter, with constantly decreasing supplies, continues very firm, and fresh made creamery prints were advanced one to two cents this week, and separator prints about one cent. Report from Montreal states that supply coming in is only two-thirds of one year ago, owing chiefly to export of cream and milk over frontier into Vermont and other New England States. Ontario is not affected so much, declared Toronto buyer, but scarcity is being felt here to marked extent. Montreal firm of exporters, writing to Toronto buyers, stated that prices were hardening down there, as receipts had fallen off remarkably.

Situation created by United States under new tariff bringing in New Zealand butter at San Francisco is being watched with interest here. It is felt that result very soon will be revival in demand for shipments to Western Canada and firming up of prices.

Butter—		
Creamery prints, fresh made	0 30	0 32
Creamery prints, storage	0 28	0 29
Creamery solids, storage	0 28	0 27
Dairy prints, choice	0 23	0 25
Dairy solids	0 20	0 22
Separator prints	0 24	0 27

EGGS.—New laids in cartons advanced from 42-45 cents to 45-50 cents, as has been mentioned before, and supply is still scarcer than one week ago. Storage selects were carried up from 1 to 2 cents, and are now at 35-37 cents. Splits alone fail to show firmer tendency, and these may be disregarded. A suggestion was made this week that long period of mild weather in November and fairly open weather during December might induce hens to begin laying in earnest early in January. This is rather in nature of attempt to rule nature, and so must be dismissed as very faint hope.

Prices one year ago were far lower: New laids, 35-40 cents, ten cents less;

storage, 29-30 cents, or 6 to 7 cents below this year's prices.

Eggs, case lots—		
Strictly new laid, in cartons	0 45	0 50
Storage, selects	0 35	0 37
Storage, No. 1 stock	0 32	0 33
No. 2's	0 28	0 28
Splits	0 27	0 28

CHEESE.—Growing firmness, as reflected in advance one week ago, has continued, and prices this week show ¼ cent higher. Export demand is reported very good, and local conditions are improving.

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

HONEY.—Prices this week are about same as last and supply is still more than ample. Beekeepers' Association adopted suggestion of executive to form county associations for sale of honey, to replace central organization, which found itself unable to control market, or even to find customers for more than small percentage of output.

Clover, bbls., per lb.	0 09½	0 10
60, 30-lb. tins, per lb.	0 09½	0 10
10, 5-lb. tins, per lb.	0 10½	0 11
Buckwheat, bbls.	0 07½	0 07
Buckwheat, tins	0 07	0 07½
Comb	2 50	3 00

POULTRY.—Slump in poultry began this week, and Canadian Grocer learned that several firms were sending out quotations to buyers that averaged two cents below last week's figures. Market was weaker from another cause as well, for large percentage of shipments were of rough stock, some literally skin and bones. Some buyers ascribe this to fact that poultry have been allowed to run later than usual in fine weather, with little nourishment, instead of being brought in and fed up.

Slump in prices from turkeys down—although there is determined effort to retain high figure on these—is due partly also to fact that farmers, becoming alarmed at hold-off attitude of buyers and reports that Western Canada was rejecting offers, have come in themselves and are selling stock at retail stores, instead of dealing through wholesalers. Result is that many retail men are buying at same figures as wholesalers themselves, and, indeed, one or two are advertising turkeys to consumer at same price as wholesalers are buying at. Latter are feeling blue over outlook for Western shipments, and up to middle of week there were no signs of any orders from West, leaving only three days to receive them. Most of them agree with Canadian Grocer in expressing opinion that slump will be even more extended than it is this week. In prices as given below most business is being done at lowest figures in tables for dressed birds.

Fresh Stock—		
	Live.	Dressed.
Broilers, spring	0 13	0 14-0 16
Ducks, spring	0 11-0 12	0 12-0 15
Fowl	0 10-0 11	0 12-0 13
Chickens, lb.	0 13-0 14	0 15-0 18
Geese	0 10-0 12	0 12-0 14
Turkeys, spring	0 17	0 20-0 22
Turkeys, old Tom	0 14	0 16-0 18

METHODS OF HANDLING PROVISION DEPARTMENT.

(Continued from page 29.)

looking as the bacon. She has a pound or so tied up, in parchment first, then in light Manilla, and orders them sent. She had not questioned the price: indeed more and more if you keep "the goods" you will find your customers appear almost to forget there is such a thing as a price—although they don't forget to pay their bills if they are good customers.

This store keeps only one brand of sausages, costing over 20 cents a pound. You wonder whether there should not be another, say at 15, or 18 cents, or both. The Man in Search will tell you the answer given him in a department store in Canada where to his surprise he saw only one brand, a 20-cent one.

"We used to keep a 15-cent sausage, but when we gave the two prices, 15 or 20, nearly every one took the better, and now we carry only the one, and our customers seem quite contented." And that in a store that caters to every class!

A Question to Consider.

Don't jump to any rash conclusion from this answer. The Man in Search does not endorse it. In fact, he is in doubt how to advise you, and must inquire further the next few weeks about it. He will consult some of the many friends of Canadian Grocer and let you know later.

Your time is nearly up? Yes, it is getting late, but just look here a minute, before we go. Notice that man, and evidently his son, a boy in a blue peak cap. The father asks for cheese. Where is it? Not lying "high and dry" upon the counter, but in the cool, moisture-retaining refrigerator. There are two departments you observe: the upper one with several large cuts of white and colored cheese: and the lower with those peculiar markings that are appreciated only by the connoisseur in cheese, Oka, Camembert, Edam, Roquefort, and the rest. The man asks for a mild cheese and the clerk brings out a white.

A Piece for the Son.

"Just try it, sir," he remarks as he cuts off a small slice, and hands it to the man.

And then—he hands a piece to the son, the assistant shopper.

Another of those "small" points, but you surely will agree that that boy by that little act of courtesy and "notice" was a firm friend of that grocery store forthwith.

