

THIS IS THE 1,299th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI.

PUBLICATION OFFICE: TORONTO, NOVEMBER 1, 1912

No. 44

CLARK'S

MINCEMEAT

READY FOR USE

Made from the very
finest Fruits and Spices

GUARANTEED
ABSOLUTELY PURE

* * * *

PACKED:—

In Glass, one size only.

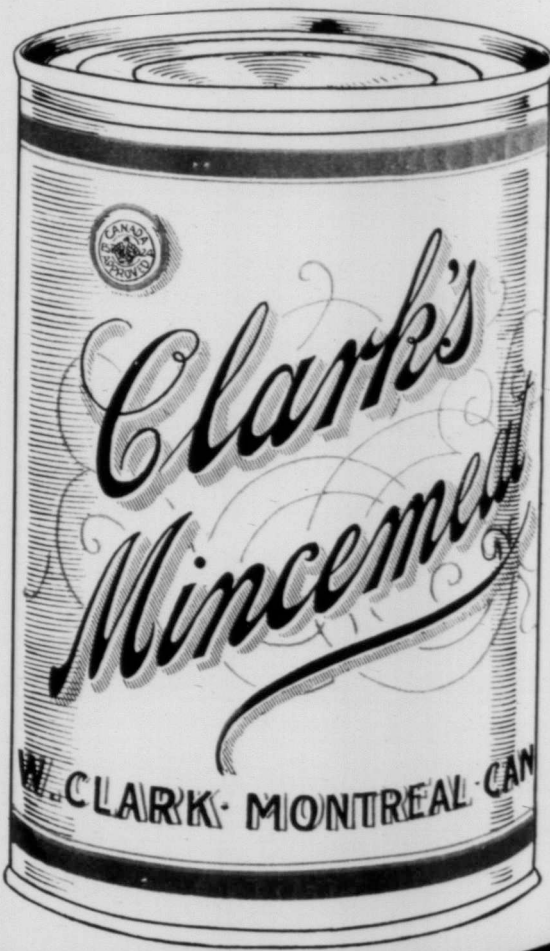
In hermetically sealed tins.
Sizes, No. 1, 2, 3, 4, 5.

In pails, tubs and barrels, 5,
10, 25, 45, 85, 300 lbs.

* * * *

QUALITY—THE BEST

PRICES—RIGHT



YOUR CUSTOMERS WANT IT.

IT PAYS YOU TO SELL IT.

THE PERFECT CHEESE
 MACLAREN'S
IMPERIAL CHEESE
 APPRECIATED THE WORLD OVER



NOTHING BETTER



NOTHING BETTER

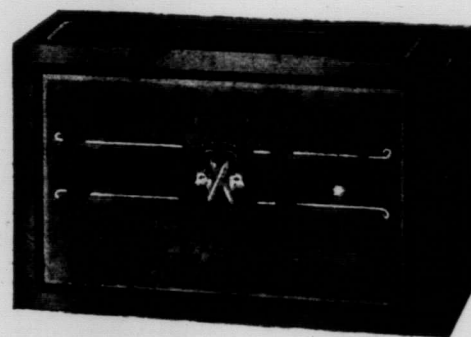
THE TASTY CHEESE
 MACLAREN'S
PIMENTO CHEESE
 OUR LATEST

JUST TRY A DOZEN AT OUR RISK

PACKED 1 DOZEN TO CARTON

6 AND 10 DOZEN TO CASE

THE MILD CHEESE
 MACLAREN'S
CANADA CREAM CHEESE
 THE FINEST PACKAGE CHEESE
 PUT UP IN THREE SIZES



NOTHING BETTER

“NOTHING BETTER”

MANUFACTURED AND GUARANTEED BY

THE LARGEST PACKERS OF JAR AND PACKAGE CHEESE IN THE WORLD

MACLAREN IMPERIAL CHEESE COMPANY, LIMITED

OFFICES—NEW YORK, CHICAGO, DETROIT, MONTREAL AND TORONTO
 FACTORIES—WOODSTOCK, ONT. WELLESLEY, ONT. BANCROFT, MICH.

*'Thistle' Brand
Canned Fish*

The buyers of quality have a particular desire for Thistle Brand fish — they serve the appetite with such delicious satisfaction that to "try" even to sell another brand to one who has already tested Thistle Brand would be useless. The "Thistle" Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring and Tomato Sauce, are canned right where they are caught — at the water side. Sell "Thistle" Brand and you sell the best.

*Fish
of
Quality*

*Good
Paying
Lines*

*Olsen & Kleppe
Sardines*

The trade in Olsen & Kleppe's Sardines is enormous and grows steadily from year to year. The product has a national reputation for quality. The two special brands ("Albatross" and "Ambrosia") signify small and medium sized fish respectively—each the best of its kind.

Packed in Olive Oil whose purity can not be questioned. Selected with the skill and care that long experience dictates. Sardines that reach the top-notch of perfection.

PACKED IN NORWAY

ARTHUR P. TIPPET & CO.

Montreal

Agents

Toronto

WAGSTAFFE'S

Fine Old English

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

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8 ¹ / ₄ c
25 lb. Gold Lined Pails, in crates, per lb.	8 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



SUN GOLD VINEGAR

Get our prices before ordering your year's supply of vinegar. Our exceptional facilities in supply and manufacture enable us to produce a vinegar of unrivalled quality to sell at prices independent of any trust or other financial combine.

SUN GOLD VINEGAR is a pure cider vinegar, made from nothing but the juice of apples. It is a vinegar profitable to handle, for the reason that housewives appreciate its fine quality and low price.

We deal direct with the retail trade, who handle our entire output. It will pay you to obtain our quotations. We ship in barrels, kegs and bottles. Write us—TO-DAY.

The National Land Fruit & Packing Company, Limited

Offices: 37 Yonge St.

TORONTO

Sales Dept.: 1-3 Scott St.

Factory and Cider Mill, Mimico, Ontario



Established 1857



BORDEN'S

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Borden's Milk Products have held their position as "Leaders of Quality" for over 54 years. By reason of the Borden System of Sanitary Regulations, which have been rigidly observed from the very first, together with the use of only the richest full cream milk preserved by the most modern methods, the Borden lines became the "leaders," the position they hold today.

B
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Borden's Milk Products get highest awards wherever exhibited.

Brands: "Preserved," Eagle, Reindeer, Gold Seal, Purity and Challenge.

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"Evaporated," (unsweetened) St. Charles, Peerless and Jersey, also Reindeer Brand Cocoa and Reindeer Brand Coffee.

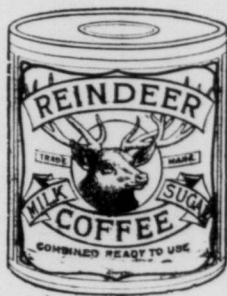
Dealers who are not now featuring Borden's are not handling the highest quality goods.

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**Borden Milk Co.,
Limited**

"Leaders of Quality"

Montreal

Branch Office:

No. 2 Arcade Building, Vancouver





**AYLMER CONDENSED MILK CO.
LIMITED**

Factory, Aylmer, Ontario

HEAD OFFICES HAMILTON, ONTARIO

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**

Watch for our Ad next week, re

“Simcoe” Baked Beans

Cut it out and post it in a prominent place in your store, it will bring you business.

DOMINION CANNERS, LIMITED

HAMILTON, ONT.

If your customers knew

that a pound of 40c. quality of Red Rose Tea would make over two hundred cups of tea, as strong as most people like tea, and of a flavor more pleasing than cheaper teas—(much more pleasing, we think) would they continue to use cheaper, poorer teas? We think they wouldn't—and we are fully of the opinion that the only reason people continue to use 30c. tea is because they have not tried 40c. Red Rose, and do not know of its fine quality and that it is so economical to use.

We are sure you would like to sell 40c. tea. We believe you can if you will tell your customers the simple facts.

T. H. ESTABROOKS CO., LIMITED,
7 Front St. E., TORONTO, ONT.

NOW

Purchase

PEACOCK PICKLES

Before the Frost
MATHEWSON'S SONS

WHOLESALE GROCERS

MONTREAL



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



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

"Club House" Brand is attractively packed and yields a good profit margin.

Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

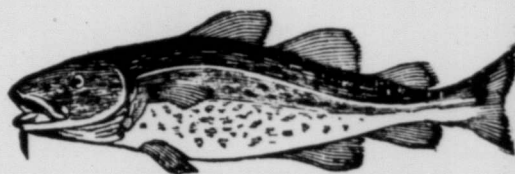
Gorman, Eckert & Co.
Limited

London, - Ontario

Western Selling Agents
MASON & HICKEY, WINNIPEG



Fish



Fish

We can supply every kind of Fresh or Cured Atlantic Sea Fish.

Boneless Fish

Canada Brand
Atlantic Special
Mariner Brand
Cod Bits
and
Eastern Skinless

Smoked Fish

Ocean Brand
Haddies
Kippers
Bloaters
and
Boutilier's Smoked Fillets

Handled by all Wholesale Houses.

Write us for information.

North Atlantic Fisheries, Limited

Head Office: Halifax, N.S.

Selling Branch: 47 William St., Montreal

PINK'S MARMALADE

WITH THE ORANGE FLAVOUR

IS THE GREAT POPULAR FAVORITE IN ENGLAND. IT IS ON THOUSANDS OF BREAKFAST TABLES EVERY MORNING. DOCTORS RECOMMEND IT BECAUSE OF ITS DIETETIC AND TONIC PROPERTIES. YOU WILL FIND CUSTOMERS APPRECIATE THE DELIGHTFUL ORANGE FLAVOUR OF **PINK'S MARMALADE.**

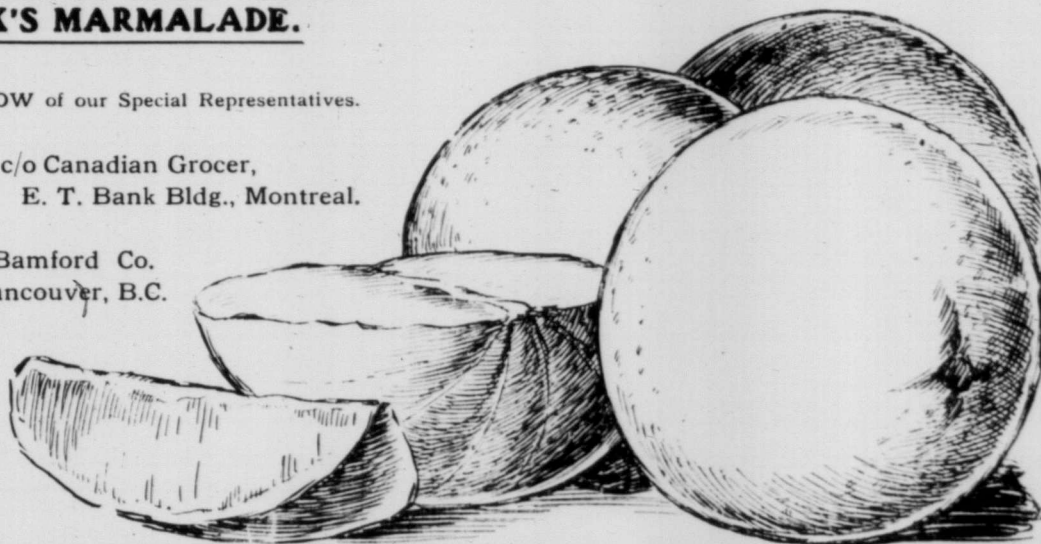
Enquire NOW of our Special Representatives.

Mr. Bernard Pink, c/o Canadian Grocer,
E. T. Bank Bldg., Montreal.

Messrs. Emerson Bamford Co.
Vancouver, B.C.

OR DIRECT TO

E. & T. PINK
LTD.
LONDON, ENG.



You Should Never Be Without Quick-Naptha



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

MR. GROCER!

Investigate the merits of the new

"WALKER"

Refrigerator Counter

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

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

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

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

Write for Illustrated Catalogue and Estimates.

Walker Bin & Store Fixture Co., LIMITED

REPRESENTATIVES.—

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

Berlin, Ontario



"DOMINION"

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

Ask any of our representatives.

DOMINION MATCH CO.

LIMITED

Deseronto,

:::

Ontario

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

"GRAND PRIX," FESTIVAL OF EMPIRE EXHIBITION, LONDON, 1911

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S



PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

OVER 425 MILLIONS SOLD IN ONE YEAR.
EVERY CANADIAN GROCER SHOULD STOCK THEM.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg and District—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Ontario—The Harry Horne Co., 309 and 311 King St. West, Toronto
Montreal and District—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Ltd., Biscuit Manufacturers,
LONDON, ENGLAND

Century Salt

**GUARANTEED
PURE**

**Absolutely free
from all impurities**

Salt is one of the necessities of life and on its purity and strength, depends in a measure, the health of your customers. Sell the best and keep the grade of your salt up to that of your general stock. It will pay. Century Salt is attractively put up and makes a nice shelf stock.

Write off to-night for our Price List

DOMINION SALT CO., LIMITED
Manufacturers and Shippers **SARNIA, ONT.**

The One Universal Cereal Food

The one universal staple, "breakfast food" that has survived the ups and downs of public fancy and is eaten in every city and hamlet in Canada and in the United States, is

SHREDDED WHEAT BISCUIT

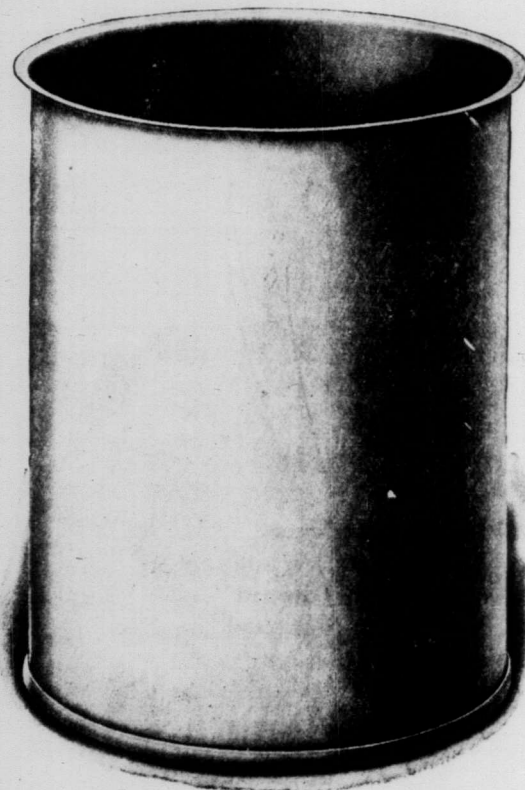
The plans for increasing the consumer demand in 1912 are more extensive and far reaching than ever. Are you ready to help us supply this increased demand?



Shredded Wheat is packed in neat, substantial wooden cases. The thrifty grocer will sell the empty cases for 10 or 15c each, thereby adding to his profits.


**The Canadian Shredded Wheat
Company, Ltd.**
NIAGARA FALLS **ONTARIO**

J89



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

TWENTY-SEVEN
GOLD MEDALS



AND FIRST CLASS
DIPLOMAS

BY APPOINTMENT

CHIVERS & SONS, LTD.

PURVEYORS OF

**WHOLE FRUIT JAMS,
JELLIES**

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English
Fruits, Brussels (1910). Turin and London (1911)
International Exhibitions

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

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

FRANK L. BENEDICT & CO.
144 Craig Street West
MONTREAL
(Canada and Newfoundland)

PURE RELIABLE



Have no hesitation

in stocking and recommending

"COW BRAND"
BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.

See to your stocks. Order from your jobber.

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL

GRAY'S JAMS

Contain neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from:

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

John Gray & Co., Ltd.
Glasgow



Within the next few weeks every dealer will be interested in securing a supply of good Brooms. Let us suggest that you try the

KEYSTONE BRAND

this season. They are always reliable, always uniform in quality and always reasonable in price.

We guarantee that you will have no kick from your customers if you sell our Brooms.

STEVENS-HEPNER CO., Ltd.
Port Elgin, Ont., Canada



HELP HER WITH THE BAKING.

The majority of women take great pride in making fine cake, bread or pastry—they like to have them of even flavor, baked thoroughly but evenly and, above all, tasty. Give them

WINDSOR TABLE SALT

and you make baking success more certain. Poor salt means poor baking—everything goes "Flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

CANADIAN SALT CO., Limited
Windsor, Ontario

TEES & PERSSE LIMITED

**Manufacturers, Agents
and Warehousemen**

For twenty-seven years we
have been represented in
Western Canada by

TEES & PERSSE LIMITED

Their warehouses at

**Fort William
Winnipeg
Regina**

**Moose Jaw
Saskatoon
Calgary
Edmonton**

are stocked at all times with
our wares :

**Matches, Woodenware,
Fibreware, Washboards,
Wrapping Paper, Paper Bags,
Printing Paper,
Paper Cutters, etc.**

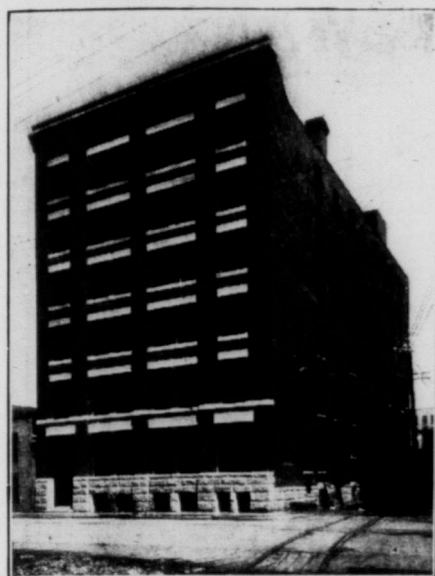
Their operations extend

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

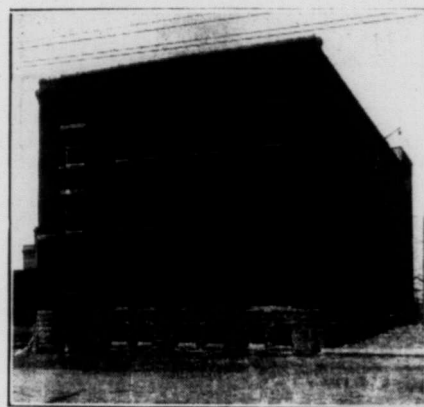
**The E. B. Eddy Co., Limited
Hull, Canada**

**TEES & PERSSE LIMITED
WINNIPEG**

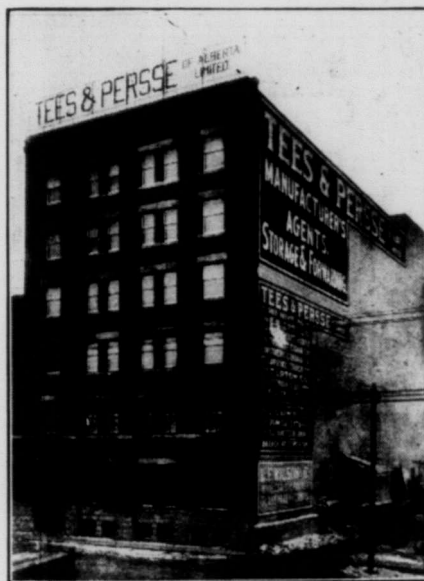
**TEES & PERSSE OF ALBERTA
LIMITED, CALGARY**



WINNIPEG WAREHOUSE



SASKATOON WAREHOUSE



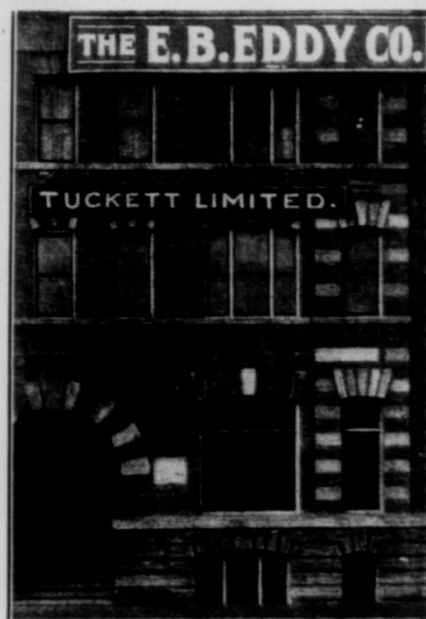
CALGARY WAREHOUSE



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE



**MEADOW
CREAM
SODAS**

YES, that is what every dealer will say when he has once started stocking and selling Meadow Cream Sodas.

