

THIS IS THE 1,303rd ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI.

PUBLICATION OFFICE: TORONTO,

APR 29, 1912
34 Royal Bank Bldg
L C Harkness (D H)

No. 48

A Good
Old Fashioned
Porridge



Post Tavern Special

This new food combines the sweet, mild flavors and
body building nutrition of Wheat, Corn and Rice.

Your wholesaler will supply you.

Aggressively Advertised--Good Profits--Sales Guaranteed
You'll have calls for it.

The Canadian Postum Cereal Co., Ltd.,
Windsor, Ontario.

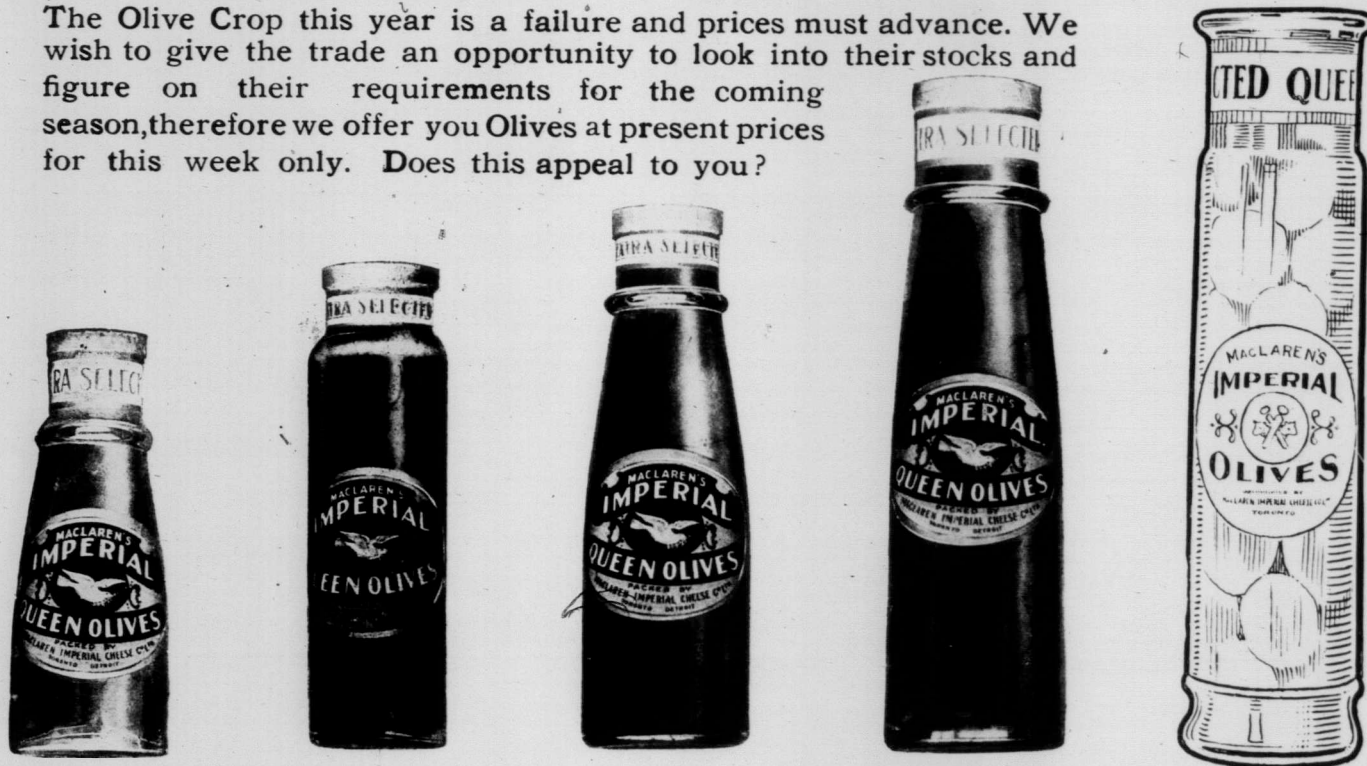
Made in Canada.

THE CANADIAN GROCER

A Word of Advice to the Wise!

Maclaren's Imperial Olives

The Olive Crop this year is a failure and prices must advance. We wish to give the trade an opportunity to look into their stocks and figure on their requirements for the coming season, therefore we offer you Olives at present prices for this week only. Does this appeal to you?

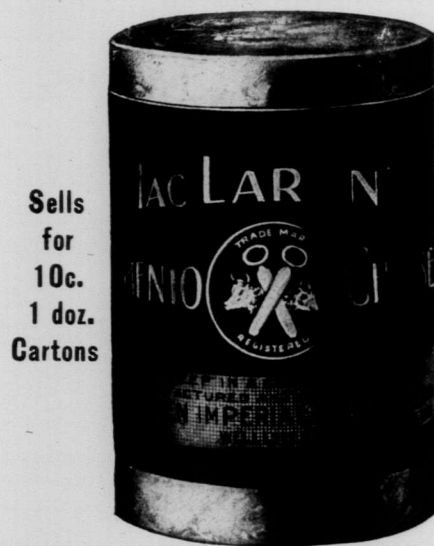


Manzanillas,
Nut Stuffed,

Finest quality guaranteed in following assortment:
Select Queen, Extra Select Queen,
Celery Stuffed, Pimento Stuffed
All sizes. Also in Bulk. Send for quotations.

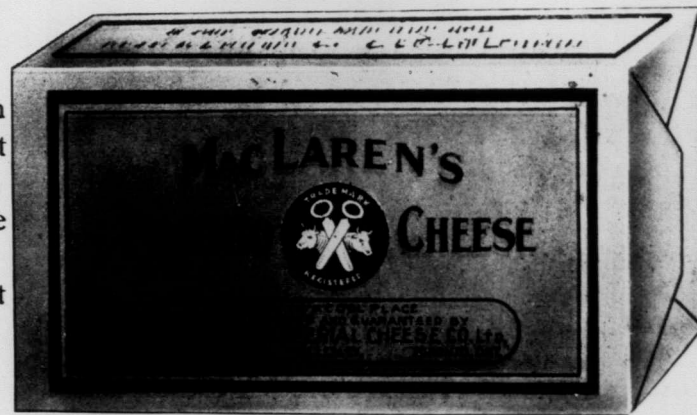
Giant Queen
Assorted Stuffed

PIMENTO CHEESE



Sells
for
10c.
1 doz.
Cartons

You can
show a
Carton on
your Silent
Salesman
during the
cool
weather, it
will sell
itself.



Sells
for
15c.
1 doz.
Cartons

MACLAREN IMPERIAL CHEESE COMPANY, LIMITED

OFFICES—TORONTO, MONTREAL, CALGARY, DETROIT, MICH.
FACTORIES—WOODSTOCK, ONT. WELLESLEY, ONT. BANCROFT, MICH.

A Quick "Turn-Over"

will take place in your fish department right now if you put your selling powers behind fish foods of highest quality. All the year round there is demand for fish foods, so you should sell only the best in order to keep the fish trade coming your way throughout the remainder of the year when the demand is not so keen.

ARTHUR P. TIPPET & CO.

AGENTS

Montreal

Toronto



"Thistle" Brand Haddies and Herring

The name and the fame of the "Thistle" Brand of fish have brought credit and honor to the producers, and will bring money to the retailer.

The "Thistle" label on Haddies, Kippered Herring, Herring in Tomato Sauce, and Tunny Fish, is known throughout the Dominion to guarantee the virtues of cleanliness, genuineness and natural flavor of the freshly-caught and instantly-canned fish, just as they are taken from their ocean home.

The cleanliness of "Thistle" Brand is always proverbial—their flavor is fine—they are genuine always.

A big tribute to this brand is that there are times when the demand exceeds the supply. So get your supply in time.

WAGSTAFFE'S

Fine Old English

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

FINE OLD ENGLISH MINCE MEAT.

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

FINE OLD ENGLISH PLUM PUDDING.

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

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

Ontario

The Big Consideration in the Manufacture of Foodstuffs is Quality.

"GLOBE" Macaroni and Vermicelli

are made from hard wheat, no maize or rice flour mixed with them, and are absolutely free from any glutinous substance. Manufactured in a modern scrupulously clean factory by experts, who see that the quality is as perfect as skilled labor can make it.

Stock now and be ready for the Fall trade

D. SPINELLI & COMPANY
MONTREAL REGISTERED QUEBEC



HAVE YOU JOINED HANDS

with the many wide-awake and aggressive dealers in giving the public a GOOD Coffee—that can be made in a moment. Increase your trade and profits with KIT COFFEE. Send for price list and samples.

KIT COFFEE CO. GOVAN, GLASGOW

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

FREDERICK E. ROBSON & CO. TORONTO





The Best Chef

will tell you that Borden's milk products are a valuable asset in the kitchen for cooking and preparing all manner of table delicacies.

The test of the public for over half a century has proven that **Eagle Brand Condensed Milk** is unsurpassable for general use as well as being a perfect infant food.

Dealers will make no mistake if they feature

BORDEN'S

The whipping qualities of **St. Charles Brand Evaporated Milk** (unsweetened) is one of the features that has made it so popular with most cooks. When whipped it is delicious in coffee or chocolate, or with fruits, puddings or plain cake.

Customers appreciate these qualities. **Reindeer Coffee** combined with milk and sugar is most compact, convenient and economical. No waste, made at a moment's notice by simply adding boiling water. Dealers can add to their profits by recommending these lines.



Borden Milk Co., Limited

"Leaders of Quality"

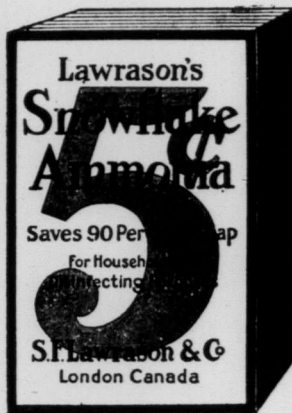
Montreal

Branch Office : No. 2 Arcade Building, Vancouver

**For every 1000 gals.
of Hard Water used,
there is 70c worth
of Soap wasted.**

This information comes from the Encyclopaedia Americana and will make a good talking point for dealers in recommending and selling Lawrason's Snowflake Bath Powder and Snowflake Ammonia — two powerful hard-water softeners.

Lawrason's Snowflake Bath Powder makes the bath a refreshing delight. It is perfumed and antiseptic, and is unequalled for softening hard water. Lawrason's Snowflake Ammonia is backed by a guarantee of \$500 that it equals in cleansing power any similar powder on the market. It softens hard water.



Write at once

S. F. Lawrason & Co.
LONDON, ONTARIO

Frank H. Wiley, 757 Henry Ave., Winnipeg, distributor for Manitoba; J. W. Craig, 745 St. Catherine St. W., Montreal, distributor for Quebec.



AYLMER CONDENSED MILK CO.
LIMITED

Factory, Aylmer, Ontario

HEAD OFFICES

HAMILTON, ONTARIO

Che
nut
mea



THE CANADIAN GROCER

EAT



"Simcoe"

Cheaper and as
nutritious as
meat.

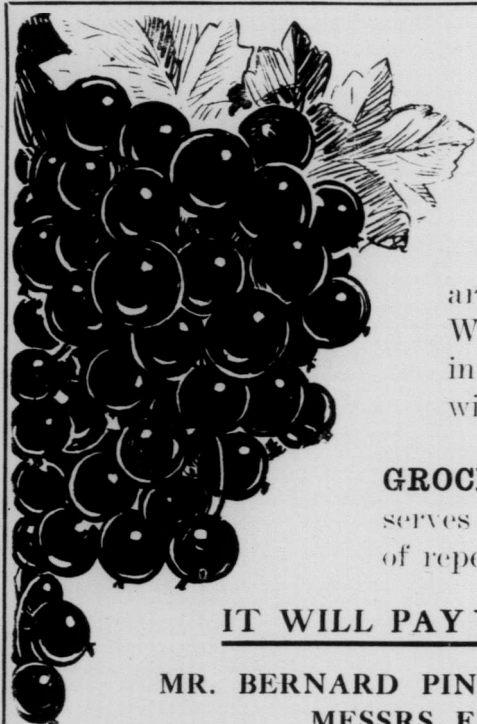


A profit maker
for the wide
awake Grocer.

Baked Beans



DOMINION CANNERS, LIMITED
HAMILTON, ONT.



ENGLAND'S FINEST JAMS

are manufactured by us. It is a bold statement but it is true. We buy in enormous quantities, and have the choice of fruits in England's finest orchards. Our model factory is equipped with modern appliances, and is always open to the public.

GROCERS MAY CONFIDENTLY RECOMMEND our preserves to their most fastidious customers—they will be certain of repeat orders.

IT WILL PAY YOU To apply for full particulars to our special representatives.

MR. BERNARD PINK, c/o Canadian Grocer, E. T. Bank Bldg., MONTREAL
MESSRS. EMERSON, BAMFORD CO., VANCOUVER, B.C.

E. & T. PINK LIMITED

LONDON, ENG.

COOK'S FRIEND

COOK'S FRIEND
BAKING POWDER
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.

In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.

PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

MR. DEALER

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


Purer than the Law Demands
—Contains No Alum.


W.D. McLAREN, Limited
Montreal

CENTURY SALT

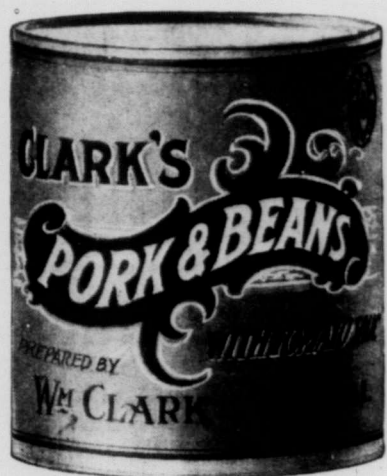
**OUR
AIM IS**

to supply every kitchen, every table and every dairy in Canada with the best quality salt. We have succeeded in producing a salt of unsurpassable quality and purity — CENTURY SALT. Your stock, Mr. Grocer, is not complete without it—if you have it, it will pay you to assist in the distribution.





THE DOMINION SALT CO LIMITED
SARNIA ONTARIO



CLARK'S PORK and BEANS

Are indisputably the best
sellers on the market

CLARK'S ADVERTISING IS BOTH
EXTENSIVE AND EFFECTIVE
and is backed up by the very
HIGHEST QUALITY
Canned Foods on sale anywhere.

The DEMAND for CLARK'S Pork and Beans
is UNIVERSAL, and exceeds many times over
the demand for any other brand.

**Clark's Pork and Beans
are essential to you.**

W. CLARK, - MONTREAL

Try Chateau Brand Concentrated Soups. Every Variety.





The Jams and Jellies Our Fathers Knew

were the kind our grandmothers "put up" in the early fall. Sometimes they "kept" and sometimes they spoiled.

Science has stepped in, and to-day the leading brand for Purity and Quality is the E. D. S. Brand. Only the choicest fresh, ripe fruit is scientifically prepared in a sanitary and modernly equipped factory producing a product that is even superior to those that "Mother used to make."

You will have little difficulty, Mr. Grocer, to convince your customers of the deliciousness of E. D. S. Jams and Jellies.

Made only by

E. D. SMITH
WINONA, ONTARIO

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



OXO

CUBES

The Fastest Selling Specialty in the Grocery Business



OXO CUBES are selling by the millions. Their success is enormous. They have proved their value to the consumer—and their money-making powers to the dealer. The constant OXO advertising—in newspapers and magazines—has taught the women of Canada the possibilities of these marvelous inventions. To-day, the grocers are reaping the benefits, in the enormously increasing sales of OXO CUBES. Don't confine your buying to the 10c. and 25c. tins. Stock the 50 and 100 cube tins as well. Hundreds buy these larger sizes and use OXO CUBES regularly for Soups, Gravies, Hashes, Meat Pies, etc.



We'll gladly send you a supply of signs, cards, and window bills.

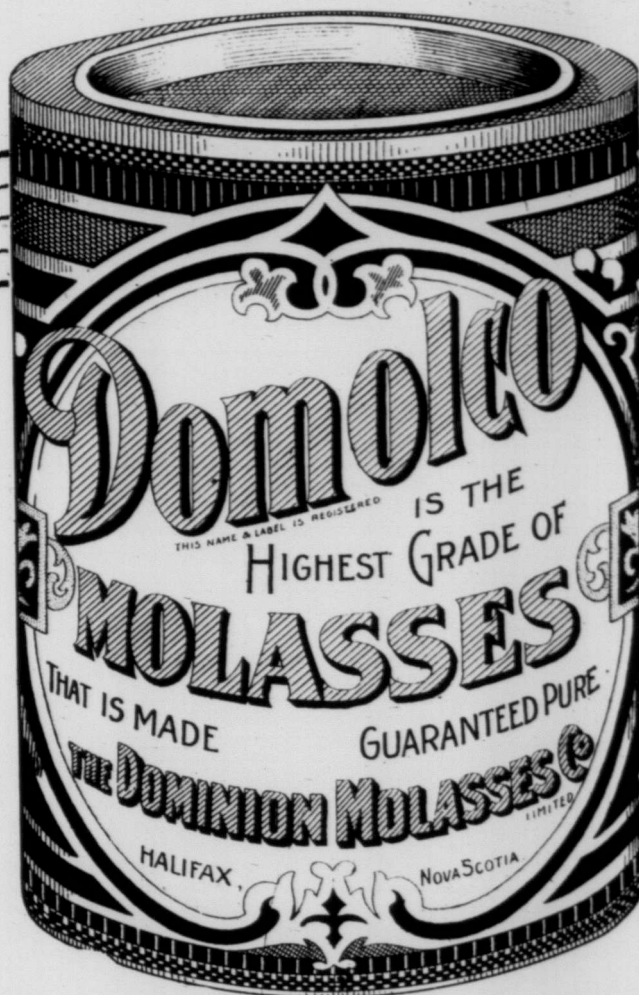
CORNEILLE DAVID & CO.

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

OXO

CUBES

Delicious and Wholesome



As Delicious
as Clover Honey
Not Half
the Price

**NOTE THE
REGISTERED
LABEL**

The Highest
Grade Molasses
Guaranteed
Absolutely Pure

**ADVERTISING
CAMPAIGN
NOW ON**

Take Advantage of Our Consumer Advertising

by stocking Domolco Molasses and displaying it prominently in your store and window displays. Every tin of Domolco contains absolute proof of our oft-repeated assertion that Domolco Pure Cane Molasses is the best on the market for table use. It is rich, pure, wholesome and appetizing, and is preferred by a great many to the finest clover honey when served with muffins, hot biscuits, pancakes, etc., or used as a dessert.

There is sure to be a demand for Domolco, why not stock it to-day. Write now for a sample order.

The Dominion Molasses Co., Ltd.

HALIFAX, N.S.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

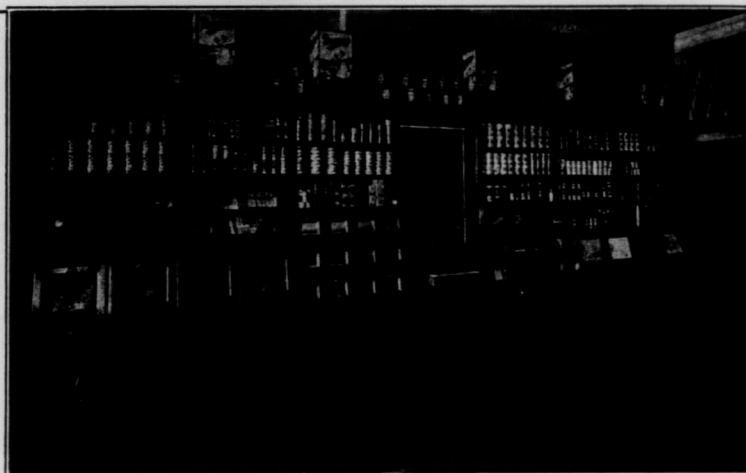
Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED



Berlin,

Ontario



REPRESENTATIVES.

Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

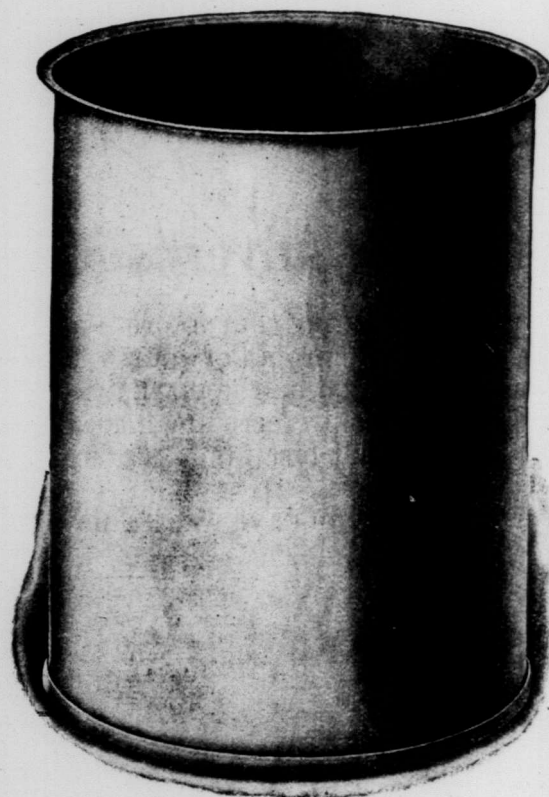


KEEP POSTED ON SUGAR

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

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



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

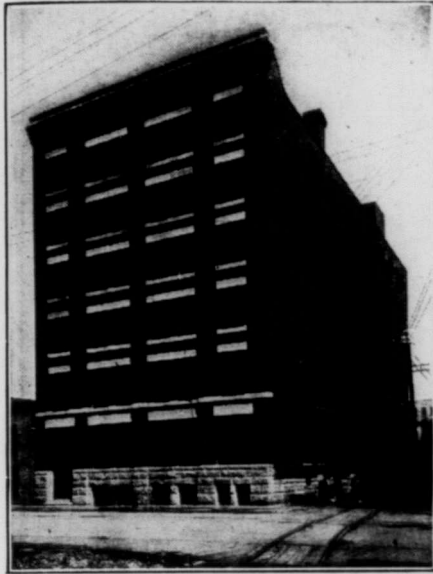
NIAGARA FALLS, ONT.