You must go? Very well, but drop in with me again, and we'll learn something about their butter, and those glasses of cooked meats that look so tempting—and hosts of other "small" points.

FISH AND OYSTERS

Keen Weather Started Rush in Frozen Fish

Lake Herring, Qualla Salmon and Trout Quite Plentiful—Stocks of Fresh Fish Very Low in New Brunswick and Winter Fishing Needed—Fresh Mackerel Nearly Over—Codfish May Be Scarce Owing to Export.

MONTREAL.

FISH.—Owing to unseasonable weather, frozen fish trade, which is generally booming at this time of year, is at present at a standstill. Orders are piling in on distributors, but cannot be shipped until return of more favorable weather. In anticipation of Advent, which is starting first week of December, trade is very active in all kinds, and fish are finding their way all through country. Only article that is scarce now is codfish in all its shapes and forms, but in all other lines tendency is to keep at same price or perhaps a little lower in near future.

Fresh Fish—	
Bluefish, per lb.	0 18
Carp, 100 lb. boxes, per lb.	0 10
Cod, market, 250 lb. cases, per lb.	0 05
Doree, 100 and 150 lb. cases, per lb.	0 11
Flounders, per lb.	0 05
Frog legs, large, per lb.	0 50
Frog legs, small, per lb.	0 25
Haddock, per lb.	0 05
Herring, per 100 fish.	3 00
Mackerel, lb.	0 12
Perch, dressed, per lb.	0 09
Pike, dressed, per lb.	0 07
Salmon, B.C., per lb.	0 15
Salmon, Gaspe, per lb.	0 15
Steak, cod, per lb.	0 07
Smelts, per lb.	0 12
Sword fish, per lb.	0 30
Turtles, small, per lb.	0 15
Whitefish, per lb.	0 12
Shell Fish, Fresh—	
Clams, per barrel	7 00
Lobsters, live, per lb.	0 30
Lobsters, boiled, per lb.	0 32
Oysters, bulk, standards, per gal. \$1.40.	
Selects	1 70
Oysters, solid meat, standards, per gal. \$1.70; selects	1 90
Oysters, Cape Cod, shell	9 00
Oysters, Malpeques, shell	9 00
Periwinkles, per bushel	2 50
Prawns, per gal.	2 00
Scallops, per gal.	3 00
Shrimps, per gal.	2 00
Frozen Fish—	
Haddock, per lb.	0 04 1/2
Halibut, per lb.	0 11
Herring, per 100 fish	1 70
Pike, per lb.	0 07
Smelts, fancy, per lb.	0 12
Smelts, No. 1, per lb.	0 08
Salmon, fancy, Spring, per lb.	0 14
Salmon, Gaspe, per lb.	0 15
Salmon, Qualla, per lb.	0 07 1/2
Whitefish, per lb.	0 11
Prepared Fish—	
Boneless fish, 20 lb. boxes	0 06
Cod, boneless, 20 lb. boxes, 2 lb. blocks	0 07
Cod, pure, 3 lb. box, per lb.	0 15
Cod, boneless strip, 30 lb. box, lb.	0 10
Cod, shredded, box of 2 doz.	1 80
Cod, skinless, per 100 lb. box	6 50
Cod, dried, per 100 lb. bundle	7 00
Pollock, dried, per 100 lb. bundle	6 50
Salted and Pickled Stock—	
Cod, green, ordinary, per 200-lb. bbl.	9 00
Cod, green, white naples, per 200-lb. bbl.	9 80
Haddock, No. 1 green, per 200 lbs.	8 50
Herring, Gaspe, No. 1, 3/4 bbls., \$2.75; bbls.	5 00
Herring, N. S., per 1/4 bbl.	3 00
Herring, N. S., per bbl.	6 50
Herring, Holland, per keg, 75c; per 1/4 bbl., \$5.50 to \$6.50; per bbl.	9 00
Herring, Labrador, 1/4 bbl., \$3.25, bbl.	5 75
Herring, Scotch, keg of 12 lbs. net, \$1.25 to \$1.35; 1/4 bbl.	7 50
Mackerel, No. 1, 20 lb. kits, \$1.75, 1/4 bbl., \$7.00; bbl.	12 00
Salmon, Labrador, 1/4 bbl., \$8.00 to \$9.00, bbl.	14 00
Trout, lake, kegs	7 00
Smoked Fish—	
Haddies	0 07 1/2
Fillets of haddie	0 10

TORONTO.

FISH.—Qualla salmon and lake herring and trout are among best sellers these days. First is easier, selling in case lots at 8 cents and in small lots at 9-10 cents, instead of 10c flat. Fresh herring are 7-8 cents, and coming in fairly plentifully, although colder weather will lessen supply. Ciscos are coming in more freely, and are taking old place, sharing probably with finnan haddie popular preference. A new smoked variety is halibut, which is coming in fillets in 25 lb. boxes, and quoted at 20 cents per lb. Frozen halibut is also easier this week. Whitefish is coming in both fresh and frozen, but very little of former. Same price, 12 cents, rules. Return of colder weather at beginning of week brightened up immensely frozen fish business, which it had been barely possible to carry on before.

Codfish is reported scarce owing to failure in American waters, and large export under new United States tariff.