He is sure of the quality, the flavor and goodness in every one of these flakey white and crisp biscuits. They are a delight to handle and a delight to eat. They average about 50 biscuits to the pound.

THE
W. J. CROTHERS CO.
KINGSTON, ONT.

**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

From a Hard Headed Business Standpoint

Coles Machines embody in quality of materials and workmanship, a construction, guaranteeing a long term of service.

They are very economical to operate, due to their great simplicity and design. For instance, to grind one pound of coffee requires no more power than to burn an ordinary electric light for three minutes, or, in other words, one-fiftieth of a cent.

Again, by comparison you will find that in every instance there is a considerable difference in favor of the COLES. Combine these facts then, Price, Endurance, Economy, and they will present three very good reasons why the COLES is the one logical machine for you.



COLES MFG. CO., Philadelphia, Pa.

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

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.



SELLING ARGUMENTS



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

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

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



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.

CONNECTICUT OYSTER CO.

50 JARVIS STREET

TORONTO

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



The talk of satisfied customers is
bound to make business grow if
you specify

CANE'S
WASHBOARD'S

They stand in a class by themselves
for neat construction, quality and
durability. Why is this? Because we

take pride in manufacturing from the finest grade material which
gives your customers the best value for their money and assures
perfect satisfaction.

We manufacture washboards in thirteen different styles and grades to suit
every demand.

Write for catalogue on "CANE'S WASHDAY WOODENWARE."

The Wm. Cane & Sons Co. Ltd., Newmarket, Ont.

In 25-lb.
venient s



BAI

This
over old
occupy r
down, a
class of

DETA

TH

SOLE M

THE CANADIAN GROCER

25-LB. BAGS

St. Lawrence

Granulated

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

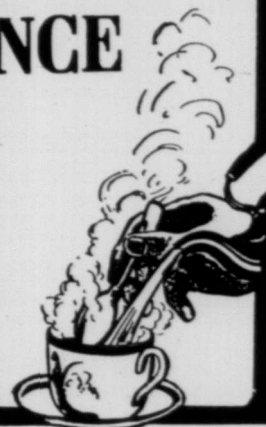


SYMINGTON'S COFFEE ESSENCE

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

Thos. Symington & Co., Edinburgh and London

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



BAINES' PATENTED SHELF BRACKETS

This improved system has many and great advantages over old methods of displaying goods. The brackets occupy no space needed for goods; are easily put up, taken down, adjusted to fit a given space or carry a different class of goods; in fact, they perfectly serve their purpose.

DETAILED DESCRIPTION, PRICES, ETC., FOR THE ASKING.

State whether building is brick or frame.

THE PIQUA BRACKET CO.

SOLE MANUFACTURERS.

PIQUA, OHIO



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

Continental Germ Proof Grocery Bags

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

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG & PAPER COMPANY, LIMITED

OTTAWA,

ONTARIO

DISTRIBUTORS:

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

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

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

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

JOBBERS

should ask our agents to show them our samples of JAPAN TEAS and Fannings. We have a good assortment on spot and arriving.

FURUYA & NISHIMURA

Cook's Friend Baking Powder

is made in Canada from the purest of Grape Cream Tartar and is equal to the best imported, selling at half the price.

PURER THAN THE LAW DEMANDS

NO ALUM!

NEVER WAS!

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



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.

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The Meadow-Sweet Cheese

29 and 31 William St. MONTREAL



RIGA WATER

This highly pleasant purgative water should be in every home, and it is up to you to get it there. You'll make 50% or more on every sale.

Strongly Recommended
By The Medical Board

- 1—Positively relieves indigestion.
- 2—Does not cause colic or irritation.
- 3—Effective in cases of liver and bladder troubles.
- 4—Unexcelled for relieving constipation.

Live Agents will find this a Money-Maker.
WRITE FOR SPECIAL PROPOSITION.

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50% PROFIT
GUARANTEED

JAMS THAT PLEASE



"E. D. S." Jams please the Grocer, who, by featuring them, builds up a trade among regular customers and assures himself a big jam business and a good margin of profit.

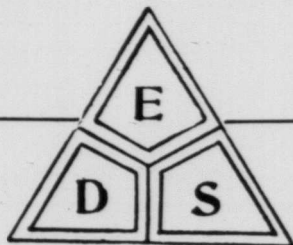
"E. D. S. Jams please the customer who enjoys their delicious flavor and knows that he is eating the finest selected fruit free from preservatives or coloring matter.

Quality is the highest. **Purity** is the feature in all E. D. S. products — Jams, Jellies, Marmalades, Catsups, Grape Juice, Pork and Beans, etc.

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.



More 'CAMP' users every month!

'CAMP' Coffee gives your customers more lasting satisfaction than any other coffee essence—Why? Because 'Camp' is the purest, richest, strongest and best.

'CAMP' COFFEE

Once your customers TRY 'Camp' they'll BUY 'CAMP'—always!
Look after your Stock!
R. Paterson & Sons,
Coffee Specialists, Glasgow

THERE are good Jelly Powders and bad, nice packages and ugly. Ours are neither middling nor poor, but

ABSOLUTELY SUPERIOR

to anything you handle to-day. That is saying a lot, but we can back it up and want you to test such a statement by sending a small order. Package contains both

JELLY and CUSTARD POWDER

and consumers frequently testify in writing to the great value contained in our fancy carton. The "Double Event" Package.

S. H. EWING & SONS
Montreal

Unvarying Quality in Blended Teas

The only sound basis on which a profitable **Tea Trade** can be built is the securing of **regular customers** whose weekly tea requirements you are able to satisfy. Nothing is more essential in retaining **Tea customers** than uniformity of quality in the blends you sell. If your blends vary with the wholesale tea market your customers will be hard to hold.

In other words, to make tea selling successful you must be practically **independent** of the **fluctuations** of the **Tea Market**.

You must be able to rely on obtaining unvarying quality for each of your blends.

As Specialists in Bulk Blends we recognize the importance of this factor in retail tea selling. Our sole aim is to ensure your receiving absolute uniformity in each of the teas you buy, and so create such confidence on the part of **your customers** that you become a **Regular Buyer of our Blends**.

		COST	SELL
1	Star Sweet, pungent draw, mixed, suitable for lumbermen and contractors	16c.	20c.
2	Star Fine liquor, good, regular leaf. Black, Green or Mixed	19c.	25c.
3	Diamond Choice, flavory, rich liquor, handsome leaf. Black or Mixed	22c.	30c.
3	Diamond Golden color, piquante liquor. Green	22c.	30c.
4	Star English Breakfast Tea, a powerful blend of Indian and Ceylon. Fine quality and flavor ...	27c.	40c.

Freight paid on 100 lbs. in Ontario.

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TEA BLENDERS TO THE TRADE

TORONTO

J. F. EBY, President

HUGH BLAIN, Vice President

It

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Distributing
Agents at

It's New Business That Counts

Don't travel in a rut. Get after new tea business. Regain the trade the peddler has taken. It can be done, and "SALADA" is the only tea to do it with. Every year—for twenty years—increase has topped increase in "SALADA" Sales. New customers have been added to the old. Their confidence and satisfaction have been obtained and retained. A reputation for reliability has been established. A trade worth while has been built up.



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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.

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YOU WILL NEVER HEAR A COMPLAINT

about the quality and purity of CAIRNS' SCOTCH JAMS, JELLIES and MARMALADES.

Cairns' Pure Fruit Products are everywhere appreciated by reason of their purity and deliciousness. They have made a reputation among Royalty and the best trade in general.

Handle Cairns' and you will have no complaints.

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PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal.



We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

PAISLEY, SCOTLAND.



One Quality Always, and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD OR KEEN'S MUSTARD IN SQUARE TINS

They constitute the best and have a reputation that is without parallel.

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Agents for the Dominion of Canada

403 St. Paul St., MONTREAL
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CROWN BRAND

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CORN SYRUP

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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.
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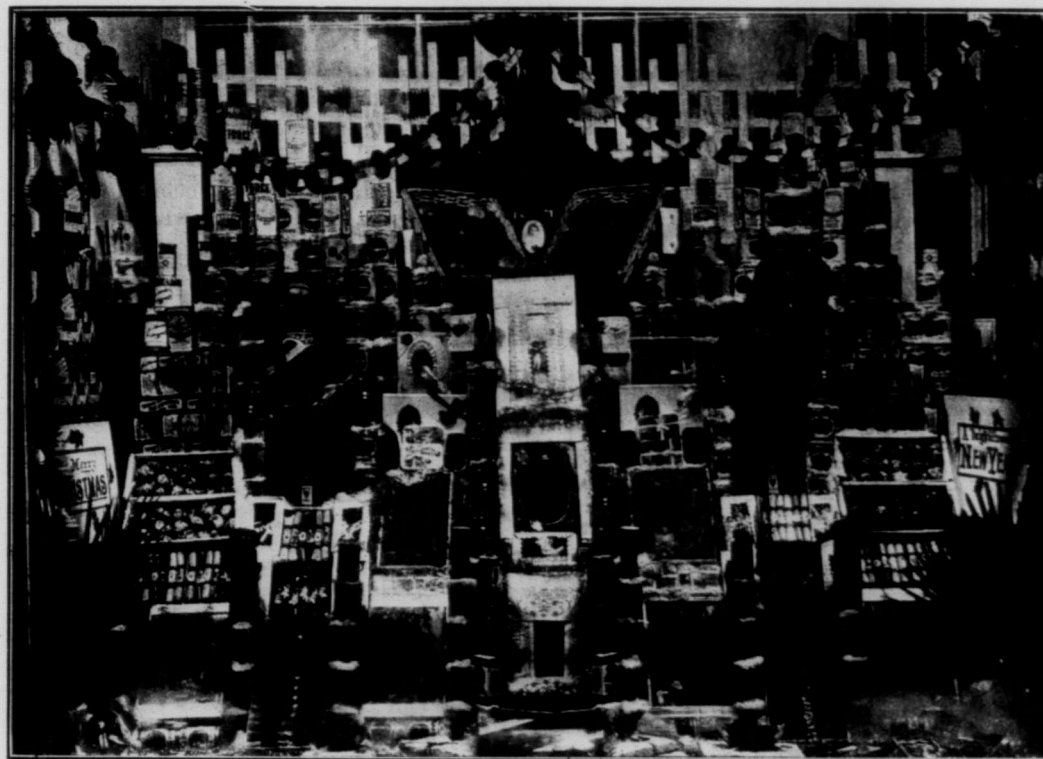
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An attractive window of Christmas goods shown by Grant Bros., Prince Albert, Sask., last year.

Good Displays Easy at this Season

New Goods Coming in Now Lend Themselves to Attractive Display—Prince Albert, Sask. Window Gives Some Ideas for a Trim—Xmas Necessities Should be Featured Early.

Some good window displays are possible in the grocery store at this season of the year. For the past few months preserving fruits have been an important item, and windows have to a large extent been given over to them. They usually lend themselves to most attractive displays but not more so than the many lines of goods now arriving on the market. New pack canned goods and the new season's dried fruits are now coming in and with these lines, some attractive and sales-creating windows can and should be arranged.

Western Xmas window.

The West, although a comparatively new country, has realized the value of good window display and taken it up strongly. Herewith is reproduced a window display in the store of Grant Bros., of 1st avenue, west, Prince Albert, Sask., in which dried fruits and canned goods are shown in an attractive trim. This was used last year and attracted a great deal of attention and sold a considerable quantity of goods for the store.

The main feature of the window was the showing of dried fruits and peels.

The number of different lines shown was quite extensive, including several fancy varieties, which because of yielding a more appreciable profit should be pushed by every grocery. Canned goods were worked in so as to make a good background while nuts and confectionery are among the other lines shown.

The outstanding feature in regard to the arrangement of the window is the manner in which it is built up. Many displays fall down in the fact that they are too flat in appearance. Not so this window which was built to set the goods out so that they would attract the eye of the passerby.

As can be seen by the presence of the Christmas crackers and the season's greetings on the show cards, this was a Christmas display. Several additions outside of the goods themselves shown have been made in order to add to the appearance of the trim. The rear lattice work, the fancy paper decorations and the palms at the front all give an artistic touch to the display.

While this window was a Christmas display, there is no reason why the same

plan or idea should not be followed at any time during the next couple of months. All these lines are now available and it is time they were being pushed by the grocer.

Some dealers give little attention to dried fruits and nuts until the Christmas season is close at hand. This is certainly a mistake. When the new season's goods first come in is an excellent time to sell them as the fact of them being the first of the season is a great inducement to customers to purchase.

The Buy Early Habit.

In addition, it is well that the dealer get customers started buying Christmas requirements as early as possible. By getting as much of this trade over early it gives him a chance to work the opportunities of the last few weeks to the greatest advantage.

The earlier the dealer gets the housewife thinking about her Christmas baking and gets her purchasing her supplies, the better for both of them. One of the best possible ways in which to do this is by good window displays.

How to Enliven Trade in November

Methods Grocer May Use to Boom Business—Feature New Dried Fruits and Nuts as They Come in—Cold Weather Opens up Opportunities for Meat Extract, Cocoa and Soups—Attention Should be Given to Fish Department.

One season does not make a year nor does a splurge of business-like methods by the dealer during one season make a successful year for him. During the past few months, grocers have in most cases been devoting a good deal of attention to the sale of preserving and pickling necessities and in most instances a particularly good season has been experienced. The rush in these particular lines is now over but it is by no means a signal for the grocer to rest on his oars. He has been pulling hard during the past few months and thanks to favorable conditions, in many cases has been able to get sales up to a point that compares well with last year. Like the man in the stream, if he now rests on his oars he will find himself losing the ground that has been gained. Like the man rowing against the current, the man in business cannot stand still. If he is not going up, he will be drifting down.

No Lack of Opportunities.

The grocer should by no means slacken his pace at this time. The end of the year is fast approaching and it is the aim of every dealer, or at least it should be to make the best possible showing in point of sales for the year. This is one reason why he should maintain his business-like methods and he has no reason to slacken them for want of opportunities.

For one thing Christmas is already looming up large and it is by no means too early to begin to think and plan about the festive season. It is well to get the campaign started as early as possible. There is much to be gained by so doing. Besides relieving the strain of the last few weeks, it gives the dealer a chance to work the opportunities of the season so as to get much better results. If by starting to cultivate the Christmas trade early, he makes to spring up two blades where only one would have otherwise been, he has certainly gained much.

Feature New Season's Goods.

As to the opportunities presented to the grocer in the month just opening, the arrival of the new season's dried fruits on the market should be taken advantage of. Every grocer knows that the new season's goods in any line always assist materially in its sale. This is taken advantage of in dried fruits by many grocers but there are still those who do not work it to its full extent.

Currants, Valencia raisins, apricots and peaches are now on the market but some dealers have not yet received their first shipments. Other lines now coming in are figs, dates, prunes and seeded raisins. Sales in all these lines may well be promoted by acquainting customers with the fact that the new goods are procurable. The season's supplies of all those lines which enter into the make up of the Christmas cake will soon be at hand and every thing will be in order for the dealer to touch the match to his Xmas campaign.

Nuts and Confectionery Sell.

As with dried fruits, so can the sale of nuts be extended by featuring the new goods as they arrive. The season of big consumption of nuts is now here. The colder weather means that people will keep more to the house and as a result there will be many gathering around the hearth and nuts is one of the lines to be benefited. The cooler weather also brings with it a greater number of social gatherings and such lines as nuts and confectionery should sell well. They should be featured by every dealer. It is the grocer who displays and advertises them who is going to get the business.

Cold Weather Helps.

One of the important points around which trade in November is woven is the fact that the season of colder weather has arrived and it naturally brings with it a change in the lines of food which the public will want and the grocer should feature. It does not seem long since cooling drinks were the important theme, but now the story is different. As the temperature moves downward, a drink that will give warmth to the body is wanted. In addition to tea and coffee, cocoa should sell well. This is a line to which many grocers do not give the attention that they should. Cocoa is certainly a delightful cold weather drink and suggestion of it to customers should bring good results. This is also the season for meat extracts and in addition to being a seasonable beverage, they also possess nutritive properties that should commend them to customers. Many of them are acknowledged as a valuable aid to digestion and a great body builder. These are all important arguments which may be used in pushing their sale.

A somewhat kindred line for which demand is now in full swing is canned

and condensed soups. Besides the seasonable weather now in evidence, the demand for this line is steadily on the increase. The housewife for a long time did not think it possible for anyone to put out in this form, a soup that could be compared with the product of her kitchen but this prejudice is fast disappearing. Soups can be recommended by the grocer both for their flavor and their nutritive value. During this month, counter displays of soups backed up by the personal salesmanship of the clerks should increase the sale of this line to no little extent.