TEES & PERSSE LIMITED

ESTABLISHED 1884

**Manufacturers' Agents
and Warehousemen**

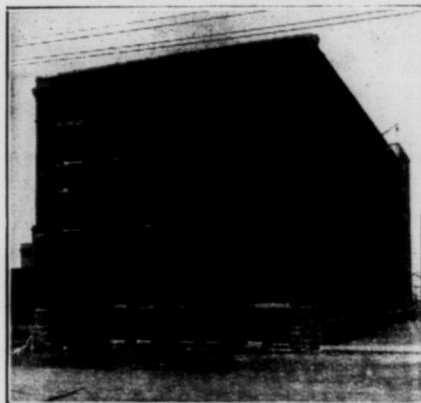
PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON



WINNIPEG WAREHOUSE



REGINA WAREHOUSE



SASKATOON WAREHOUSE



MOOSE JAW WAREHOUSE



CALGARY WAREHOUSE

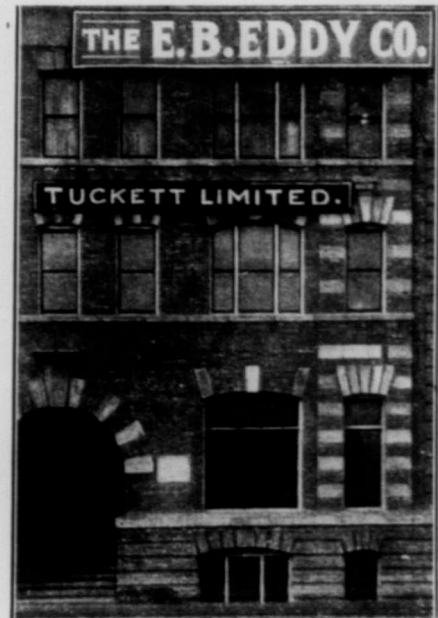
We have pleasure in notifying the trade that our Western Agents, Tees & Persse Limited, carry a full line of our well known Brands of Macaroni, Spaghetti, Vermicelli,

**Hirondelle
Marguerite
Catelli**

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

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

"From the Great Lakes to the Rockies."



EDMONTON WAREHOUSE

WHITE SWAN

YEAST CAKES

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

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals
Limited**

SOLE DISTRIBUTORS TORONTO

RED RIDING HOOD BRAND



5 lb.
SLIP
TOP
CAN

5 lb.
SLIP
TOP
CAN

Samples and Prices from

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

Toronto—Lind Brokerage Co., 47 Wellington St. E.

Ottawa—E. M. Lerner & Sons, 11 York Street.

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

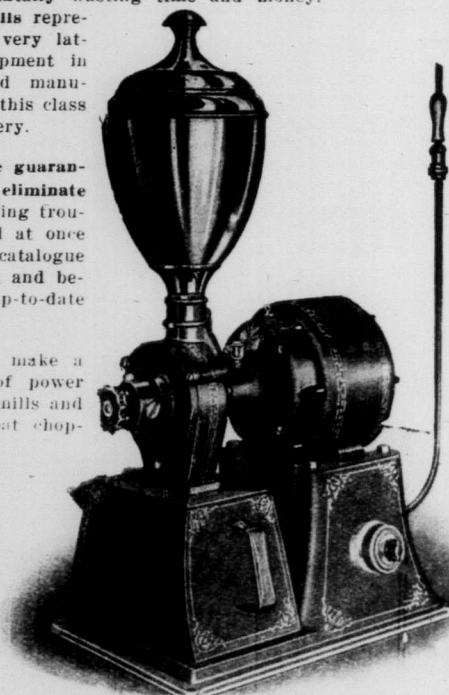
How long have you been guessing?

Trying to find the right Electric Mill at the "right price," and incidentally wasting time and money.

Coles Mills represents the very latest development in design and manufacture of this class of machinery.

They are guaranteed to eliminate your grinding troubles. Send at once for our catalogue and prices, and become an up-to-date merchant.

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



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

YEARS OF EXPERIENCE IN COFFEE ROASTING AND BLENDING HAS RESULTED IN RIDEAU HALL COFFEE

COFFEE SUCCESS

There is no success as lasting as the success obtained by years of experience and expensive experiment.

After years of careful and persistent experimenting with various blends of different coffees "Rideau Hall" blend was decided on as the most perfect.

The coffee drinkers have placed the stamp of approval on it—and the merchant who stocks this coffee will fill the popular want. Send for trial order.

GORMAN, ECKERT & CO., Ltd.
LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG



Imposing Factors



¶ The advantage of standing on the "Runways" of the little things is not as a rule fully appreciated. In this enlightened age it is advantageous that the merchant be reasonably familiar with his wares. You can no longer stampede your customers; they have to be shown, and temporary impressions must be avoided for impressions that are more lasting. A little counsel with proper grace is very effective.

¶ The average housewife makes an oyster stew by putting the oysters in the milk when cold; instead, she should bring the milk to a simmer, then put the oysters in; allow the contents to simmer for a few minutes, then serve while hot. Butter and other seasoning can be added to suit the taste. This is one of a hundred little pointers contained in a booklet gotten out by the "Oyster Growers' and Dealers' Association of North America," of which we are members.

¶ The first thousand booklets cost \$200.00 for art, decoration, electrotype, etc., or 20c each. It gives practical and scientific information on oyster propagation and culture as well as the food values of oysters as compared with other food products, also one hundred tried recipes. The scientific end is from such men as Professor Julius Nelson and Professor Frederick P. Gorham, men who stand high in their profession and men who mix the practical with the theoretical and thereby ride an even keel.

¶ November is to oysters what June is to butter; they are in their prime now. The satisfaction your trade experience and the volume of business you do, depends largely on the quality of oysters you obtain, and you should also not overlook the matter of service. We can assure you of all these.

The Connecticut Oyster Co.

The only exclusive oyster house in Canada

50 Jarvis Street TORONTO, ONT.



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.

There's a Good Profit In Selling

CANE'S WASHBOARDS

You Give Every Buyer a Value That Is Appreciated

When you stock our high-grade line of washboards you take out a safe insurance against dissatisfied customers and poor profits.

Cane's Washboards represent all that is best in material, design, workmanship and finish, for the money.

We manufacture 13 different styles and grades so as to completely meet the requirements of the trade.

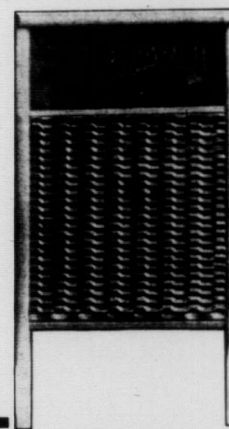
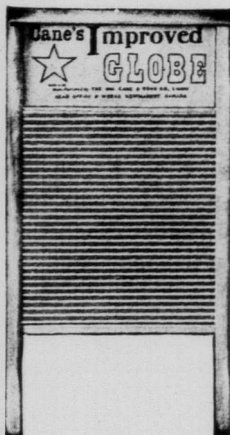
Send us a trial order and be convinced as to their selling and satisfaction-giving qualities.

Write NOW for our catalogue on "Cane's Washday Woodenware."

The Wm. Cane & Sons Company
LIMITED

NEWMARKET,

ONTARIO



BLOW LOUD
AND LONG

Yes, dealers who handle the Dominion Silent Match, have something well worth blowing about.

Dominion Matches are known for their strong stems and good tips—the "all" of a match.

DOMINION MATCH CO.

LIMITED

Deseronto,

:::

Ontario

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



By Royal



Letters Patent

NELSON'S
Crystal
Leaf
GELATINE

Unrivalled in the kitchen,
can be obtained from


W.G. PATRICK & Co.


St. Paul St.,

Montreal.

York St.,

Toronto.

Strength	Your	Purity
guarantee of profit lies in "COW BRAND" Baking Soda		
		
because of its popularity with the housewife!		
Order from your jobber. CHURCH & DWIGHT LIMITED Manufacturers		
Uniformity	MONTREAL	Reliability




**Everybody
is wanting
'CAMP'
COFFEE**

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

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

CAMP COFFEE



REGINA CAN HELP YOUR WESTERN TRADE

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

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

**REGINA IS
THE HUB OF
WESTERN
TRADE**

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



Sells quickly,
Sells profitably.

Original sweeping compound
Once used, always used,

Cleans carpets, kills moths.
Can't miss the dust.

Lessens labor, saves dusting,
Lays dust and disinfects.

Every housewife should use it,
Every dealer should sell it.

Already the demand is large,
Absolutely lays dust.

Never deteriorates,
No dead stock.



SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., WINNIPEG. Agents for Montreal: HEDLEY M. SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

Tartan
BRAND
THE SIGN OF PURITY

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

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

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

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

All orders shipped same day as received.

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

Rice's Salt

The Salt that is ALL SALT

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

Write for Prices. Prompt Shipment.

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

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

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

For
"Green Mountains" "Delawares"

or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN

N. B.

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM



50% PROFIT
GUARANTEED

Health and Wealth

Riga Water produces the buoyancy of good
health to the drinker and makes for the
dealer a good margin of profit. A gentle
purgative water that positively cures con-
stipation, and all stomach troubles.

Strongly Recommended
by the Medical Board

AGENTS WANTED

La Societe des Eaux Riga
MONTREAL



THE MCGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

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

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

THE CANADIAN GROCER

St. Lawrence
Granulated

Canada's Standard of Quality

Packed in 2 and 5 lb. cartons, 20 lb., 25 lb. and 100 lb. bags.
half barrel and barrels.



Your stock is not complete without

SYMINGTON'S COFFEE ESSENCE

The already large demand is fostered by continuous up-to-date advertising, and your customers—appreciating the excellent quality, pure flavor and extreme handiness of Symington's Coffee Essence—will become regular users.

Remember there is no other Coffee Essence to equal SYMINGTON'S, and write for prices, showcard, and full particulars to-day.

Thos. Symington & Co, Edinburgh and London

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

You Should Never Be Without Quick-Naptha



THE BEST 5c line with an extra good margin of profit

THE CANADIAN GROCER

JOBBER'S

Apply to our Agents for samples of

JAPAN TEAS, FANNINGS and BASKET FIRED

All on the spot

FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

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

AURORA COFFEE

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

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.

Remarkable Quality

† King Brand (Compound) Jam is a line that is remarkable for its high quality and deliciousness.

† King Brand Jams are on the summit for quality and in the valley for price.

† Every user pronounces them excellent.

† Jam is packed in 5 lb. (friction top) and 7 lb. pails. Glass jars and wooden pails.

ONTARIO BROKERS
Here is Your Chance

Labrecque & Pellerin, Montreal

AGENTS:

Maritime Provinces
Western Provinces

J. Hunter White
J. J. Gilmor & Co., Winnipeg



IT IS NEW
Different, Better,

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

10c. Per Package

giving you a fine profit.

MEADOW-SWEET CHEESE

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

Rightly styled

"The King of all Package Cheese"

Have you tried our Saratoga Chips cooked in pure Salad Oil.

Put up in packages to retail at 10c. and 20c.

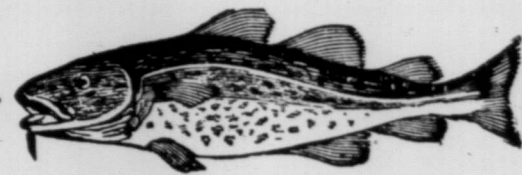
WRITE FOR SAMPLE

The Meadow-Sweet Cheese

29 and 31 William St.

MONTREAL

Remember



Advent! Advent! Advent! Means Fish Business on a Larger Scale
 Now is an excellent time to test out the fish business.
 Just get in a stock and make Advent the beginning.
 You'll agree then with all we have told you previously.

A Seller At Any Time---Canada Pure Boneless Cod

BONELESS COD

The Big Seller

BONELESS FISH.

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

SKINLESS FISH.

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

Ocean Brand

Haddies Kippers Bloaters

Boutillier's Fillets

'WRITE NOW

North Atlantic Fisheries, Limited

Selling Branch:

47 William Street, MONTREAL

MINCE MEAT

We are in a position to fill all your requirements for **MINCEMEAT**—

OUR "OLD COUNTRY" brand—

We manufacture every pound that we sell, so we are in the position to guarantee the **PURITY** and **QUALITY**.

has been declared by some of the best chefs in Toronto to be superior to some well known brands of imported mince meat which cost from 4c. to 5c. per lb. more.

IF YOU WANT THE BEST—TRY OUR "OLD COUNTRY"

"OLD ENGLISH" brand

A fancy grade at a little less money than our "OLD COUNTRY." One that will suit the most exacting buyer.

"PROSPERITY" brand

A high grade **MINCE MEAT** at a medium price. One you will sell and repeat on. **NOTHING BETTER** at the same money.

CABIN brand --- Shanty brand

Made from good sound fruit---Excellent quality.

All brands packed in **PAILS, TUBS** and **BARRELS**.

SAMPLES and **QUOTATIONS** upon request.

EBY-BLAIN LIMITED

Wholesale Grocers

TORONTO



**Every
Household
Has Use for
Arrowroot!**

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

ST. VINCENT ARROWROOT

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

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too!

Write the Secretary for information and samples.

**St. Vincent Arrowroot
Growers' and Exporters'
Association**

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

AGENTS: Wallace Anderson, 49 Wellington, St. Toronto.
L. H. Millen, Hamilton, Canada.

FOR THE CHRISTMAS BAKING

Every home-cook wants her Christmas puddings, pies, cakes, sauces, etc., to be extra good. It is a good time to introduce

Shirriff's

TRUE VANILLA

to her. She will be glad to know about this real extract of Mexican Vanilla Beans. Glad to know that it will make her Christmas dainties even more delicious than they were last year. The real Vanilla flavor will be a revelation to many women, since most women are used to the inferior and somewhat harsh taste of chemical imitations of the genuine Vanilla flavor.



Other delicious Shirriff Flavoring to introduce to her are — Lemon, Almond, Rose Pineapple, Strawberry, Ratafia, and ninety others.

There's a good margin of profit in Shirriff's Flavorings. And it adds to a dealer's reputation to sell and recommend them.

Imperial Extract Co.
Toronto

OTHER GROCERS SEE THAT IT PAYS TO SELL

"SALADA"

One of our city customers wrote us this week as follows :

"After reading your advertisement in the "Grocer" of November 15th, I did some checking up and found that on all individual lines I handle, only about six articles show me more profit weekly than "SALADA." It begins to look like a mistake to keep "SALADA" on the back shelf."

We go further, and assert that if Canadian Grocers will carefully go into their profits they will find that there is no article with the possible exception of bread, that shows as large a net profit weekly as "SALADA." They must take into consideration the amount of capital invested, the effort expended in making sales, etc.

"SALADA"

41 Eastcheap,
LONDON, E.C.

"SALADA"

TORONTO and
MONTREAL

"SALADA"

198 West Broadway
NEW YORK CITY



More Satisfaction

There is more satisfaction for both dealer and customer in every Jar of Cairns' Scotch Jams and Jellies, because they are prepared from the finest selected fruits without any adulteration whatsoever. Cairns' Fresh Fruit products are fast sellers wherever introduced.

Royalty has and is appreciating them, and so will your customers. You, Mr. Dealer, will also appreciate the profit of these quick selling lines.

Alexander Cairns & Sons
PAISLEY, SCOTLAND

Canadian Agents :
SNOWDON & EBBITT, Montreal

Club Jelly Powders

Now is a good time to push this money maker. It is a line that merits your particular consideration if you do not already carry it in stock. The Club Jelly Powders (with Club Cream in same packet), are the kind that sell, and they bring customers back. All flavors.

Give Us a Trial Order

S. H. EWING & SONS

Toronto and Montreal



The Mother and the Child

Too often the food of children proves more harmful than good. Introduce ROBINSON'S PATENT BARLEY and PATENT GROATS and the mother will thank you.

Patent Barley is specially used for children up to nine months of age. PATENT GROATS then alternated with the BARLEY forms a healthful diet.

ROBINSON'S PATENT GROATS and PATENT BARLEY are the scientific preparations of the finest oats and barley and are the foods for old and young.

GET THE BEST TRADE WITH THESE FOODS.

MAGOR, SON & CO.

403 St. Paul Street, MONTREAL

30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



From a Standpoint of Sales

Most grocers find that they
can sell five times more

CROWN BRAND

THAN ANY OTHER

CORN SYRUP

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

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

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

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

THE EDWARDSBURG STARCH CO.

LIMITED

MONTREAL—CARDINAL—TORONTO—BRANTFORD—VANCOUVER



A simple but attractive display of medium high-class lines which produce fair profits. This window was shown by A. G. Bain & Co., Hamilton, Ont.

Increasing Sales on "Good Profit" Line

How the Window Backed up by Organized Salesmanship Inside the Store Makes Strong Selling Force—Display of Semi-Luxuries Shown Recently in Hamilton Window—Importance of Selling as Many Profitable Goods as Possible—Frequent Changes in Display Emphasised.

Scarcely enough attention is paid by many retail grocers to what may be termed the semi-luxuries. These include goods which possibly the consumer could get along without, but which are bought up in large quantities by the wealthy and middle classes.

It is on this class of food products that the dealer can make a fairly good profit and that is an important reason why more selling force should be placed behind them. As a retailer in a recent letter to this paper stated, there is very little profit in many cases on some of the necessities of life such as butter, eggs, potatoes, etc. Competition is so keen in his locality that he cannot make much more than 8 or 10 per cent. on such lines and they are lines that form half, if not more, of the annual turnover of a retail grocer. If cost of doing business is from 14 to 18 per cent., where then, is the merchant to profit unless he does sell many of these high-class, semi-luxury lines?

The accompanying window is a splendid illustration of how these goods can be effectively displayed. It was one shown some time ago by A. G. Bain & Co., retail grocers of Hamilton, Ont. The Bain store is situated in the heart of the city on a street where there is an extensive traffic. It thereby has the opportunity of attracting trade from a wide area. The opportunity is made valuable use of by bringing the window into play.

The display includes olives, kippered herring, potted meats in glass, sardines, soups, corned beef, canned tongue,

canned sausage, etc. The simplicity of the display itself backed by the attractive selling made it a strong seller, as are all the windows of A. G. Bain & Co. A glance at the picture will show a fine symmetrical arrangement. The pyramid style is used for goods in the background with an occasional article lying flat on the top. On the floor in front, olive bottles are lying in white excelsior with a definite arrangement carried out. The four show and price cards are artistically lettered and they assisted greatly in the selling.

Window dressing in the Bain store is looked after just as systematically as the display shown here is arranged. Once a week each of the two large windows is newly dressed, the work being done under the direction of Mr. Bain himself. He is a firm believer in the selling power of a good display and insists that his windows be always attractive and strong in the art of drawing business.

Mr. Bain argues that when goods of a semi-luxury character are placed in stock, the dealer must get behind them. The fact that the profit is always fair makes it worth while. These are goods which will not sell themselves. They must be backed up by aggressive selling work on the part of the entire staff. Every opportunity must be seized to move them out. In addition to using the window, A. G. Bain & Co. display the same goods inside, thus insuring that every one's attention is drawn to them. "There are not \$25 worth of unsaleable stock on our shelves," was the

remark made by one member of the firm, indicating how well this high class stock is moved out when attention is given it.

The experience of this firm can well be turned to good effect by all dealers in districts which include some fairly well-to-do people. Women are constantly thinking of dishes for lunches, afternoon teas, receptions, etc., and among the high class semi-luxury lines can usually be found the goods they want. A great part of the work of the sale's staff lies in becoming thoroughly acquainted with such goods and in suggesting one or more of them at the psychological moment. "I wonder what I'll get for lunch," can then be met with the suggestion that canned or condensed soup, tongue in glass, sardines in olive oil, olives, etc., be used. Many stores are making good money in this way and if more would undertake to push the high class lines, the grocery trade would receive a much larger revenue annually.

As stated above, profits on these goods make it worth while to push sales. The majority of the staples sell themselves, and, while staples should not be overlooked, much of the energy of the selling staff should be directed to the others. The Bain store is a concrete example of what is possible. One of the two windows is never without a good showing of semi-luxuries. Olives for instance, are displayed the year round—not for the want of something to show, but because they sell and produce good profits.

Christmas Trade Main Feature of December

Early Efforts Should be Made to Move Out Goods for Christmas Baking—Dried Fruits, Peels, Nuts, Icing Sugar and Spices Among the Most Important—Mincedmeat and Plum Puddings Will Be Good Sellers—Season for Fish and Oysters Here—Advent Begins December 1—Good Use Should be Made of the Window.

The main pivot around which trade in December revolves, is the fact that Christmas comes during that month. It affords great opportunities for the live retail grocer.

The dealer should give particular attention, especially during the first part of the month to all those lines which enter into the make up of the Christmas cake and plum pudding. Every day nearer the festive season, means less chance of selling these lines, so that this trade should be gone after strongly at an early date. Raisins, currants and peels are perhaps the most important items, but there is a long list of other goods which should not be forgotten. It includes such lines as dates, figs, flour, molasses, mincedmeat, spices, plum puddings, nuts, flavorings, icing sugar, etc.

Get Behind Quality Goods.

Every dealer will find it to his advantage to sell the best grades in these goods. The Christmas cake and plum pudding are the most important creations in the baking line the housewife attempts during the year, and the average woman does not want to take any chances on its goodness, even for a considerable difference in price of the material. Many dealers feature this point to good advantage, pointing out the folly of taking chances by buying poor quality goods.