Frozen Fish—	
Roe shad, weight 3 lbs., each	1 00
Whitefish, per lb.	0 12
Sea herring, large, each	0 02 1/2
Halibut	0 09
Trout	0 11
Salmon, Qualla	0 09
Salmon, Cohoe	0 12
Fresh Caught—	
Blue fish, lb.	0 14
Frog legs, lb.	0 50
Haddock, per lb.	0 08
Herring, per lb.	0 07
Lobster, live, lb.	0 45
Lobster, boiled, lb.	0 45
Mackerel weighing 1 1/4-3 lbs., each	0 15
Perch, lb.	0 06
Pickrel, yellow, per lb.	0 12
Pike, per lb.	0 08
Salmon, B.C., per lb.	0 15
Smelts, per lb.	0 12
Steak, cod, per lb.	0 09
Flounders	0 08 1/2
Smoked—	
Ciscos, basket	1 25
Fillets of haddie	0 12
Finnan haddie, per lb.	0 09
Halibut, 25 lb. boxes, per lb.	0 20
Kippers, new, box of 40 and 50	1 25
Bloaters, box of 50	1 25
Digby herring, per bundle	0 75
Digby fillets, 10 lb. boxes	1 35
Prepared—	
Shrimps, 1 gal. cans	1 25
Shrimps, 2 gal. cans	2 40
Shrimps, 4 gal. cans	4 60
Cod, quail on toast	0 07 1/2
Cod, steak	0 05 1/2
Cod, Imperial, 25 lb. pck.	0 07
Salted and Pickled—	
Herring, Holland, new—	
Milkers, 85c mixed	0 80
Herring, Labrador, bbl.	6 50
Herring, sea, pails	1 25
Mackerel, pail	2 25
Oysters, bulk—	
New York counts, gal.	2 00
Extra selects, gal.	1 90
Straights, gal.	1 60
Oysters, Shell—	
Malpeques, bbl.	11 00
Rockways	11 00
Blue Points	8 50
Oyster Bay counts	8 00

HALIFAX, N.S.

FISH.—There was considerable improvement in fisheries on Nova Scotia coast this week. Good catches of fish were made on inshore grounds, and at several ports on western shore, fares ranging from 25,000 to 40,000 pounds were landed. Fresh mackerel are about over for season. A few large fish were marketed, and retailed at 30 cents each. There are quite heavy stocks of salt mackerel on hand, but price holds firm.

ST. JOHN, N.B.

FISH.—There continues to be marked scarcity of fish with local dealers, fresh stocks being unusually scanty. Prices range about as usual. One dealer said he was carrying not much more than one-quarter of stock he ought to be at beginning of winter season. High prices of meats were forcing many to increased purchases of fish, he said, and this with poor fishing in Bay of Fundy and other local waters, had caused market to be very low in stocks. Unless fishermen go in on an unprecedented scale for winter fishing this season, he said he thought it would be a hard winter in local fish market. Smelts are being furnished quite plentifully at 10 cents a pound, large quantities of them being caught in harbor. Fish for sardine purposes took a jump this week to \$21 a hoghead, and is highest in many years. Nearly all factories in Eastport have ceased canning for season.

WINNIPEG.

FISH AND POULTRY.—The market is fairly well supplied with poultry but there is rumor of trouble between Ontario and local dealers as to prices for Christmas supplies. Oysters are in good demand.

Fish—	
Codfish	0 10
Halibut	0 12
Pickrel	0 08
Salmon	0 14
Trout	0 12 1/2
Whitefish	0 08 1/2
Oysters—	
Imperial gallon	2 25
Large tins, 4 1-6 gals.	10 50
Cured—	
Kipper herring, box	1 75
Holland herring, keg	0 65
Salt mackerel, kits	2 75
Poultry (live)—	
Chickens, per lb.	0 12
Turkeys	0 14
Geese	0 10
Ducks	0 10



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

Christmas Needs

In booking your Christmas order be sure that you are associated with a House that can take care of you should there be a scarcity. If the weather is cold there undoubtedly will be trouble in obtaining supplies and you want to get with a House whose organization is big enough to meet that situation.

At Holiday time people are more exacting in their purchases. They want the very best there is. They will have it then if at no other time of the year. You accordingly cannot afford to overlook quality.

We can supply you with either COAST SEALED or SEALSHIPT oysters, but do not leave the booking of your order until the last minute, as there are human limitations.

We have the best organization in Canada for taking care of rush orders, but let us have your booking for at least a part of your order in advance.

CONNECTICUT OYSTER CO.

"Canada's Exclusive Oyster House"

50 JARVIS ST.

TORONTO, ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

BAKING POWDER.

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—5c tin, 40c per doz.; 4 oz. tin, 65c per doz.; 6 oz. tin, 90c per doz.; 8 oz. tin, \$1.20 per doz.; 12 oz. tin, \$1.60 per doz.; 16 oz. tin, \$2.25 per doz.; 3 lb. tin, \$5 per doz.; 5 lb. tin, \$9.50 per doz.

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, 1lb., 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, 2¼-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. Senachemin & 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, ¼ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.

The King's Food, 2 doz. in case, per case, \$4.80.

White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per dozen, \$1.

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	\$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 95
Grape	1 85

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 60	0 95
Black currant	0 60	0 95
Raspberry	0 60	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 60
Perfection, ½-lb. tins, doz.	2 40
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, ¼'s 12-lb. boxes, per lb. 0 35

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 29

Diamond, 6's and 7's, 6 and 12-lb. boxes 0 25

Diamond, ¼'s, 6 and 12-lb. boxes 0 26

Iceings 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 37

Milk medallions, 5-lb. boxes 0 37

Chocolate wafers, No. 1, 5-lb. boxes 0 31

Chocolate wafers, No. 2, 5-lb. boxes 0 26

Nonpareil wafers, No. 1, 5-lb. boxes 0 31

Nonpareil Wafers, No. 2, 5-lb. boxes 0 26

Chocolate ginger, 5-lb. boxes 0 31

Milk chocolate wafers, 5-lb. boxes 0 37

Coffee drops, 5-lb. boxes 0 37

Lunch bars, 5-lb. boxes 0 37

Milk chocolate, 5c bundles, 3 doz. in box, per box 1 36

Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 85

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 37

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 37

Nut milk chocolate, 5c bars, 24 bars, per box 0 88

Almond nut bars, 4 bars, per box 0 85

EPF'S.

Agents—F. E. Rehson & Co., 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 & Perras, 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, ¼'s 0 26

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, ¼'s 0 24

" Plain choice chocolate liquors 20 30

" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; Cinquisme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.