Fish to the Fore.

With the arrival of the colder weather and the approach of Advent and the season of greater demand, the fish and oyster department in many stores will be given increased attention. There are some dealers who are inclined to neglect the fish department until the Christmas rush is over, but if such dealers will analyze the problem they will find they are following a wrong policy and losing a great deal. From now until the end of the year there is going to be an appreciable consumption of fish, including four weeks of the Advent season trade. They are losing all this trade but in addition and probably equally important is the fact that some other dealer is getting the public going to his store. People are generally inclined to continue dealing at a store which they have become accustomed to patronizing. The grocer loses a great deal of prestige by neglecting to give his attention to fish during the early part of the season.

Many Oyster Suppers.

One of the most fruitful portions of the oyster season is from now on to the first of the year. The quality of oysters is now excellent and many oyster suppers should be the result. Those dealers who featured oysters around Thanksgiving and Hallowe'en found gratifying results and the same efforts should be continued during the whole of November.

Canada is in a very prosperous condition this year, the amount of money circulating in the country at the present time is perhaps larger than ever before and it is without doubt a time when the grocer should put forth his best efforts to secure the best out of the opportunities at hand.

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Maintaining the Freshness of the Egg

Farmer Should be Shown That Greater Care Means More Money and Markets Should Eliminate the "Cut-Throat" Competitive Policy, Maintains Reader—In Other Words Price of Eggs Should be According to Their Quality.

Editor Canadian Grocer,—In looking through the fall number issue of Grocer my attention was arrested by the fresh egg article. It strikes me, Sir, that it is impossible to make the farmer honest to the extent of keeping back, stale, dirty and undersized eggs until it is made profitable for him to do so. The problem is how is this to be done while there is such a scramble among the merchants themselves to secure what eggs are brought in. If one is a bit too particular as to condition of eggs offered, Mr. Farmer has only to go across the road to the competing merchant to make a deal. The question is what can be done to prevent merchants bidding one against the other as they are doing in order to get a quantity for shipment, and induce them to purchase only what are worth purchasing. Much resolves itself to this: When merchants stop buying worthless eggs the farmer will stop bringing them in.

E. A. KENDALL.

673 Gerrard street, east.

Toronto, Oct. 17, 1912.

The above letter of Mr. Kendall's was a welcome one because it creates further discussion on this all-important question of the maintenance of the fresh egg. Mr. Kendall hits the nail on the head in two statements made. When he says the farmer will continue to place on the market stale and rotten eggs until he finds it profitable to sell them when they are fresh, he is undoubtedly right. The millenium in the selling of eggs off the farm will be reached when the farmer realizes that he is losing money in not giving the matter his careful attention. If the buyer rejects bad eggs or declines to pay full market value of fresh eggs for them, he is doing much to convert the careless egg raiser.

Unity Among Merchants.

The other point is the unity of the retail merchants in buying eggs according to quality. It is detrimental to the egg trade to have merchants competing so strongly for trade that they will accept all kinds of eggs and pay full price for them. Farmers are wise enough to know the "easy marks" and those farmers who are careless of their honor will take advantage of them.

The article in the fall number which Mr. Kendall referred to, dealt with the problem from the merchant's standpoint. It showed what some are doing to help

eliminate the great waste that annually befalls us. Those who have made a study of the question realize that it is almost impossible to make great headway against this loss by the education of the farmer. There are too many of them and, as Mr. Kendall intimates, they work one merchant against the other so successfully at times that they have little difficulty in getting their price.

Reform Lies With the Retailer.

Authorities now realize that it is entirely up to the merchant to prevent this great annual loss. To do this every merchant must study the egg problem and particularly the testing of the egg. Then, knowing the exact character of it, he must pay only for what it is worth.

This method will surely promote care among the farmers in handling eggs. The farmer gets paid for his trouble and loses for inattention to the gathering of eggs.

Sending Out a Circular.

It might be suggested that every buyer of eggs from the farmers use the information in the article in the fall number to send out a circular to all his country patrons, pointing out the fairness in paying for egg-quality. This circular might include suggestions on the proper handling of the egg from the time the prospective egg producer is getting in its tail feathers until the egg is laid down in the grocery store. Consider the beneficial effect this circular would have, if every merchant in Canada were to send it out simultaneously!



Following items are from Canadian Grocer of Nov. 4, 1892:—

"W. J. McHenry, a prominent grocer of Brockville, Ont., died a few days ago. The deceased gentleman had served terms as an alderman and was prominently connected with the fire brigade and other public institutions. His loss will be much regretted. He was in the prime of life, being only 42 years of age."

Editorial note.—The McHenry store is still in business to-day after the lapse of 20 years.

* * *

"The shipments of eggs to the Old Country this fall will exceed anything in the history of the trade. On Oct. 26 one boat took 110,619 dozen of eggs, most of these being from Western Ontario. On Nov. 5 the Lake Winnipeg will leave port and her cargo will embrace ten carloads of Ontario eggs. Each car contains about 100 cases and each case 114 dozen, so this week's ship will have not less than 114,000 dozen in her hold."

Editor's note.—It's funny the difference just a few years make. To-day Canada is sending very few eggs to the Old Country, in fact scarcely any at all. Canada's population has so greatly increased that they are all needed at home and even then they are scarce.

* * *

The issue of The Grocer of Nov. 4, 1892, gives a report of the annual meeting of the Dominion Wholesale Grocers' Guild which was held in Hamilton. There were present on that occasion the following members: From Montreal, Messrs. C. P. Hebert (president), Childs and Geoffrion; from Toronto, Messrs. Blain (vice-president), Ince, Davidson, Sloan, Eckardt, Larkin, Smith, Wills (secretary); from Hamilton, Messrs. McPherson, Turner, Bristol, Stuart, Balfour, Harvey, Gillard; from Berlin, Mr. Roos; from Brantford, Mr. Watts; from London, Messrs. Masuret, Smith and Sreaton.

Many of these names are still familiar ones in the wholesale grocery trade but the bearers of many others have long since departed to the great beyond. On this occasion the late Wm. Ince, who was the first president of the Guild, was presented with a silver cabinet. Mr. Ince had prior to that time given up the presidency which he had held for seven years.



The Swift Canadian Co., Ltd., have opened a new wholesale market at 17-21 Water Street, Vancouver, B.C. The building is six stories high.

Mr. S. Festing, a Hamilton, Ont., grocer, narrowly escaped serious injury when a new automobile he was driving crushed into a street car. The machine was badly damaged.

A pineapple preserved whole in a heavy syrup is an importation from Havana which is now on the market and offered to those on the outlook for some new attraction for dessert. It is put up in a can and one Canadian retailer sells at 90c each.

The CANADIAN GROCER

Established - - 1886

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John Bayne MacLean - - President.

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PUBLISHED EVERY FRIDAY.

TORONTO, NOV. 1, 1912

SAVE MONEY ON FREIGHT RATES.

The lowering temperature gives us warning that the winter is fast approaching, and in view of this the trade would do well to direct their attention to the possibility of saving some money on freight and express by getting in many lines of staple goods before the close of navigation. This applies particularly to those who have a choice of boat routes.

With the close of navigation, freight rates in general take an advance. The dealer who knows ahead what goods he will require during the winter or a part of it, and who is able to finance the purchase of them now, will find that he will be able in many cases to affect a considerable saving in this way.

In addition, with the coming of the winter, there are many lines which freezing affects that cannot be brought in by freight and of course express rates are on a considerably higher scale. For this reason the grocer would profit by looking over his stocks of such lines and getting in his supplies by freight while the temperature is still such as to make it possible. For instance, there are mineral waters, pickles, catsup, olives, wines, vinegar and many other liquid lines which cannot be brought in by freight during the winter.

Those who are able to take advantage of the lower rates will affect a saving that should make it worth while.

INFERIOR QUALITY REDUCES DEMAND.

Early reports from the south indicated a good crop of grapefruit and these appear to have been well substantiated. Grapefruit has been coming to the Canadian markets for some time now and while the exterior appearance is fine, complaints are being heard about the flavor and the pulpy character of the interior due to too early plucking.

Dealers also say that this inferior quality is having a detrimental effect on the demand. When the consumer

of this kind of fruit is fooled once or twice, he does not readily respond to further attempts on the part of the retailer to sell him again.

Herein lies a lesson for every retailer. The dealer should be ever mindful of the effect inferior quality has on customers. Take the case of tea. Unless a tea drinker is in a position to purchase the same flavor and quality in his tea every time, he will be likely to transfer his tea business elsewhere. The same applies to butter, eggs, coffee and practically every article the grocer sells.

No dealer can afford to take chances on good customers. It should be his aim through thick and thin to see that quality goods only are handed out. If he does not, he is bound to lose the confidence of his clientele.

TIME TO PUSH FISH SALES.

The time has arrived when every dealer should be directing a good deal of attention to his fish department. The weather is becoming cooler and more conducive to the handling of this line, conditions are already favorable for an appreciable trade, while the Advent season, with its increased demand, is now only a few weeks distant. As for supplies, the market is well enough supplied to give the dealer plenty of scope. The varieties of fish now available are extensive enough for the retailer to be able to easily fill the varied wants of his customers. Besides fresh and frozen lines, there is now a full range of smoked, prepared, salted, canned and pickled varieties to be had.

Many retailers have been featuring fish for some little time now. They realize the advantage of getting an early start and it is considerable. Not only do they get all the earlier trade, but they establish themselves firmly with the public as handlers of fish, and the lead which they secure on the dealer, who is inclined to hold back, is generally held throughout the entire season. If one can get the people coming to the store for fish in the early part of the season, they will in most cases continue to favor him with their patronage.

Fish should sell easily because the grocer has forceful arguments to present to customers. Compared with many other lines of food, prices are reasonable, and in addition, the food value of fish is acknowledged as high. This latter point is one which grocers should not fail to impress upon their customers. It is one they should consider seriously in purchasing.

IMPORTANCE OF STORE LOCATION.

When a retailer has in mind the consideration of a new store or a change in location, he should give serious thought to the advantages and disadvantages of the site on which he expects to locate. Going blindly into business in a district where the number of possible purchasers is very limited, is folly. When the question of a new site arises why not give the matter scientific study?

There are certain large retail firms on this continent which make the decision of locations one of their chief, if not their chief, object. They do not go hap-hazardly into the question, but determine as closely as possible the number of possible purchasers of their goods. Men are stationed at the proposed sites to count these probable customers as they pass. The company therefore know just what they are to expect when a store opens for business.

A good location means much to the grocer, as will be seen from an article in this issue on "Value of a Good

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Location Demonstrated." This Galt dealer explains how he has increased his business to a large extent and attributes much of this increase to a change in location. Undoubtedly his experience is that of scores of others. The location certainly counts for much.

TEAM WORK IN THE STORE.

The rugby season is at present in full swing. The game affords many pointers of value to the merchant. It demonstrates most plainly of all the value of team work. It is an essential part of the game if the team is to be successful.

It would be well if more of this team work were introduced into business by the retail merchant. By team work, results have been accomplished in various lines of business which would have been practically impossible to produce otherwise.

Team play is merely another name for co-operation. Unless there is co-operation among all members of the staff and among the different business-creating departments, the best results will not be secured. The average merchant does not give the attention to the fostering of co-operation among his staff that he should. The efforts of every person connected with a business should be enlisted in producing the best possible results.

The idea is to get every clerk interested in the welfare of the store and to realize that success for the business means success for him or her. Many people striving towards the one end are much more likely to produce results than if only one were really doing his best and the rest putting forth no real effort.

Team work means every person pulling together in a combined manner to accomplish a certain result.

SYSTEMATIZING WORK.

Said a traveller of a certain merchant—"He comes to his office at 10 o'clock in the morning and goes away about four. He does not seem to do a great deal while he is here, yet I know he has a perfect knowledge of what is going on. Indeed he IS what is going on. He directs everything."

This merchant has his business running in a proper manner. As a concern grows, the owner, or the manager, can not hope to do everything himself. But he can be in every thing. He can direct. But to direct, system is necessary.

The dealer to whom the traveller referred could work such short hours, and keep in such perfect touch, because everything done in the store was tabulated. A few slips of paper, left on his desk, showed him what was being done. From these he could quickly decide what needed doing—what lines should be bought—what lines should be pushed by special sales. A few talks with those in charge of the various departments enabled the completion of a plan of campaign.

As men get older they feel the need of shifting a part of their work to younger shoulders. To direct they are more capable than ever—but hard, long-drawn-out work is for the young. Dealers should realize this. They should so arrange their business that they can know what is being done without actually doing it themselves. They should make men responsible for certain work. Thus they have more time and energy for supervision—which, after all, makes a business grow in volume and in profits.

EDITORIAL NOTES.

Now for the last two months of a record year.

* * *

The Christmas trade is beginning to loom up large to the grocer.

* * *

Are you announcing the arrival of the new dried fruits?

* * *

Some dealers say it is all rot about the potato rot. Some think not. Time will tell.

* * *

November is rich in opportunities for the grocer who is willing to take advantage of them.

* * *

Only the well-to-do can butter their bread on both sides these days. Butter is higher than usual at this season.

* * *

If the grocer goes after the hunter's trade with as much zeal as the hunter goes after the game, he will get good results.

* * *

The armies in the Balkan provinces were not the only ones that attacked Turkey during the past week. An army of Canadians did their part at the dinner table on Monday last.

* * *

It is bad for the good of the fresh egg trade to have one merchant declining to pay for rotten eggs while his neighbor on the other corner will pay full market price for everything regardless of quality.

* * *

A thief entered a store in an Ontario town while the person in charge was in the cellar and stole \$40 from the till. Wouldn't the installation of an electric bell and cash register be a good thing when a person is alone in the store, and where it is sometimes found necessary to visit the cellar or storehouse?

* * *

APPRECIATIONS FROM READERS.

Fitch Bay, Que., June 11th, 1912.

MacLean Publishing Company,
Toronto, Ontario.

Dear Sirs:—Herewith we have pleasure in handing you P. O. O. for two dollars in payment of our subscription to Canadian Grocer.

We find the Canadian Grocer a valuable aid to our business both as to current market reports and future prospects in the grocery markets world-wide.

Fitch Bay, Que. T. B. RIDER & SON.

* * *

MacLean Publishing Company,
Toronto.

Gentlemen:—Permit me to say I think the Canadian Grocer is one of the very best of its kind. To me the reading of your paper, the studying of the various propositions and especially the articles by your Henry Johnson and applying the ideas advanced, has been a source of profit and pleasure.

Hence I gladly enclose cheque for my subscription and wish you the success you merit.

Stirling, Alta. THEODORE BRANDLEY

Treatment the Traveling Man Deserves

He Should Be Seen on Every Occasion—His Business Is Just as Legitimate as Yours—He Carries Information That Will Be Valuable to Your Business—Various Experiences Showing Different Types of Receptions.

*By Henry Johnson, Jr.

From time to time there is a wave of discussion about the elimination of the jobber, and each time that talk starts up, it sounds as if it had never been heard before, as if it were new; whereas the fact is that such discussion is periodical and has been going on all the time.

To any thoughtful man the conclusion must come home that the jobber will last just as long as he is useful, collectively; and that the individual jobber who is not useful, because he fails to fulfil his mission, will be eliminated automatically—so we need take no thought of him. In this respect he is like the rest of us; successful and permanent if he does his work well—a failure and evanescent if he shirks his duty.

Goods Supplied as Required.

Meantime, he is here as part of the established order of things, and there is no important sign that he is being eliminated or is liable to be dropped out in our time; so let us reckon with him. He has been a good friend to each of us, individually; is the close personal friend and adviser of the best of us to-day. Not only does he supply us with the goods we need as we need them, but in all lines he is the source of much of our reliably accurate information.

Many of us are so often "too busy" to gather enough information for our own good that we cannot afford to overlook the direct intelligence that is brought right to our counters, daily, by the emissaries of the jobber, the traveling salesman.

Occasionally this emissary is a poor specimen. Many times he is like a parrot in the way he repeats by rote what he has been told to say. Sometimes, though seldom, he smokes cigarettes, and more frequently, though still seldom, he goes out nights and is apt to be "shakey" in the morning. Sometimes, too, I regret to report, he thinks the only expressive, forceful language is a complete vocabulary of cuss-words. But take him by and large, the traveling man is an honest worker who leads a monotonous life, with plenty of hardship and discomfort and none too much pay; and on the average, he is a source of information worth cultivating.

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

What the Business Man Should Read.

Here I want to wedge in a remark on the too evident reluctance of the average grocer to keep himself informed; to look about him with open eyes; to read what most closely and nearly concerns himself. It has been my fortune to pass months in big cities, riding in and out daily to and from business, and it is the exceptional sight to observe a man reading anything but the newspaper for the half hour going or coming. It has always seemed to me that it should be a kind of duty, a remarkably pleasant duty thankfully performed, for the retail grocer to use the morning half hour to read his trade paper, look over consular reports and study import lists so as not only to prepare his mind for the day before him while his brain is rested and fresh, but to save those moments. He might thus put them to such advantageous use as would enable him to get through the day without the need of doing anything of that kind during the active hours of business.

Going home at night, with the busy day behind him, he might very suitably glance over the day's news and thus have time to associate with his family instead of reading and smoking in the corner in surly silence.

Travelers Abide by System.

But to get back to traveling men.

Make it a point to see every salesman, if possible, and give each caller a courteous word if it is really impossible for you to see him. If you have some system about this, you can see just about every one of them, and you will find all of them ready to conform to any system you establish.

If one calls during your busy time in the morning, do not ignore him and keep him waiting while you run around at your work. If you know him and his line, have somebody look up your stock and give him your order promptly—his time is money, too, you know. If you know you do not want anything, stop long enough to greet him and promptly tell him how you are fixed. It will not take a minute. If he is a stranger to you, take a minute to ask his line. Then, no matter whether you think you are supplied or not, if he has any new proposition to offer make an appointment to see him later, and you will find he will be there. This will not take a minute of

your time and may be worth dollars to you—certainly will be worth many dollars to you during the year.

A Part of Good Buying.

It is not necessary that you buy from every man who comes along. It is not necessary that you buy a single thing you cannot advantageously use, even after you have heard the man's full story. Very few salesmen will get "sore" because you cannot see their proposition; and the few who have the idea that no buyer is at liberty to refuse to buy after having heard the tale can well be counted out. These last are mostly green specimens who will learn better as they go on.