The window can and should be turned to good use by every dealer in promoting the sale of Christmas baking goods. They are all lines that lend themselves readily to good display and some excellent trims can be prepared. This should be given special attention during the first couple of weeks of the month. After that, the dealer may feel it more desirable to show other lines such as Christmas gifts and nuts and candies. Many dealers who have two display windows, start showing nuts, candies and fancy lines in one, soon after the turn of the month, still devoting the other to baking goods until close onto Christmas. There are always a certain number who leave the making of their Christmas cake until rather late, and it is to catch these, that a display is kept in the one window.

Confectionery and Nut Month.

December is the month in which confectionery and nuts, take a big step to the front, and they should be made an

important feature by every dealer. The reason for this is obvious. People will be buying a certain quantity anyway, and the best time to push an article is when it is wanted. However, the grocer should realize that demand for these lines is by no means a fixed quantity. It can be increased materially by proper methods, window and interior display being an important factor. The season of long evenings around the family hearth, and of many social gatherings, is here in real earnest, and thus the suggestion of nuts or confectionery should bring good results. As the festive season draws closer, extra attention should be devoted to these lines.

Prepare for Trade in Poultry.

Next in importance, or perhaps equally so, to the Christmas cake for Christmas, is poultry. At any rate, it is essential and as the housewife knows she will be wanting some variety for the occasion, there is no reason why her order should not be secured in advance. It would be to advantage of both customer and dealer, as the customer would be sure of her requirements, and the dealer would be better enabled to arrange for his supply. For this reason, it behooves the grocer to sell and arrange for his supply of poultry as far in advance as possible.

Special Fish Season Here.

The first of December marks the opening of Advent—a season when fish will be in special demand, and for this reason should receive special prominence in the grocery. There is no reason why dealers who have not yet commenced the handling of fish, should hold off any longer. Supplies are on an extensive scale, the weather is favorable for handling, and the public will now be wanting the goods. Oysters is a kindred line that should sell well. The quality is now such as to appeal to the customer, and there should be many oyster suppers during the month. The number can be increased by the dealer suggesting this line in display and advertisement.

Entering now upon the threshold of the last month of the year, the dealer should put forth his best efforts to make it, as well as the total for the year, a record one in point of sales. The month is rich in opportunities and they should be realized on to the best possible extent.

This is one of the months of the year when advertising should be specially used. Good strong copy in the local paper about the goods peculiar to this season which you have to offer, combined with careful attention to display and personal salesmanship should be productive of good results.

As pointed out before, trade during the month centres around Christmas and it should be the aim of the dealer to get the public filled with the spirit of the occasion, as early in the month as possible. It gets them thinking about the day and promotes purchasing. Extra trade can be induced by putting the shop and window in holiday trim early in the month.

DOLL CONTEST TAKES WELL.

McKay & McCaw, grocers, Dundas St., Toronto, who have a store also at corner of Arthur & Shaw Sts., managed by Mr. McCaw, have a doll contest in connection with both stores with a view to increasing December sales. The dolls are grouped around a small table, each with cup and saucer placed before her on the white cover. The two dolls to be given as 1st and 2nd prizes in the Arthur and Shaw St. store, were dressed by Mrs. McCaw, who has shown taste and skill especially in the millinery portion of their attire, while the 1st and 2nd prize dolls in the Dundas store window were dressed by Mrs. McKay, the respective wives of the partners. Mr. McCaw reports that there were 30,000 votes at last year's contest, and great excitement prevailed on the closing day, when the prizes were awarded to the successful competitors. The entrance to the store was completely blocked for a time, and Mr. McCaw, whose interests then were entirely confined to the Dundas store, declared you would have thought it was election night.

In our issue of November 15, a window display of the Hudson's Bay Co., Kamloops, B.C., was reproduced in The Grocer. It was stated that this window was dressed by R. George, but now we find that E. F. Williams was the trimmer. Mr. Williams dressed also the 1911 Christmas window of the above company, which appeared in our Fall Campaign Number.

Collecting From Good, But Slow Pays

Good Advice on How to Deal With the Man Who Has the Money But Who Neglects His Grocery Bills—A System Gathered From Experience — Dealer Must Have Business Well Organized to Follow Up Promises Properly.

*By T. F. McDowell.

To keep accounts well collected and still retain your customer's trade is of great value to your business. Engine and rudder steer the ship at sea. Money and experience steer the ship of commerce. The great percentage of failures rests on not knowing how to do business and in failing to collect for what you have sold. One reason for forming associations and having our protective lists is to avoid becoming entangled with people unscrupulous in settling their accounts. The banker must know something of your personal record and your worth before you can secure a line of credit. From our commercial agencies they gain this information, to verify your personal statement. Why then should we not make every effort to put our protective lists in such shape that the grocer, the meat dealer, the hardware merchant, or any one doing a credit business may obtain such information that will justify your first step in opening an account.

We might ask ourselves, "Why people who can pay, don't pay? Do we find this class of people behind in their insurance policies or their obligations in transactions in which their personal worth is in danger? Very seldom.

When his premium is due to his insurance company he realizes that if it is not paid his insurance becomes worthless, and at the expiration of thirty days he must, if not then paid, lose the risk. Against this obligation he is confronted with new medical examination if he wishes reinstatement. Time has elapsed since his former certificate of good health and he may now be physically unfit, but he prevents all this risk and pays his insurance when due.

What a revolution in trade we would have if our accounts were settled when due. Some people assume obligations with the idea that if they get short of cash at any time the grocer can wait, but he (the customer) finds money to pay his insurance. Our several associations, and those affiliated in one, The B. C. Retail Merchants' Association now in convention, can do a great work to establish prompt settlement of accounts. It is the duty of every member of a retail organization to report to our secre-

*Mr. McDowell is a Vancouver, B.C., grocer, who is making good in that city, where he has been in business for several years. He is a native of north-western Ontario. This address was given before a convention of merchants recently, and is so full of valuable suggestions that it should be read by every dealer.

taries those customers who are unscrupulous in their payments.

A Practice to be Stopped.

Suppose you are in business in Vancouver and you approach your customer whose account is past due. He reports by saying, "Why do you bother me about a cheque? When I lived in Victoria my grocer waited three months for his money." Or he might say, "Before I opened my account with you I dealt at your neighbor's grocery and he never asked me for money; now, if you don't want my account under these conditions I will deal elsewhere."

Now, gentlemen, this is the point I want to bring out: Let us stop this now and forever. None of us want to lose a good customer if he is well-to-do, but we want to feel that our neighbor grocer will act as we have, and not allow such dilatory settlements.

Mr. Smith may speak to you in regard to opening an account before he settles with his former grocer, but if he finds a rule prevailing among tradespeople (not only grocers) insisting on prompt settlement, he will in all probability remain with you, and pay up.

Under Obligation to the Dealer.

Let us now deal with Mr. Jones. He approaches you for credit: he finds it more convenient to order by 'phone, pay by cheque, or his income may demand a certain time of settlement. Do you transact this business over the 'phone with a man you do not know personally, or only by reputation? Never. He is asking a favor; he must come to your place of business. Now is your time to arrange details. Personality must play a great factor at this meeting. You must show a certain degree of independence; impress the idea on your likely customer that you are in business to cater to his requirements and to please. In making these arrangements, state your terms, then give him the privilege of stating his time of settlement. If your date is the 10th of the month following statement and he pays all his household bills on the 15th, by all means grant him his request, by thus consenting you gain your first point, but make a record of it.

Recording Transactions.

The system for this purpose is very simple. A little cabinet file with several cards divided in sections A, B, C, etc., and on one of these cards you write thus:

Name
Residence
Owner of Residence
Residence or Office Phone
Previous Grocer
Date of Settlement as Arranged

Also leave room on these cards to record any court transactions which you may obtain from Bradstreet's or Dun's weekly reports (for the best of us sometimes get into trouble).

I believe it wise to enclose in your first statement to a customer a memo of this description:

Dear Sir,—

To avoid any misunderstanding in connection with the payment of this account, we respectfully state the terms of settlement as arranged to be August 15.

Faithfully yours,

Name

Account Not Likely Forgotten.

As a rule, the grocer's statement when received from the mail is opened by Mrs. Jones. At a glance she sees the arrangements (probably Mr. Jones has not told his wife of these terms) thus she is likely to keep busy Mr. Jones posted about August 15, or date agreed upon. If the account is not paid on August 15, send him an account rendered, and enclose one of these little notices which I have just mentioned. This transaction should be recorded in your collection journal, and a date set for renewed action in case of default. On that date your next action is to get in touch with him over the 'phone, speaking to him courteously and asking him for a cheque. He may say, "I will send you a cheque on August 25." "Thank you, sir," should be your reply. Record this date in your collection journal. August 25 passes and you have not received his cheque. Before you close business on this date attend to Mr. Jones in some way. I would suggest a letter like this:

Dear Sir,—

We respectfully draw your attention to your July account for \$59.45, which you failed to settle to-day, according to arrangements made August 20.

Yours truly,

Name

Next morning he opens his mail and is confronted with this letter. "By jove,

(Continued on page 29)

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston

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

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009.

Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12960.

E. J. Dodd

FRANCE—

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

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

PUBLISHED EVERY FRIDAY.

TORONTO, NOV. 29, 1912

SELLING CHRISTMAS GOODS EARLY.

The sooner the dealer creates a Christmas atmosphere about the store, the sooner will he sell Christmas goods. December makes its bow in a couple of days, and with its arrival every grocer should begin plans for a bigger trade than corresponding month of a year ago.

Already many dealers are showing attractive windows of new dried fruits and other baking material. Grocer representatives have observed these all over the country in some of the most progressive stores. They are bringing in business that could not be secured in any other way until a couple of weeks prior to Christmas Day.

Getting the public to shop early benefits the retailer in still another way. When the bulk of the Christmas trade is forced into the last three or four days, good service cannot be rendered and this is sure to cause complaints. Neither can the proper attention be given to wants of regular customers. But when these have been educated to buy early in December, sales of extra goods—goods over and above those actually asked for—can frequently be made. This is what increases sales and makes the month's business supersede that of a year ago.

CO-OPERATIVE STORE HANDICAPS.

In two or three cities and towns in Ontario there are efforts at work at the present time to establish co-operative stores. These, as has been frequently explained in the past, are merely joint stock companies with an overabundance of small shareholders, usually an unwieldy number, if we are to judge from the success and failures experienced in this country already.

The cry that brings in the shareholder is, of course, "the-high-cost-of-living." This is alleged to be largely due to excessive profits charged by the retailer. At the very beginning, therefore, co-operative stores are under a serious handicap because of this belief.

As anyone who has been in the grocery trade in this country knows, there are many staple lines of groceries that no one except a legitimate retailer can purchase, and they must be bought from legitimate wholesale grocers at prices set by the manufacturer. These include certain

well known brands of sugar, cereals, starch, syrups, canned goods, soaps, etc., etc. Co-operative stores cannot buy such goods any cheaper, and how they can sell them much cheaper than retailers is a difficult question to answer, if any kind of service is to be rendered.

In Great Britain and Germany the success of these enterprises has been largely due to national habits of thrift and density of population. A Scottish or a German housewife, it is said, will walk some distance to make a small purchase at the co-operative store. She is prepared to put up with inconveniences in complying with the regulations of the society. But the temper of the people on the American continent is different. Minor rules and regulations are apt to be resented by the average housewife here. Students of the movement in the Old Country declare it is the eager desire to save on the part of the housewife that permits of the success of co-operative societies there.

In Canada during recent years there have been many co-operative stores established. A few of them are no doubt making money, but from all appearances the majority have failed in their hopes. The prospects are therefore not very bright for the co-operative store stock subscribers in this country.

LET CHEAP HELP DO CHEAP WORK.

Not many days ago in an Ontario store, a high-priced clerk was found sorting out bags in a rear storehouse. At the same time there were several customers in the store and a junior clerk was serving them, or at least trying to.

This looks like a case of bad policy on the part of the merchant.

The clerk did not really object to this less agreeable work because he felt it was his duty to do that which his employer wished. He was not there of his own accord, however, and would rather have been selling goods.

His employer had asked him to do it, while a clerk of much less experience and who was sadly lacking in the qualities of salesmanship was detailed to serve customers. It is probable that if the duties of the two clerks had been reversed, the total sales for that afternoon would have been much larger, for the elder one was a good salesman. But this dealer apparently had not learned the wisdom of allowing the cheap help do the cheap work.

There are many other merchants pursuing a similar policy. A high-priced salesman is frequently given some work of lesser importance when he might better be employed in selling goods.

A high-salaried clerk should be kept at such work as will allow him to bring returns in proportion to his wages and the cheaper help given the cheaper work. The merchant should use his judgment in deciding on the work of each clerk.

DECEMBER A FISH MONTH.

With the opening of the Advent season on Monday next, the retail grocer who sells fish has a splendid opportunity to increase sales. Advent marks the time when frozen fish comes once more for attention, and as there is always an extensive demand for it, a variety stock is certainly worth while just now.

Fish should not simply be kept in stock in view of the existing demand. If this is the case, sales will not be large unless the community is composed largely of people who observe Advent. That does not at all mark the extent of sales. Scores of others buy fish when it is brought to their attention. There is always a feeling

abroad that some of us consume too much meat. Whether this is true or not, a great many believe it, and on this belief the trade can do some effective work.

During December, therefore, fish and oysters should be energetically sold. A great many dealers already get behind these lines, and the turnover on them warrants their efforts. Others can do the same. A stock of frozen fish is easily handled with none of the attending difficulties which mark the hot summer season. They can be displayed advantageously in cool weather and with the assistance of show cards and advertising, displays can readily be turned into profit.

Now is the time to sell fish. It requires little energy to create demand; stocks can readily be kept without fear of loss and the Advent season is here. Now is surely the psychological moment.



BE PROTECTED AGAINST FIRE.

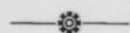
At this time of year retailers should take a look at their fire insurance policies. Around Christmas time decorations are usually added to the store interior, and if these are of an inflammable character, the retailer is apt to lose in case of fire.

In connection with this matter the Fire Underwriters' Association has issued the following circular which all should read carefully:—

“Following our usual custom at this season of the year, I beg to call your attention to the dangers to life and property from Christmas decorations, displays, etc., which are frequently made at this time of the year. The use of Christmas greens, harvest specimens, and other inflammable materials, such as draperies, scenery, cotton to represent snow, and the like (especially in connection with electric and other lighting systems), is decidedly an increase of hazard, it being impossible to make displays of that nature perfectly safe.

“The statutory conditions of your insurance policy read in part as follows: ‘Any change material to the risk, but within the control or knowledge of the assured, shall avoid the policy as to the part affected thereby, unless the change is promptly notified in writing to the company or its local agent.’”

The danger to life in stores in case of fire is so great in view of possibilities of a panic, that every precaution should be taken by the trade to prevent the slightest possibility of one occurring.



CUSTOMERS ENTITLED TO SATISFACTION.

“When buying goods, I always consider quality as well as price and in that way I give my customers the satisfaction to which they are entitled.”—A. H. Schweitzer, Berlin, Ont.

In the above brief statement, there is an important point for the dealer who desires the continued confidence of his customers. Price without quality is a poor foundation on which to work. It may be suited to the here-and-there merchant who disappears in the night, but for the man who wants to build up a reputation—to secure a good-will worth while—this policy is a great handicap.

As this Berlin dealer intimates, customers are entitled to satisfaction. They know this is due them and if they cannot get it at one store, they go where it can be secured. The grocer with his ear to the ground will easily discover

this. When a woman buys a package of butter from her dealer, she expects good butter. If it is not, her butter account at least, is usually transferred elsewhere. Same applies to other lines such as bacon, eggs, cheese, tea, coffee, etc.

Articles of quality must be selected and customers must be given satisfaction if the business is to grow to any proportions.



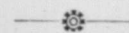
GETTING AT THE NET PROFIT.

Simmered down to rock bottom, the most important duty of the dealer is to keep in touch with his net yearly profit.

To do this he must know his yearly expenses and yearly volume of business. He must know on the one hand his cost of rent, light, fuel, salaries of employes, horses, wagons and upkeep of same, insurance, advertising and sundry expenses, and on the other the gross amount of business done, gross percentage of profits and gross profits. By deducting total expenses from gross profits, the all important figure looms up.

The aim of every dealer is to have the net profits as large as possible. To do this, the greatest possible business must be done at the least expense. How can this result be brought about unless he knows his exact expenses, his cost, his exact sales and the value of the goods in stock at the beginning and end of the year? This is the information every dealer should be assured of at the end of every fiscal year of the business. To get this requires but four things—an expense book, a cost book, a sales book (or their equivalents) and an inventory.

If expenses are known; if invoice cost is known; if total sales are known, and if the quantity of goods in stock at beginning and end of the year are known, how easy it is to know the net profit. Every dealer's business instinct demands this knowledge and those who haven't got it are running counter to what their business instinct calls for.



EDITORIAL NOTES.

Now for a record month to finish up the year.

* * *

Appropriate decorations in the store spread the Christmas spirit and promote buying for the festive season.

* * *

Opening of Advent brings with it the first big fish season, and every dealer should profit by the added opportunities.

* * *

Getting money regularly from the man who can but doesn't pay is a work in which every dealer should be an adept.

* * *

Fortunate indeed is the housewife whose Christmas cake recipe calls only for a limited number of new laid eggs this year.

* * *

Successful salesmanship from the clerk's standpoint, consists largely in giving service and in the exercising of taste in personal appearance.

* * *

To hear some people talk, one would think the dealer is not entitled to any profit when he sells to the consumer. The fact that he gives a service is seldom taken into consideration.

A PAGE OF VALUE TO THE GROCERY CLERK

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

Because the clerks of to-day are the merchants of to-morrow, there is a great reason why every clerk should study thoroughly every phase of the retail business. His studies must include the all-important phase of Selling more particularly than anything else. It is a salesman that the employer needs more than anything else, and there are probably more positions open in the country to-day for salesmen than for any other class of men.

The merchant must not only be a good buyer; he must be a man who can organize his selling force to get the maximum amount of business. The clerks of to-day who are the merchants of to-morrow must, therefore, be men who can sell.

As a bright young salesman remarked to the writer recently, the matter of personal appearance and approach has much to do with making sales—even more than the majority of people are inclined to think. When a clerk who is slovenly dressed—dirty linen, dirty clothes, uncombed hair, etc.—attempts to make a sale he is handicapped before he ever opens his mouth. He may take an order but as far as selling anything else is concerned, he has little chance. The salesman must be cleanly attired, smart on foot, with a keen eye and clear head.

The clerk without the power to concentrate is far from being a salesman. When a customer is before the counter and one's efforts are directed to selling her goods, she and her requirements must be concentrated upon. That a rolling stone gathers no moss doesn't apply here. "Look the customer straight in the eye" is a maxim of all good salesmen and "concentrate alone on the work of selling that customer." When the clerk's eye wanders about the store it is impossible for him to properly appreciate the thoughts of the customer. The straight eye holds attention and secures,

too, the undivided attention of the customer.

Have you, as a clerk, ever introspected your method of approach? When a purchaser enters the store and it is up to you to serve her, what is your attitude towards her? Have you ever given this special study or thought? If not, it is worth while looking into. The difference in results between the indifferent and don't-care-whether-you-buy approach and the gentlemanly, attentive clerk is frequently wide. To the employer, it often means the loss or gain of customers. It should not be forgotten that the employer notices all these things. If he doesn't, and pays no attention to them himself, he is not destined to any prolonged success. The approach that bespeaks interest in the customer's wants, and confidence that you can give the service and satisfaction looked for, is what attracts trade, sells goods above demand, and brings back the purchaser day after day.

No clerk can do best work in selling unless he knows the goods. The first requisite of the men who sell such appliances as the cash and credit register, the silent salesman, computing scale, etc., is that they know all there is to know about them. Where they are made, what they can do, how they overcome this or that—these are things that must be known by the seller destined to be successful. Same applies to the clerk in the store. Every clerk should know where the best coffee comes from, why it is best, and all reasons why he recommends it. He should know what there is to know about various brands of canned goods, tea, baking powders, meat sauces, olives, etc. It is his aim to sell the best and this can only be done when he is fully acquainted with all.

In this matter of knowing goods, the employer always plays an important part. The latter knows, or should know, his stock and he should have some methods to impart what he knows to the

clerks. Too often the dealer gives only meagre information. When the price of an article, for instance, advances, he merely informs the staff of the advance. The reason for it is not stated and when a sale is made the customer is informed that the price has gone up, with the probably meaningless addition that this has been necessary on account of "the high cost of living." If currants or figs advance, and the cause is the Balkan war, the clerk should know this so that he can sell intelligently.

In selling goods from the retail store display takes a prominent place. The displaying of goods is something with which most clerks have to deal both as to interior and window arrangement. Many sales are made in this way and the credit of them should go to the one who constructed or arranged the display. The ambitious clerk is a believer in the power of showing goods and he has ideas enough to make displays that sell. In many of our large Canadian stores, window trimmers are paid substantial salaries for showing goods only. They are experienced men and because they produce windows that sell, they deserve good salaries. The art of display is assuredly one of the accomplishments of the retail clerk.

Another important acquisition to the salesman is accuracy. He must be accurate in his statements, in his counting, weighing, measuring, and in that portion of the book-keeping he has to look after. Too many errors are made with the counter check book. This breeds dissatisfaction among customers—particularly if the error is unfavorable to them. Accuracy in weighing is very essential. If underweight is given, there are bound to be suspicious buyers and if overweight, the dealer loses. This is all a part of the good salesman's work. He must be accurate before he branches out on life's journey alone.

In subsequent issues, a number of the above points and others will be taken up and illustrated with concrete examples. The Selling of goods will be dealt with exhaustively as this is the pivotal point in the life of every clerk whose future plans are for a business of his own.

Co-operation With Retail Trade Suggested

Speaker at Meeting of Canadian Credit Men's Association Advises Assistance to Retailers in Getting Amendment to Garnishee Act Passed—In Return Association Would Like Aid to Getting Bulk Sales Act in Force—No Honest Man Could Object to Either, He States—Objects of Association Exemplified.