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

THE CANADIAN GROCER

Pure Maple Sugar and Maple Syrup

To protect our customers from being imposed upon by cheap imitations of our Twin Block Maple Sugar sold by other firms and falsely represented as ours, we are now stamping every block with our firm name and a guarantee that it conforms to Government Pure Food standard.

Our Pure Maple Syrup is now put up in sealed packages only and to prevent the possibility of refilling or substitution, every package goes to the consumer with our guarantee that the contents have been tested and conform to Government Pure Food Standard.

Grocers selling our goods have the absolute assurance that they are not only furnishing their customers with the best goods possible, but also complying in every respect with the Pure Food Law of Canada.

Sugars & Cannery Limited
MONTREAL

THE CANADIAN GROCER

"SOCLEAN." THE DUSTLESS SWEEPING COMPOUND.

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

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz. 1 40
5 lb. tins, 1 and 2 doz., crates, per doz. 3 00

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.06
40 lbs., Boxes Canada white gloss, 1 lb. pkgs.....	.06 1/2
48 lbs., No. 1 white or blue, 4 lb. cartons .....	.07
48 lbs., No. 1 white or blue, 3 lb. cartons .....	.07
100 lbs., kegs, No. 1 white. ....	.06 1/2
200 lbs., bbis., No. 1 white. ....	.06 1/2
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's Enamel (cold water), per case....	1 60
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 .....	.06
(20-lb. boxes 1/2c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10

BRANTFORD STARCH. Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
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
Barrels, 200 lbs. ....	.06 1/2
Kegs, 100 lbs. ....	.06 1/2
Lilly White Gloss—	
1-lb. fancy cartons, cases 30 lbs. ....	.07 1/2
6-lb. toy trunks, lock and key, 3 in case .....	.08
6-lb. toy drum, with drumsticks, 2 in case.....	.07 1/2
Kegs, extra large crystals, 100 lbs. ....	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	

Boxes containing 45 cartons, per case 3 60

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 Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07 1/2
(20-lb. boxes 1/2c higher than (40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., \$4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz., per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 48 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.00.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Jullienne, 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.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 50
5-lb. tins, 1 doz. in case ...	2 85
10-lb. tins, 1/2 doz. in case. 2 75	
20-lb. tins, 1/4 doz. in case. 2 70	
Barrels, 700 lbs.	3 1/2
Half barrels, 350	3 1/2
Quarter barrels, 175	4
Pails, 38 1/2	1 85
Pails, 25 lbs. each	1 35

LILLY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case...	2 85
5-lb. tins, 1 doz. in case...	3 20
10-lb. tins, 1/2 doz. in case. 3 10	
20-lb. tins, 1/4 doz. in case. 3 05	
(5, 10 and 20-lb. tins have wire handles.)	

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure)
2 doz. in case, per case.. 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

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

DOMOLCO BRAND.

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

SAUCES.

PATERSON'S WORCESTER

SAUCE.

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

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	\$ 1 00
H. P. Pickles—	
Cases of 2 doz. pints....	3 35
Cases of 3 doz. 1/2-pints..	2 25

STOVE POLISH.

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

NUGGET POLISHES.

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

TOBACCO.

IMPERIAL TOBACCO COM- PANY OF CANADA.

Chewing—Black Watch, 6s...	45
Black Watch, 12s	45
Bobs, 5's and 10's	39
Bully, 6s	44
Currency, 6 1/2s and 12s	39
Stag, 5 1-3 to lb.....	39
Old Fox, 6 lb. boxes	40
Pay Roll Bars, 7 1/2s	69
Pay Roll, 7s	59
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Plug, 7s	50
Empire, 6s and 12s.....	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West	
Pouches, 5s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO. East of Winn'peg.

	Wholesale R't'l
Brown Label, 1s and 1/2s	.25 .30
Green Label, 1s and 1/2s	.27 .35
Blue Label, 1s, 1/2s, 1/4s, and 1/8s .....	.30 .40
Red Label, 1s and 1/2s ..	.36 .50
Gold Label, 1/2s .....	.44 .60
Red-Gold Label, 1/2s ....	.55 .80

LUDELLA.

In 30, 60 and 80 lb. cases.
Black, Green or Mixed.
Blue Label 1s 0 20
Blue Label 1/2s 0 21
Orange Label 1s 0 23
Orange Label 1/2s 0 24
Brown Label 1s and 1/2s... 0 28
Brown Label 1/2s 0 30
Green Label 1s and 1/2s... 0 35
Red Label 1/2s 0 40

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, 1s, 1/2 or 1/4	.30 .40
Blue Label, 1s, 1/2 or 1/4	.35 .50
Yellow Label, 1s, 1/2 or 1/4	.40 .60
Purple Label, 1/2 only...	.55 .80
Gold Label, 1/2 only ....	.70 1.00

JAMS AND JELLIES.

T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, buckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case \$1.00 per doz.; No. 2 tins, 2 dozen 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 1-4c. per lb.
Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Rasp- berry, strawberry, black cur- rant, red currant and pineap- ple flavors, 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz glass jars, 2 doz. in case, \$1.10 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; No. 7, tin pails 6 in. crate, 52 1/2c; 30-lb. wood pails, 7 1/4c 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. 1 wood pails, 6 in crate, 57 1/2c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SLICE 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. 0 90
Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c pack- ages 1 15



ATTENTION!

Eastern and Western Wholesale Grocers

WE ARE HEADQUARTERS IN CANADA FOR

Canned Vegetables and Fruits	Canned Salmon
California Dried Fruits and Raisins	
Evaporated Apples	White Beans

Wire us your enquiries. Work with a live-wire house, who will give you lowest prices and prompt service.