What I am getting at is that it is just as much a part of good buying to see all salesmen and treat them courteously as to order goods needed for your sales.

Another thing: If you could fully appreciate what a contemptible figure you cut in the eyes of every well-informed, experienced salesman when you are rude, discourteous, "grouchy," "short" or "swelled up" with your own petty importance, you would come down to earth in short order. Your conduct which now seems dignified to yourself, would look pretty much like boys' play from the outside. You know how you feel toward the customer who acts like a baby about some petty occurrence and proceeds to take out of you all the accumulated griefs she has had to bear from servants, washerwomen and others whose position renders them more independent of her than the poor grocer. Well, just reverse all this and apply to yourself from the salesman what you are now thinking of such a customer.

Big Men Easy of Access.

My experience has taken me to both sides of the counter. I have sold goods to all classes of buyers, so I know how it is. I have invariably found that the big men—the men who really do things every day—are the most accessible, the easiest with whom to do business, the readiest to listen to and consider any proposition that is made to them. True, these men are quick to decide. They give the answer on the dot and it is final. But that is only because—note this carefully—they are thoroughly informed on all points not only of their own individual business but on general conditions as such affect their business. That is what I am trying to get you to see and to follow.

I recall with pleasure a visit to a fine, high-grade merchant in a very high-grade, residence town. He was very busy with the morning trade. Yet he stepped to me as courteously as to any customer and listened to my outlined proposition.

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Thinks Daylight Saving a Grand Idea

Moose Jaw, Sask., Merchant Favors Scheme — Fact That Moose Jaw is Railroad Centre Detrimental to Its Working in That City—Board of Trade Will Try to Get C.P.R. to Adapt Fast Time Locally.

He excused himself as courteously whenever he had to leave me, and then came promptly back to close the deal. We traded without the interruption of his work and when I left we were both gainers. I recall, too, with some indignation a call I later made on a man in a small town who had "no time" to listen to me. My proposition was new to him and I knew it would be wanted if understood, so I asked for a later appointment, seeing him busy at the time. But no; not a word; "no time"; and his conduct so rude, coarse and insultingly discourteous that I could only leave and determine that I would never call on him again. Another firm in the same town was equally busy, but with actual business; but my proposition was so good that the three conservative partners were each in turn persuaded to give it a trial. On a subsequent visit all of them individually thanked me for having placed the goods with them. I took some pleasure in reflecting how much the first boor had lost through his discourtesy to a salesman.

Many times, too, I have not sold my goods to men with whom, nevertheless, I have become very friendly and who were always glad to see me. Having time between trains, I have always liked to go back to the man who has been gentlemanly and pleasant, even though he may not have bought, and talk with him between jobs. With such I have always talked on the common ground of the grocer. We have discussed difficulties and problems. Sometimes I have helped the younger man to get his credits in shape. Other times I have been able to suggest to an older one where he might get some article or device for which he had pressing need, but which he could not locate. In each case I have felt that both sides profited by my visit.

What do you think about it?

PURE FOODS AND HEALTHY CHILDREN.

Medicine Hat, Alta., Oct. 30.—In a recent newspaper advertisement Hewitt & Armstrong, grocers, gave a strong talk in the introduction on the importance of quality goods. Here is what they say:

"Poor quality in food is as much responsible for sickly children as is too little food. If mothers paid closer attention to the quality of their groceries, their children would be better in health and their homes would be brighter and happier. The coming American generation would be better in brain, brawn and muscle and race suicide would cease to exist."

Following up this talk a list of goods with their prices—the latter being in bold type—was published making an effective advertisement.

When the Daylight Savings Bill was first introduced in the British House of Commons a few years ago, a good many people here in Canada as well as in other parts of the world, when they read the cabled news in the daily papers, regarded it much in the light of a joke or the product of some eccentric mind or fame-seeking member of parliament. As is the case with any innovation or out of the usual idea, judgment was in most cases at once passed against it without fully considering either its good or bad points. The idea of saving an hour's daylight each day during the summer months was a suggestion which on first thought to most people appeared about as practical as the Irishman's suggestion as to how to save much of the tobacco used in making cigars.

His friend was lamenting the terrible waste of tobacco by the throwing away of the inch of the cigar that is always left. Pat, who was of an inventive turn of mind suggested that this waste could be prevented by making the cigars an inch shorter.

Canadians Begin to Study Scheme.

It was in somewhat the same light that the idea was first regarded by the majority of people. Then when a similar bill was introduced into the Canadian House of Commons, the Canadian people began to sit up and take notice, and to study what the proposed idea really meant. If it had the backing of some of Canada's members of Parliament, it must have some good points and be nearly practical at least. The bill did not pass but it started the public talking and thinking. That it has not been without result is shown by the fact that the idea during the past summer has been tried out for a short time in two Canadian towns.

Tried in Orillia.

Orillia, Ont., adopted the idea on June 23. At midnight on that day the clocks were turned forward an hour, so that the citizens rose an hour earlier than usual, went to work an hour earlier, stopped work an hour earlier and had an hour more of daylight in the evening for recreation and amusement. That is the scheme in a nut shell. However, the "more daylight" idea had a short life in Orillia. The drawback seems to have been that laborers got the idea that it was a scheme of manufacturers to enforce a longer day in the near future.

Moose Jaw's Experience.

The other Canadian town to give the idea a trial was Moose Jaw, Sask. Here it had a somewhat longer life but a detrimental point which worked against it in this case was the fact that Moose Jaw is a railway centre and the railways continued the old time and accordingly their employes had to also.

What one Moose Jaw merchant thinks of the innovation is interesting. N. L. Brown of Kent & Brown, outlined the adoption and good and bad points of the idea to the Canadian Grocer.

"On May 24," he says, "the city power house burned down and to give more daylight, the mayor requested that all clocks in the city be put ahead one hour. Everybody responded except the transportation companies, the government offices and the banks. Later the C.P.R. freight department also adopted the fast time.

"I may say that it was a grand measure and I am of the opinion that we should have fast time the year round. Everything seems to be in its favor and nothing against it. Of course to be a great success as far as both the city and district are concerned, the time should be uniform. Some dissatisfaction is sure to arise from some of the citizens using fast time and the remainder of the citizens and all or almost all the farmers using slow time.

Good Points of System.

"In favor of fast time is the fact that in summer by commencing to work in the cool of the morning and quitting correspondingly earlier when the day is hot permits of a long evening for all kinds of recreation and amusement before dark. In the fall and winter by fast time, 7 a.m. would be much nearer daybreak and 6 p.m. much nearer sundown than at present. Against this measure I cannot find any argument.

Will Try to Get Railway in Line.

"The reasons for the city reverting back to standard time are as follows:— This is a C.P.R. town. The C.P.R. could not see its way clear to change its time. Keepers of boarding houses, etc., would have men coming to meals by fast time and others coming by slow time; perhaps in a private family the same conditions would occur. The Board of Trade has taken the matter up with the C.P.R. and I hope that next season all will be working by fast time."

Value of Good Location Demonstrated

Business Increased 50 Per Cent. in Four Months by Change to Better Location
—Must Have Goods Where People Can See Them—Ideal Arrangement of Extremely Narrow Store.

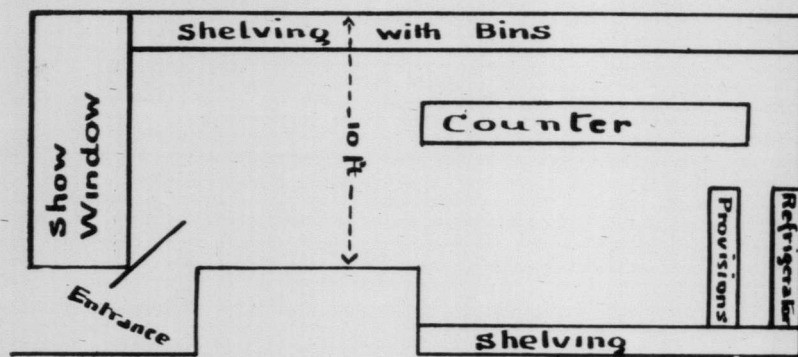
"Get a location where people pass. Then put the goods where they can see them."

This is one of the business mottoes of F. A. MacDonald, one of the younger grocers of Galt, Ont. The value of a good location as a factor in getting trade is a question of a great deal of importance. Location can to a large extent make or break a business or at least prove an important factor in it, as is demonstrated in the case of Mr. MacDonald.

He formerly had a store farther up the street where the number of people who passed was much more limited than where he is now. He realized that he was working under a disadvantage in this respect and decided to make a change, so four months ago he moved

"I show seasonable goods in the window—such goods as will appeal to a person's palate and attract them within. When I get them inside, not only do I sell them the goods that were in the window, but try to make sales of other lines as well."

The arrangement of Mr. MacDonald's store, as well as the business that is done, shows just what is possible even under decided handicaps in regard to size and layout of the store. When a person considers that the window, as well as the store itself at the front is only 10 feet wide, especially those who have had anything to do with fitting up a small store will realize what a handicap Mr. MacDonald has been working under. An arrangement bordering on the ideal for the size has been made.



Arrangement bordering on ideal for so small a store. It is that of F. A. MacDonald, Galt, Ont., and is only 10 ft. wide in one section.

into his present place of business where the traffic is much brisker.

Business Increased 50 Per Cent.

To substantiate his motto and demonstrate that his move was a wise one, it might be mentioned that his business has increased 50 per cent. since the change. This is shown in the sales figures for last month as compared with five months ago.

"You have to have the people pass the store if you want to sell the goods," says Mr. MacDonald. "Now, in my old location I had two show windows but the two combined did not attract as much business as the one I have now for the simple reason that fewer people passed the store.

"I consider the window one of my biggest assets," he asserts, "and hold it responsible to a large extent for the increase my business has shown in the past few months.

The entrance is from the side just at the rear of the window. At this point the store is only 10 feet wide and there is no counter at this section and only a shelf on one side, for the folly of crowding is recognized. About ten feet back from the entrance, the store widens to 13 feet. Here, there are shelves on both sides and a counter on one side.

In spite of its smallness, there is something outstanding about the store that attracts the eye. Usually a small store is overshadowed but not so here. The window seems to possess a special attractive appearance. The inside of the window is painted white, the ceiling sloping slightly downward and reflecting the light. Plenty of light is provided at night. The background is a fence effect, only about a foot high, but giving a rather artistic setting to the window.

Mr. MacDonald has worked out some ideas of his own in the arrangement of

the store. The shelves present a nice appearance being neatly finished. Under the ledge at the front part of the store are open bins in which oranges, lemons and similar articles are shown. Farther back there are closed tilting bins to hold such articles as sugar, cornmeal, rolled oats, etc. Spice drawers are also part of the fittings, while there are also some glass front bins, more of which will shortly be added. At intervals, along the ledge are small sliding platforms which may be pulled out, on which to place a bag when it is being filled or for other similar work. The appearance of the shelves is well maintained in the arrangement of the goods.

Across the rear of the store is a special counter for provisions, flanked by a display refrigerator. Special attention to this department is found profitable as well as a good method of attracting customers to the store.

CHANGE IN COUNT ADVOCATED.

Editor Canadian Grocer,—May I crave space to put before your readers a proposition that has been in my mind for a long time. That is, would it not be a great convenience to retailers if all goods, such as tinned fish, jams, and bottled productions were packed in boxes containing 50 and 25 instead of 48 and 24 as at present. The first objection most likely would be the awkwardness of the boxes, but a little counting would show that the boxes would not be of much different size, there would be five rows of five tins two deep instead of six rows of four tins two deep. For purposes of calculation this system would undoubtedly be of great advantage, the price per 100 being the price per 10 less one nought; also the price per unit less another nought, certainly a much easier process than dividing by 12 from gross to dozen and by another 12 to unit.

"I would suggest the word 'dec' or 'des' be the name of the standard and I believe if once started the custom would soon become general. Several things are already packed in 100's, viz., soap, cigars and several kinds of tobacco. We never have any trouble regarding the count of them.

Someone must make a start. Who will it be? Answer awaited.

JAS. HY. KADWELL.
Chatham, Ont., Oct. 24, 1912.

Marit

McKee and produced.

Jeremia Co., who died received Stanfor been incorporated \$500,000 products.

At a meeting of the Association the ensuing President, Mr. J. C. Bolieu.

F. H. A. the Ogilvie N.B., last matter of posed suggested before that the to begin that an granted f

The Boston Newfound days ago holding a Nothing been done scheme was as possible the industry The date exhibition is presumed some time

F. F. I has sold to Jas. B. Ont., has Seeley ed a brand Wm. E. has sold to Mrs. J. Ont., has Frank been succeeded by H. B. C. Ont., has John D. confectioner

Current News of the Week

Maritime Provinces and Quebec.

McKee Bros., wholesale and retail flour and produce, Richmond, Que., have registered.

Jeremiah Harrison, of J. Harrison & Co., wholesale grocers, St. John, N.B., died recently.

Stanford's, Limited, of Montreal, have been incorporated with a capital stock of \$500,000 to manufacture various food products.

At a meeting of the Montreal Grocers' Association, held this week, officers for the ensuing year were elected as follows: President, G. A. Archambault; vice-president, M. J. Felion; second vice-president, J. O. Pasant; secretary, J. Desautels; treasurer, M. Lemieux; auditor, M. Bolieu.

F. H. Anson, of Montreal, manager of the Ogilvie Milling Co., was in St. John, N.B., last week in connection with the matter of the establishment of the proposed sugar refinery there. He appeared before the common council and asked that the company be given until May 1 to begin the work of construction, and that an additional eighteen months be granted for the completion of the work.

The Board of Trade of St. John's, Newfoundland, held a meeting a few days ago to consider the question of holding a fishery exhibition next year. Nothing of a definite character has yet been done, but it is understood that the scheme will be made as comprehensive as possible, so that every department of the industry will be given consideration. The date for holding the contemplated exhibition has not yet been fixed, but it is presumed that it will be arranged for some time in the fall.

Ontario.

F. F. Porter, grocer, Ballyduff, Ont., has sold his business.

Jas. Beattie, grocer, Amherstburg, Ont., has sold his business.

Seeley & Stewart, grocers, have opened a branch store at Ottawa.

Wm. Englander, grocer, Windsor, Ont., has sold to Greenburg & Co.

Mrs. J. Curry, grocer, Westmeath, Ont., has sold to E. T. Nesbitt.

Frank Slover, grocer, of Ottawa, has been succeeded by H. Harrison.

H. B. Clement, grocer, of Burlington, Ont., has sold to W. W. Curri.

John Dillon has opened a grocery and confectionery store at Gananoque, Ont.

J. A. Walkinshaw, grocer, of Fort Erie, has been succeeded by J. H. Nagel.

M. G. Parrington, general merchant, Dunsford, Ont., has sold to R. Bradley.

Ewan McLacklan, of E. McLacklan & Son, general merchants, of Lancaster, Ont., died last week.

The Ontario Lantern & Lamp Co., Limited, Hamilton, Ont., have appointed Charles J. Walker manager of the company's Montreal branch.

The Campbell Milling Co., West Toronto, are enlarging their plant there. The annual meeting of the firm was held on Oct. 21, when a quarterly dividend of seven per cent. was declared.

The Toledo Computing Scale Co. have purchased a factory site in Windsor, Ont., at a cost of \$10,000, and will erect a four-storey factory costing \$100,000, with floor space of 73,000 square feet.

W. C. Latimer, general merchant, Beaverton, Ont., have taken over the grocery and crockery stock of McIntyre & McCrorie and moved it into his own premises. Mr. McCrorie of above firm is looking after the grocery department for Mr. Latimer.

The delivery wagon of Walter Lee, a London, Ont., grocer, was smashed by being run into by an automobile in front of Thos. Shaw's grocery store. It is probable that had the delivery wagon not been there the auto would have gone into the store front.

Western Canada.

Hugh McVicars, grocer, of Vancouver, B.C., has sold to Lang & Fiddes.

W. F. Searth, general merchant, Maryfield, Sask., has sold to E. B. McRory.

A. J. Nobie, grocer, of Vancouver, B.C., has been succeeded by R. Braiden.

A. M. Anderson has purchased the general store of Thirsk & Wettenberg at Banff, Alta.

Hutcheson & Roberts, general merchants, Vandura, Sask., are succeeded by Wm. Cheeseman.

The store of the W. E. Lord Co., Red Deer, Sask., was entered recently by thieves and a quantity of goods removed.

Hamblin & Brereton, Winnipeg, Calgary and Vancouver, have been appointed agents for Brown & Polson, London, E.C., Eng.

Blair & Adam, who have been in the grocery business at Ladysmith, B.C., have closed out there and will open in Victoria.

The MacPherson Fruit Co., organized in Winnipeg in 1883 by A. C. MacPherson and R. R. Scott, and with branches in Calgary, Edmonton, Lethbridge, Medicine Hat, Moose Jaw, Saskatoon, Brandon and Regina, has been taken over by the Scott Fruit Co. R. R. Scott becomes president. Mr. MacPherson has disposed of his interests to Mr. Scott.

FRUIT TROUBLES IN B.C.

Farmers Claim They are Not Being Paid Well Enough

Vancouver, Oct. 30—(Special). The cry raised by farmers recently that Vancouver and the Pacific Coast in general discriminates against fruit of the Kootenay and Okanagan has been heard by local fruit dealers who deny the general charge laid. They say that prices are lower than a year ago, owing to the abundant crops, and that the farmers in disappointment at failure to make large profits expected are blaming the middlemen. Retailers, with few exceptions, agree with the wholesalers that the farmers have little to complain of.

A representative of Robinson, Morse & Co., fruit brokers, declared that the managers of the two farmers' exchanges in this province admitted to him that the Water street wholesalers are not at fault and that they could not pay the prices demanded by the farmers.

"Okanagan Valley will some day supply the Vancouver market and drive out foreign fruit," he said. "Up to date, however, the farmers have been spoiled with too much prosperity and have been getting fabulous prices for their fruit. This they have got to give up, because Vancouver dealers cannot pay fifteen or twenty cents extra merely to favor the Canadian producer. This is business. Wholesalers must buy as well as they can or also be driven out.

"As to Calgary treating the farmers better than Vancouver does, it is not true. I know of cases where carloads of apples were shipped to Calgary from this province and when the freight charges and other expenses were paid there was practically nothing for the farmer.

"The farmers' exchanges this year are packing their stuff 25 per cent. better than they did last. Further improvement in packing and grading together with more moderate price will crowd foreign goods out."