Toronto, Nov. 28 (Special).—At the monthly meeting of the Ontario Division of the Canadian Credit Men's Association at McConkey's on Friday night last, L. J. Ball, the secretary, gave an address on the aims and accomplishments of the association. A full and complete explanation of the work being done, illustrated by lantern slides of the several forms used by the association, was made. One of the points touched upon was the fact that many retailers do not carry sufficient insurance. One thing the association is doing, is persuading many retailers to put on more insurance—a good thing, it was explained, for both wholesaler and retailer, as it affords protection for both.

Several of the members testified to the benefits they have received since joining the association, among them being H. D. Eby, of Eby-Blain, wholesale grocers, Toronto.

E. Leith, of Balfour, Syme & Co., wholesale grocers, Hamilton, gave a number of actual instances of how his firm have saved money by the association's reports. Speaking of the Bulk Sales Act, which, as the chairman, A. G. Malcolm said, would again be brought before the Ontario Legislature during the coming session, Mr. Leith said:—"This is one law that we certainly should have. It has been pointed out that it did not go through at the last session because of the opposition from country districts. I suggest that our attention be given to the retail merchants throughout the country, to show them that it is for their benefit as well as ours."

"I was reading in the 'Twenty Years Ago' column of The Canadian Grocer a few weeks ago that the Hamilton Grocers' Association of 20 years ago were trying to get a law passed to have laborers paid once a week by the large corporations. This was so they could get what was coming to them, and it could not be objected to by the honest man. In the same way the honest retailer cannot object to a Bulk Sales Act. In fact, it is to his advantage.

"I suggest that we co-operate with the retail merchants. Let us help them and let them help us. At the present time they are trying to get a bill passed reducing the amount of exemption in garnishment from \$25 to \$10. The honest man cannot object to this, any more than can the honest retailer object to the Bulk Sales Act. Why not help the merchants to get this legislation through,

and in return get them to use their influence on their local members to get the Bulk Sales Act passed."

The membership of the Ontario division is now 158. A campaign is being undertaken to raise it to 200.

COLLECTING FROM GOOD, BUT SLOW PAYS.

(Concluded from page 25) ..

I forgot that matter yesterday, I must send him a cheque at once," he says.

A collection journal is a book with consecutive days and dates and on each day and date have plenty of room to record different transactions such as:

Call on Mr. Jones for July account by request.

Mr. Smith promises a cheque by mail to-day.

Mr. White's note on account due to-day.

Sent Mr. Blank a statement on Aug. 15; he promises to pay to-day.

Sent Mr. Kelly a statement August 15, unable to get in touch with him; write him again to-day, etc.

When you have sent your accounts out, take from the ledger a list of names of every account owing, and their amounts. You know by so doing how much each person owes you. Accounts should be in alphabetical form, and when payments are received make it a daily duty to mark "paid" opposite their amounts, or if paid on account mark "paid on account \$20.00." On the 15th look over this list and make what I would term a collection list. On this list you have before you the balance of your unpaid accounts. Watch them carefully.

Must Have Organization.

Collecting accounts from people who are slow pay, but well-to-do, and still retain their patronage, is a difficult task. You must have your business well organized, your office work must be given daily attention, your goods and your service must be absolutely satisfactory. To a marked degree your customer ought to feel he cannot better himself by dealing elsewhere.

If you are compelled to resort to methods of collecting, you must have facts in such shape with which to confront him if he says: "I did not make arrangements to pay you on the 25th of August," you have your collecting journal to show him. The business man

sometimes forgets, seldom making a record of a promise, but you have, and thus you always have the best of him.

Don't waste time calling if you can get him on the 'phone; if you call on him his office may be filled with people waiting to see him on business, but 'phone him and he will stop talking to his caller and you thus have him at once. Try to always leave your man feeling the best towards you, but thoroughly impress him with the importance of your business. Not everyone can be a successful collector of accounts. It is a work by itself; human nature must be studied; fact and judgment must always be exercised; if he swings out on you, dodge him, but don't strike back.



Following items are from Canadian Grocer of December 2, 1892:—

"Hugh Malcolmson & Co., Chatham, Ont., do a flourishing business both in the grocery and crockery trade in that town. Their crockery hall is managed by a son of Mr. Malcolmson; another son manages the company's extensive grocery business."

Editorial Note.—This is another of the retail businesses which has stood up for two decades, the name of Hugh Malcolmson being to-day well known throughout Kent County.

Granulated sugar was quoted at \$4.50 per cwt. on the Montreal market in our issue of December 2, 1892. To-day the price is \$4.75, only two cents a hundred or a quarter of a cent a pound dearer. On same market, beans were quoted around 13¼ to 17½ cents per lb., while to-day, prices are 15 to 31 cents, according to amount purchased. Standard rice was quoted twenty years ago at \$3.85 to \$4.00 per cwt., while to-day it is \$3.75, therefore showing a slight decline.

"The following is a clause in a new by-law passed by the Vancouver City Council: 'No peddler shall peddle any dairy product (except milk) or garden or field produce, or fruit in any part of the city before 11 a.m. on regular market days, and no person, other than a consumer buying for his own use, shall buy any goods exposed for sale on the market before 11 a.m.'"

Current News of the Week

Quebec and Maritime Provinces.

The St. Jacques Tobacco Packing Company, Ltd., of St. Jacques, Que., has been incorporated at \$150,000.

Brodie & Harvie, Ltd., Montreal, manufacturers of flour and other food products, have been incorporated at \$100,000.

L. A. Morash, a Halifax, N.S., grocer, at the corner of South & Henry Streets, is among those who does a good business in hot drinks. He has a small fountain on the counter from which customers are served.

J. E. Pollard has succeeded Thomas Reynolds as Montreal manager of the Quaker Oats Co., the latter having assumed the managership of the Saskatoon branch of the same concern. Mr. Pollard has been connected with the Quaker Oats Company for a number of years.

Ontario.

H. Cox, grocer, Toronto, has sold to A. Devlin.

J. G. Boyd, grocer, Toronto, has sold to A. T. Swift.

John A. Jeffery, grocer, Toronto, has sold his business.

Geo. Leaver, grocer, Toronto, is succeeded by Haffey & Co.

D. N. Brawley, grocer, of Grand Valley, Ont., has sold out.

W. H. Otto, general merchant, Elmira, Ont., died recently.

D. McCoskery, grocer, Toronto, has been succeeded by Annie E. Dobb.

L. Campbell, has purchased the general store of J. Burnett at Orton, Ont.

David H. Brawley, grocer, Grand Valley, Ont., has sold to Thos. J. Simpson.

T. B. Escott & Co., Ltd., manufacturers and wholesale grocers, London, Ont., have been incorporated in Ontario at \$130,000.

C. R. McLeod, of Toronto has purchased the grocery business of Mrs. Rogers, corner Division and Union Sts., Kingston, Ont.

H. L. Charlton, an Aylmer, Ont., grocer, was married recently to Miss Canning of the same town. They have gone on a wedding trip to Detroit and Chicago.

A Toronto retailer who recently bought a grocery store is charged with having purchased goods from wholesalers in the name of the former owner.

Fred Coward, an importer on Spadina Ave., is suing him for \$39.33 in this regard.

The Andrew Jergens Co. is the name of a new soap concern which will begin manufacturing at Perth, Ont., about beginning of the new year. W. E. Danver, of Perth, is the general manager.

A Port Arthur, Ont., retailer was recently arrested, charged with keeping store open after 6 o'clock in the evenings contrary to a by-law. He pleaded guilty to having the store open but as he had not sold any goods, he was dismissed by the magistrate.

Jas. Epps & Co., Ltd., of London, England, cocoa manufacturers, have appointed Frederick E. Robson & Co., 25 Front St. East, Toronto, as their Ontario agents. Jas. Epps & Co. were established in 1879 (shortly after Queen Victoria was crowned).

The Christie-Brown Company, Toronto have plans prepared for the extension of their building on Frederick, Duke and George Sts., and have men engaged tearing down the old buildings at the north-west corner of King and Frederick streets. The company will have a frontage on King and three other streets when the new addition is completed.

Western Canada.

R. M. S. Cole, has opened a general store at Winter, Sask.

E. L. Matte, grocer, Bienfait, Sask., has sold to Thos. Ellis.

A. Ingram, grocer, Winnipeg, is succeeded by D. Campbell.

E. J. Fowler, grocer, Port Alberni, B.C., has opened a new grocery.

Jos. Perverell, general merchant, Thornhill, Man., died last week.

J. W. Harvey & Co. have opened a grocery store at Gull Lake, Sask.

A general store has been opened at Pinkham, Sask., by Johnston & Co.

H. S. Ireland has sold his general store at Redcliff, Alta., to L. Barber.

C. M. Thompson has purchased the general store of S. K. Holton, Scollard, Alta.

C. Mollberg has opened a grocery store at Leeville, Sask. J. A. Evenden has opened a general store at the same place.

Carl Stevens, grocer, Moose Jaw, Sask., has admitted H. Bothan as partner.

There is some talk of a beet sugar refining plant being erected at Montmartre, Sask.

The stock of the Jackson Grocery Co., Ltd., Calgary, Alta., has been sold to Lynn & Hunt.

Stock and fixtures of the estate of R. H. Graham, grocer, Winnipeg, have been sold to C. B. Routley.

Machov and Aronvitch have purchased the general store of the Balgonie Trading Company, at Balgonie, Sask.

David D. Friesen has taken possession of the general store business which has been carried on at Laird, Sask., by John P. Epp.

Dauphin, Man., board of trade has been interviewed by a representative of an Eastern match factory with regard to locating there.

A Winnipeg report states that A. Macdonald Co., wholesale grocers there, with branches throughout the West, have sold to the Dominion Bond Co., Toronto, the amount involved said to be in neighborhood of \$2,500,000. The A. Macdonald Co. was incorporated in 1895, Mr. Macdonald previous to that time being in the grocery business.

"The retail grocers of Vancouver have got rid to a great extent of that great evil, the professional dead beat, the man who accumulates a bill with one grocery and then goes on to the next," was the declaration at a meeting held this week at New Westminster, B.C. "We are getting out a credit rater's list and it is open to any member of the association to inspect it," was an announcement made.

The following officers were appointed. E. C. Traves; vice-president, C. Welsh; secretary-treasurer, T. F. Phillips; directors, A. P. McDonald, G. Blakeley, B. S. Ross, Emerson Gilley and A. McDonald.

The McKinnon Co., proprietors of a large department store in Weyburn, Sask., held a formal opening of a new store from November 19 to 23. Ten years ago N. D. McKinnon began business there, the first store being only 35 x 52 feet in dimensions. In 1905 the old frame store was replaced by a brick one, 35x78 feet and this was doubled in size three years later. Their present new building which was begun early in the year is 100 x 120 feet with four flats and 8,000 square feet of floor space. The grocery department is on the first floor. The store is fitted with cable cash carriers. There is an elevator system for both freight and passengers and each department has its own manager and buyer.

Christmas Goods Now in the Limelight

Good Demand for Ingredients of Christmas Cake—Nuts Are Moving Out Well
—Orders for Confectionery Coming in—Easiness Still Ahead in Sugar—Big
Trade in Corn Syrups.

QUEBEC MARKETS.

POINTERS:

Currants—Up ½ cent.
Filberts—Advanced.
Marbot Walnuts—Advanced.
Tarragona Almonds—Advanced.

SUGAR.—A lively trade is going on at present, in fact, it is considered in some quarters as unusually heavy for season. Market for raw sugar is reported as quiet with an easier undertone, latter no doubt due to commencement of grinding operations in Cuba.

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

MOLASSES AND SYRUPS.—Particular attention should be paid to molasses market at present time, as some interesting developments as far as prices are concerned, must take place. Sugar is now selling at low figure and molasses should naturally follow, other things being equal. But as the new crop will not be here till February, and stocks of fancy locally are becoming weaker every day, a higher range of prices than would naturally be expected, should come into force.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03 ¼	
Corn syrups, half-barrels	0 03 ½	
Corn syrups, quarter-barrels	0 03 ¾	
Corn syrups, 3¾-lb. pails	1 75	
Corn syrups, 25-lb. pails	1 25	
Cases, 2-lb. tins, 2 doz. per case	2 40	
Cases, 5-lb. tins, 1 doz. per case	2 75	
Cases, 10-lb. tins, ½ doz. per case	2 65	
Cases, 20-lb. tins, ¼ doz. per case	2 60	

DRIED FRUITS.—The approach of holiday season has added further stimulus to an already active market, and a good amount of business is being transacted in spite of high figures asked for certain lines.

Greek currants, according to latest cables are much firmer, and considerable difficulty is being experienced in securing steamer space. Cleaned cur-

rants in one pound packages have advanced ½ cent. per lb.

Fancy seeded raisins are stronger. Scarcity is reported of Smyrna sultanas and higher prices are looked for. A little more confidence is taken in prunes and they are strongly held.

Evaporated apricots	0 14 ½
Evaporated apples	0 07 ½
Evaporated peaches	0 10
Evaporated pears	0 13
Currants, fine filiatras, per lb., cleaned	0 06 ½
Currants, 1 lb. pkgs. fine filiatras, cleaned	0 08
Currants, Patras, per lb.	0 09
Currants, Vostizzas, per lb.	0 09 ½
Dates, 1-lb. packages	0 07 ½
Dates, Halloves, loose	0 05 ½
Figs	0 11
Figs, 3 crown	0 08
Figs, 4 crown	0 09 ½
Figs, 5 crown	0 11 ½
Figs, 6 crown	0 12 ½
Figs, 7 crown	0 13 ½
Figs, 9 crown	0 14 ½
Comadre figs, about 33 lbs. mats	1 30
Glove boxes, 15-oz., per box	0 10 ½
Glove boxes, 19-oz., per box	0 07 ½

Prunes	0 13
20-30	0 11 ½
30-40	0 11
40-50	0 10
50-60	0 10
60-70	0 08 ½
70-80	0 08
80-90	0 07 ½
90-100	0 08
Rosina prunes	0 08
Raisins	0 08
Choice seeded raisins	0 08 ½
Choice fancy seeded, 1-lb. pkgs.	0 08 ½
Choice loose muscatels, 3-crown, per lb.	0 08
Choice loose muscatels, 4-crown, per lb.	0 08 ½
Seedless, new, in packages	0 07 ½
Select raisins, 7-lb. box, per lb.	0 07 ½
Sultana raisins, loose, per lb.	0 11 ½
Sultana raisins, 1-lb. cartons	0 12 ½
Malaga table raisins, clusters, per box	1 30
Malaga table raisins, clusters, per ¼ box	0 75
Valencia, fine, off stalk, per lb.	0 08
Valencia, select, per lb.	0 08 ½
Valencia, 4-crown layers, per lb.	0 09 ½

NUTS.—Contrary to expectations Sicily filberts have advanced in spite of decline only last week, to extent of one cent, while Tarragona almonds and Marbot walnuts are also marked up. Almonds have been known to be in small compass for past while back and scarcity has no doubt brought about increase. Brazil nuts may also go up, as stocks are being quickly absorbed.

In shell—		
Brazil	0 14	0 15
Filberts, Sicily, per lb.	0 12	0 13
Filberts, Barcelona, per lb.	0 11	0 11
Tarragona Almonds, per lb.	0 15	0 16
Walnuts, Mvette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 ½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 ½	0 09 ½
Coon, roasted	0 09	0 10
Diamond G. roasted	0 11	0 12
Ron Ton, roasted	0 10	0 11
Sun, roasted	0 10	0 11
Spanish No. 1	0 13	0 15
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 15	0 16
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

RICE.—There is good demand for rice locally and prices are being well maintained. It seems that millers have no heavy supplies on hand, and trade is replenishing stocks, evidently having become aware of conditions.

Rangoons—		
Rice, grade B, bags 50 lbs.	3 75	
Rice, grade B, bags 100 lbs.	3 75	
Rice, grade B, bags 50 lbs.	3 75	
Rice, grade B, ½ pockets, 12½ lbs.	3 75	
Rice, grade C.C., bags 250 lbs.	3 75	
Rice, grade C.C., bags 100 lbs.	3 75	
Rice, grade C.C., bags 50 lbs.	3 75	
Rice, grade C.C., pockets 25 lbs.	3 75	
Rice, grade C.C., ½ pockets, 12½ lbs.	3 75	
Patna, polished	3 50	
Pearl	3 50	
Imperial Glace	3 50	
Sparkle	3 50	
Crystal	3 50	
Snow	3 50	
Ice Dips	3 50	
Carolina Rice	3 50	
Brown Sago, lb.	0 07	
Tapioca, medium	0 07	
Seel, lb.	0 09	

COFFEE.—There is better inquiry noted for coffee and business is generally good at unchanged prices. There is no outstanding feature in situation at present.

Mocha	0 25	0 28
Rio	0 21 ½	0 23 ½
Mexican	0 22	0 23
Santos	0 22	0 24
Maracaibo	0 23	0 25 ½

SPICES.—Demand from grinders is steady for practically all lines, but there is really little speculative activity noticeable. White peppers remain firm, and it is said on some sides that supplies of raw material are none too heavy, so that this particular line needs watching. As it is, a considerable advance has been scored. Cloves are firm at recent primary advance, and are expected to be strong for some time. Pimento has been reduced.

Allspice	0 15	0 15
Cinnamon, whole	0 16	0 15
Cinnamon, ground	0 15	0 15
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 28
Cloves, ground	0 23	0 25
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	0 25	0 35
Nutmegs	0 25	0 30
Peppers, black	0 15	0 18
Peppers, white	0 27 ½	0 30
Pimento	0 07 ½	0 10

WHITE BEANS.—A high figure is still asked for these beans, nor does there seem to be any likelihood of immediate decline. Supplies have been a little better though, of late. Quality, however, is not all that is desired.

White beans, per bushel	3 15
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ONTARIO MARKETS.

POINTERS—
Cloves—Firm.
Tarragona Almonds—New nuts lower.
Canadian Beans—Slightly easier.
Dried Peaches—Variation in Quotations.

Toronto, Nov. 28.—The November grocery trade has been good. Activity has marked local market during whole month. All jobbers are unanimous in opinion that November trade when totals have been made up, will compare favorably with last year, and there are some who have no hesitation in declar-

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ing that it will show an increase. There has been some difficulty in securing goods, on account of slow movement of freight, but this is by no means a new trouble.

Local jobbers have pretty well cared for goods booked to go out by lake and rail routes. Navigation is due to close this week, but there will, of course, be further shipments by this route as long as weather permits.

The time when last call for perishable goods which retailers wish to get in before cold weather makes it impossible, is now nearing. Good many dealers stock up with certain lines before temperature goes so low as to make it necessary to bring them in by express. Among such lines are catsup, pickles, olives, sauces, vinegar, mineral water, etc.

There is now a heavy call for all those ingredients which enter into the make up of the Christmas cake. Retailers are now devoting good deal of their time to featuring these lines, and prospects are bright for a record season's business. On whole, prices are fairly reasonable and this combined with plenty of money now in circulation should mean good trade in all Christmas lines.

SUGAR.—There is no change in sugar market since last week. There is easiness ahead but it is question when it will become apparent in refined prices. Some say it may not come until well on in December. One man this week said he wouldn't be surprised to see a break anytime. "Beet sugar in the U.S.," he argued, "is 40 cents below cane, and I think that cane refiners will reduce prices just as soon as sufficient raw supplies come to hand. If there is a break across the line, Canadian market will probably follow."

Nearby raws have been in rather scant supply and when they become more plentiful, there will likely be a change in refined market.

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

SYRUP AND MOLASSES.—So far, season's trade in corn syrup has been excellent. Cooler weather of late has added considerable impetus to business and prospects for coming winter are bright. Molasses is also in normal demand.

Syrups—	
2 lb. tins, 2 doz. in case	Per case. 2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, 1/2 doz. in case	2 65

20 lb. tins, 1/4 doz. in case	2 60
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 03 1/2
Pails, 38 1/2 lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gals., 12 to case	5 40
1/4 gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
1/2 gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	0 28
West Indies, half barrels	0 30
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 49 0 50

DRIED FRUITS.—Staple as well as more fancy varieties of dried fruits are moving out in good volume. Low price of seeded raisins is working for a big trade. Second shipment of dates is moving out well, at lower price noted last week.

On whole, dried fruits are on reasonable level this year, and consumption should accordingly be large. Prunes are much lower, but real big movement of these will not get under way until after turn of new year. Prohibitive prices of last year on peaches and apricots have given way to more normal values. Quotations on choice peaches locally range all way from 8 to 10 1/2 cents.

There is a generally firmer feeling in fruits at Coast, both prunes and raisins taking on steadier tendency. Evaporated apples are still weak. Packing is about finished and some figures regarding year's output should soon be available. At any rate, pack is large.

Prunes—	
30 to 40, in 25-lb. boxes	0 12 1/2 0 13 1/2
40 to 50, in 25-lb. boxes	0 11 1/2
50 to 60, in 25-lb. boxes	0 10 1/2
60 to 70, in 25-lb. boxes	0 09
70 to 80, in 25-lb. boxes	0 08 1/2
80 to 90, in 25-lb. boxes	0 08
90 to 100, in 25-lb. boxes	0 07 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.	
Apricots—	
Standard, 25-lb. boxes	0 13
Choice, 25-lb. boxes	0 15
Peaches—	
Standard, 25-lb. boxes	0 10
Choice, 25-lb. boxes	0 11 1/2
Candied Peels—	
Lemon	0 11 0 12 1/2
Orange	0 12 0 13
Lemon	0 15 0 16 1/2
Citron	0 04 1/2
Tag figs	0 05 0 07
Fancy box figs, according to size	0 10 0 15
Evaporated apples	0 07 0 07 1/2
Currants—	
Fine Filiatras, per lb.	0 07
Choicest Amalas, per lb.	0 07 1/2
Patras, per lb.	0 07 1/2
Choice Vostizzas	0 08 1/2
Shade dried Vostizzas	0 10 0 10
Cleaned, 1/4 cent more.	
Raisins—	
Sultana, choice	0 10 0 12
Sultana, fancy	0 12 0 14
Valencias, selected, new	0 08 1/2
Valencias, old stock	0 07 1/2
Seeded, 1 lb. packets, fancy	0 07 1/2 0 07 3/4
Seeded, 1 lb. packets, choice	0 06 3/4 0 07
Dates—	
Hallowee', full boxes	0 05 1/2
Hallowee', half boxes	0 06 1/2
Paris, choicest, 12-lb. boxes	0 09 0 10
Paris, choicest, 60-lb. boxes	0 07 0 07 1/2
Package dates, per pkg.	0 07 0 08
COFFEE.—There is no change from steadiness in the local coffee situation, nor is any expected, although there have been some slight concessions in Brazil.	
Rio, roasted	0 21 0 23
Green, Rio	0 20 0 20
Santos, roasted	0 24 0 25
Maricao, roasted	0 25 0 26
Bagotas, roasted	0 27 0 28
Mocha, roasted	0 30 0 32
Java, roasted	0 32 0 35

Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—Spice trade during November has been good. Buying in anticipation of demand for Christmas baking has added impetus to business, while shipments going out to lake and rail points have added considerably to volume of trade.