THE LARGEST AND MOST AGGRESSIVE WHOLESALE
COMMISSION HOUSE IN CANADA

Nicholson & Bain Wholesale Commission Merchants and Brokers **Winnipeg**

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

MINCE MEAT

WE are putting up a line of fine **OLD ENGLISH MINCE MEAT** in quart self-sealing glass jars that can be sold retail at 35c. each, and they contain two and a half pounds net. This is the handiest and neatest way to handle Mince Meat, and it is at the same time, the most profitable.

Our Mince Meat is made of the best new fruits and purest spices, put up under the inspection of the Dominion Government and with the greatest care and cleanliness.

Also Sold in 80-lb. Kegs.
40-lb. Kegs.
20-lb. Kegs.
5-lb. Tins.

F. W. FEARMAN CO., Limited
HAMILTON

MINCE MEAT

It is impossible to make anything better than

Wethey's
"Home-Made"

It is positively the highest grade mince meat on the market and is sold at a most reasonable price.

We are pleased to quote.

J. H. WETHEY, Limited
St. Catharines, Ont.



COUNTER CABINET STYLE—CLOSED.

Mr. Merchant--Speed Up Your Collections! The Barr Account Register Will Help You.

Gives a statement to the minute to merchant and customer alike as to the condition of the account—is the surest means of cutting out bad accounts—prevents accounts from running into the “no good class”—saves bookkeeping and posting—saves time and labor—the most compact and quickest to operate.

The “Canadian Grocer,” in a recent issue, printed the following article on the “Speeding up of the collection of accounts.” It is right to the point. And the best system to apply the speeding is the Barr Register. We will gladly prove it.

“Speeding Up the Collection of Accounts”

“The collection of accounts is not always a pleasant duty, but it is a necessary one. A business cannot go on long unless the money that is due it is forthcoming. The allowing of debts to continue until they come within the “no good class” is the downfall of many merchants. A man should go strongly after that which belongs to him. He knows that when his own bills come due he has to meet them promptly, and in a judicious method, he should give his customers to understand the same thing. When a bill becomes past due and still remains unpaid, it generally taken more than one attempt to collect it.”

Costs no more than others that are older and less convenient.

Write today for more
Information

BARR REGISTERS, LIMITED
TRENTON, ONTARIO



Brand's Beef Bouillon

When the chilly blasts begin to blow your customers will want a hot drink regularly. Supply their wants by selling and recommending Brand's Beef Bouillon. It will prove a good seller and profit maker. Contains the fullest of the best nutritive qualities of prime beef, and is a most nutritious and healthful drink.

*By appointment to his Majesty
King George V.—Purveyors to
H.M. the late King Edward VII.*



Brand's India Chutney

is a relish enjoyed by the most fastidious. Made of the finest ingredients by a special process. It gives a rare delight to all kinds of meats and wins favor everywhere. Get a stock of the Brand lines. They will surprise you.

Brand & Co., Limited

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

Mayfair, - - London, Eng.

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

California Navel Oranges

First car of season arrived last week. Another car due Monday. Remember, we are the leaders in high-class Navel Oranges.

For Xmas and present selling, quality and color perfect. Also Florida, Mexican and Jamaica Oranges.

Fresh car Cocoanuts.

California Emperor Grapes

White & Co., Limited

TORONTO and HAMILTON

California Navels Ripe, Sweet, Juicy Fruit

Our first car was unloaded last Saturday—the quality was the finest we have ever seen at this time of year.

Remember, we are HEADQUARTERS FOR ORANGES of all kinds when mailing your orders.

NEW CROP NUTS

Have now arrived. Get our prices before you buy.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

Guelph and North Bay

NATION'S SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where
not already represented

**E. J. NATION & CO.,
LIMITED**

Bristol, England

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.

Owen Sound, Ontario

The
general satisfaction
given by

St. Nicholas
Home Guard
Queen City
Puck
Kicking

makes the Lemon Business
the ideal feature of the Retailer's Fruit Department.

J. J. McCABE

Agent

Toronto, Ont.

Chocolates

Made by **Bond, Limited**, Bristol, England
are the high-water mark of quality.

Pastelles and Gums

Made by **Carsons, Limited**, Glasgow, Scotland
are an ideal combination of pure
fruit and gums.

MESSRS. DAVIDSON, McBEAN & CO., LTD.

86 Wellington Street West, Toronto

have a full range of samples on show in their sale-room.



**Good
Value
Soap**

Are you selling the kind of soap that makes your housekeeping customers think yours is the only store for good value. You can do this by selling

WONDERFUL SOAP

It is pure, hard, and will do more work to the bar than any other soap you ever handled. Its purity allows it to be used in the washing of the daintiest fabrics without harming them.

Wonderful Soap is acknowledged by all housewives as the soap for washday.

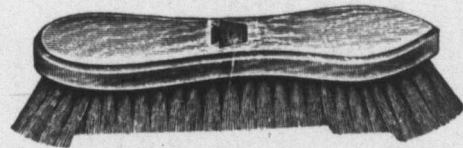
Write for Quotations.

THE GUELPH SOAP COMPANY

GUELPH,

::

ONTARIO



The above cut shows an article of daily use in every household in Canada. We specialize on

Scrubbing Brushes

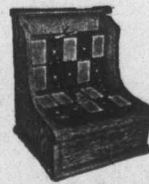
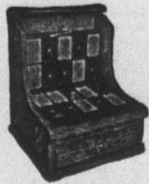
and have the cost of this class of goods reduced to a minimum. The Dealer gets the advantage of this when he buys our Brushes. We have a large range in every class of material which show good margins of profit in lines to retail from 10 cents to 25 cents. Remember it's the **KEYSTONE BRAND**.

Stevens-Hepner Company

Limited

Port Elgin, Ontario.