Latest Review of the Grocery Markets

First Shipment of Dates Sold Well—Quality is Good—Preliminary Estimates of Sugar Crop are Large—October Business in Sugar Was Extensive — Canned Goods Now Going Out.

QUEBEC MARKETS.

POINTERS:—

Dates.—New shipment in and prices advanced slightly.

Spices.—Whole ginger up somewhat.

Nuts.—Almonds down two cents.

Montreal, Oct. 31.—Few price changes are noted this week, yet indications are that in dried fruits some considerable changes will be made before long. The trouble in Europe seems to make this inevitable.

Generally the market is quiet this week, the holiday having something to do with this.

SUGAR.—Europe, it appears, has a huge crop to market and the word is that sugar will be gladly sent here at concessions. This seems to mean that there will be a gradually declining market. The condition of affairs will almost surely be steady until the new year. Then the new Cuban crop will be ready, and it is likely to cause a break in prices.

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.—The demand is fair and prices are being maintained. No immediate change is looked for.

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 1/2	0 03 1/2
Corn syrups, half-barrels	0 03 1/2	0 03 1/2
Corn syrups, quarter-barrels	0 04	0 04
Corn syrups, 38 1/2-lb. pails	1 90	1 90
Corn syrups, 25-lb. pails	1 35	1 35
Cases, 2-lb. tins, 2 doz. per case	2 90	2 90
Cases, 5-lb. tins, 1 doz. per case	3 25	3 25
Cases, 10-lb. tins, 1/2 doz. per case	3 15	3 15
Cases, 20-lb. tins, 1/4 doz. per case	3 10	3 10

DRIED FRUITS.—Prunes still are scarce but the trouble in Europe, and the influence it may have upon the market, is causing the greatest interest. Currants, Sultanas and figs are almost certain, it is thought, to be affected. All these come from the districts where the

war is being waged, and the scarcity of labor, caused by men being drafted for the armies, will interfere with the crops and with shipments. There will not be a scarcity for some little time, since the supply is now good, and since further shipments are on the way, but the impression is that not much trust can be put in future shipments. Even should these be sent the packing will not likely be up to the standard as the work will, of necessity, be hurriedly done.

Figs are already a little scarce. The impression is that there is to be a dearth of these.

New dates arrived last week, and as a result prices have been advanced, though very slightly. No further fresh supply is expected for perhaps a month or five weeks.

Evaporated apricots	0 14 1/2	0 14 1/2
Evaporated apples	0 08	0 08
Evaporated peaches	0 10	0 10
Evaporated pears	0 13	0 13
Currants, fine filiatras, per lb., cleaned	0 06 1/2	0 06 1/2
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07 1/2	0 08
Currants, Patras, per lb.	0 09	0 09 1/2
Currants, Vostizas, per lb.	0 09 1/2	0 09 1/2
Dates, 1-lb. packages	0 07 1/2	0 07 1/2
Dates, Hallowee, loose	0 06 1/2	0 06 1/2
Paris	0 11	0 11
Figs, 3 crown	0 08	0 08 1/2
Figs, 4 crown	0 09 1/2	0 10 1/2
Figs, 5 crown	0 11 1/2	0 12
Figs, 6 crown	0 12 1/2	0 13 1/2
Figs, 7 crown	0 13 1/2	0 14
Figs, 9 crown	0 14 1/2	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10 1/2	0 11 1/2
Glove boxes, 10-oz., per box	0 07 1/2	0 08
Prunes—		
20-30	0 13	0 13
30-40	0 12	0 12
40-50	0 11	0 11
50-60	0 10	0 10
60-70	0 09 1/2	0 09 1/2
70-80	0 09	0 09
80-90	0 08 1/2	0 08 1/2
90-100	0 08	0 08
Rosinia prunes	0 08	0 08
Raisins—		
Choice seeded raisins	0 08	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08 1/2	0 08 1/2
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08 1/2	0 08 1/2
Seedless, new, in packages	0 07 1/2	0 07 1/2
Select raisins, 7-lb. box, per lb.	0 07 1/2	0 08
Sultana raisins, loose, per lb.	0 11	0 11
Sultana raisins, 1-lb. cartons	0 16	0 18
Malaga table raisins, clusters, per box	2 50	5 75 1/2
Malaga table raisins, clusters, per 1/4 box	0 75	1 90
Valencia, fine, off stalk, per lb.	0 06 1/2	0 07 1/2
Valencia, select, per lb.	0 06 1/2	0 07 1/2
Valencia, 4-crown layers, per lb.	0 07 1/2	0 08

COFFEE.—Bullish crop predictions, coupled with the trouble in Europe, are tending to make the market exceedingly quiet. But little buying is going on abroad, and stocks are increasing rapidly. Here there is but little change in the ordering, and none whatever in the price.

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

SPICES.—The market is quiet, the only price change being in whole ginger, which has advanced. The lowest figure quoted for this now is 22 cents. For peppers and cloves the demand is good.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18

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

NUTS.—Before Thanksgiving there was a heavy demand which promises to continue until the Christmas holidays are over, indeed well into the winter. A few price changes have been struck, shelled almonds being put upon a higher price level, while Tarragona almonds have been dropped two cents.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12 1/2	0 14
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14 1/2	0 15 1/2
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15

Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 21	0 22
Almonds (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17

Peanuts—		
American—		
Japanese roasted	0 08 1/2	0 09
Coon, roasted	0 08 1/2	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 13	0 15
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 14	0 15
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE AND TAPIOCA.—Good shipments of rice are coming forward but the consumption continues good. Mills are paying the planters' prices, yet it is far from certain that this means any advance. The crop is good and a change in price in a lower direction is considered more probable than an advance.

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

WHITE BEANS.—White beans have advanced 15 cents per bushel, the quotation now being \$3.15. Advance has been rendered necessary through lack of supply. Farmers for some reason or other are holding back their supply. If they do this much longer, some dealers hint that they may be the losers as beans will shortly be coming through from

Europe and prices will naturally tend to easiness.

White beans, per bushel 3 15

ONTARIO MARKETS.

POINTERS—

Dates.—First shipment sold well.

Pecans.—Quoted at 18 to 20c.

Sugar.—Undertone still easy.

Toronto, Oct. 31.—October business in general groceries was quite satisfactory according to the reports of most houses. Trade was pretty well distributed over the whole list of goods which are in demand at this season of the year. There has been a good deal of shipping of canned goods of late. Now that many new lines of the new season's dried fruits are in, shipping of winter requirements beyond the lakes is taking on greater activity.

The preliminary estimates of the sugar production for 1912-13 give promise of continued undertone of easiness. Buying of course at the present time is on a hand to mouth basis. Demand for this line has kept up wonderfully well during the past month, probably on account of preserving fruits having held on later than usual this year. The sales of some local firms for the past month show a substantial increase over October of last year. Indeed, business during the whole year has been on a good scale, and the year is expected to show a record total.

New crop dried fruits are now coming in for a greater degree of attention. First shipment of dates was well received.

SUGAR.—One of the interesting and rather important features of the week has been the preliminary estimates on raw sugar production for present year 1912-13. That of European beets is placed at 8,930,000 tons. U.S. beets at 625,000 tons and that of the coming Cuban crop at 8,961,000, making a total of 18,521,000 tons as compared with 15,882,656 tons for 1911-12. The world's yearly requirements are placed at 17,500,000 tons so that there is an excess of 1,000,000 tons according to these estimates and this would seem to indicate that low prices on sugar are ahead. However what the actual results may be are much of an uncertainty. For instance one factor estimates European crop at over 500,000 tons less than above figures. Then again the Cuban crop does not begin its outturn until January and much may happen before then. However, present indications give promise of low sugar.

As to immediate situation, opinions differ. General markets are weak. While some dealers say that U.S. refined is likely to hold steady and that Canadian refiners will in that case leave prices unchanged, there are others who

feel that a decline at any time would be within the range of possibility. Buying is on a hand-to-mouth basis.

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

SYRUP AND MOLASSES.—A good seasonable trade is being done in corn syrups at the present time and a good winter's business is being confidently looked forward to by all dealers, both wholesale and retail. The weather is weekly becoming more conducive to demand, and dealers are taking up the line well. Molasses are also doing well.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, 1/2 doz. in case	2 80
20-lb. tins, 1/4 doz. in case	2 75
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 04
Quarter barrels, lb.	1 90
Pails, 38 1/2 lbs. each	1 35
Pails, 25 lbs. each	
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.—With the arrival of the new season's fruit, more interest is being shown in the several lines. New crop dates came in last week in time for the Thanksgiving trade. The quality is good and the first shipment was taken up well. The prices quoted are for the new goods. Package dates are priced at 7 1/2 cents. New figs have also met with a good reception.

New layer raisins are in this year somewhat earlier than usual. Shipments to retailers are being made now. On account of the variation in quality on this line, it is difficult to quote prices.

First shipment of California prunes has not yet arrived, but is expected in before long. Prune values on the coast continue to ease off while raisins can by no means be said to be firm.

There is no little speculation as to the probable effect of the Balkan war on the dried fruits that come from that section of the globe. Some of the lines that might possibly be affected are currants, Smyrna figs, Sultana raisins and Bosnia and Servia prunes. It will also have a tendency to affect all shipments from the Mediterranean. However, importers say that it will have no effect on our

Christmas supplies, as the requirements up to that time have practically all been shipped.

Prunes—		
30 to 40, in 25-lb. boxes	0 11 1/4	0 12 1/4
40 to 50, in 25-lb. boxes	0 10 1/4	0 11 1/4
50 to 60, in 25-lb. boxes	0 10	0 10
60 to 70, in 25-lb. boxes	0 09 1/2	0 09 1/2
70 to 80, in 25-lb. boxes	0 08 1/2	0 08 1/2
80 to 90, in 25-lb. boxes	0 08	0 08
90 to 100, in 25-lb. boxes	0 07 1/2	0 07 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		
Apricots—		
Standard, 25-lb. boxes	0 13	0 13
Choice, 25-lb. boxes	0 15	0 15
Peaches—		
Standard, 25-lb. boxes	0 10	0 10
Choice, 25-lb. boxes	0 12 1/4	0 12 1/4
Candied Peels—		
Lemon	0 11	0 12 1/4
Orange	0 12	0 13
Citron	0 15	0 18
Tappets	0 04 1/2	0 04 1/2
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07 1/2	0 08
Currants—		
Patras	0 08	0 08 1/4
Fine Filiatras	0 07 1/2	0 08
Vostizzas	0 09	0 11
Shade dried	0 10 1/2	0 10 1/2
Uncleaned, 1/4c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09
Valencias, old stock	0 08	0 08
Seeded, 1 lb. packets, doz.	0 08	0 08
Seeded, 16-oz. packets, choice	0 07 1/2	0 07 1/2
Dates—		
Hallowee', full boxes	0 07	0 07
Hallowee', half boxes	0 07 1/2	0 07 1/2
Fards, choicest, 12-lb. boxes	0 09 1/2	0 10 1/2
Fards, choicest, 60-lb. boxes	0 07 1/2	0 07 1/2
Package dates, per pkg.	0 07 1/2	0 07 1/2

TEA.—Cables received in Toronto in regard to this week's tea auctions indicate no marked alteration in the general situation. Prices have already reached a high point and further advances are hardly expected, nor would they be by any means welcome.

Toronto tea shippers state that there is little or no shipping beyond the Great Lakes before the close of navigation in order to get the lower freight rate. One tea man stated that it would be false economy to try to save in this way, as tea deteriorates with age, and that it does not pay to stock up for any great time in advance.

COFFEE.—There is really no change in local coffee situation. The same steady tone prevails in the market and demand continues along regular lines.

There still continues to be fluctuations on general markets of world but everywhere there seems to be an undertone of steadiness which would seem to indicate that there is no cheap coffee in sight.

New crop Brazils show generally good cup quality.

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

SPICES.—With pickling season all but at an end, attention will now be turned to spice requirements for the Christmas season. There is at present an even demand.

A fair tone of steadiness prevails in general lines. Outlook for Zanzibar cloves continues strong. There is no

THE CANADIAN GROCER

change in celery seed situation. There is not much call for this line locally now that pickling season is over.

	5 and 10 lb.	¼ lb	½ lb.
Allspice	Tins, 14-17	pkgs. 20-40	tins doz. 70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	23-33	72-90	90-115
Cloves	25-29	90-95	85-110
Cream tartar	25-26	90-00	
Curry powder	25-00		
Ginger	22-27	65-85	75-95
Mace	65-80		0-2 75
Nutmegs	25-30	90-00	1 60-2 50
Peppers, black	29-33	67-75	80-90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-95	75-1 10
Pickling spice	14-18	75-00	75-00
Turmeric	16-18		

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

NUTS.—Some advance shipments of new shelled walnuts are expected around first of November. Almonds and filberts in the shell will not be in for two or three weeks yet, while it will be late in November before walnuts come in. They are always late. Opening prices on most lines will be much the same as last year. Almonds in the shell are somewhat higher.

There was quite an improved demand for nuts for the Thanksgiving and Halloween trade. Pecans are scarce and are quoted as high as 20 cents per pound. Canadian chestnuts are selling at \$2.25 to \$2.50 per peck, while the Italian large variety are worth 12½ cents per pound.

Almonds, Formigetta	0 15	9 15½
Almonds, Tarragona	0 16½	0 17
Almonds, shelled	0 35	0 36
Chestnuts, Canadian, peck	2 25	
Chestnuts, Italian, large, lb.	0 12½	
Hickory nuts, per lb.	0 15	0 07
Walnuts, Grenoble	0 15	0 16
Walnuts, Bordeaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08½	
Peanuts, green, jumbo	0 10	

RICE AND TAPIOCA.—There is no particularly new feature in either line. Rice is unchanged at lower level recently reached. Buying still continues slack, one of the probable reasons for this being the fact that rice is still quite high.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 75
Rice, standard B., f.o.b., Toronto	3 83
Rangoon	Per lb. 0 04
Fancy mangoon	0 05½
Patna	0 05½
Japan	0 06
Java	0 06½
Carolina	0 08
Sago, medium brown	0 06½
Tapioca	
Bullet, double goat	0 08
Medium, pearl	0 06½
Flake	0 08
Seed	0 06½

BEANS.—There are no new beans on market yet. Apparently farmers feel that prices are likely to maintain their stiff front, and that there is no reason to be in a hurry. Neither are there any prices heard quoted on new season's goods.

Prime beans, per bush.	3 10
Hand picked, per bush.	3 25
California Lima, lb.	0 08
Austrian, per bush.	2 50

CANNED GOODS.

Toronto. — It was first understood that the pack of tomatoes by the Dominion Canners would allow of a 60 per

cent delivery this year, but they state to The Grocer that it will only be possible to deliver 50 per cent. on their own pack, and that they will have to go outside of their own factories for the balance to make up the guaranteed 60 per cent. Last year the delivery was 40 per cent.

In keeping with the good crop of apples this year, the canned article is lower than last year's opening figures. Standards in 3's opened at \$1 as compared with \$1.10 last year, and gallons at \$2.55 as against \$3.05 last season.

There is a great deal of activity in canned goods at the present time from the standpoint of shipping, but as far as new business is concerned, there is not much doing, as most dealers with the goods which they have already ordered and which are now coming in, will have enough to keep them going for a considerable time.

As announced before, there has been quite a quantity of Alaska red salmon brought to this market. Alaska sockeye is quoted from \$2.25 to \$2.35 per dozen in 1 lb. talls.

	Group A	Per doz.
2's, Asparagus Tips	\$ 2 27½	
2's, Asparagus Butts	1 42½	
Beans—		
2s, golden wax	1 00	
3s, golden wax	1 40	
Gal, golden wax	4 05	
2s, Refugee, green	1 00	
3s, Refugee, green	1 40	
2s, Midgels	1 30	
2's, Beets, sliced	0 97½	
2's, Beets, whole	0 97½	
3's, Beets, sliced	1 32½	
3's, Beets, whole	1 37½	
2's, Cabbage	1 00	
2's, Carrots	1 00	
3's, Carrots	1 30	
2's, Cauliflower	1 67½	
2's, Cauliflower	2 10	
2's, Parsnips	1 15	
3's, Parsnips	1 20	
3's, Turnips	1 15	
Peas—		
2s, extra fine sifted, size 1	1 75	
2s, sweet wrinkles, size 2	1 35	
Early June, size 3	1 30	
Standard, size 4	1 25	
Gal, standard, No. 4	5 00	
2's, Spinach	1 30	
3's, Spinach	1 40	
Gal, Spinach	5 20	
2's, Tomatoes	3 75	
Gal, Tomatoes	4 00	
2's, Corn	0 97½	
3's, Squash	1 15	
Gal, Squash	1 35	
2's, Succotash	1 15	
3's, Pumpkin	0 85	
Gal, Pumpkin	2 55	

	Group A
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal, Apples, standard	2 55
Gal, Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal, Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 65
Gal, Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2's, Peaches, white, heavy syrup	2 00
1½'s, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2's, Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, pie, not peeled	1 47½
Gal, Peaches, pie, not peeled	3 50
Gal, Peaches, pie, not peeled	4 37½
2's, Pears Bart., heavy syrup	1 77½
2's, Pears Bart., heavy syrup	9 10½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2's, Pears, Flemish Beauty, heavy syrup	9 10½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears, Keiffers, heavy syrup	1 77½
2's, Pears, Keiffers, heavy syrup	9 10½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 00
3's, Pears, light syrup	1 60
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, not peeled	1 47½
Gal, Plums, Green Gage, standard	3 50

2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
3's, Plums, Lombard, heavy syrup	1 45
Gal, Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal, Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal, Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above.

Fruits.

2's, Black pitted cherries, heavy syrup	1 97½
2's, Black not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals, Red pitted cherries	8 55
Gals, Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black currants, preserved	2 30
Gals, Black currants, standard	5 30
Gals, Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gals, Red currants, standard	5 30
Gals, Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals, Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
2's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	55
3's, Rhubarb, preserved	2 30
Gals, Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals, Strawberries, standard	7 37½
Gals, Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.

2's, Sockeye	2 87½
1 lb. talls	2 32½
1 lb. flats	1 70
½ lb. flats (5 case lots 2½ doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

POINTERS—
Sugar.—Weak.
New Pumpkin.—Prices out.
Winnipeg, Oct. 31.—Wholesale trade is reported in a satisfactory condition. Threshing is near completion and the crop is moving out with remarkable activity. Grain inspections have for some time averaged 1,200 cars a day and general quality of grain is good. Collections are slowly improving and amount of cash trade is considered as satisfactory.