Cloves probably show the most firmness of any line at the moment. There is no news from primary points to indicate any change from steadiness. Peppers are in much same position.

5 and 10 lb. / 1/4 lb.			
		Tins.	1/4 lb.
Allspice	14-17	60-0 70	70-0 80
Cassia	22-27	72-0 94	80-0 90
Cayenne pepper	23-33	72-0 94	90-1 15
Cloves	25-29	90-0 95	85-1 10
Cream tartar	25-26	90-0 00	
Curry powder	25-00		
Ginger	22-27	65-0 85	75-0 95
Mace	65-80		0-2 75
Nutmegs	25-30	90-0 00	1 60-2 50
Peppers, black	20-23	67-0 75	80-0 90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-0 95	75-1 10
Pickling spice	14-18	75-0 00	75-0 00
Turnerite	16-18		
Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Mustard seed, per lb. in bulk		0 10	0 12
Celery seed, per lb. in bulk			0 40
Shredded cocoanut, in pails		0 16 1/2	0 17 1/2

RICE AND TAPIOCA.—Trade in rice is on a normal scale. There is nothing in news from the Far East to indicate anything but steadiness. Public opinion in Japan as to actual rice harvest is growing more pessimistic. Stocks of rice are not coming to market to extent generally expected at this time of year. New crop rice in Japan is now quoted at a price breaking the highest record in December in past 11 years.

It is estimated that 650,000 tons will be available for export from Siam and market there is firm. Steadiness also rules in Burmah, conflicting reports come to hand from India, but it would seem that prospects generally are quite good. It is rumored that Patua crop will be considerably short.

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

NUTS.—One Toronto house has new shelled walnuts, but majority of jobbers do not expect their first arrivals until about middle of December. Meanwhile, they are selling freshly cracked, for Christmas demand. New shelled almonds are in, but quite high again this year.

Grenoble walnuts in shell as well as Tarragona almonds and Sicily filberts are now in. New almonds are lower in price. Retailers are now calling for requirements for Christmas trade, and large volume is being sent out.

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Almonds, Formigetta	0 15	0 15½
Almonds, shelled	0 33	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 23	0 30
Walnuts, shelled, new, to arrive in Dec.	0 34	0 35
Chestnuts, Italian, large, lb.	0 12½	
Chestnuts, Canadian, peck	2 25	
Filberts	0 11	0 12
Hickory nuts, per lb.	0 07	
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08½	0 08½
Peanuts, green, jumbo	0 10	0 10

BEANS.—There is slightly easier feeling in beans, due more to general poor quality of offerings, than any improvement in outlook. A good year for Austrian hand picked is predicted.

Prime beans, per bush, new	2 90
Hand picked, per bush, new	3 00
California Lima, lb.	0 08
Austrian, H. P., per bush.	2 75

CANNED GOODS.

TORONTO.—There are few features of interest in canned goods at present time. While considerable attention has been given them in way of shipping and receiving supplies, efforts have not been put behind their sale as will be ease later on. At present, Christmas goods are holding centre of stage, naturally detracting somewhat from canned goods. However, those retailers who have given some attention to featuring new goods have found good results.

Local market is quiet, and easier in fact that dealers who raised their ideas above opening prices on certain lines, are beginning to ease them to original figures. For instance, tomatoes are again being generally quoted at \$1.37½, no premium over opening price being asked. Some firms were of opinion a few weeks ago that possibly something above that figure could be secured.

MANITOBA MARKETS.

Winnipeg, Nov. 26.—Wholesale grocers report a most satisfactory volume of business and much in excess of that done at this time last year. Christmas trade is now becoming an important factor but great bulk of holiday business will be done during the first week in December.

In meantime, feature stock of all kinds from the East is pouring into wholesale warehouses.

Collections have much improved and amount of cash business done is more satisfactory both to wholesale and retail dealers.

Movement of grain continues in unprecedented volume, exceptionally fine weather in November having greatly favored rapid delivery and transportation.

There is nothing of importance to note in price changes. Shelled almonds are a little stiffer, and all other lines steady.

SUGAR.—Sugar market is reported to be in somewhat unsettled condition.

Local opinion is much at variance as to what next move will be. There is a first rate demand.

Montreal and B.C. granulated, in bbls.	5 30
Montreal and B.C. in sacks	5 25
Montreal and B.C. yellow, in bbls.	4 90
Montreal yellow and B.C. yellow, in sacks	4 85
Icing sugar, in bbls.	5 65
Icing sugar, in boxes, 25 lbs.	5 90

SYRUPS.—Syrup prices are steady but in common with all corn products, situation is admittedly weak, and declines are not improbable. Winter trade has so far been satisfactory.

Corn Syrup—	
2 lb. tins, per case	2 38
8 lb. tins, per case	2 78
10 lb. tins, per case	2 66
20 lb. tins, per case	2 67
Barrels, per 100 lbs.	4 05
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	3 35

DRIED FRUITS.—Conditions are normal in dried fruits and there are no changes to report in prices this week. Retail trade is brisk and extensive preparations for holiday business are under consideration.

Prunes—	
90-100s, 25s, s.p.	0 76½
93-100s, 10s, s.p.	0 36
80-90s, 25s, s.p.	0 67½
80-90s, 10s, s.p.	0 27½
70-80s, 25s, s.p.	0 07½
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07½
50-60s, 25s, s.p.	0 08½
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05½
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 45
Fine, selected, 28s, s.p., per box	2 65
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 40
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas	0 14½
Currants—	
Dry, clean, per lb.	0 07
Washed, per lb.	0 07½
1-lb. package	0 08½
2-lb. package	0 17½

TEAS AND COFFEES.—There is nothing new in tea and coffee situation in the West. Coffee is strong but no advances are as yet announced. Consumption shows no falling off, notwithstanding gradually stiffening prices of last twelve months.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicoery	0 12½
Teas—	
China blacks, choice	0 25
India and Ceylon, choice	0 32
Japans, May picking	0 35
Japans, choice	0 35

BEANS.—Nothing new to report in beans since last review. Beans of good quality are known to be scarce. Situation is firm and an advance in price need cause no surprise.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack, 98 lbs.	0 00
Whole peas	2 75

NEW BRUNSWICK MARKETS.

St. John, Nov. 26.—Firm and steady was the grocery market in St. John during the week, prices unchanged in most commodities. Opening of winter-transport season and arrival of large trans-Atlantic steamers have had effect of causing quite an impetus in trade with many dealers. Cornmeal is slightly

easier this week having dropped about ten cents, but aside from that there are no changes of particular interest. Flour market is about the same, slightly easier if anything, while sugar market is also stationary. Molasses is more active than for many weeks. Heavy orders have been filled for country districts and shipped before close of navigation.

Bacon	\$ 15	\$ 15
Beans, hand picked, bushel	2 80	3 10
Beans, yellow eye, bushel	3 25	3 30
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	2 25	3 00
Cheese, new, lb.	0 15½	0 15½
Currants, 1s, lb.	0 08	0 08½
Canned Goods		
Beans, baked	1 20	1 33
Beans, string	1 02½	
Corn, doz.	1 10	
Peas, No. 4	1 40	
Peas, No. 3	1 42½	
Peas, No. 2	1 45	
Peas, No. 1	1 80	
Peaches, 2s, doz.	1 75	1 60
Peaches, 3s, doz.	2 25	2 10
Raspberries, doz.	2 20	2 30
Strawberries	2 20	1 65
Tomatoes	1 40	1 25
Chams	1 15	1 15
Cornmeal, gran.	1 65	
Cornmeal, bags	1 45	
Cornmeal, bbls.	7 45	
Eggs, hinery	0 40	0 50
Eggs, case	0 32	0 35
Finnan Haddies	1 10	1 50
Fish, cod, dry	1 50	
Flour, Manitoba	5 25	5 35
Flour, Ontario	5 45	5 95
Lard, compound, lb.	0 15½	0 11
Lard, pure, lb.	0 15½	0 16
Lemons, Messina, per box	1 50	1 60
Molasses, Barbados, fancy	2 75	
Oatmeal, rolled	3 25	3 35
Oatmeal, std.	2 50	2 60
Pork, domestic, mess	25 00	26 00
Pork, American, clear	26 75	29 50
Potatoes, barrel, new	1 15	1 60
Praisins, California, seeded	0 48	0 60
Rice, per lb.	1 25	1 50
Salt and Soap		
Salmon, Case	9 75	9 50
Peel Spring	4 50	8 75
Cocoas	4 50	8 75
Sugar		
Standard granulated	1 70	1 90
Austrian granulated	1 80	1 90
Plight yellow	1 70	1 80
No. 1 yellow	1 40	1 50
Paris lumps	0 90	0 25

BRITISH COLUMBIA MARKETS.

Vancouver, Nov. 26.—Scarcity of new laid eggs is being acutely felt and price has advanced within past few weeks from 60 cents to 75 cents. Wholesalers have men in Fraser Valley making contracts with farmers, but even this canvassing fails to provide adequate supply. These new laid eggs are being sold wholesale at 75 cents a dozen and local grocers have no doubts that price will rise higher than a dollar.

Business in the produce trade has been brisk with supply and demand equal and good. Arrivals are chiefly confined to staples. The Spanish Malagas arriving are in fine condition. The apple market is unchanged.

Wholesale quotations are as follows: Smoked Meats. Hams, boiled, 26; bacon, 22 to 23.

Eggs.—New laid eggs, dozen, 75c; fresh Eastern, doz., 38c; selected, doz., 34c.

Butter.—Local creamery, 35c; Eastern Townships, prints, 32½c; Eastern Townships, solids, 32c; New Zealand, prints, 34c; New Zealand, solids, 33½c.

Facts That Should Be Known About Goods Sold

If a salesman understands his goods, it assists him materially in selling them. Therefore, whenever a new article is received in the store, the clerk who aims to be a salesman will learn all the facts possible about it. In the same way when an article advances in price, the enterprising clerk will seek out the reason, if possible, so that it can be explained to the customer, and not merely the information given that it has gone up."

Pork and beans are on a higher level than they were some time ago. Some firms put prices up then and others just recently. The reason for the higher prices lies chiefly, of course, in the higher price for white beans which are decidedly high when compared with a few years ago. Pork is also higher, while there have also been advances in cans, solder, packing cases and nails and all these things help in making the cost to the manufacturer heavier than it previously was.

More firms have, of late, put up the price of their standard blends of coffee. In some cases it has been as much as three cents per pound. This is not due to any recent advance of that amount on primary market, but to gradual upward trend that has been taking place for some time. Manufacturers held back for a considerable time, but at last found it necessary to get more money for their goods. The advance in lower grades of coffee has been much larger than on the better quality.

Salmon, that is, sockeye salmon, is especially high in price, as every dealer and clerk well knows. The cause is the short pack compared to demand, the run of sockeye having been small again this year. To the customer who objects to buying it on the score that the price is too high, it can be pointed out that the can contains a solid pound or half pound of food, and that there is no waste. It should be advised that this feature be considered in sizing up its value.

HEAVY CALL FOR SALMON.

Vancouver, B.C., Nov. 26.—(Special)—Local canneries report a deluge of orders from overseas for salmon and

same applies to Seattle. The British Columbia pack has been unusually heavy, considering this was expected to be one of the lean years. Seattle reports that with an estimated pack of more than 3,000,000 cases of Alaska salmon for the season, hurry up orders from Eastern buyers and a growing Oriental trade, the salmon market is manifesting a firmness, which it is asserted, spells higher prices on or about January 1.

LEAKS IN THE GROCERY STORE



When the retailer purchases a hundred of sugar, he pays for every pound of it. He doesn't get one or two pounds thrown in for good measure. The same applies to every other line bought in bulk.

But does every dealer get paid for a hundred pound of sugar when he sells it out in 25 cent and dollar quantities? There may be a few who do, but the majority do not. Here there is a leak which means the loss of many dollars every year to the Canadian grocery trade. Not only does it happen in sugar, but in other bulk goods, such as confectionery, tea, cereals, etc.

The giving of overweight is a glaring leak through which many a dollar runs away. It often goes undetected, because of the smallness of its character. An ounce of sugar extra seems such an inconsiderable amount that is allowed to go without a moment's thought. Supposing, however, an ounce is lost on each of 50 sales in a day. There is a loss of more than three pounds or some 18 or 20 cents. In a year of 300 days, there would be lost in sugar alone almost \$60. If overweight is given in confectionery, cereals and all other bulk goods this leak would easily run over \$150, which in 10 years would represent a handsome dividend had the loss been checked.

Eternal vigilance in weighing will overcome this. Clerks must be shown how easily money can be lost through carelessness in this regard. If there are

computing scales in the store the trouble can be overcome by demonstrating to every user of them that the price computed by the scale is always correct and that when this price is quoted a customer, the latter is paying for exactly what he or she receives. With some other scales special care must be given whenever goods are placed on the scale pan to be insured against loss. Overweight must be checked, and when it is, one of the largest leaks in many a business will have been repaired.

SASKATOON MERCHANTS ORGANIZING.

Saskatoon, Sask., Nov. 26.—Some twenty local retail merchants assembled recently to talk over a retail merchants' organization and those behind the movement are optimistic as to the future of the association.

J. S. L. Hutchinson who was chairman, stated that, at the present time, the retail dealers of Saskatoon, should they have any grievances, have no place to ventilate them and as soon as they have their own association their complaints when reported will be taken up by that body in the best interest of the merchant. The system of giving credit will be dealt with so as to give the retailer better protection than he has had in the past. The fact is that many of the merchants of Saskatoon have lost money by giving credit to people who have now moved away from the city and left unpaid accounts behind them. Mr. Hutchinson pointed out that through the association, giving credit could be done away with in many cases.

It is expected that fully one hundred of the merchants will fall in line and help make the association a success. Another meeting will be held in near future when a full slate of officers will be elected and the various committees appointed. It is hoped that all the retail merchants of the city will avail themselves of the opportunity and help boost the movement.

Some of those present on Wednesday night were: J. S. L. Hutchinson, W.H. Cope, T. E. Cormick, J. H. Speers, H. Jones, S. J. Sheridan, Chas. Woodside, A. H. Westhaver, C. J. Fox and Mr. Strickland.

WANT GROCERS LICENSED.

The city health officials in Washington, D.C., are urging the passing of an ordinance requiring grocers to secure a license for opening new stores. The officials say that many of the grocers are of foreign birth and ignorant of the pure food laws. The license will not carry a fee, but will require an inspection of premises, etc.



Lower Prices Anticipated on Cornmeal

Big Yield of Corn Depresses Market—Mill Feed Which in Turn Has Bearing on Flour Also Affected—Differences of Opinion as to Future of Flour—Rolled Oat Situation Clearing.

The big yield and low prices of corn are having considerable bearing on general markets, including cereals, flour and millfeeds. The production of corn in United States this year is large, a good deal in advance of year ago, and as result, prices on raw material have been on decline for some time, and weakness has been quite marked of late. While cornmeal has already been reduced slightly on some markets, it seems that further concessions are ahead in this commodity.

Lower price on corn goes further than cornmeal market, however. It has made situation on mill feeds less firm and here declines have been announced. Lower figures on mill feeds have in turn had an influence on flour, for if lower prices have to be accepted for by-products, this naturally throws greater strain on flour.

The opinion has been expressed by certain dealers that lower prices are warranted on flour some time in the future. They based their opinion on fact that while flour is only 20 cents per barrel lower than year ago, wheat on Winnipeg market is about 15c per bushel below price of year ago. Against this it is argued that by-products are lower than year ago, so that flour has to produce a larger revenue.

Rolled oats situation is in better condition than it has been for some time. Mills still have abundance of orders ahead, however, and this is a factor in maintaining prices, although values on raw material really warrant lower figures. Oatmeal for export is lower and when domestic situation clears, reduced prices are expected.

MONTREAL.

FLOUR.—So far there has been no further change in flour situation, as far as prices are concerned, in fact, it looks as if market will be considerably firmer for next few weeks judging by present strength of wheat. Demand from coun-

try and locally has brightened up as result of recent decline, though it might be added that stocks in all hands have been reduced to minimum owing to hand-to-mouth policy followed. There is good demand from biscuit manufacturers for winter wheat flour and as supplies are none too plentiful, dealers are having busy time.

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

ROLLED OATS.—A steady feeling prevails in this market. Demand is on right side as far as millers are concerned though it is generally conceded that millers have by no means enough on hand to fill all requirements.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 75
Granulated oatmeal, single bag lots	2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots	2 40
Rolled oats, jute bags, 90 lb. single bag lots	2 50
Rolled oats, cotton bags, 90 lb. single bag lots	2 55
Rolled oats, barrels	3 50
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30
Rolled cornmeal, 100 bags	2 25

TORONTO.

FLOUR.—There is no further change in flour since last week's decline of 20 cents per barrel. As to whether there will be further reduction or not, there is difference of opinion. Some dealers think that wheat prices are low enough to warrant concessions later on. Those who hold contrary opinion say that lower price of mill feed as compared with a year ago is a factor that has to be taken into consideration. Bran, for instance, is now down to \$21, as against \$24 year ago. This throws a greater strain on flour.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	5 30	
2nd patents, in car lots, per bbl.	4 80	
Strong bakers, in car lots, per bbl.	4 60	
Feed flour, in car lots, per ton	31 00	33 00
Flour in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 90 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—It is expected that lower prices on cornmeal will be seen in near

future. Values are now 10c per cwt. below those ruling earlier in fall, and with raw material bearing down on market, further reductions are expected.

Rolled oats supplies are in better shape than for some time. Mills still have volume of orders ahead, and this tends to maintain prices, but as soon as situation begins to clear, reduction is probable.

Rolled oats, small lots, 90 lb. sacks	2 50
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98 lb. sk., small lots	2 75
Rolled wheat, small lots, 100 lb. bbls.	3 90
Rolled wheat, 5 barrel to car lots	2 80
Cornmeal, 98 lb. bags, 25 bag lots	2 20
Rolled oats in cotton sacks, 5 cents more.	2 25

MILL FEEDS.—Plentitude of corn and low prices as well as mild fall weather have had depressing influence on mill feeds, which have been reduced \$1 per ton, bringing bran down to \$21 and shorts to \$26.

Bran, in car lots, per ton	21 00
Shorts, in car lots, per ton	26 00

WINNIPEG.

FLOUR AND CEREALS.—There is first rate domestic demand for flour. Export business is dull. Prices remain unchanged.

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

Grocers' Letter Box

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

Editor, Canadian Grocer.—Can you inform me who is it makes those collapsible wooden boxes for delivering groceries?
Schreiber, Ont. J. G. McIntosh.

Editorial Note.—Kenneth H. Munro, Coristine Building, Montreal, is the Canadian representative for a United States firm manufacturing these.

A shipment of 5,900 boxes of New Zealand butter is on its way to Vancouver, B.C. It is expected to arrive about December 10.



New Navel Oranges Selling Fairly Well

In Early Again This Year—Reports as to Quality Vary—Florida Oranges Somewhat Stronger—Yield Said to be Overestimated—Will be Big Crop of Florida Grapefruit, However.

New navel oranges from California are selling fairly well on Canadian markets. The West has been getting shipments during greater part of month, but it is only of late that most of the Eastern points have received their first arrivals. This is fairly early for navels, although no more so than last year. Some years, they just come in time to catch the Christmas trade. While in some instances, arrivals are reported good quality, other receivers say there is room for improvement.

Late Valencias are still offered, while Floridas are receiving considerable attention. Some, at least, of Florida arrivals are juicy and well flavored. The Florida orange crop has been estimated at all kinds of figures, from five to as high as seven million boxes for the year. The Florida Citrus Exchange claim that early picking shows that crop has been overestimated. They say that yield will not be much in excess of last year, and doubt if it will exceed four and a quarter million boxes in the Empire state.

There is nothing to indicate any change in the original estimates of Florida grapefruit crop. It is expected to be as large as was predicted, and of finer quality, more juicy than the State has shipped for some years. Some of first shipments were lacking in quality, but there appears to be an improvement of late.

The first strawberries have made their appearance across the line, coming from Florida. No arrivals are expected in Canada for some time.

MONTREAL.

GREEN FRUITS.—Demand for apples is still heavy and representative wholesalers are not inclined to shade prices. Cranberries are not altogether scarce, but supply is none too heavy so that with heavy demand started since

colder weather set in, makes it look even money for higher prices within a short time.

Consumers are beginning to notice the high charge for different varieties of oranges, no further change though having been recorded up till time of writing.

Apples, fall, No. 1	3 75	5 50
Apples, fall, No. 2	3 00	4 00
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	5 50	5 50
Limes, box	1 25	1 25
Oranges, late Valencias	4 50	4 50
Pineapples, Cubans, cases of 24	6 50	6 50
Grapes	2 25	2 75
Summer apples, No. 1	4 50	4 50
Summer apples, No. 2	3 50	3 50
California plums	1 50	1 75
California pears	3 50	3 50
California peaches	1 00	1 00
Pears, in barrels	8 00	12 00

VEGETABLES.—Potatoes recently looked as if they were becoming easier but of late firmer feeling set in and so far it has been pretty well maintained. Considerable quantities have been shipped from Maritime points, but it looks as if there are not the shipping facilities there one would desire, and prices for fast service must be paid.