THE CANADIAN GROCER

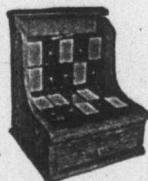


More Than 100,000 Merchants

Will tell you the McCaskey System is only One Writing
Prevents Disputes and Forgotten Charges

Every Account Totalled and Forwarded with each purchase
Is an Automatic Collector Limits Credit automatically

Abolishes Bookkeeping—Night and Sunday Work—
Posting and Worry



With Only **The McCASKEY SYSTEM** The End of
One Writing Drudgery

First and Still the Best

The following New and Exclusive
MECHANICAL FEATURES

are on the

McCaskey Register Only;

The Expansion Feature—

Alphabetical, Numerical and Interchangeable Index.

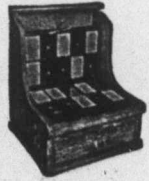
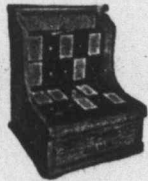
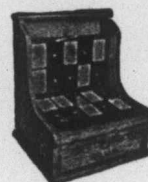
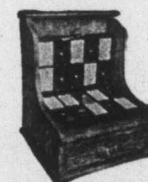
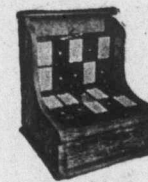
Electric Recorder—Duplex Section

containing Accounts Payable under lock and key.

Kwikfind Non-Slam Leaves

Daily Trade Builder

Indestructible Patented Leaf Hinges



THE
Dominion Register Co.

TORONTO LIMITED ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

*The Largest Manufacturers of Carbon
Coated Salesbooks in the World.*



EVERY POUND OF
ANCHOR BRAND FLOUR

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about Anchor Brand Flour, they are satisfied only with this Brand.

Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba



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



**Superlative
Quality
Consistently
Maintained**

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

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Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.



The Kingly
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"King Oscar"
Brand
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By Special Royal Permission

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(J. A. Henderson)

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TEA

Recommend Melagama Tea or Coffee to your customers because it is the kind which most delights the greatest number. Most of your customers will thank you for making them acquainted with the Melagama blends.

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We keep the quality up—then make Melagama known the country over by persistent advertising. Remember we guarantee the sale.

We also pay the freight.

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and

COFFEE



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Careful cooks insist on this famous, well proven soda. Are you prepared for the present and fall soda demand?

YOUR JOBBER HAS “COW BRAND.”

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Manufacturers LIMITED
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BUY
“Redona” and “Matador”
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ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

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HOLDS EVERY SIZE BAG FROM 1/4 TO 10 LBS.

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Patentee and Manufacturer
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CHOCOLATE
& COCOA**



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

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**Coffee, Its History,
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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,

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goods of business are those that can be handed to women, with the confidence that their use will mean **satisfaction** to your customer. Of these, Fels-Naptha soap is "on the firing-line." It really saves much work, considerable expense, and all **hot or boiling water.**



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Women are learning that Jell-O can be made up in so many different ways that a new

JELL-O

dessert can be served every day, and they find it is best to order a dozen or so packages at a time.

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Jell-O is made in seven flavors. It is just such a high-grade product as first-class grocers like to furnish in response to a brisk demand.

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

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**THE TABLE SALT ABOVE
THE AVERAGE**

Repeat orders for RICE'S tell the story of entire satisfaction. Get your supply of this dependable Table and Dairy Salt, and so have the happy smile.

We ship promptly. Get our prices.

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John Duncan & Co.
Montreal

TEAS

of all grades from every tea producing country in the world.

Ask us for Samples.

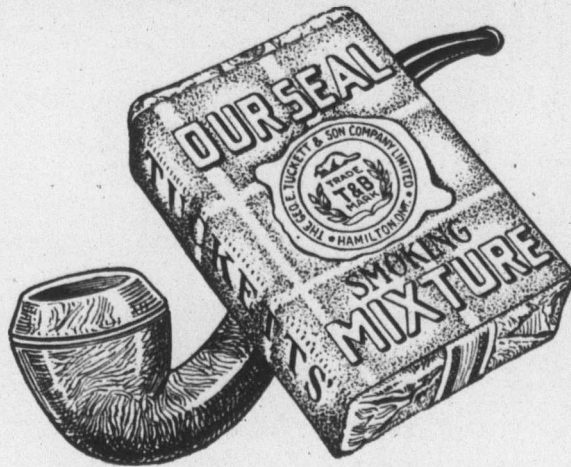
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Took six years to perfect
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After years of careful experimenting with the finest tobaccos, we have produced a smoking mixture which is up to the Tuckett standard in every way—a brand new blend which, though young on the market and practically unadvertised, has leaped into great popularity with the smoking public.

It is now found in the best stores everywhere. Introduce "Our Seal" Smoking Tobacco to your trade and don't hesitate to recommend it.

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DO YOU KNOW THAT
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BROOMS

ARE MADE TO BRING
REPEAT ORDERS, AND
THEY DO.

TRY THEM!

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FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen—Salt—and Smoked.

Quality and Service Unsurpassed



Skating, ski-ing, snow-shoeing and sleighing will soon be starting. Hot drinks will be in demand. Your customers will want OXO CUBES. Can they get OXO CUBES at YOUR STORE?

People eat more meals in winter than in summer. There are more "left-overs" in winter. Your customers want OXO CUBES for Stews, Hashes and Meat Pies. Can they get OXO CUBES at YOUR store?

Most people like hot soup for dinner every day during the winter. Your customers will want OXO CUBES for soup making. Can they get OXO CUBES at your store?

You can get them from us by return, if you wish. Write for particulars of special terms.

Corneille David & Co.

Toronto Montreal
Winnipeg
St. John, N.B.