Fall orders for canned goods have occupied attention of wholesalers since new pack came on market. Pumpkins are now in and 3's are quoted at \$2.10 to \$2.15 per case.

Sugar market is still weak and a further drop in quotations is generally anticipated.

There are no price changes to note this week. Except as indicated, all lines appear to be on a fairly firm basis.

Thanksgiving trade of retailers has been quite up to expectations, but supply of poultry has not been up to demand.

SUGAR.—Sugar is undoubtedly weak and though the price is now lower than it has been for some time indications are for still further reductions. There

is a first-dity and with close

Montreal and Montreal and Montreal yellow sugar, icing sugar, SYRUP syrups. rather bel

2 lb. tins, pe 8 lb. tins, 10 10 lb. tins, 1 20 lb. tins, 1 Barrels, per Molasses, No Maple syrup, Maple syrup.

DRIED nothing n fruits. F yet annot the prese business season is

Corn Syr 90 100s, 25 99 100s, 10 80 90s, 25s 80 90s, 10s 70 80s, 25 70 80s, 10s 50 60s, 25 40 50s, 25

Cooking Fig Choice Fig Half bag Half bag Valencia Ra Fine, fo Fine, seb 4 crown-1 4 crown-1 4 crown-1 Ne plus Currants

Dry, ch Washes, 1 lb. pac 2 lb. pac

(COFF) all tend There ar advance steady.

Coffee— Green B Roasted Green S Roasted Chicory Teas— China bl India at Japans, Japans.

NUTS has bec fall tra changes Brazil Tarragona Peanuts, ro Peanuts, cl Pecans wal Marbot wal Grenoble w Sicily filber Shelled wa

BEAN firm an early ye in what line.

Beans, han Beans, 3 lb Split peas, Whole pea

PROI feature of 2 to

THE CANADIAN GROCER

is a first-class demand for this commodity and consumption has fallen little with close of preserving season.

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
Iceing sugar, in bbls.	5 65
Iceing sugar, in boxes, 25 lbs.	5 90

SYRUPS.—Nothing new to report in syrups. There is a fair demand but rather below average for time of year.

2 lb. tins, per case	2 48
8 lb. tins, per case	2 88
10 lb. tins, per case	2 76
20 lb. tins, per case	2 77
Barrels, per 100 lbs.	4 22
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, 1/2 gals.	5 65

DRIED FRUITS.—Since last report nothing new has come to light in dried fruits. Expected advance in figs is not yet announced and raisin prices are for the present steady. An improvement in business is expected now that preserving season is practically over.

Corn Syrup—	
Prices—	Per lb.
90 100s, 25s, s.p.	0 06 1/2
90 100s, 10s, s.p.	0 06
80 90s, 25s, s.p.	0 06 1/2
80 90s, 10s, s.p.	0 07 1/2
70 80s, 25s, s.p.	0 07 1/2
70 80s, 10s, s.p.	0 08
60 70s, 25s, s.p.	0 07 1/2
50 60s, 25s, s.p.	0 08 1/2
40 50s, 25s, s.p.	0 09 1/2
Cooking Flgs—	
Choice boxes	0 05 1/2
Half boxes	0 05 1/2
Half bags	0 04 1/2
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, 18s, s.p., per box	1 40
4 crown layers, 7s, s.p., per box	0 75
No plus ultra, 82s, s.p., per box	2 20
Currants—	
Dry, clean, per lb.	0 08
Washed, per lb.	0 08 1/2
1 lb. package	0 08 1/2
2 lb. package	0 17 1/2

COFFEE.—Reports from New York all tend to show firm situation in coffee. There are no hopes of reductions and an advance need surprise no one. Teas are steady.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 11
Green Santos	0 13
Roasted Santos	0 24
Chicoy	0 13 1/2
Teas—	
China blacks, choice	0 25
India and Ceylon, choice	0 32
Japans, May picking	0 35
Japans, choice	0 35

NUTS.—Thanksgiving trade in nuts has been satisfactory to retailers and fall trade generally promises well. No changes since last report.

Brazil	0 13	0 14
Tarragona almonds	0 14	0 14 1/2
Peanuts, roasted, Jumbos	0 12	0 12
Peanuts, choice	0 09 1/2	0 09 1/2
Pecans	0 23	0 23
Marbot walnuts	0 11 1/2	0 11 1/2
Grenoble walnuts	0 16	0 16
Sticky filberts	0 11 1/2	0 11 1/2
Shelled almonds	0 33	0 34
Shelled walnuts	0 28	0 28

BEANS.—The market for beans is firm and points to an advance. It is early yet to expect any special activity in what is more particularly a winter line.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack 98 lbs.	4 30
Whole peas	2 75

WINNIPEG.

PRODUCE AND PROVISIONS.—A feature this week has been an advance of 2 to 4 cents per lb. on butter, due less

to local than eastern market situation. Cured meats are steady, lard firm, cheese unchanged. Good reliable fresh eggs are much in demand and very scarce.

Lard, tierces	0 15 1/2
3 lb. tins, cases	9 65
5 lb. tins, cases	9 55
10 lb. tins, cases	9 50
20 lb. pails, cases	3 15
50 lb. tubs	7 70
1 lb. bricks	0 16 1/2
Cured Meats—	
Hams	0 16
Long clear	0 15
Short clear	0 15
Shoulders	0 15 1/2
Bacon	0 22
Cheese—	
Ontario large	0 16
Ontario twins	0 16 1/2
Manitoba large	0 15
Manitoba twins	0 15 1/2
Butter—	
Creamery	0 31
Dairy	0 25
Eggs, fresh laid, Manitoba	0 28

NOVA SCOTIA MARKETS.

Halifax, Oct. 30.—Business is brisk in local grocery market, and turnover of goods is large. Collections on the whole are considered quite satisfactory. Sales of flour are heavy. Manitoba patents are quoted at \$6.65 to \$6.70 and Ontario blends from \$5.75 to \$5.85. Rolled oats (barrels) are quoted at \$5.75, and in bags \$2.70. Corn meal is \$1.50 to \$1.85. There is an excellent demand for beans. Prime are \$3.00 and hand picked \$3.10.

While there is not much demand for canned goods at present condition of market continues to attract attention. In many cases orders have been only half filled and prices of most of leading lines have been advanced about 30 per cent. over last season's quotations.

There is practically no change in egg situation. Butter is in heavy demand. Good creamery stock is quoted at 30 cents, and dairy in large tubs at 25 to 26 cents. The stock of butter is light for season of year.

The apple business continues brisk, with heavy shipments to London and Liverpool.

BRITISH COLUMBIA MARKETS.

Vancouver, Oct. 30.—The latest product on local market is the German sauerkraut which is being retailed at ten cents a pound. Sauerkraut has gained in popularity on the Pacific Coast and there is now a great demand for it.

Grocers here are getting used to the expression "What! eggs gone up again." Ranch eggs are being retailed from 40 to 45 cents a dozen; local new laid eggs from 60 to 80 cents, and Manitoba and Oregon eggs from 35 to 40 cents. J. R. Terry, provincial poultry inspector, has expressed the opinion that there will be a great shortage of eggs on the British Columbia market this year and he would not be surprised to see price soar to \$1 a dozen. Other authorities also believe that Klondike prices will reign in Vancouver this winter.

In meat and poultry line ham is selling at 18, 22 and 30 cents a pound; bacon

at 20, 25 and 30; pork, dressed, at 25; chickens at 25 and 35; milk fed, 35 and 40; broilers, each 75, 80 and 85; pigeons, dressed, a pair, \$1; squabs, a pair, \$1; ducks, 28 and 35; wild ducks, brace, 90 cents and \$1.40; turkeys, 28 and 35; bear, 10 cents and 25.

Potatoes, new, are at 70 to 90 cents per bushel. Butter, local creamery, 40; Eastern, 34 and 37; local dairy, 36 to 40.

NEW BRUNSWICK MARKETS.

St. John, Oct. 30.—Markets during past week have presented signs of increased strength for most part, particularly as regards provisions. There is strong belief among local dealers that there will be no reductions in provisions before opening of New Year at least. Beef and pork are hard to get except at higher prices than have been prevailing, and advices received locally are to effect that though fall killings may be in progress they are not expected to have much effect on the present market.

Sugar is still in easier tone, and prospects are there will be no changes towards higher quotations for some time. Molasses as predicted early last spring is still firm, as stocks are pretty well cleaned out, and there is little if any Barbadoes to be had. Fortunately, most local grocers stored some months ago, and they are quite well supplied.

Condition of the flour market is of course still of interest and is being watched closely. As spoken of last week

Bacon	\$	15
Beans, hand picked, bushel	3 25	3 30
Beans, yellow eye, bushel	3 25	3 30
Butter, dairy, per lb.	0 27	0 29
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	0 15 1/2	0 15 1/2
Cheese, new, lb.	0 15 1/2	0 15 1/2
Currants, P.s., lb.	0 08	0 08 1/2
Canned Goods—		
Beans, baked	1 35	1 35
Beans, string	1 02 1/2	1 02 1/2
Corn, doz.	1 10	1 10
Peas, No. 4	1 13	1 13
Peas, No. 3	1 15	1 15
Peas, No. 2	1 15	1 15
Peas, No. 1	1 40	1 40
Peaches, 2 1/2 doz.	1 55	1 55
Peaches, 3 1/2 doz.	2 35	2 40
Raspberries, doz.	2 20	2 20
Strawberries	2 20	2 20
Tomatoes	1 65	1 70
Clams	1 00	1 25
Commical, gran.	5 25	5 25
Commical, bags	1 90	1 90
Commical, bbls.	3 95	3 95
Eggs, henery	0 32	0 34
Eggs, case	0 39	0 32
Finnan Haddies	4 40	4 50
Fish, cod, dry	5 00	5 00
Flour, Manitoba	6 65	6 75
Flour, Ontario	6 10	6 15
Lard, compound, lb.	0 10 1/2	0 11
Lard, pure, lb.	0 15 1/2	0 15 1/2
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 37	0 37
Oatmeal, rolled	5 75	5 75
Oatmeal, st.l.	6 35	6 35
Pork, domestic, mess	25 00	26 00
Pork, American clear	35 75	36 50
Potatoes, barrel, new	1 35	1 45
Taisins, California, seeded	0 09	0 10
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	0 00	0 25

Mr. Shier, of Shier & Mullen, general merchants of Cannington, Ont., with his wife and daughter, was in Toronto this week.



Spot Manitoba Flour in Short Supply

Particularly in Eastern Canada—One Reason for Delay in Price Change—Manitoba Flour in Demand in Place of Winter Wheat—Bakers are Booking Future Requirements.

There is by no means any overplus of spot Manitoba flour. This is particularly true in Eastern Canada and it is probable that this scarcity of nearby flour has had much to do with delaying the change in prices that was anticipated in keeping with values on new crop Manitoba flour.

"You can get concessions on future contract business," said one man this week, "but when it comes to buying for immediate delivery you have to pay the top price."

One reason for present scarcity of Manitoba flour is the good demand and there is also a cause for the good demand. Winter wheat flour which has been used to no little extent by bakers in past year on account of its lower price is not receiving the same attention this year, Manitoba patents being taken in its place. This is because winter wheat flour is about on same level with Manitoba while the latter is considered to be preferable for baking.

Eastern Canada prices have not followed in the direction of the western trend. One reason for this is given above. The Balkan trouble is also given as a reason why a change should be withheld until it is seen what final bearing the war cloud has on grain and its products.

Bakers are at present doing considerable booking for future goods, but by no means at the figures which are generally quoted to-day. Indeed there are reports of some substantial reductions over present prices for future business with bakers.

MONTREAL.

FLOUR.—The market is unchanged. It is not likely, moreover, that there will be any change for two or three weeks, when a lower figure may be struck. Not until the December grain commences to arrive will a reversion seem necessary.

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 80
Manitoba straight patents, in bags	5 30
Manitoba strong bakers, in bags	5 10
Manitoba second, in bags	4 70

CEREALS.—In cereals there have not been any changes, and as with wheat none are looked for immediately. The end of November, however, may see a change.

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	5 50
Rolled wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30
Bolted cornmeal, 100 bags	2 25

TORONTO.

FLOUR.—There has been no announcement of any change in flour prices as yet. As pointed out last week there is a scarcity of nearby flour, many mills are behind with orders and thus the holding back in making any change in prices, although concessions are being made on future contract business.

One of the reasons for the greater demand for Manitoba flour is that it is being used where winter wheat flour generally is in other years. It seems as if Manitoba would be below Ontario patents. This week No. 1-Manitoba wheat at bay ports is quoted at 96c, while No. 2 Ontario is 98 cents at country points.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 70
2nd patent, in car lots, per bbl.	5 20
Strong bakers, in car lots, per bbl.	5 00
Feed flour, in car lots, per ton	31 00 33 00
Winter Wheat.	
Fancy patents, domestic consumption	4 85 5 15
Patents, 90 p.c., domestic consumption	4 55 4 85
Straight roller, domestic consumption	4 35 4 55
Blended, domestic consumption	4 85 5 05

CEREALS.—Little relief has been accorded to acute situation in rolled oats but supplies should shortly be in better shape as new oats come to hand for milling purposes. There has been a shortage in both package and bulk but particularly the latter.

Consumptive demand for cereals is on quite an appreciable scale, being stimulated by more favorable weather.

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 00
Rolled wheat, 5 barrel to car lots	2 80 2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25 2 30
Rolled oats in cotton sacks, 5 cents more.	

MILL FEEDS.—Situation in both bran and shorts is practically the same as has previously been reported.

WINNIPEG.

FLOUR AND CEREALS.—Flour prices may be considered as settled for the present. Some mills quote best grades 20 cents higher than others. Domestic demand is good, export trade dull.

Best patents, per bbl.	5 60
Second patents, per bbl.	4 40
Strong bakers	4 40
Rolled oats, 90 lb. sacks	2 35
Split peas, 98 lb. sack	4 00
White peas, 98 lb. sack	2 75
Pot barley	4 10
Pearl barley	5 10

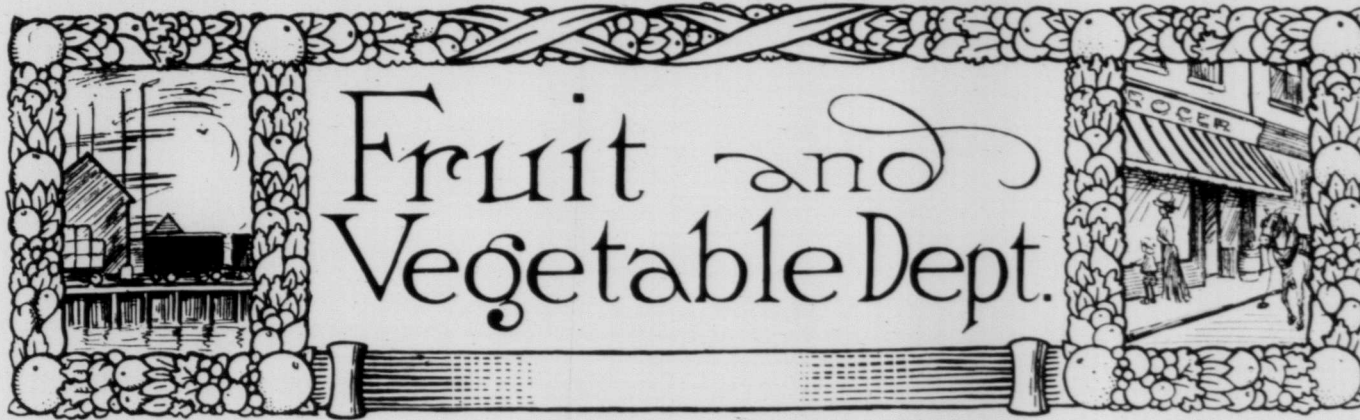
CANADIAN SUGAR BEET ESTIMATE.

There is said to be 12,450 acres of sugar beets in good stand in Canada this year, which it is estimated will yield 10,000 tons of sugar of 2,240 pounds each, providing weather conditions continue favorable. Conditions in general are not altogether satisfactory and only a fair crop is expected. Last year there were 12,000 acres in good stand and the actual yield of sugar was 9,554 tons of 2,240 pounds.

A PAPER WITH A REPUTATION.

The MacLean Pub. Co.—Will you kindly send me the Canadian Grocer for one year, starting with Oct. 11th number?
I am about to go into the grocery business on Gerrard St., near Greenwood Ave., and I want to start right in getting the Canadian Grocer.

Yours very truly,
C. R. TEMPLETON.
Toronto, Ont., Oct. 17, 1912.



New Crop Sicily Lemons have Arrived

Further Shipments During Coming Weeks Will Bring More Reasonable Prices—Grapefruit Although of Excellent Appearance Lacking in Quality—Almeria Grapes Selling.

New crop Sicily lemons have made their debut on Canadian markets, the first shipments coming in this week. They are the earliest variety of the new crop and do not generally come to this country but Canada has been favored with them this year. The dealer knows all too well that lemons have been particularly high for some time now on account of small supplies held and arrival of new crop has been awaited in anticipation of the lower prices which would follow. The advance shipments being of a particularly fine variety are being held at about same figure as old stock, but larger shipments will be along next week and the week following and prices will gradually react to a more reasonable level than they have held of late.

New crop Florida grapefruit has now been on the market for three weeks and has been reported as good. This truly applies to its appearance which is excellent but it is said that the quality of the meat is by no means all to be desired on account of having been shipped before fully matured. As a result, this line has not met with the reception which would have been accorded it if the quality had been right and such as to bring repeat business from consumers. It is unfortunate that the fruit should not have been held until in proper condition before shipping, as poor quality goods at the beginning of the season will prove detrimental to demand during whole season. There is a large crop this year and prospects for a promising trade if the public do not become prejudiced against it.

Fancy lines of fruits and vegetables were benefitted to a considerable extent by reason of the Thanksgiving and Halloween trade. Many delicacies and specialties were featured with good results on both occasions.

MONTREAL.

GREEN FRUITS.—Despite the holiday a large auction was held here on Monday, several thousand barrels of apples being sold. This fruit, while exceedingly plentiful is of unusually high order. This enables the price to be kept up. Grapes are beginning to fall off, the season now nearing its end. No price changes have been struck.