Demand all round is good, high prices prevailing having little or no effect.

Spanish onions, large case	2 50
Canadian red onions, per lb.	0 01 3/4
Beans, green, bags	0 75
Wax beans	0 75
Carrots, bags	0 75
Cabbage, dozen	1 20
Cauliflower, doz.	0 60
Cucumbers, basket	0 30
Peppers, green, basket	3 75
Radishes, dozen	0 22
Sweet potatoes, per basket	2 00
New potatoes, bag	1 00
Spinach, box	1 00
Parsnips, bag	3 00
Tomatoes	3 00
Turnips, per bag	1 25

TORONTO.

GREEN FRUITS.—Navel oranges, which are selling around \$3.50 per case are showing up fairly well for so early in season. There are still some late Valencias on market, while Florida stock also has quite a prominent position. Tangerines are quoted at \$3.50 per half strap.

Pineapples are considerably easier

selling down to \$4.00 per case this week. Apples are receiving considerable attention at present time, supplies being on quite liberal scale. Almeria grapes are moving fairly well, some varieties bringing a higher figure. Cranberries are steady.

Apples—	
Shows, per barrel	3 00
Spies, per barrel	3 00
Russets, per barrel	2 75
Greenings, fancy, per box	1 25
Greenings, No. 2, per bbl.	2 25
Fancy imported, box	2 50
Bananas, per bunch	1 50
Cranberries, per bbl.	9 00
Cranberries, crate	3 50
Grapes, Almeria, per lb.	5 50
Hothouse grapes, per lb.	0 75
Grapefruit, per case	4 00
Lemons, Verdelli	4 00
Limes, per 100	1 25
Oranges, Florida, case	5 00
Navels, per case	3 50
Pineapples, per case	4 00
Persimmons, per case	2 50
Pomegranates, per doz.	0 90

VEGETABLES.—There cannot be said to be scarcity of potatoes locally, but shortage of cars is interfering somewhat with shipments, so there is at least no overplus. There is nothing to indicate any change at present from steadiness. Retailers are now arranging for winter requirements in potatoes as well as other lines before cold weather sets in.

Hot house goods are firmer. Cucumbers are up to \$1.75 per dozen. Tomatoes are steadier, and will probably be higher week hence.

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

NOVA SCOTIA MARKETS.

Halifax, Nov. 27.—Business continues excellent in local grocery markets. All wholesalers are busy filling orders for outports, and collections are fully up to standard.

Jobbers report better demand for potatoes, particularly Nova Scotia stock which is selling at \$1.60 per three bushel bag. There is a heavy demand for beans. Prime are quoted at \$3.00, and

handpicked at \$3.10. Hungarian beans are selling at \$2.85. Market is bare of whole peas, and split are quoted at \$7.50.

There was another drop of 25 cents per barrel in flour during the week. Rolled oats are firmer, and are now quoted here at \$5.85 per barrel.

WINNIPEG.

FRUITS AND VEGETABLES.—Native grown vegetables are generally a little stiffer in price. Potatoes have

advanced 2 cents per bushel on ear load lots.

Fresh Fruit—		
Malaga grapes, kegs	8 00	8 50
Navel oranges, case	5 00	5 00
Tokay grapes	2 75	2 75
California grapes, case	3 00	3 00
Oranges, Valencia	5 50	5 50
Bananas, per bunch	2 50	3 50
California lemons, crate	8 00	8 00
Limes, box	2 00	2 00
Washington apples	1 50	2 25
Ontario tomatoes	0 75	0 75
Ontario apples	4 50	5 50
Cranberries	13 00	13 00
Spanish onions	3 75	3 75
Florida grape fruit	5 10	5 10
Pears	4 00	4 00
Potatoes—		
Potatoes, per bushel	0 40	0 40
Earload lots	0 35	0 35
Jersey sweet potatoes, barrel	6 50	6 50

Photograph the Christmas Window

Every dealer aims to surpass himself with the Christmas window. That is why all go to the trouble of arranging Christmas goods in artistic fashion, with probably an occasional piece of decoration here and there, and one or two well-written show cards.

When so much time and attention have been given the Christmas window, why not go a little further and have a photograph taken? A year or two from now you may forget what the display looked like, but with a picture on file this would not occur.

At the same time, dealers or clerks who have pictures taken of their Christmas windows, should have them entered in The Canadian Grocer's contest. Particulars of this have appeared in previous issues of the paper. So that every store may have an opportunity of competing for the prizes, the various centres in Canada have been divided into two classes—those containing more than 10,000 population, and those containing less. The prizes consist of \$5, \$3 and \$2 in each class, the principal conditions being that the windows be dressed by grocers or clerks and that they be mailed to us before December 31st. Already many have signified their intentions of entering the race so that the competition promises to be an interesting one. Instructions on taking photographs will be sent to anyone on request.

Please remember, too, The Grocer's Christmas Newspaper Ad Writing contest. Two prizes of \$3 and \$2 respectively will be given. Clip the advertisements from the newspapers and send them along with your remarks on how they sold goods and your opinion on advantages of advertising.

The Acadia Sugar Refining Company, Ltd., have under construction the new sugar refinery at Woodside, Dartmouth, opposite Halifax, N.S. This refinery, which is to replace the old one at Woodside, which was destroyed by fire last spring, is estimated to cost nearly three million dollars. It is stated it will have machinery for an output of 2,500 barrels daily, or double the capacity of the old factory.

Country Merchants Decide to Close Early

Association Work in Middlesex County Progressing Rapidly—All Public Holidays to be Observed—Work of Organization Aided by London Retail Grocers Who Gave Addresses at Meeting.

London, Ont., Nov. 27.—(Special).—The regular monthly meeting of the Retail Merchants Association of Central Middlesex, Ont., was held at residence of President James A. Kelley, Lambeth, Ont., on Wednesday evening, November 20th. Those present were Jas. A. Kelley, Geo. Carley and R. W. Earle, Lambeth; H. C. Johnston, N. Bodkin and L. Owen, Delaware; D. J. Mathewson and C. Foster, Komoka; W. J. Laing, Muncey; W. H. Branton, Littlewood; E. A. Ryckman, Christina; also H. J. Scott of the North Dorchester Association. The visitors from the London Retail Grocers' Association were President John Diprose, Thos. Shaw, G. B. Drake, J. A. McFarlane, Adam Palmer, Thos. Danahan, E. J. Ryan and A. Baker.

The meeting was opened by President Jas. Kelley, who thanked those present for turning out and hoped that the Association would continue to prosper. They had been only organized three months and already their labors were bearing fruit. He also thanked the London Association for their valuable assistance and complimented the North Dorchester Association for valuable advice, particularly from President W. J. Coates, who was unable to be present.

Early Closing Decided on.

After a great deal of discussion the merchants present decided to close their places of business every night (excepting Saturday) at 8 o'clock, after January 1st, 1913. The large majority have been keeping open till ten and eleven o'clock. They also agreed to close their places of business on all public holidays. Many of those present have been in the habit of keeping open a few hours in the morning, besides being open the night previous, the same as Saturday night. They also

decided to sell patent medicines at marked prices instead of various prices, and it was agreed that there was no profit worth while in selling tobaccos at less than 10¢ straight.

Secretary Bodkin was asked to notify the members not present; also various committees were named to wait on those that were not members and get them to join.

It was very hard to find a suitable name for the Association, but after considerable discussion it was thought advisable to call it the Central Middlesex Association.

Addresses by London Grocers.

President John Diprose of the London Association, urged the members to have confidence in each other, and Thos. Shaw told them that they had in their own hands the machinery to elevate their business and that they should not let the public dictate to them how long they should stay open and at what they should sell their goods. Speeches on trade topics also made by Adam Palmer, Geo. Carley, H. C. Johnston, D. J. Mathewson, C. Foster, W. J. Laing, J. A. McFarlane and E. A. Ryckman.

There was a social side to the meeting as well. A. Baker and E. J. Ryan sang several solos while Thos. Danahan presided at the piano. A vote of thanks was tendered to President Kelley for the use of his residence as a meeting place.

VALUABLE AID TO BUSINESS.

The MacLean Publishing Co., Enclosed please find postal note for \$2.00 for my subscription to the Canadian Grocer. I think the Canadian Grocer is one of the very best of its kind, and I find it a valuable aid in my business.

Wishing you success,
MARY MCGILL,
Merrickvale, Ont.

this week. able attention being on rapes are ies bring- rries are

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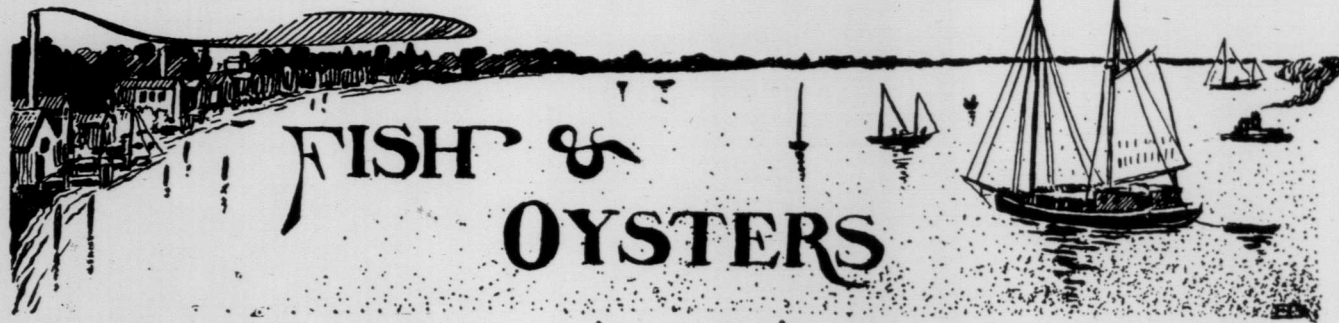
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Good December Fish Trade is Expected

Advent With its Special Fish Days Likely to Bring Brisker Demand—Weather Will Also be More Favorable—Has Been Better Demand During Past Week—More Frozen Varieties.

Dealers are anticipating a good volume of business in fish during the month of December. The first of the month marks the opening of Advent, with its special fish days each week, and this combined with cooler weather is expected to give a good deal of life to business from now until holidays. Then, with opening of January and the holiday rush over and more ideal conditions lending themselves to business, trade should gather same speed as is usual during the winter season.

Past week has been marked by brisker demand, retail dealers anticipating their wants for the Advent trade. There are no special features, except continued change from fresh to frozen varieties. Smoked and prepared lines are moving quite well.

QUEBEC.

MONTREAL.—Big business is being done in all lines and wholesalers are expecting this to be record season. Cod and haddock are in good supply, but there will be no more fresh lake fish as season has closed. Fresh halibut are still scarce, but orders are being filled with new frozen stock. Haddies, kippers and fillets are in good demand and stock is reported as good, colder weather helping. Oysters are also selling well, both bulk and shell being strongly sought.

FRESH AND FROZEN.

Flounders	0 10
Dressed perch	0 09
Fancy spring salmon, per lb.	0 18
Large shad herring, each	0 20
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04½
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 11
Herring, frozen, per 100 fish	2 00
Mullets	0 04½
Pike, dressed and headless, lb.	0 08
Pike, round	0 05
Steak, cod	0 06
Mackerel	0 12
B.C. red salmon	0 19
New Gaspe salmon, per lb.	0 18
Qualla salmon	0 07½
No. 1 smelts, per lb.	0 11
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 11
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Barbotte (dressed) bullheads, per lb.	0 19

Black Sea bass	0 12
Fancy bluefish	0 15
Fancy weakfish	0 12

PREPARED FISH.

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

SALTED AND PICKLED.

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

SMOKED.

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

SHELL FISH.

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

ONTARIO.

TORONTO.—Week preceding Advent has been marked by orders coming in from various sections of the country from dealers who are planning to make the most of special fish season just opened. It is anticipated that with special fish days each week trade during the month will be appreciable. Then with passing of the holidays, and setting in of real cold weather, trade will continue brisk.

More varieties of frozen fish are making their appearance. Holland herring are offered at 80 to 85c per keg.

FROZEN FISH.

Halibut, per lb.	0 10	0 11
Trout, per lb.	0 11	0 12
Coho salmon, headless and dressed	0 12	0 12
Qualla salmon, per lb.	0 10½	0 10½
Sea herring, per 100	2 00	2 50

FRESH CAUGHT FISH.

Whitefish, per lb.	0 13	
Steak, cod	0 08	
Haddock	0 07	
Herrings, per lb.	0 06	0 06
Perch	0 07	0 07

SMOKED.

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

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2 lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06½
Skinless, cwt. (100 lb. boxes)	6 00

SALTED AND PICKLED.

Labrador herring, per keg	3 25	
Labrador herring, per barrel	6 00	
Labrador trout, per keg	7 50	
Scottish herring, Loch Fyne, per kit.	1 10	
Holland herring, per keg	0 80	0 85
Oysters—		
Selects, per gallon	1 75	2 00
Straights, 1 gal. lots	1 75	
Straights, 3 gal. lots	1 70	
Straights, 5 gal. lots	1 65	

NEW BRUNSWICK.

ST. JOHN.—Supplies with local dealers were rather light during the week, due to fact that there were but few arrivals, and for what were received, there was brisk demand. Prices remain about same. A fairly good shipment of cod, haddock and chicken halibut received late in week tended to relieve situation to a little extent. There is a splendid run of smelt at present time, which are bringing eight cents wholesale.

NOVA SCOTIA.

HALIFAX.—Nova Scotia's fish trade with Montreal, Toronto and Western Provinces is growing enormously. More fish is being sold in Canada than ever before. Up to few years ago very little fish was sent from Nova Scotia beyond Montreal, but now it is going further and by car load. This not only refers to fresh fish, but to cured fish as well.

WINNIPEG.

Winnipeg.—Fresh pickerel are quoted ½ cent lower. Frozen salmon and halibut are now on market.

Frozen halibut	0 09	
Frozen salmon	0 11	
Fresh salmon	0 15	
Fresh whitefish	0 08½	
Halibut	0 12	
Trout	0 12	
Pickerel	0 09	
Block codfish	0 10	
Finnan haddie	0 08	
Bloaters, boy	1 50	
Kippers	2 00	
Goldeyes, doz.	0 50	
Salt mackerel	2 75	
Holland herring	0 71	0 77
Labrador herring	3 80	
Oysters, gal.	2 75	



Produce & Provisions



Egg Problem of Great Importance Now

With Advent of Christmas Baking—Eastern Dealer Says There Will be No Scarcity—Offerings From Across the Line—Receipts of Butter Larger at Many Centres—Hog Movement More Liberal.

With Christmas baking close at hand, the egg problem is one of no little importance. Already prices are at fairly high level, new laids being in scant supply and commanding a fancy figure, while storage article averages about 2 cents per dozen above prices ruling one year ago. There is fair amount of eggs coming to market with a light sprinkling of new laids.

"There will be no scarcity of eggs for the Christmas baking," stated an Eastern produce man this week. "If we haven't enough on this side of the line to fill demand, we can easily get them in the United States, where offerings are quite large. Fine weather in the States has brought about easier prices on eggs, and April and June eggs are offered in Chicago at 20 to 21 cents." There have been practically no eggs exported from Canada to the United Kingdom this year, all supplies being required for home consumption.

Increased supplies of butter of late have checked farming market. At some centres, receipts of both creamery and dairy have shown quite an appreciable increase, causing a slightly easier tendency. The prospects of continued good make, owing to large amount of feed in the country, along with lessened demand from West and weaker market in England, has led dealers in several quarters to believe there has at least been temporary check put on firm feeling.

Movement of hogs is on a more liberal scale than some time ago, and accordingly there is a less firm feeling in provisions, as pointed out last week. On some markets, this is not very marked, certain lines still continuing in rather scant supply.

MONTREAL.

PROVISIONS.—Demand for general list is good, there being no change in price or any important development since last week. Fresh dressed hogs are continually in limelight, though. Lard is firmer, owing to increase in call.

Bacon is asked for heavier than during any previous season, it being generally believed that supplies are sufficient.

Long clear bacon, heavy, lb.	0 13 1/2
Long clear bacon, light, lb.	0 14 1/2
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14 1/4
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 16 1/2
Extra small sizes, 10 to 14 lbs., per lb.	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16 1/2
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18 1/2
Breakfast bacon, English, boneless, per lb.	0 19
Windsor bacon, skinned, backs, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 16
Boiled ham, small, skinned, boneless	0 25
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15 1/4
Cases, tins, each 10 lbs., per lb.	0 16 1/4
Cases, tins, each 5 lbs., per lb.	0 16 1/2
Cases, tins, each 3 lbs., per lb.	0 16 1/2
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 15 1/2
Tubs, 50 lbs. net, per lb.	0 15 1/2
Tierces, 375 lbs., per lb.	0 15 1/2
One pound bricks	0 16 1/2
Compound Lard—	
Boxes, 50 lbs., per lb.	0 10 1/4
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10 1/2
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10 1/2
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10 1/2
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 10 1/2
Tubs, 50 lbs. net, per lb.	0 10 1/2
Tierces, 375 lbs., per lb.	0 10 1/2
One pound bricks	0 10 1/2
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl.	25 00
Clear fat backs	28 00 29 00
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00 18 00

BUTTER.—The tone of market is decidedly firm, demand both from local and outside buyers being strong. It is natural to expect that a large hole will be made in stocks at store, the Western buyers having made a heavy call within past ten days. Of course, future of market will be determined now by Old Country situation, as the Canadian will only have to advance one point to allow the New Zealand butter to come along. The latter could be laid down here at 30 cents, but it is doubtful whether quality would be as good as our best creamery.

Creamery blocks	0 32 1/2
Dairy tubs, lb.	0 26 0 28

EGGS.—There are not enough new laids coming along to fill all requirements, but storage stocks are acting as substitutes and filling the role well, as quality this year has been better than ever, due in no small extent to the cool and agreeable spring. Prices are still

high and it looks as if they will go higher just as soon as we find the storage egg stock reduced.

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

POULTRY.—"Turkeys are mounting to a ridiculously high figure," at least this is how a Montreal wholesaler expresses himself, and he expects higher prices still towards Christmas. In fact, all poultry is high, supplies picked up at the Ontario poultry fairs fetching good round figures. No changes in price to report, but tendency is upward.

Turkeys, No. 1, per lb.	0 25
Turkeys, No. 2, per lb.	0 20 0 22
Chickens, per lb.	0 17
Fowls, per lb.	0 15
Ducks, per lb.	0 13
Geese, per lb.	0 15

HONEY.—"Continued scarcity," sums up the situation. As far as we can gather, the inclemency of the weather has not helped the bees any in their work. Local houses have not much in stock, and are inclined to hold what they have for fancy prices. Of course, it can be imported, but supplies will not be forthcoming until late in the season, when a carry-over would not be at all unlikely.

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

TORONTO.

PROVISIONS.—General tendency of provision market shows little change from a week ago. Roll bacon is slightly easier. Lard on other hand, which was reduced 1/4 cent per pound by some firms last week, has re-acted upward again by same amount. Stocks of lard are said to be rather on small side. The same is true of long clear, which is steady. Prices on this line vary according to the weight of the sides. For instance, one firm quotes 55 to 65's at 15; 70's to 80's at 14, and 80's to 100's at 13.

Hogs are coming forward on slightly better scale of late.

Smoked Meats—		
Light hams, per lb.	0 17	
Medium hams, per lb.	0 16	0 17

Butter Situation From English Viewpoint

Letter Which Tells of Some Weakening Tendencies to the London Market—Open Weather on Continent During October Increases the Make—Part Played by Margarine in Old Country Market—The New Zealand and Australian Situation.

The following report on the London, Eng., butter market as prepared by Samuel Page & Son, provision brokers there, will be of value to all interested in this market from an international standpoint:—

Montague Chambers,
London Bridge, London, Eng.

"The first arrivals of the new season's Australian butter have come to an unexpectedly dull market, and contrary to almost any previous experience, it has been found impossible to clear them on landing. A considerable part of last week's shipment ex "Mooltan" was put into cold storage, as the trade was not ready to take it, unless at slaughter prices. The same conditions affected the sale of New Zealand ex "Athenic."

"The reasons for this unlooked-for state of things will be found in the following remarks on the general situation:—"For some time past the market has been exceedingly dull, and last week this depression became most pronounced. All descriptions were offered on directly lower terms, but the reduction made no difference to the demand, trade continuing exceedingly flat and buyers absolutely indifferent. These were two chief determining causes for this lifeless state. The first dates back some two or three months, when it was generally thought that supplies would be scarce and values high during the last quarter of the year. On this assumption heavy purchases were made as an insurance against the anticipated scarcity, and large quantities of French, Irish, Siberian, etc., were put into cold storage at prices which now turn out to be very unprofitable.

Some Guesses Went Wrong.

"Also considerable stocks of last season's Australian, which could have been cleared during the last summer and early autumn months, were carried over with the idea that an extra profit would be made by holding until the fall of the year. This view of the market was based upon the knowledge that the coming season in Australia would start late owing to unfavorable weather, and also upon the calculation that New Zealand intended to increase its make of cheese at the expense of butter. Of course these ideas were correct with regard to the late arrival of Australian, but other things happened subsequently which altered the position materially. The open weather during October, both here and on the Continent, greatly fa-

vored production; the make of English, Irish, French, Dutch, etc., was unexpectedly large; the total imports from France, for instance, were 25,244 cwts. greater last month than in October, 1911, so that the shortage from Australia, Canada, New Zealand and the United States was compensated for almost exactly by the increased exportation to this country from the Continent.

"And this comparison is, of course, very wide of the actual supplies during last month, because it does not take into account the very large production in England and Ireland. In addition, holders of stocks in cold storage—which includes importers, wholesale houses and shop-keepers—are now making the greatest endeavors to work off these accumulations, and current supplies are, in consequence, difficult to move.