A
Cube to
a
Cupful



BRUNSWICK

BRAND

FINNAN HADDIES

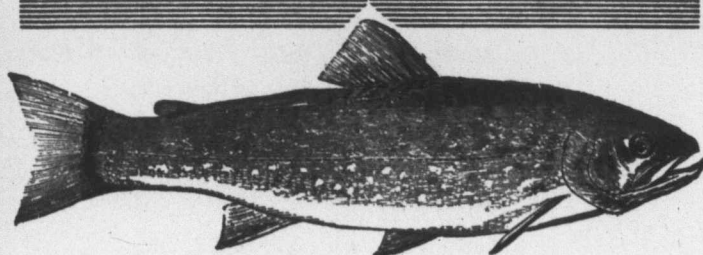
Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

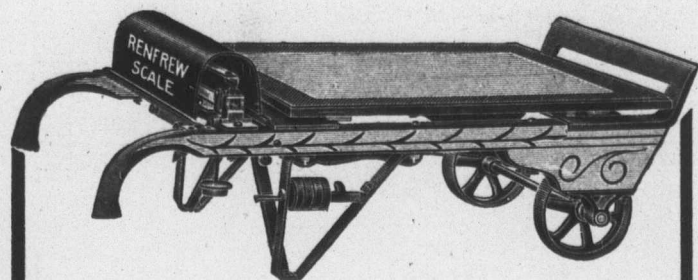
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connor Bros' Brands you sell goods that are trade winners.

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

CONNORS BROS., LIMITED BLACK'S HARBOR, N.B.

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Reinforced Auto-
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Square bottoms.

Guaranteed
by the
manufacturer



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SOUPS

with dollars in them.

Edwards' Soups are the soups that soon turn into dollars. They're widely and forcefully advertised and they're on the way to being sold the moment you take them out of the case. And customers who buy Edwards' Soups on the strength of the advertising, buy them again and again on the strength of the quality. There's a handsome profit on the sales. Keep a sharp eye on your stock.

EDWARDS' DESICCATED SOUPS

"The Soups with the dollars in them."

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

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is GIPSY—more of it. Wherever the delightful discovery of GIPSY excellence is made, there you hear the verdict of the fireside, that moves the goods across the counter. It is framed in a never-to-be-forgotten rule—

ASK FOR GIPSY Stove Gloss

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and Edmonton. For British Columbia & Yukon—Creeden
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The Easiest Way in The World

To Handle BANANAS

Save your back and your boy. Don't abuse either when you can shift the lifting to this immensely practical and economical device. It pulls up the bananas like any small block and tackle. But unlike them all, it locks the load in mid-air the instant you let up on pull rope.



Banana Hoist

Hoist and Hanger Combined

Nearly a quarter of a million Hall Safety Self-Locking Hoists are used by farmers and others. The simplicity of the patent lock has given this Hoist supremacy over all. Now we have nicely adapted it to the needs of the average fruit man. Every fruit man ought to have several. No device has ever been offered which will so simplify his heavy work or so quickly earn its cost in time and trouble saved.

Satisfaction Guaranteed or Money Refunded

If your wholesale grocer or hardware dealer cannot supply Hall Banana Hoists, send us fifty cents for sample and we will ship by parcel post under "Money Back" Guarantee."

Hall Manufacturing Co.
Monticello, Iowa

Heavier the Bunch the Tighter the Grip.

HIRONDELLE (Swallow Brand)

The brand of Canadian Macaroni, Vermicelli, Spaghetti, etc., that is unsurpassed by any imported.

All dealers should satisfy themselves on this point by asking their wholesalers.

The price for both dealer and customer is right, while the profits are excellent.

C. H. Catelli Company, Limited
MONTREAL, CANADA

Mr. C. C. Mann, 517 Board of Trade Bldg
Toronto, Can., Agent for Province of Ontario

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DEALER

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Anything That's



Is Safe To Buy.

H. J. HEINZ COMPANY
PITTSBURGH

Buyers' Guide

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Established 1886.

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Satisfaction and profits with every sale.
We want more agents. Write

Augustin Comte & Co.,
Limited, P. O. Box 2963, MONTREAL
COFFEES

AGENTS

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Not a cent do we charge unless we collect.

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MERCANTILE AGENCY
Westmount, Montreal,
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FRUIT PULPS

of all kinds

Bitter Oranges for Marmalade. Peels in Brine.

F. KESSELL & CO.

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London, England

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

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Agents Montreal

Write us for New Price List of

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TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

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**Irish Grocer, Drug, Provision
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If you are interested in Irish trade.

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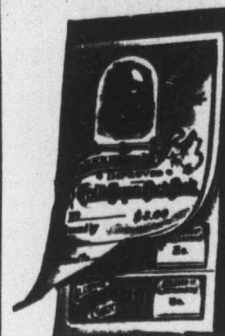
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cost so little that we can't send a salesman to see you about them. That means, however, that you have nothing to pay but the actual cost of the books, AND THEY PAY FOR THEMSELVES MANY TIMES OVER. So Allison Coupon Books are not an expense. Rather it costs you money if you DON'T have them.



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Everywhere.

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Indianapolis, Indiana U.S.A.

GRATTAN & CO., LIMITED
ESTD. 1825

The Original Makers of
BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.
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HOLLAND RUSK

a food product for all seasons. It will please your customers and build a profitable trade for you.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



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

D. & J. McCALLUM PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

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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.

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WANTED — RELIABLE REPRESENTATIVES for different territories to handle Mackintosh's Famous Toffee. State experience and lines now handling. Apply Capitol Toffee Co., Ottawa, Ont.

APPLES — WANTED, A GOOD APPLE agency for Newfoundland. Quote prices f.o.b. Halifax or Montreal. Can satisfy you as to connection and references. Advertiser, Box 1131, St. John's, Newfoundland.

FOR SALE

MEAT AND GROCERY BUSINESS FOR sale—established 14 years. Situated in Sydney, Cape Breton, on corner Victoria and Laurier streets, in rapidly growing location. Modern equipment. 2 delivery outfits, two computing scales, safe, two cash registers, sausage motor and mixer, McCaskey register. Cause for selling, ill-health. Communicate to J. H. Quick.