Apples, fall, No. 1	3 25	3 75
Apples, fall, No. 2	2 00	2 75
Bananas, crated	1 75	2 25
Grape fruit, Florida, case	6 50	7 50
Lemons	4 50	5 00
Limes, box	1 25	
Oranges, late Valencia	4 50	
Pineapples, Cubans, cases of 24	6 50	
Grapes	2 25	
Summer apples, No. 1	3 50	
Summer apples, No. 2	3 00	
California plums	1 50	1 75
California pears	4 00	
California peaches	1 00	
Ontario pears, basket	0 75	1 00
Ontario plums, basket	0 75	1 00
Ontario peaches, basket	0 75	1 00
Pears, in barrels	8 00	12 00

VEGETABLES. — Onions, both for pickling and stewing, are moving well. Cauliflowers, though not always of the highest order, are plentiful, and for them too there is a big call.

Spanish onions, large cases	2 50
Canadian red onions, per lb.	0 02
Beans, green, bags	0 75
Wax beans	0 75
Carrots, bags	0 75
Cabbage, dozen	1 00
Cauliflower, dozen	0 60
Cucumbers, basket	0 30
Peppers, green, basket	3 75
Radishes, dozen	0 22
Sweet potatoes, per basket	2 00
New potatoes, bag	1 00
Spinach, box	1 00
Parsnips, bag	3 00
Tomatoes	3 00
Turnips, per bag	1 25

TORONTO.

GREEN FRUITS. — Home grown fruits are becoming less of a feature. Only belated shipments of peaches are now coming in. Grapes are beginning to dwindle. Some of the fruit firms will betake themselves to their usual winter quarters on Saturday.

The first car of new lemons arrived on Wednesday. They are quoted around \$6.50 per case. More will be along in a week. While new Florida grapefruit

looks nice, it is said to be somewhat deficient in quality as yet.

Winter keeping Almeria grapes are now beginning to arrive. California is sending Tokay grapes and England the hot house article. There are some Porto Rico pineapples in 24's and 30's offered at \$5. More interest is being shown in apples of late.

Apples		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	
Greenings, fancy, per box	1 25	
Greenings, No. 2, per bbl.	2 25	
Fancy imported, box	2 25	
Bananas, per bunch	1 50	2 50
Cranberries, per bbl.	2 50	
Cranberries, crate	3 25	
Grapes, Almeria, per lb.	5 50	6 50
Hot house grapes, per lb.	0 75	
Grapefruit, per case	4 50	
Lemons, Vendelli	6 00	7 00
Limes, per 100	1 25	
Oranges, late Valencia, case	4 50	5 00
Imported Fruits—		
Peaches, box	1 00	
Grapes, Tokay, per box	2 00	
Canadian Fruits—		
Peaches, 11 qt.	0 50	0 60
Pears, best quality	0 50	0 60
Pears, lower grade	0 30	
Quinces, basket	0 45	0 50
Grapes, 6 qt. basket	0 17	0 19

VEGETABLES.—Fancy lines of vegetables moved more freely around Thanksgiving and Halloween. Some California celery is coming in at \$4 per crate of 6½, 7 and 7½ dozen. Among some of the fancy lines being offered this week are head lettuce at \$1 per doz., hot house cucumbers at \$1.40 per dozen; hot house tomatoes at 25c per dozen; mushrooms at 60c per lb., and Brussel sprouts at 22c per quart. Quite a fair trade is being done in these lines.

There is still a great deal of uncertainty regarding the future of potatoes. Reports from different sections of the country vary to such a degree that it is difficult to size up situation. Shipments coming along now show some improvement but this may be the result of shippers realizing that it is of no use sending along impaired stock.

Sweet potatoes are quoted slightly lower. There is a fair demand.

Beets, per bag	0 75
Carrots, per bag	0 75
Cabbage, per dozen	0 50
Celery, per doz.	0 35
Celery, California, per crate	4 00
Corn, doz.	0 12
Cucumbers, Boston, hot house, doz.	1 50
Onions—	
Spanish, per crate	2 50
White picking, basket	1 00
Canadian onions, 75 lb. bag	1 00
Potatoes, Ontario, per bag	1 00

Peppers, green, basket	0 30
Peppers, red, basket	0 60
Tomatoes, per basket	0 35
Tomatoes, hothouse, per lb.	0 25
Sweet potatoes, hamper	1 40
Sweet potatoes, barrel	4 00

WINNIPEG.

FRUITS.—There are but few changes in green fruits and vegetables. In the case of Ontario fruit, the car shortage is still affecting receipts of apples. Frost in Ontario has practically put an end to the grape shipments. Potatoes are a little stiffer. Imported celery is taking place of home grown.

Fresh Fruit—	
Jersey sweet potatoes, barrel	6 50
Blues grapes, basket	0 25
California grapes, case	2 50
Oranges, Valencia	5 50
Bananas, per bunch	2 50
California lemons, crate	8 50
Limes, box	2 00
Washington apples	1 50
Snow apples	6 00
Ontario tomatoes	0 75
Ontario fall apples	4 00
Cranberries	11 00
Spanish onions	1 25
Florida grape fruit	6 50
Pears	4 00
Montreal and B.C. Granulated, bbls.	5 30
Do., in sacks	5 25
Montreal and B.C. yellow, bbls.	4 90
Do., in sacks	4 85
Potatoes—	
New potatoes, per bushel	0 50
Carload lots	0 33

Method Used in the Canning of Salmon

Processes That the Sockeye Passes Through Before It Rests in the Tins Ready for Market—Oriental and Indian Labor Almost Exclusively Used—Short Weight Tins Picked Out by Machinery.

Every grocer sells canned salmon even if the price is much higher than a few years ago. He should therefore be acquainted with the modus operandi in the canning of salmon to be able to talk intelligently on the subject should the occasion arise. Few of us have had the opportunity to travel to the Pacific Coast and watch these operations, so that the information herewith should be of service to many.

Oriental Labor Predominates.

In the first place little white help is employed at the several canneries, the industry being almost exclusively in the hands of Orientals and Indians from the catching of the fish until they are prepared for shipment. Siwash and Chinese are the principal workers employed in the cannery proper, the Japanese preferring the more remunerative occupation of fishing, of which they are fast obtaining an absolute monopoly.

When the boats arrive at the cannery the fish are loaded by elevators or lift and conveyed into an iron chink, where the heads, tails, fins and entrails are removed by machinery. From there the remaining portion of the salmon is sent along moving belts where the Indian women thoroughly wash them in both salt and fresh water. They are next conveyed to revolving knives, which cut the fish into convenient portions for packing into the cans. The cans, minus a lid, come down by shoots from the store room, being conveyed to salting tables, each receiving a certain portion of salt.

Under Weight Cans Rejected.

The cans are then wheeled in trucks to the Indian women who proceed to fill them from a supply obtained at the revolving knife. The cans thus filled with the delicious fish are put through a hot water washing machine, where they

are thoroughly cleaned, passing thence to the weighing machine, which rejects automatically the cans that have not the required weight. Lids are then put on by a machine with automatic pressure after which they are passed through a soldering machine which secures the

Centre Display Table that Sells Goods

New Arrangement Down Centre of Store to Catch the Eye of the Inside Customer—Made Good from the Beginning—Sold Large Quantity of Jam.

Toronto, Oct. 30.—Many a little improvement in the manner of showing goods can be brought into use in the grocery store that will materially assist in sales. Many merchants have found this to be true. Frequently there is some expense attached to the improvement but it really cannot be classed as an expense if results are large enough to really justify it. It is then turned into an investment.

Wm. C. Miller, Yonge St., Toronto, is one of those who has found that such improvements frequently pay for themselves in a short time. Until a short time ago, he had a display stand at one side of his store built out of boxes and covered with paper. It served the purpose of showing goods but not to the extent that he thought it was possible to do.

For one thing it was not high enough and the goods shown did not stand out as prominently as they should. It also prevented access to the shelves behind it.

Used a Narrow Table.

To remedy these faults, he had a narrow table about 15 feet long erected and placed down the centre of the store. It is three feet high and shows the goods

cover. From here they are put through a cooling off process, after which they are again placed in hot water tanks to test the tightness of the cans, for should there be a leak it will at once be detected, as the air will be forced out by the hot water.

Now comes the first cooking. They are conveyed to a steam retort in which for 30 minutes they are subjected to 212 degrees of boiling heat. The cans are then tapped or vented for the purpose of allowing the air to escape, after which the aperture is again soldered. Another cooking is then given them, this time at a temperature of 240 degrees, the time being one hour. The cans are once again washed, this time being thoroughly cleaned with water and caustic soda of lye.

They are now ready for the packing room, where they are lacquered and labeled and put into cases. It is only then that they are taken out of the hands of the Oriental and Indian, and the white man takes charge of them. In labeling cans the Chinamen have become such experts that on piece work, by the case, one can earn more than three white men.

up well and allows other goods such as oranges, lemons, etc., to be shown in cases underneath. It is narrow and allows plenty of room for passage on either side.

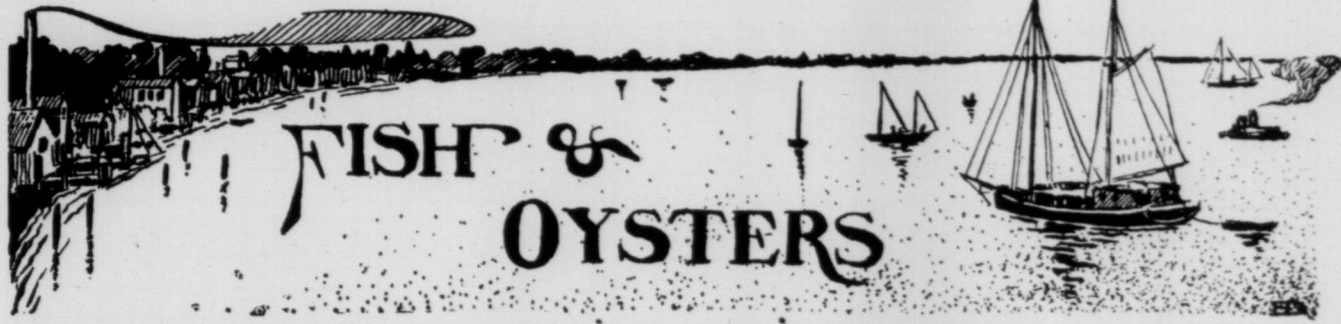
Although it has only been in position three weeks, Mr. Miller states that he believes it has paid for itself. Being high, the goods shown on it catch the eye of customers who are able to pick them up and examine them. Sales naturally follow.

Sold Lots of Jam.

As it was completed a shipment of five cases of a certain jam happened to come in and a good-sized display was placed on this table. That it is a good salesman is proven by the fact that only a dozen or so jars of the jam shown now remain. The display is credited with selling a goodly portion of the rest of the five cases.

The retailer catches many a "shark" at the counter. Some times it takes the law to land them safely.

When a "lobster" struts into your store, seize him immediately. Lobster is becoming a luxury, although as you know, the human variety is plentiful, but not much in demand.



Special Days Help Fish and Oysters

Two Fast Days This Week—More Activity in Oysters Around Thanksgiving and Hallowe'en—Were Featured by Many Retailers—Quality is Good.

Special days during the past week have proved beneficial to trade in both fish and oysters. Two fast days during the week are accountable for an improved demand for fish, while Thanksgiving and Hallowe'en were responsible for greater activity in oysters. Many retailers gave special prominence to this line and as a result trade showed considerable life. It shows the good results of featuring this line and this should be done from now on, as the weather will be more conducive to the handling of this line. As anticipated, the quality of oysters is showing an excellent improvement and they now compare favorably with a year ago.

QUEBEC.

MONTREAL.—Season for fresh lake fish is nearly over, and from now on trade will have to depend largely upon new frozen stock—of which, fortunately, there is good supply. The week saw no fresh halibut brought forward, but a car of fancy new frozen halibut arrived which enabled the filling of orders. Pike, whitefish, pickerel and tulibeas are also plentiful and have been selling exceedingly well.

Oyster season is now in full swing. Great quantities were used at Thanksgiving, and from now on demand is sure to continue large. All quotations are for strictly fresh stock.

A number of price changes have been struck. Salmon has generally advanced, as has mackerel. Smelts, too, have been put two cents higher, while pike has dropped a cent. Extra large herring are selling this week at 3 cents. Shredded cod has been slightly advanced, while some lines of boneless are quoted a little lower.

Generally ordering is heavy. It is a fine fish season.

FRESH AND FROZEN.

Flounders	0 10
Dressed perch	0 09
Fancy spring salmon, per lb.	0 18
Large shad herring, each	0 03
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04 1/2
Smelts, fancy	0 12

Haddock	0 05
Halibut, per lb.	0 11
Herring, frozen, per 100 fish	1 90
Mullets	0 05
Pike, dressed and headless, lb.	0 08
Steak, cod	0 06
Mackerel	0 12
B.C. red salmon	0 19
New Gaspe salmon, per lb.	0 18
Qualla salmon	0 07 1/2
No. 1 smelts, per lb.	0 09
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Whitefish, small, lb.	0 06
Barbott (dressed) bullheads, per lb.	0 09
Black Sea bass	0 12
Fancy bluefish	0 15
Fancy weakfish	0 12

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	2 00
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, full	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 50
Scotch herring, keg	1 10
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12 1/2
Salt eels, per lb.	0 06
Labrador salmon, bbls.	15 00

SMOKED.

Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07 1/2
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

SHELL FISH.

Solid meats—Standards, gal., \$1.70; selects, gal.	1 90
Bulk Standards, gal., \$1.00; selects	1 00

ONTARIO.

TORONTO.—For season of year, there is good demand for fish. Trade has got started off well and is each day developing greater activity. White fish is higher at 13 cents. There is little stock available. Lake Erie only sending along a limited quantity. Herring is also scarce while the same can be said of fresh halibut. Frozen stock of latter line will practically have to be used entirely from now on.

Thanksgiving and Hallowe'en this week have proved beneficial to oyster trade, many retailers in view of these special occasions, featuring them.

FRESH CAUGHT FISH.

Whitefish, per lb.	0 13
Lake trout, per lb.	0 12
Steak, cod	0 08
Haddock	0 07
Halibut	0 11
Flounders	0 07
Herrings, per lb.	0 05

Pike	0 07
Perch	0 07
Restigouche salmon	0 25
Bluefish	0 20
Striped bass	0 25
Butterfish	0 15
Sea bass	0 20
Sea herring, per 100 counts	2 00

SMOKED.

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

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2 lb. boxes, 12 to crate	2 50
Cod in loose strips, 25-lb. to box, lb.	0 06 1/2
Skinless, cwt. (100 lb. boxes)	6 00

SALTED AND PICKLED.

Labrador herring, per keg	2 25
Labrador herring, per barrel	6 00
Labrador trout, per keg	7 50
Scottish herring, Loch Eyne, per 80	1 10

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

NOVA SCOTIA.

HALIFAX.—The mild autumn is compensating to large extent for rather stormy summer. All branches of sea-fishing are being pushed, without interruption by shore boats and bank fleets. Catches vary according to locality, but average continues to be fair for season. At present local market is well supplied with fish. During the past week several good hauls of mackerel were made at points along western shore. The fish are large and in good demand, principally from American points.

Several small catches of halibut were made during the week. Smoked fish trade continues active.

MERCHANT LOSES EVERY TIME.

The retailer stopped one of his oldest customers on the street.

"I want to speak to you," he began.

"Go ahead, and see if I care."

"You've got to care. This bill of yours has been running a long time now."

"Poor thing? How can you be so cruel as to let it run a long time?"

"Well, what are you going to do with it?"

"I'm going to make you a suggestion. If that bill has been running for as long as you say it has give it a rest. Let it stand for a month or two."

W. J. White, grocer, Fredericton, N. B., has moved from the store on Needham street, to one in the Saunders Building on York street.



Produce & Provisions



Plenty of Provisions for Thanksgiving

At Most Centres—Quality of Turkeys as Anticipated a Little Off—Butter Continues Firm—Shipments to West Have Been Large—Scarcity of New Laid Eggs—Storage Stock Being Sold.

On most markets there seems to have been a plentiful supply of poultry for the Thanksgiving trade, although prices on some lines were rather inclined to be high. Shipments were rather tardy in coming forward until the last three days of the week, when plentiful supplies began to arrive.

The volume of turkeys was quite large although quality on the whole was rather poor. This was as anticipated as the season was rather early for the birds to be well developed. Geese were also in fair supply and found a good demand. Now that Thanksgiving trade is over there is a tendency to easiness in prices of most lines.

A firm tendency still continues in butter and higher prices are being looked for at several centres. The West is proving an important factor in preventing any accumulation of stocks in the East and causing firmer feeling. Shipments from Montreal to Northwest and coast have been heavy. A large quantity of this, however, was former purchases ordered shipped by owners. Montreal has shipped about 70,000 packages of butter costing over \$1,000,000 to the Northwest and British Columbia this season to date. The firms there which bought early and put the goods into store here made even better profits than in 1911.

A firm feeling is still present in eggs and particularly is this true of new laids. Season is not conducive to a good supply and storage stocks are being used to quite a large extent. Quite a number of eggs have been received in poor condition. In fact, there is a particularly heavy shrinkage reported from some centres and it is claimed that some unscrupulous dealers have been holding supplies for higher prices.

MONTREAL.

PROVISIONS.—The week has seen a good many changes struck in prices, most of which have been in an upward direction as the result of scarcity. The

wet fall, which has been experienced, has had a good deal to do with the shortage in such lines as butter, honey and cheese. The shortage in some lines of pork may also be largely attributed to unfavorable weather which has existed.

Some porks are exceedingly scarce, notably heavy Canadian short cut and clear fat backs. Both these lines have been advanced, the former to \$28, the latter to \$29. Even at these prices supplies are hard to secure.

For bacon, ham and lard there continues a good demand. Though a scarcity is noted in many lines it is not predicted that there will be extensive advances. Rather the market appears to be easing off somewhat.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 15
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16¼
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18¼
Breakfast bacon, English, boneless, per lb.	0 19
Windsor bacon, skinned, backs, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 16
Boiled ham, small, skinned, boneless,	0 26
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15¼
Cases, tins, each 10 lbs., per lb.	0 16¼
Cases, tins, each 5 lbs., per lb.	0 16½
Cases, tins, each 3 lbs., per lb.	0 16¼
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 15¼
Tubs, 50 lbs. net, per lb.	0 15¼
Tierces, 375 lbs., per lb.	0 15¼
One pound bricks	0 16¼
Compound Lard—	
Boxes, 50 lbs., per lb.	0 10½
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¾
Pails, wood, 20 lbs. net, per lb.	0 10¼
Pails, tin, 20 lbs. gross, per lb.	0 10¼
Tubs, 50 lbs. net, per lb.	0 10¼
Tierces, 375 lbs., per lb.	0 10
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl.	25 00
Clear fat backs	29 00
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00 18 00

BUTTER.—Largely because it is so expensive to keep cattle—owing to the partial failure of so many crops—there is less butter coming forward than usual. On the other hand the demand has grown. From the West especially is a big call noted. This state of affairs has not resulted in any change in prices this

week, but it seems very likely that higher figures will be struck within a fortnight. Warehouses, where last year there were thousands of pounds at this time, state that they now have only a few hundred pounds.