Contending With Margarine.

"Again, owing to retail prices being mostly at 1s. 2d. per lb. and over, and only a little at 1s., the demand for pure butter is seriously affected by the sale of Margarine, which each year increases considerably, and this article is now turned out so well, and is of such good quality and palatable flavor, that it proves a most formidable competitor. This week there is, however, a slightly improved request for finest butter, although prices may decline still further before present downward tendency is checked; but there are no indications of recovery with regard to secondary and stored parcels, for which at the moment there is absolutely no enquiry.

"Arrivals of Australian since our last report amount to 41,853 boxes, and to 8,792 boxes of New Zealand, as against 92,195 boxes Australian and 27,704 boxes New Zealand for the corresponding period of last season, a decrease of 50,342 boxes Australian, and 18,912 boxes New Zealand.

J. C. Bell has bought the general store of Stanton Bros. & Tett, at Hazel Bluff, Alta.

The Cowan Co., Ltd., Toronto, cocoa and chocolate manufacturers, have commenced the erection of an addition to their present factory. The new addition will be five storeys high and 60x200 feet in dimensions. Altogether, in building and plant, the expenditure is estimated at over \$300,000. It is planned to have the machinery in the new building running within a year.

Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	0 22	0 21½
Backs, pea meal	0 18	0 23
Breakfast bacon, per lb.	0 15	0 19
Roll bacon, per lb.	0 14½	0 14½
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14½	0 14½
Lard, pails, per lb.	0 14	0 15
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	8 00	8 00
Live hogs, at country points	7 70	7 70
Dressed hogs	11 00	11 50

BUTTER.—Butter was reported less firm last week. There has, however, been no concession in local prices. Indeed, one firm is quoting creamery at slightly higher figure.

"I don't see why they are quoting prices higher," said another dealer. "The delivery is enormous in all kinds of butter. The buying price in country is down some, while I am looking for a fairly large production when farmers begin to feed their cows. There is lots of feed in the country."

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

EGGS.—Supply of strictly new laid eggs is exceedingly limited, and high prices are being secured. There is a certain amount of class called "fresh gathered," coming along from country points, but quality of these in some cases suggests that they were "fresh gathered" some time ago. There is fair amount of storage going out, and here there does not seem any firmness at least. Eggs in U. S. are slightly easier.

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

CHEESE.—Fair volume of business in cheese is reported by local wholesalers. There is nothing particularly new in present market situation.

Cheese	New.	Old.
Large	0 14½	0 15½
Twin	0 14½	0 15½
½ Twin	0 15	0 16
Stilton	0 16	0 17

POULTRY.—There is rather an easier tendency to poultry. Quantity coming along is quite large, and more than enough to supply present demand. Surplus is finding its way into cold storage.

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

WHOLESALE PRICES (to city retailers):	
Spring chickens, dressed, lb.	0 14
Spring ducks, dressed, lb.	0 15
Fowl, dressed	0 12
Turkeys, dressed	0 20
Geese, dressed	0 13

HONEY.—Although honey prices are high, a fair amount of business is passing, but activity is not as great as expected later on.

White clover honey, in combs, fancy, doz.	3 00
White clover honey, in combs, No. 1, doz.	2 65
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 12½
Buckwheat, 60-lb. tins, lb.	0 10½

ALWAYS IN THE LEAD

EASIFIRST



SHORTENING

is ALWAYS THE SAME

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

Produced under Government Inspection by our own Exclusive Process.

GUNNS Limited Packers and Refiners **TORONTO**

HAMS

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

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

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on **BULK MINCE MEAT?**

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

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.
W. H. GILLARD & CO.
 Diamond.
 1-lb. tins, 2 doz. in case ..\$2 00
 ½-lb. tins, 3 doz. in case.. 1 25
 ¼-lb. tins, 4 doz. in case .. 0 75

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

COOK'S FRIEND BAKING POWDER.

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

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

FOREST CITY BAKING POWDER.
 6-oz. tins 0 75
 12-oz. tins 1 25
 16-oz. tins 1 75

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

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

UN-NUMBERED.
 Under 100 bookseach 0 04
 100 books and over, each 0 03½
 500 books to 1,000 books 0 03
 For numbering cover and each coupon, extra per book ½ cent.

CEREALS.
WHITE SWAN SPICES AND CEREALS, LTD.

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

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

DOMINION CANNERS.

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

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

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

Pure Preserves—Bulk.
 5 lbs. 7 lbs.

Strawberry 0 69 0 95
 Black currant 0 60 0 95
 Raspberry 0 69 0 95
 14's and 30's per lb.
 Strawberry 0 13
 Black currant 0 13
 Raspberry 0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

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

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

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

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

Icings for Cake—

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

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

EPPS'S.

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

JOHN P. MOTT & CO.'S.

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

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

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

Nut milk bars, 2 dozen in box 0 80

" breakfast cocoa, ¼'s and ½'s 0 36

" No. 1 chocolate 0 30

" Navy chocolate, ½'s .. 0 26

" Vanilla sticks, per grs 1 00

" Diamond chocolate, ½'s 0 24

" Plain choice chocolate liquors 20 30

" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

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

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

COCOANUT.

CANADIAN COCOANUT CO.

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

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

½-lb. pkgs. White Moss .. 0 27
 ¼-lb. pkgs. White Moss .. 0 28
 1 and ½-lb. pkgs., assorted 0 26½
 ¼ and ½-lb. pkgs., asstd. 0 27½
 ¼-lb. pkgs., asstd., in 5-lb. boxes 0 28
 ½-lb. pkgs., asstd., in 5-lb. boxes 0 29
 ¼-lb. pkgs., asstd., 5, 10, 15-lb. cases 0 36

Bulk—

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

Pails Tins Bbls.

White Moss, fine strip 0 19 0 21 0 17

Best shredded 0 18 0 16

Ribbon 0 19 0 17

Macaroon 0 17 0 15

Desiccated 0 16 0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case

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

Reindeer Brand, ea. 4 doz. 5 75

Silver Cow Brand, ea. 4 dz 5 40

Gold Seal Brand, ea. 4 doz 5 25

Mayflower Brand, ea. 4 doz 5 25

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

Challenge Brand, ea. 4 doz 4 50

Clover Brand, ea. 4 doz... 4 50

Evaporated (Unsweetened)—

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

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

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

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

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

St. Charles Brand, tall, ea. 4 doz. 4 0

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

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

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

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

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

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

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

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

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

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

Per Case.

Canada First Baby Evaporated Milk 2 00

Canada First Family Evaporated Milk 3 30

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

Canada First Hotel Evaporated Milk 4 25

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

Canada First Condensed (sweetened) 5 25

Rose Bud Condensed Milk 5 15

Beaver Condensed Milk ... 4 50

THE CANADIAN GROCER

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha. 0 32	
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha 0 19	

Package Coffee.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

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

MINTO BROS.

MELAGAMA BLEND,

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

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.	
Small size	\$1.50 per doz., net
Large size	\$.300 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.	

CEREALS.

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

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

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

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

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

Large (each ½ doz.) 8 25

MacLaren's Roquefort—

Small (each 2 doz.) 1 40

Large (each 1 doz.) 2 40

MacLaren's Canada Cream—

Small (each 1 doz.) 0 90

Medium (each 2 doz.) 1 35

Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz. 1 00

2 oz. (all flavors) doz. 1 75

2½ oz. (all flavors) doz. ... 2 00

4 oz. (all flavors) doz. 3 00

5 oz. (all flavors) doz. 3 75

8 oz. (all flavors) doz. 5 50

16 oz. (all flavors) doz. ... 7 00

32 oz. (all flavors) doz. 8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine— Per doz.

2 oz. bottle (retail at 50c) 4 50

4 oz. bottle (retail at 90c) 6 80

8 oz. bottles (retail at \$1.50) 12 50

16 oz. bottles (retail at \$3) 24 00

Gal. bottles (retail at \$20) 15 00

GELATINE.

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

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

CLARK'S PORK AND BEANS

IN TOMATO SAUCE.

Per doz.

No. 1, 4 doz. in case 0 60

No. 2, 2 doz. in case 0 95

No. 3, flats, 2 doz. in case 1 15

No. 3, talls, 2 doz. in case 1 35

No. 6, 1 doz. in case 4 00

No. 12, ½ doz. in case 6 50

LAPORTE, MARTIN & CO.,

MONTREAL AGENCIES.

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

Per case

Sur Extra Fins, ½ flacons, 40 bou. 11 00

Sur Extra Fins, tins, ½ kilo, 100 tins 15 50

Extra Fins, tins, ½ kilo, 100 tins 15 00

Tres Fins, ½ kilo, 100 tins 14 00

Fins, tins, ½ kilo, 100 tins 12 50

Mi-Fins, tins, ½ kilo, 100 tins 11 00

Moyens No. 1, tins, ½ kilo, 100 tins 10 00

Moyens No. 2, tins, ½ kilo, 100 tins 9 50

Moyens No. 3 8 75

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—

12 litres 6 50

12 quarts 5 75

24 pints 6 25

24 ½-pints 4 25

Tins—

5 gals. 2s 23 00

2 gals. 6s 29 00

1 gal. 10s 25 00

½-gal. 20s 26 00

¼-gal. 20s 13 50

¼-gal. 48s sq. 17 00

¼-gal. 48s rd. 15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts. 5 00

La Neptune, 50 qts. 6 00

St. Nicholas, 50 qts. 7 00

La Sanitas Sparkling, 50 quarts 8 00

La Sanitas Sparkling, 100 pints 9 00

La Sanitas Sparkling, 100 splits 4 00

Lemonade Savoureuse. 50's 7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Case 12 lbs. 2½-lb. bars, lb 0 06½

Case 25 lbs. 11-lb. bars, lb 0 07½

Case 50 lbs. ¼-lb. bars, case 3 50

Case 200 lbs. 3½-oz., case. 3 75

"La Lune," 65 p.c. olive oil.

Case 25 lbs., 11-lb. bars, lb. 0 07

Case 12 lbs., 2½-lb. bars, lb. 0 08

Case 50 lbs., ¼-lb. bars, case 3 25

Case 100 lbs., 3½-oz. bars, case 1 80

Case 200 lbs., 3½-oz. bars, case 3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb. 0 07½

Box, 25 lbs., loose 0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts. 4 75

Grape Juice, 24 pts. 5 15

Grape Juice, 36 splits 4 75

Apple Juice, 12 qts. 4 50

Apple Juice, 24 qts. 4 75

Champagne de Pomme, 12 q 5 00

Champagne de Pomme, 24 p 5 50

Matts Golden Russett—

Sparkling Cider, 12 qts. ... 5 00

Sparkling Cider, 24 pts. ... 5 50

Apple Vinegar, 12 qts. 2 50

CANNED HADDIES, "THIS-TLE" BRAND.

A. P. TIPPET & CO., Agents.

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

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

INFANTS' FOOD.

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

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces 0 09½

60 lb. tubs 0 10

20 lb. wood pails 0 10½

20 lb. tins 0 09½

Cases, 3 lbs., 20 to case. 0 10½

Cases, 5 lbs., 12 to case.. 0 10½

Cases, 10 lbs., 6 to case. 0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces 0 09½

Tubs 0 09½

20-lb. pails 0 10

20-lb. tins 0 09½

10-lb. tins 0 10½

5-lb. tins 0 10½

3-lb. tins 0 10½

1-lb. cartons 0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case) \$1.90 1.80

2 lb. glass (1 dz case). 3.20 3.00

4 lb. tin (1 dz case)... 5.50 5.35

7 lb. tin (½ dz case).. 8.60 8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case) \$1.60 1.55

2 lb. glass (1 dz case). 2.80 2.70

4 lb. tin (1 dz case)... 4.80 4.65

7 lb. tin (½ dz case).. 7.75 7.50

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins

D. S. F., ¼-lb. 1 40

D. S. F., ½-lb. 2 50

D. S. F., 1-lb. 5 00

F. D., ¼-lb. 0 85

F. D., ½-lb. 1 45

Per jar

Durham, 4-lb. jar 0 75

Durham, 1-lb. jar 0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz. 0 45

Medium, cases 2 doz., doz. 0 90

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

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box 0 22

8-lb. box "Special," box... 0 44

5-lb. box "Standard," box. 0 27½

10-lb. box "Standard," box 0 55

60-lb. cases or 75-lb. bbls., per lb. 0 05

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

Globe Brand.

5-lb. box "Standard," box 0 30

10-lb. box "Standard," box 0 60

25-lb. cases (loose), per lb. 0 06

25-lb. cases, 1-lb. pkgs., lb. 0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz. 1 80

Straight.

Lemon contains 2 doz.... 1 80

Orange contains 2 doz.... 1 80

Raspberry contains 2 doz. 1 80

Strawberry contains 2 doz. 1 80

Chocolate contains 2 doz... 1 80

Cherry contains 2 doz.... 1 80

Peach contains 2 doz.... 1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER-ED.

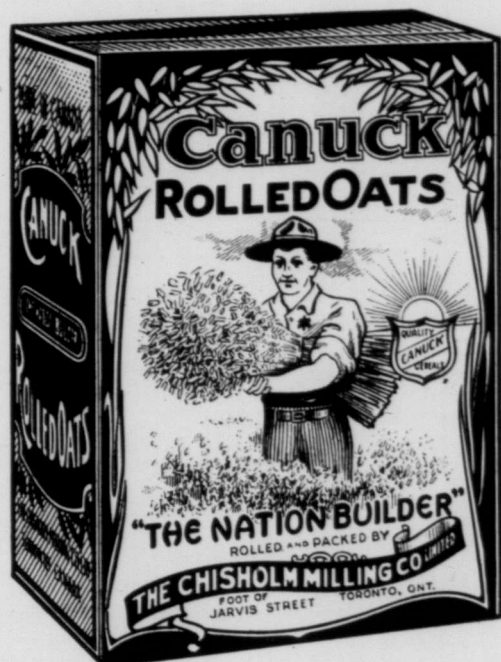
Assorted case, contains 2 doz. 2 50

Straight.

Chocolate contains 2 doz... 2 50

Vanilla contains 2 doz.... 2 50

Strawberry contains



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

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

Canuck Rolled Oats are thoroughly good, and the profit is satisfactory. Order now from your jobber, or direct from us and avoid disappointing your patrons.

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto



WHEAT AND WESTERN CANADIAN PROGRESS

Little need be said about the bumper crops and the prosperity that will abound in Western Canada this year. And if you as a wide-awake manufacturer, have your ear to the ground—you know the facts. THIS YEAR'S CROP WILL BEAT ALL RECORDS and prosperity generally in Western Canada has taken a double stride this year. These remarkable facts, granted; and you, as a manufacturer, who could do excellent business among these prosperous people with organized representation. We are at your service with five great warehouses and a selling staff that is daily in touch with every pulsating point in this Western country.

Do not overlook this market—WRITE US TO-DAY.

NICHOLSON & BAIN
Wholesale Commission Agents and Brokers
HEAD OFFICE, WINNIPEG, MAN.
WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY

THE CANADIAN GROCER

"SOCLEAN."
THE DUSTLESS SWEEPING
COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size \$4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.) 6 75

"ANTI-DUST" SWEEPING POWDER.

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

STARCH.

EDWARDSBURG STARCH CO.
Boxes Cents

Laundry Starches—
40 lbs. Canada Laundry... .05½
40 lbs., Canada white gloss, 1 lb. pkgs.06
48 lbs., No. 1 white or blue, 4 lb. cartons06½
48 lbs., No. 1 white or blue, 3 lb. cartons06½
100 lbs., kegs, No. 1 white .06
200 lbs., bbls., No. 1 white .06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. .07½
48 lbs., silver gloss, in 6-lb. tin canisters08
36 lbs., silver gloss 6-lb. draw lid boxes08
100 lbs., kegs, silver gloss, large crystals07
28 lbs. Benson's satin, 1-lb. cartons, chromo label07½
40 lbs. Benson's Enamel (cold water), per case .. 3 00
20 lbs. Benson' Enamel (cold water), per case .. 1 50
Celluloid—boxes containing 45 cartons, per case 3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn07½
40 lbs. Canada pure corn starch05¼
(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.
Laundry Starches—
Canada Laundry—
Boxes about 40 lbs.... .05¼
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lbs.06½
First Quality White Laundry—
3-lb. canisters, cs of 48 lbs. .07½
Barrels, 200 lbs.06½
Kegs, 100 lbs.06½
Lilly White Gloss—
1-lb. fancy cartons, cases 30 lbs.07½
6-lb. toy trunks, lock and key, 8 in case08½
6-lb. toy drums, with drumsticks, 2 in case... .08
Kegs, extra large crystals, 100 lbs.07½
Canadian Electric Starch—
Boxes containing 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes containing 45 cartons, per case 3 75
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06
Brantford Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .07½
"Crystal Malze" Corn Starch—
1-lb. pkts., boxes 40 lbs... .07½
(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6 75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 9-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

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

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 50
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 ½-lb., containing 120 packages, per box, \$3.00.
Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

SYRUP.

EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP.
2-lb. tins, 2 doz. in case... 2 40
5-lb. tins, 1 doz. in case... 2 75
10-lb. tins, ½ doz. in case. 2 65
20-lb. tins, ¼ doz. in case. 2 60
Barrels, 700 lbs. 3¼
Half barrels, 350 3½
Quarter barrels, 175 3¼
Pails, 38½ 1 75
Pails, 25 lbs. each 1 75

LILY WHITE CORN SYRUP.
2-lb. tins, 2 doz. in case.. 2 75
5-lb. tins, 1 doz. in case... 3 10
10-lb. tins, ½ doz. in case. 3 00
20-lb. tins, ¼ doz. in case. 2 95
(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case... 3 50
5-lb. tins, 1 doz. in case... 4 00
10-lb. tins, ½ doz. in case.. 3 95
20-lb. tins, ¼ doz. in case.. 3 90
(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

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

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

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.
Gingerbread Brand.
2s., Tins, 2 doz. to case.

Quebec, per case \$ 1 85
Ontario, per case 1 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.

½-pint bottles 3 and 6 doz. cases, doz. \$0 90
Pint bottles, 3 doz. cases, doz. 1 75

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen \$1 90

H. P. Pickles—
Cases of 2 doz. pints ... 3 35
Cases of 3 doz. ½-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE.

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

HOLBROOK'S IMP. WORCES- TERSHIRE SAUCE.

Per doz.
Rep. ½ pints, packed in 6-doz. case \$2 25
Imp. ½-pints, packed in 4-doz. case 3 15
Rep. qts., packed in 2-doz. case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.
6a size, gross \$2 40
2a size, gross 2 50
NUGGET POLISHES. Doz
Polish, Black and Tan ... 0 85
Metal Outfits, Black and Tan 3 65
Card Outfits, Black and Tan 3 25
Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s... 44
Black Watch, 12s 45
Bobs, 6s and 12s 46
Bully, 6s 44
Currency, 6½s and 12s.... 46
Stag, 5 1-3 to lb. 38
Old Fox, 12s 44
Pay Roll Bars, 7½s 56
Pay Roll, 7s 56
War Horse, 6s 42
Plug Smoking—Shamrock, 6s, plug or bar 54
Rosebud Bars, 6s 54
Empire, 6s and 12s 44
Ivy, 7s 50
Starlight, 7s 50
Cut Smoking—Great West Pouches, 8s 59
Regal Cube Cut, 9s 70

TEAS.

THE "SALADA" TEA CO.
East of Winnipeg.

Wholesale R't'l
Brown Label, 1's and ½'s .25 30
Green Label, 1's and ½'s .27 35
Blue Label, 1's, ½'s, ¼'s and ⅓'s 30 40
Red Label, 1's and ½'s... 36 50
Gold Label, ½'s 44 60
Red-Gold Label, ½'s 55 80
LUDELLA CEYLON TEA.
Orange Label, ½'s 24 30

Brown Label, ½'s and 1's .28 40
Brown Label, ¼'s 30 40
Green Label, ½'s and 1's. 35 50
Red Label, ½'s 40 60

MELAGAMA TEA.

MINTO BROS.

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

Wholesale R't'l

Brown Label, 1-lb. or ½. 25 30
Red Label, 1-lb. or ½.... 27 35
Green Label, 1's, ½ or ¼ .30 40
Blue Label, 1's, ½ or ¼ .35 50
Yellow Label, 1's, ½ or ¼ 40 60
Purple Label, ¼ only 55 80
Gold Label, ¼ only 70 100

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead packages—black or mixed.
Orange Label, 1's 23 30
Black Label, 1-lb, retail at 25c 20
Black Label, ½-lb., retail at 25c 21
Blue Label, retail at 30c 24
Green Label, retail at 40c... 30
Red Label, retail at 60c 35
Brown Label, retail at 60c.. 42
Gold Label, retail at 80c.... 55

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams—Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7½c per lb. Packed in assorted cases or crates if desired.

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7½c 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, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails. 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen \$0 90
List Price.
"Shirriff's" (all flavors), per doz. 9 00
Discounts on application.
YEAST.
White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

Rush Orders

At this season of the year it is necessary to watch your stock very closely, there are so many extra lines you will be handling for the holiday trade. Some of these goods will, no doubt, sell faster than anticipated, and will necessitate reordering, and of course you will want them in a hurry. Being rather bashful we hesitate to talk about ourselves, but really here is where we come in. Just try us out. Write, telegraph or better still, telephone your orders at our expense, and we will not only give prompt shipment but you will find our prices consistently low with the markets.

JAVA RICE

A shipment just to hand, bags 100 lb. at 5 $\frac{3}{4}$ lb.

HEINZ

Every line of Heinz goods you stock will help your business. The name Heinz commands attention wherever there are purchasers of Pure Food.

SELF SELLERS

Put some of the following out on your counter where customers can see them.