MISCELLANEOUS

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

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

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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

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(12)

50% Profit

**“Mapo”
Maple
Flavor**

Here's a line that must be in demand all along once introduced. A flavor for making maple syrup in the home at a cost of 50 cents a gallon. Excellent for flavoring pies, puddings, etc.

**Study These
Prices**

The Only 25c Retail
Maple Flavor in Canada

\$2.00 per doz.

Retails at \$3.00 per doz.

Also a popular ten
cent size at 80c per
dozen.

Packed in Attractive
Counter Show “Cases.”
Gallons (bulk), \$10 net.

Express Charges Pre-
paid on Orders of \$10
or more.

AGENTS WANTED

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702 E. T. Bank Bldg.

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**CIGAR EXCELLENCE
BEN BEY**

10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but smoke good. Give them the best.

Write us or ask your jobber.

**Ed. Youngheart & Co., Limited
MONTREAL**

UP-TO-NOW GROCERS

Sell UP - TO - THE - MINUTE
Delicacies.

MAPLEINE

is one of the good ones. How's your stock? Order of Your Jobber or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario. Mason & Hickey, 287 Stanley St., Winnipeg, Man.

**The Crescent Mfg. Co.
SEATTLE. - WASH.**



There's a splendid opportunity to create a larger, steadier, more profitable business in

Starch, Jellies, Borax

if you handle

The Bee Brand

Quality cannot be disputed

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MONTREAL

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Could more tobacco profits be coming your way?

Perhaps you have not tried the three popular leaders. In order to get the better satisfaction and profit you should stock these three favorite brands:

"Master Mason" SMOKING	"King George's Navy" CHEWING PLUG	"Rose Quesnel" SMOKING
--------------------------------------	-------------------------------------------------	--------------------------------------

The Rock City Tobacco Co.
 QUEBEC Limited WINNIPEG



ROWAT'S PICKLES

stand alone in a class by themselves for purity, tenderness, an appeal-to-all deliciousness and for good selling qualities. Most dealers of quality goods handle Rowat's. It will pay you to get in line.

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.



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You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn Montreal and Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags
Adolph Kraut Co.
 57 Warren St. New York.

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Eureka Refrigerator Co.	18	S	
Eby, Blain & Co.	19	St. Lawrence Sugar Refining Co.	13
F		St. Vincent Arrowroot Growers & Exporters' Assn.	3
Fearman, F. W., Co.	51	Salada Tea	19
Fels & Co.	59	Sanitary Can Co.	
Fenwick, Hendry & Co.	11	Inside back cover	
Forbes & Nadeau	65	Simpson Produce Co.	14
Fretz, Limited	6	Smith & Son, E. D.	2
Frontenac Breweries, Ltd.	10	Smith & Schipper	15
Furuya & Nishimura	18	Spurgeon, H. G.	14
G		Stevens, Hepner Co.	54
Genessee Pure Food Co.	59	Stuart & Foster	8
Gorman, Eckert & Co.	16	Stuhr, C. F.	15
Grattan & Co., Ltd.	64	Symington & Co., W.	8
Guelph Soap Co.	64	Sugars & Cannery	12
H		Symington, T.	13
Hamilton Cotton Co.	64	T	
Hargreaves (Canada), Limited	63	Tippet, Arthur P., & Co.	1
Heluz Co., H. J.	63	Toronto Salt Works	64
Holland Rusk Co.	64	Tuckett & Co.	60
Horton-Cato Co.	18	W	
I		Walker Bin & Store Fixture Co.	10
Imperial Extract Co.	11	Walker, Hugh, & Son	53
Irish Grocer	64	Warren, G. C.	14
J		Watson & Truesdale	14
Jamaica Products Co.	13	Wellington Mills	15
K		Western Distributors	14
Kessell & Co.	64	Wethey, J. H.	51
Kidd, Edward	14	White & Co.	53
Kilgour Bros.	57	Wiley, F. H.	14
King Co., Frederick	62	Woods & Co., Walter	60
Kraut, Adolph	66	Y	
		Youngheart & Co., Ltd., Ed.	65

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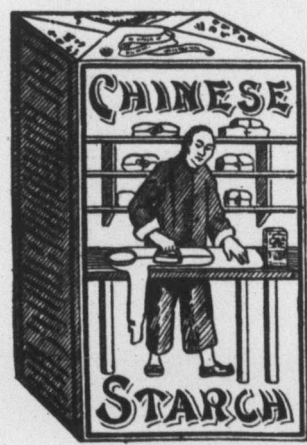
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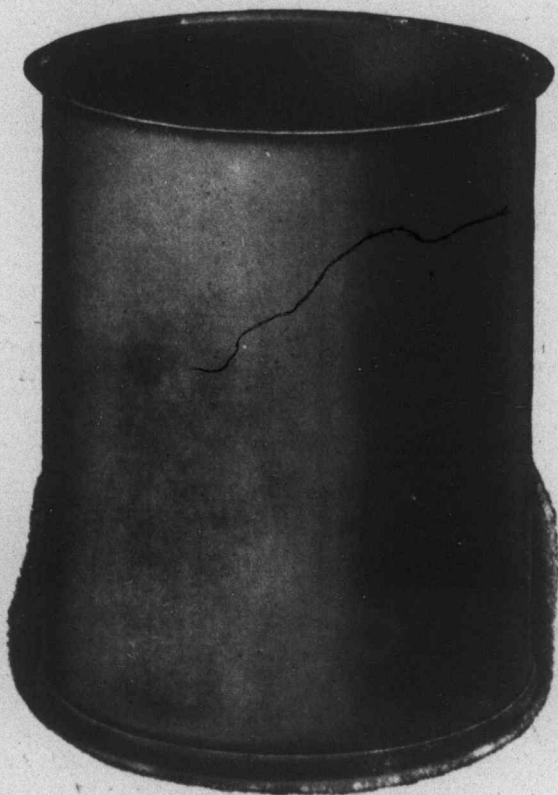
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