Keiller's Creme de Menthe, 1/2 lb. tins, a delicious after-dinner sweetmeat	@ \$2.25 doz.
Keiller's Hard Boiled Candy, assorted kinds, 1/2 lb. glass jars ...	@ 1.75 doz.
Keiller's Pure Jam, 1 lb. glass jars. The quality extra fine. Strawberry, Raspberry, Black Currant	@ 2.35 doz.
Robertson's Wild Bramble Jelly, 1 lb. jars	@ 2.00 doz.
Robertson's Red Currant Jelly, 1 lb. jars	@ 2.00 doz.
French Maiden Brand Choice Mushrooms	@ 19c tin
French Maiden Brand Extra Fine Peas	@ 16c tin

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts.

TORONTO

HOUSEWIVES' FAVORITE



WHITE DOVE Cocoanut

The White Dove, symbolic of purity, is the proper brand for this popular cocoanut. Every can passed over the counter will return many profits in good will. Be sure to stock "White Dove." Full particulars from

W. P. Downey
MONTREAL, QUE.

Georgian Bay Apples

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

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

Get Your Town On The Map

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

J. J. McCABE

Agent

Toronto, - Canada

Thorne's

Clear Gums AND FRUIT PASTILLES

in all the usual fruit flavors, packed in 4 lb. or 2 lb. tin boxes. Boxes of Clear Gums make an excellent display in your window or on your shelves.

Fruit Pastilles and Crystallized Gums in the usual flavors — all ready sellers.

Prices and samples from

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

NATION'S CUSTARD POWDER

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

Nation's Egg Powder



AGENTS:

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

Samples free by post.

What Do You Earn?

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

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

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

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

The MacLean Pub. Co.

143-149 University Ave.
TORONTO

Ripe California Navel ORANGES

First cars have arrived and are splendid in quality and appearance.

Almeria Grapes, Bananas, Cranberries,

Onions, Sweet Potatoes, Pineapples. All the best and the best of everything.

17 carloads of the different lines arrived for us in Toronto last Monday.

WHITE & CO., LTD.

TORONTO and HAMILTON

"The Premier Fruit House"

Grape Fruit

The demand for this fruit is increasing every day, as are the profits of the grocers who sell it.

Do you know, Mr. Grocer, that you can make from \$1.50 to \$2.50 per box on Grape-Fruit?

Are your sales increasing with the increase in demand? If not, you must be selling inferior fruit.

Our Brand is in the money-making class. Let us supply you. Order a box to-day.

The Price is \$3.50, All Sizes.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH

and

NORTH BAY



In every city and town of this country we tell the story of *HEINZ QUALITY* through the *STREET CARS* as well as through various other advertising mediums.

It will be to your advantage *ALWAYS* to have a good assortment of *HEINZ PRODUCTS* in your store to meet the steady increasing demand created by our advertising.

A good *HEINZ* display means quick, steady sales.

H. J. HEINZ COMPANY
PITTSBURGH, PA.



The C. BORGEN PACKING CO.

STAVANGER

NORWAY

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

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

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



JUBILEE and KLONDIKE

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

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

How Are Your Biscuit Sales ?

Are you making all the money you should? Are you getting all the sales you should? If you are not, then let us help you—we will put your biscuit sales on a good footing.

Meadow Cream Sodas

are the line that will do the trick. They are so smooth, so light and crisp, and average about 50 to the pound. The people come back for more, and then for more again. Get in line with the aggressive ones. The profits are good.

THE
W. J. Crothers Co.
KINGSTON - - - ONTARIO

Our
Premium Store
No. 336
ST. PAUL ST.,
MONTREAL, CANADA



Helps to Sell "Babbitt's" The Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

B. T. BABBITT, INC.
NEW YORK

ARE YOU AWAKE

to the opportunities QUINQUINOL offers you to keep your country patrons interested in your store? If not, let us explain.

Quinquinol

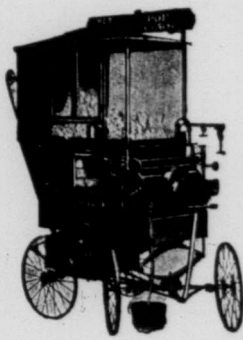
(Pronounced Kin-Kin-all)

is a STOCK FOOD of very HIGH QUALITY and has been awarded three diplomas as well as receiving the recommendation of the Minister of Agriculture.

50% PROFIT
and Exclusive Territory

\$4.00 per dozen gallon tins. Retail at \$6.00. We are now allotting territory for next spring trade. Are you interested? Only one dealer in each town wanted.

Quinquinol Stock Food Co.
69 St. Timothee St., Montreal



Why Don't You do Like Him?

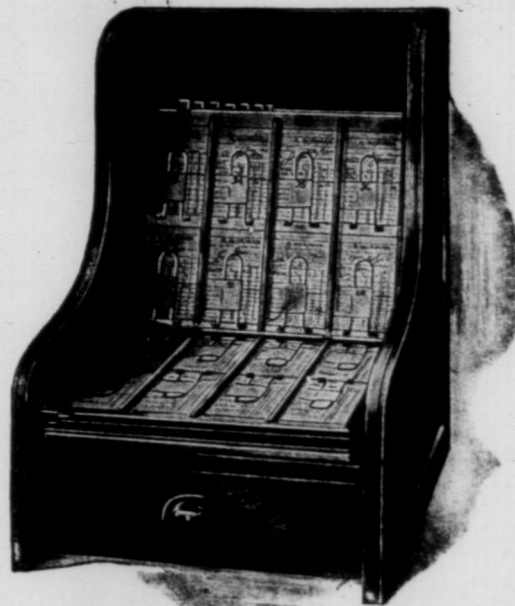
H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for \$94.00.

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

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

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

KINGERY MFG. CO.
Cincinnati, Ohio

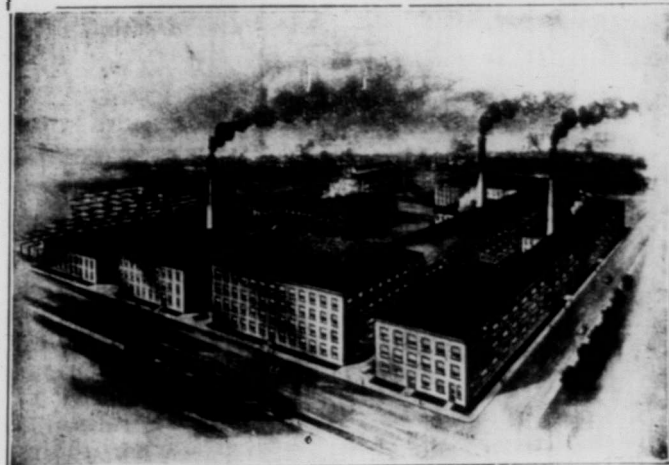


With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

The ULLMAN Account Register

is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, and naturally tries to keep it as low as possible. Put in an Ullman Account Register and stop the incessant night work and worry of retail book-keeping.

Send for illustrated booklet or ask for demonstration.



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

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario

BROOMS OF QUALITY

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

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

Walter Woods & Co.
HAMILTON - WINNIPEG



**Stuhr's
DELICACIES.**

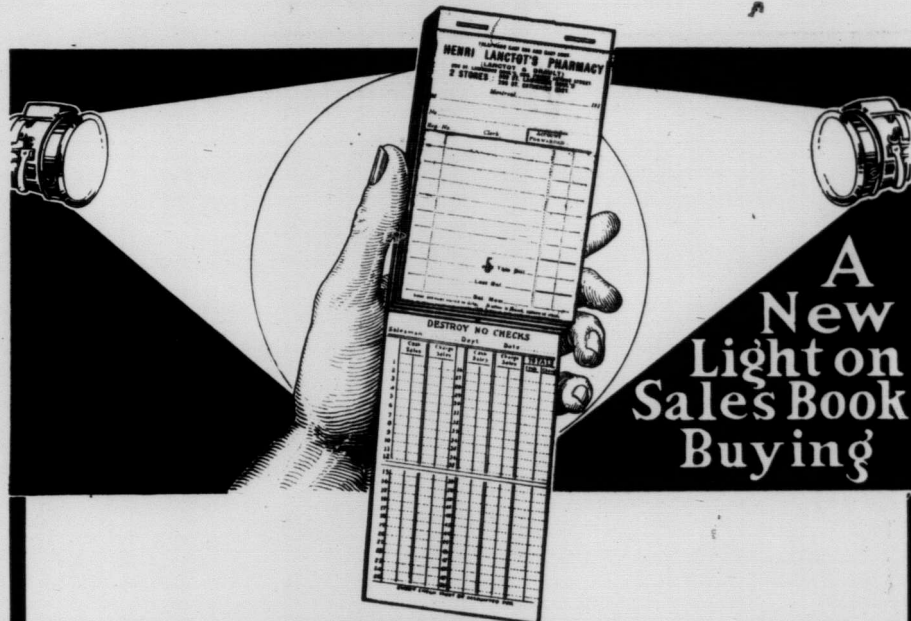
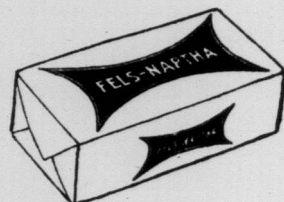
**Genuine Caviare,
Anchovies in Brine,
IN TINS AND GLASSES.**

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

There is no more popular or modern laundry soap made to-day than Fels-Naptha. It is made right, sold right, and its quality is right.

That's why more women than ever are now using Fels-Naptha soap.



WHEN buying duplicating or triplicating salesbooks, look into the matter of quality, speed in handling the books, consecutive numbering, book numbering, service, delivery, cleanliness and moisture-proof qualities. Have you ever seen samples of

THE SURETY

The SURETY salesbook is made in styles and sizes suitable for every business. The back of the original sheet (in duplicate books) is coated with a carbon that does not smut with ordinary use and which gives a perfect copy every time. In the triplicate book the original and duplicate sheets are coated with the SURETY coating—the only kind on the market that will not deteriorate with age.

We Also Make Every Style and Size of Single Carbon Pad

Write for quotations on the kind of books you are using and send us a sample book. We have installed every known facility to turn out the highest quality of work cheaply and quickly.

We have 30 travelling men in Canada. Let us put you in touch with the one near you. It may be worth many dollars to you to write a postal card to-day.

Dominion Register Co., Limited

Toronto, Canada

BRANCHES: New York, Pittsburgh, Boston, Chicago, Minneapolis, Kansas City, Memphis, Atlanta, Washington, San Francisco, Helena, Seattle, Dominion Register Co., Ltd., Manchester, England.

Manufacturers of the McAskey System

Frequency of Sailings

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

For further particulars apply to

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



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



Three Lines You Should Know and Introduce to Your Customers

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

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

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

J. MALCOLM & SON
St. George Ontario



The Continental Bag & Paper Company, Ltd. OTTAWA

Exclusive Bag
Manufacturers

Selling Paper Bags is only a part of our Service. We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture. Require your Dealer to supply only

CONTINENTAL "GERM PROOF" BAGS

DISTRIBUTORS:

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

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

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

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

CHINESE
STARCH

← Read This

and bear the name in mind when next you order a supply of starch. Chinese Starch has stood the severest tests in many Canadian households — where, when once used, no other is good enough. Supply your patrons with a starch whose "quality" is unsurpassable and where the quantity is the fullest—full 16 oz. to the package.



O. Lefebvre, Prop.
OCEAN MILLS
Montreal

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

CASTILE SOAP

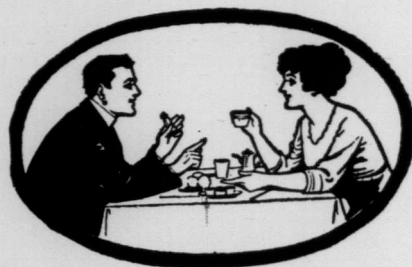


"LA VIERGE" The Virgin Brand EXTRA SUPERIOR QUALITY

The Standard Castile Soap of Marseille
Daily output about 100,000 lbs.

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

LAW, YOUNG & CO., Montreal
SOLE AGENTS FOR CANADA



HIS INFLUENCE COUNTS

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

WINDSOR TABLE SALT

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

THE CANADIAN SALT CO.,
LIMITED
WINDSOR :: ONTARIO

THE KING OF SARDINES —KING OSCAR BRAND

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

Uniform special size and quality.



Particularly suitable for salads, etc.

"King Oscar" stands for A1 quality.

Only the finest olive oil used.

By Special royal permission.

Canadian Agents:

John W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON, - - ONTARIO

MOTT'S
"Elite"
Chocolate

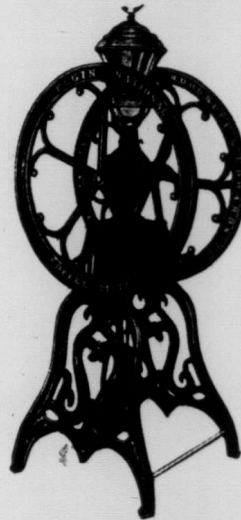
is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

THE ELGIN National Coffee Mill



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

Equipped with the new style force feed steel grinders.

Investigate this grinder carefully. Its price is very reasonable.

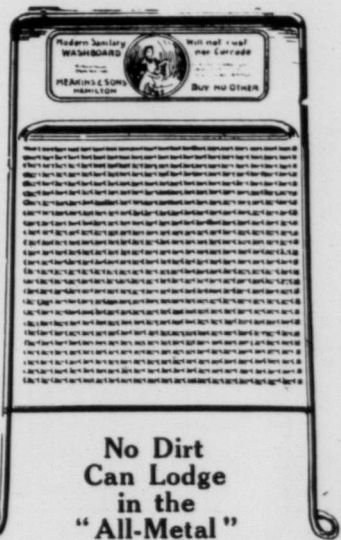
Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

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

Meakins' Sanitary Washboards



No Dirt Can Lodge in the "All-Metal"

The Meakins' Sanitary All - Metal Washboards have the qualities which recommend them to particular buyers. They are entirely constructed of metal, and have no wood to warp and no nails to come loose or rough edges of zinc to cut the hands and tear the clothes. They cannot retain dirt, because each board is made in one piece. They sell on sight. Write for particulars and prices.

Meakins & Sons
Hamilton, Ontario



**Goods With An Appearance.
Goods With A Reputation.
Goods With A Profit.**

CONNORS' High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors" lines you are short. Then order, of the following list:

- 1/4 Oil Sardines,
- 3/4 Mustard Sardines,
- Kipperd Herring,
- Herring in Tomato Sauce
- Finnan Haddies
(oval and round tins)
- Clams,
- Scallops.



Connors Bros., Limited
Black's Harbor, N. B.

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



WITHOUT A PEER

For quick selling, popularity with customers, and for real olive deliciousness D. W. C. Spanish Olives have no peer.

They are the finest selected smooth skinned olives, packed in the best brine with exceptional care as to packing and cleanliness. The moderate price increases the demand for these olives.

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.

Can't Be Equalled



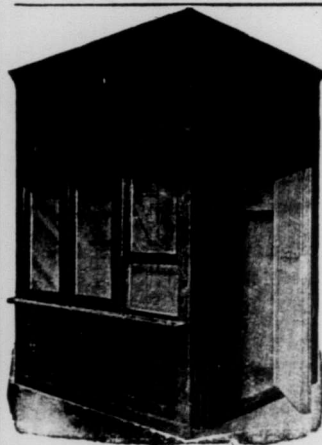
The zest of "Sterling" Brand Relishes is something that cannot be equalled—customers of hundreds of dealers all over Canada are well aware of this fact, and those dealers who handle the "Sterling" lines are getting their patronage. The dealer who is content to sell "just as good" substitutes will be the loser in the business race. Are you a leader with "Sterling" Brand goods?

The T. A. Lytle Co., Limited
STERLING ROAD :: TORONTO, CAN.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



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

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

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO

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

Think It Over!

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

Black Knight Stove Polish

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

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



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

ANTI-DUST Sweeping Powder

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

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

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

SAPHO MFG. CO., LIMITED, MONTREAL

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

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

Fenwick, Hendry & Co., Kingston, Ont.

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

TOBACCO DON'TS

Don't say "I haven't it" when a customer asks for tobacco, say "I'll get it."

Don't think you can't sell tobacco, because *you can*. You have the best of chances.

Don't wait for the man to ask you for it. Point it out to him. In short, tell the women to tell their husbands you are carrying tobacco.

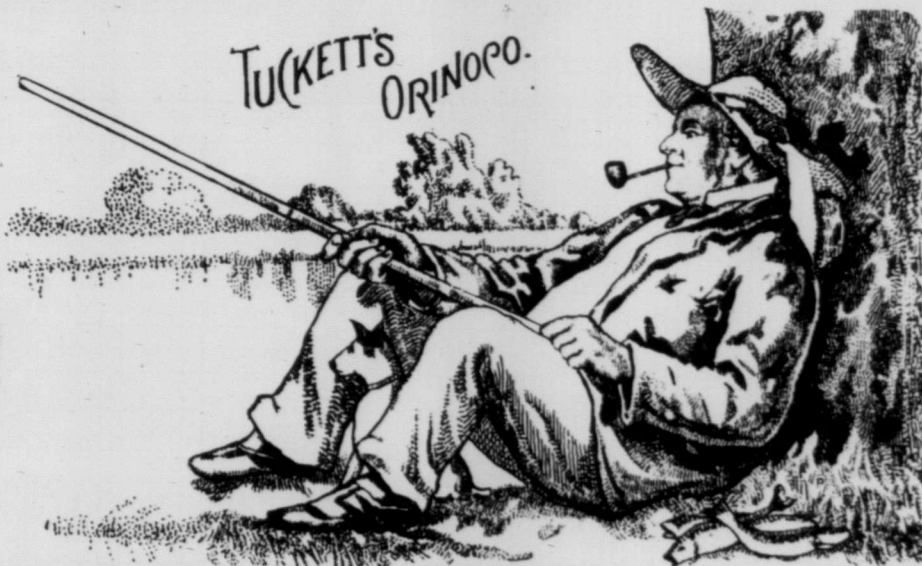
Don't make any mistake about the names of the leaders. They are

Master Mason - - - Smoking
King George's Navy - Chewing
Maple Sugar - - - Chewing

The Rock City Tobacco Co.
Quebec Winnipeg

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton, - - - - - Ontario

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

FOR SALE

FOR SALE—GROCERY BUSINESS—EAST end of Hamilton. Fine pressed brick, 28 ft. x 45 ft. store and dwelling, on 70 ft. x 120 ft. lot, on King Street. Steam heated, electric lights, gas, brick barn, cement floors. Stock worth \$1,300; fixtures new. Nice business of \$1,200 a month. In growing district. Property, with buildings, worth \$12,000. Make an offer. J. Taylor, King and Hilda Ave., Hamilton, Ont.

FOR SALE—AN OLD ESTABLISHED GROCERY business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

FOR SALE — GROCERY AND BUTCHER business on main car line, Toronto. Has turnover of \$30,000. Saturday last took in \$350 cash. Established 3 years. Good reason for selling. Stock and fixtures about \$3,000. Apply John M. Percy, 77 Victoria St., Toronto.

ENGLISH SAUCES — SHIPPED IN FREE casks. Quality, purity and your satisfaction guaranteed. "Worcester," 35 to 50 cents; "Mushroom Ketchup," real, 60 cents and 1 dollar; "Ketchup" at 30 cents; also "Harvey," "Reading" and other kinds at equally low prices. English gallons. F.O.B. London. Samples gratis on application to J. W. Wiltshire & Co., 56 Zetland Street, Poplar, London, Eng.

MISCELLANEOUS

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

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

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

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

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for 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.

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

SITUATION VACANT

SALES MANAGER WANTED FOR LIVE wholesale grocery. State experience. Splendid opportunity for right man. Apply Box 456, Canadian Grocer, Toronto.

COLLECTING AGENCY

GROCERS IN EVERY SECTION OF OUR fair Dominion are troubled by "deadheads," people of a class that ought to be exterminated, although that would be a pretty hard proposition. However, you can do something towards remedying the effects of this pest by handing "tiresome" accounts to The Standard Collecting Agency, Fredericton, N.B. References re reliability on request. Why suffer longer?

MISCELLANEOUS

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

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

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

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

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

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

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

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

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

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

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

VALUABLE INFORMATION

Have You Money Invested?

Have You Money to Invest?

Are You Interested in the General Business Out-Look?

THE FINANCIAL POST OF CANADA

gives its readers reliable, first-hand information on Canadian Securities, Bonds, Stocks, Real Estate, Company Development and Business Conditions.

Subscribers obtain through the Post's Investors' Information Bureau, and without charge, confidential opinions on investments, etc.

PUBLISHED WEEKLY.
SAMPLE COPIES ON REQUEST.
\$3.00 PER YEAR.

THE FINANCIAL POST OF CANADA

143-149 University Avenue

Montreal TORONTO Regina
Winnipeg Vancouver

"The Canadian Newspaper for Investors."

Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., Montreal.

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

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

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - Montreal.

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

ENGLISH STILTON CHEESE FOR CHRISTMAS TRADE
RIPE, FAT, BLUE MOULD CHEESE
Write
A. C. CHAPMAN
93 Durocher Street, Montreal.
The Largest Direct Importer of Stilton Cheese in the Dominion.

Favorite Stove Polish, polishes, shines, and leaves a lasting polish. What the housewife wants.
"Coon" Shoe Polish is another of our specialties
Uncle Sam Dressing is always found O.K. by your customers.
We guarantee the goods.
UNCLE SAM DRESSING CO.,
Lanoraie, P.Q.

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

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

CLAY PIPES

The best in the world are made by
McDOUGALLS
Insist upon this make.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

We are direct importers of Pure Olive Oil, Olives, Figs, Turkish Delight and All Oriental Products.
C. Roumbanis & Son, Limited
Head Office: Toronto

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

WRITE TO
10 Garfield Chambers, Belfast, Ireland.
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

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

Write us for New Price List of WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. **GEO. J. CLIFF, Manager**

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. Montreal

INTRODUCE
Cook's Pride Baking Powder, Chinese Liquid Blue, Sister's Starch.
Your customers will be glad to try them. Big profit. Write
H. F. PACAUD & CO. (Reg.)
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