Creamery blocks	0 31¼
Dairy tubs, lb.	0 26 0 28

EGGS.—In new laid eggs there has been another advance, these now being quoted at 45c. It seems that eggs are to continue on their upward course. Enough to meet the demand are not available. The call is heavy and the supply, for some reason or another, is not as great as usual.

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

POULTRY.—The thanksgiving season saw heavy ordering of all fowls, though geese are still somewhat quiet. The weather is hardly cool enough to make this line move to the best advantage. Chickens, ducks and turkeys are being largely bought. The week sees no price changes.

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

HONEY.—Cold wet weather killed a number of the bees and for that reason there is a scarcity. But little is in stock now. Buckwheat has been advanced 2 cents during the week and it may be confidently stated that further advances will be struck within a week or ten days. It would seem a good time to order honey.

White clover honey, in combs, No. 1 doz.	2 75 3 00
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 12¾
Buckwheat, 60-lb. tins, lb.	0 10

CHEESE.—Here too the cold damp weather has had an influence which is now being widely felt. But little cheese is coming forward. The factories are making their milk into butter as there appears better profit in this than in cheese. Yet, while the supply is lower,

it is not thought that there will be any serious price change.

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

TORONTO.

PROVISIONS.—The firmer feeling that was reported last week in live hogs, continued as the week progressed, but there has been a reaction from the highest point reached. Quotations started this week at from 8.30 to 8.40 at country points, and with a somewhat freer movement.

There is a fair trade in pork products reported this week. Steadiness prevails in most lines. A slight strengthening is noticeable in cooked hams and shoulders and some firms would quote lard slightly higher. Heavy mess pork is now quoted at \$22 per barrel.

Smoked Meats—		
Light hams, per lb.	0 18	0 18½
Medium hams, per lb.	0 17½	0 18
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 21½	0 21½
Breakfast bacon, per lb.	0 18½	0 19
Roll bacon, per lb.	0 14½	0 15
Shoulders	0 12	0 12½
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	0 14	0 15½
Lard, tierces, per lb.	0 14½	0 14½
Lard, tubs, per lb.	0 14	0 15
Lard, rolls, per lb.	0 15	0 15½
Lard, compounds, per lb. tierces	0 09½	0 10
Live hogs, local	8 30	8 75
Live hogs, at country points	8 30	8 40
Dressed hogs	12 40	12 50

BUTTER.—The steady feeling which has characterized the butter market for some time is still present. Although there is a fair amount of stock available, shippers' ideas are firm in keeping with markets elsewhere, particularly in Montreal. With arrival of season for closing of cheese factories there may probably be a little more offering.

	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 25
Dairy solids	0 23 0 25

EGGS.—Upward and ever upward seems to be the course being pursued by eggs of late, particularly those which are termed "new laids." Prices on this variety are higher again this week, ranging from 32 to 35 and the quantity is not large. For perhaps about a month now it will not be the easiest thing to get new laid eggs. Some store eggs are going out at 29 to 30 cents, while pickled are bringing a similar figure.

Some dealers are making strenuous complaints against the quality of eggs, supposed to be fresh gathered which are coming along.

New laid eggs, per doz.	0 32 0 35
Storage eggs, per doz.	0 29 0 30
Pickled eggs, per doz.	0 29 0 30

CHEESE.—There is no change in general cheese situation, prices just remaining steady. Roquefort cheese is quoted at 35c a pound, and Limburger at 18c. Dutch cheese, weighing about 4-lb. each are worth 25c lb.

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

POULTRY.—Poultry was an important feature last week in view of the Thanksgiving trade. There was plenty of stock with which to fill orders. Turkeys were in good supply although the quality was somewhat poor. This was as anticipated on account of the earliness of the season. There was also a plentiful supply of geese. With Thanksgiving past, there is a slightly easier feeling in poultry.

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

WHOLESALE PRICES (to city retailers)		
Spring chickens, dressed, lb.	0 11	0 17
Spring ducks, dressed, lb.	0 16	0 20
Fowl, dressed	0 12	0 14
Turkeys, dressed	0 29	0 24
Geese, dressed	0 13	0 13

HONEY.—Honey holds a steady position. There is a fair volume of trade being done.

White clover honey, in combs, fancy, doz.	3 00
White clover honey, in combs, No. 1, doz.	2 55
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 12½
Buckwheat, 60-lb. tins, lb.	0 07 0 08

Butter Prices Higher than Year Ago

Season Has Commenced With Values Above Normal — How Market Has Ruled During Past Year—Record Figure Reached in April—No Exports This Year

Butter is high. Where is the person who is not aware of the fact? "Surely if there is such a person," says the man on the street, "he must be deaf or removed from a position where he can hear the subjects which are most discussed to-day."

"At least, he does not have a household to buy butter for," remarks the man with thirteen children sadly.

"What manner of man is this?" the oppressed grocer and depressed housewife would exclaim if such there were. "He must surely be immune from the troubles which beset the average person's life."

High for Season.

Truly, butter is high—not as high as the record point reached during the past year—but high for the season of the year and from two to three cents higher than a year ago. Here for instance are the prices ruling on the Montreal market to-day and one year ago:—

	Now	Year Ago
Creamery	31½	28—28½
Dairy tubs	26—28	23—24

Thus has the season started at far from normal figures and if this can be taken as a gauge of what can be expected during the months to come, the next year will see record prices for butter, for during the past twelve months prices attained an unusually high point.

Trend of Past Year's Prices.

As a result of the extremely hot and dry weather of last year which withered up the pastures, last fall was started off with a short supply of butter. Not only was this the case in Canada but similar conditions existed in other parts of the world, so that while 1911 still had considerable time to run it was freely predicted that prices during the ensuing months would reach a record figure. This prediction proved all too true and during the first part of April the extraordinary figure of 38½ cents was reached by creamery in Montreal.

Then came the break with the inrush of the new make of butter and values slumped a full eight cents during one month.

Turning Point in July.

Midsummer proved the turning point. Although pastures were luxuriant there appeared no accumulations of stocks to bring about a weakening. It was said that, induced by the profits of the year before, speculators were buying heavily. How true this was remains to be seen. At any rate demand from Western Canada proved an important strengthening factor and prices gradually kept climbing until the present level was reached, which is considerable above a year ago. Here is trend of prices in Montreal during past year:—

Montreal.		
	Creamery.	Dairy Tubs.
Nov. 3—11	28—28½	23—24
Dec. 8—11	32	24—27
Jan. 12—12	32½	24—27
Feb. 9—12	35½	25—28
Mar. 15—12	35½	28—30
Apr. 5—12	38½	30—32
Apr. 26—12	30½	28
June 30—12	26—26½	21—23
July 26—12	27½—28	22—24
Aug. 30—12	28—28½	25
Sept. 27—12	29½	26
Oct. 30—12	31½	26—28

No Exports This Year.

A singular point is, that although prices have been steadily climbing since early July, there has not been a single package shipped to England whereas last year there was a considerable amount.

This all goes to prove that the consumption of butter in Canada is growing at a much faster pace than the production and that Canada which a few years ago was a big exporter of butter is being turned into an importer. This has been the case during the past year. Apparently Canada needs to give more attention to dairy farming.

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
 " 5-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 30
 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

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

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

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

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

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

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

DOMINION CANNERS.
Aylmer Jams. Per doz.
 Strawberry, 1912 pack \$ 2 15
 Raspberry, red, h'vy syrup 2 15
 Black currant 2 00
 Red currant 1 85
 Peach, white, heavy syrup 1 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 bars, 24 bars, per box 0 90

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

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

WALTER BAKER & CO., LTD.
 Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ½, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5, cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.
 The above quotations are f.o.b. Montreal.

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

½-lb. pkgs. White Moss .. 0 27
 ¼-lb. pkgs. White Moss .. 0 28
 1 and ½-lb. pkgs., assorted 0 26½
 ¼ and ½-lb. pkgs., asstd. 0 27½
 ¼-lb. pkgs., asstd., in 5-lb. boxes 0 28
 ½-lb. pkgs., asstd., in 5-lb. boxes 0 29
 ¼-lb. pkgs., asstd., 5, 10, 15-lb. cases 0 30

Bulk—
 In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.
Pails Tins Bbls.
 White Moss, fine strip 0 19 0 21 0 17
 Best shredded . 0 18 0 16
 Ribbon 0 19 0 17
 Macaroon 0 17 0 15
 Desiccated 0 16 0 14

CONDENSED AND EVAPORATED MILK.
BORDEN MILK CO., LTD.
 East of Fort William, Ont.
Preserved— Per Case
 Eagle Brand, ea. 4 doz. \$6 00
 Reindeer Brand, ea. 4 doz. 5 75
 Silver Cow Brand, ea. 4 dz 5 40
 Gold Seal Brand, ea. 4 doz 5 25
 Mayflower Brand, ea. 4 doz 5 25
 Purity Brand, ea. 4 doz. 5 25
 Challenge Brand, ea. 4 doz 4 50
 Clover Brand, ea. 4 doz. 4 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 50
 Peerless Brand, tall, ea. 4 doz. 4 50
 Jersey Brand, tall, ea. 4 doz. 4 50
 St. Charles Brand, Hotel, ea. 2 doz. 4 25
 Peerless Brand, Hotel, ea. 2 doz. 4 25
 Jersey Brand, Hotel, ea. 2 doz. 4 25
 St. Charles Brand, gallons, each ½ doz. 4 75
 "Reindeer" Coffee & Milk, ea. 2 doz. 5 00
 "Regal" Coffee and Milk, ea. 2 doz. 4 50
 "Reindeer" Cocoa & Milk, ea. 2 doz. 4 80

CANADA FIRST BRAND.
The Aylmer Condensed Milk Co.
Per Case.
 Canada First Baby Evaporated Milk 2 00
 Canada First Family Evaporated Milk 3 90
 Canada First Medium (20 oz.) Evaporated Milk.... 4 50
 Canada First Hotel Evaporated Milk 4 25
 Canada First Gals Evaporated Milk, Manufacturer's Special 4 75
 Canada First Condensed (sweetened) 5 25
 Rose Bud Condensed Milk 5 15
 Beaver Condensed Milk ... 4 50

Only about one Ham in twenty can qualify with Gunns' Quality Maple Leaf Brand, and that one must be lean, smooth skinned, and average 10-14 lbs. With our special trim and cure, the result is a perfect ham, sweet tender and juicy. Specify Maple Leaf Brand when ordering.

Gunns Limited Packers and Refiners West Toronto



GOVERNMENT INSPECTED

Mince Meat

In preparing "Star Brand" Old English Mince Meat we select only new crop finest fruits, pure spices and choice meats. We make it under the supervision of the inspectors of the Dominion Government, and with the utmost care and cleanliness. We know nothing better can be made, and that you and your customers will like it. Put up in 70 lb., 28 lb., 12 lb. and 5 lb. pails.

F. W. FEARMAN CO.
Limited
HAMILTON

The quality of

WETHEY'S

Condensed

Mince Meat

has been daily making friends for the past twenty-nine years.

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

DUBONNET

TONIC WINE

The Great French Appetizer

DUBONNET Takes place of a Cocktail.

DUBONNET Mixed with Whiskey makes a wonderful Drink.

DUBONNET Mixed with Gin makes a delicious Cocktail.

DUBONNET Taken regularly prolongs life.

DUBONNET Taken with Seltzer makes a most refreshing high-ball.

DUBONNET Good at morning, noon and night.

DUBONNET Made in Paris, France?

DUBONNET Made with the finest Muscatel Wine.

DUBONNET Drank all over the world.

DUBONNET Recognized everywhere as the best.

DUBONNET Is appreciated by all connoisseurs.

DUBONNET Sold by first-class restaurants, bars, dealers and grocers.

DUBONNET Good for children.

DUBONNET

Same as champagne and white wine, must be served very cold. Largest bottle on the market.

L. CHAPUT FILS & CIE., LIMITEE

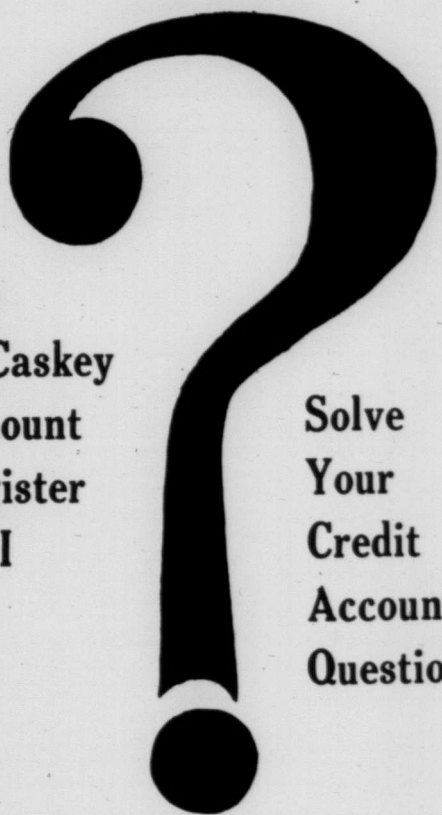
WHOLESALE IMPORTERS,

Montreal

SOLE DISTRIBUTORS FOR CANADA.

The Big Credit-Account Question

The
McCaskey
Account
Register
Will



Solve
Your
Credit
Account
Question

The McCaskey Account Register keeps close check on your credit accounts, prevents forgotten charges, misunderstandings, and keeps you in close touch with your delinquents. It facilitates collections, prevents loss, saves worry and night labor, making ledger entries and making out accounts.

The McCaskey Account Register puts the dealer on the road to success.

Get in line with over 80,000 other wise dealers who are enjoying the advantages and profitableness of the McCaskey Register. Write for fuller information.

We also manufacture the famous "SURETY" duplicating salesbook and every style and size of single carbon pads.

Manufacturers of the McCaskey Account System.

The Dominion Register Co., Ltd.

Toronto, Ontario
Trafford Park, Manchester, England



Feature Lines of Known Repute!

Lines that are backed with the name of a maker who has made a reputation by originating and producing cleansing powders of the highest quality at the most moderate price.

LAWRASON'S
BATH POWDER AND WATER SOFTENER
(Perfumed Antiseptic)

is a line much wanted by the public. It is a necessity in every home. It pays the dealer a liberal profit and sells at a moderate price. Neatly packed in nickeled screw top tins.

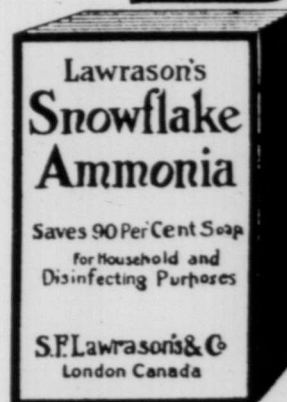
LAWRASON'S
SNOWFLAKE AMMONIA

is backed by a \$500 guarantee that it equals in power any similar powder on the market selling for twice its price.

Need more be said to convince you that these are lines for you to handle?

Write at once

S. F. Lawrason & Co.
LONDON ONTARIO



THE CANADIAN GROCER

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

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

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. \$ 1 50
 No. 2, 1 and 2 doz. crates, per doz. 3 06

STARCH.

EDWARDSBURG STARCH CO. Boxes Cents

Laundry Starches—
 40 lbs., Canada Laundry.. .05 1/4
 40 lbs., Canada white gloss, 1 lb. pkgs.06 1/4
 48 lbs., No. 1 white or blue, 4 lb. cartons07
 48 lbs., No. 1 white or blue, 3 lb. cartons07
 100 lbs., kegs, No. 1 white06 1/2
 200 lbs., bbls., No. 1 white06 1/2
 30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.07 1/2
 48 lbs., silver gloss, in 6-lb. tin canisters08
 36 lbs., silver gloss 6-lb. draw lid boxes08
 100 lbs., kegs, silver gloss, large crystals07
 28 lbs. Benson's satin, 1-lb. cartons, chromo label07 1/2
 40 lbs. Benson's Enamel (cold water), per case .. 3 00
 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 corn07 1/2
 40 lbs. Canada pure corn starch05 1/2
 (20-lb. boxes 1/4c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

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

OCEAN MILLS, MONTREAL.

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

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

SODA—COW BRAND.

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

SYRUP.

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

LILY WHITE CORN SYRUP.

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

BEAVER BRAND MAPLE SYRUP.

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

Terms: 30 days net. No discount for prepayment.

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

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

MOLASSES.

DOMINION MOLASSES CO.

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

Pails—5's each 2 55
 DOMOLCO BRAND.

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

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

SAUCES.
 PATERSON'S WORCESTER SAUCE.

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

H. P.

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

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

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

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross \$2 40
 2a size, gross 2 50

NUGGET POLISHES. Doz

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

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

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

TEAS.

THE "SALADA" TEA CO. East of Winnipeg.

Wholesale R't'l
 Brown Label, 1's and 1/2's 25 30
 Green Label, 1's and 1/2's 27 35
 Blue Label, 1's, 1/2's, 1/4's and 1/8's 30 40
 Red Label, 1's and 1/2's... 36 50
 Gold Label, 1/2's 44 60
 Red-Gold Label, 1/2's 55 80
 LUDELLA CEYLON TEA.
 Orange Label, 1/2's 24 30

Brown Label, 1/2's and 1's .28 40
 Brown Label, 1/4's 30 40
 Green Label, 1/2's and 1's. 36 50
 Red Label, 1/2's 40 90

MELAGAMA TEA.

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

Wholesale R't'l

Brown Label, 1-lb. or 1/2. 25 30
 Red Label, 1-lb. or 1/2. 27 35
 Green Label, 1's, 1/2 or 1/4 30 40
 Blue Label, 1's, 1/2 or 1/4. 35 50
 Yellow Label, 1's, 1/2 or 1/4 40 60
 Purple Label, 1/4 only ... 55 80
 Gold Label, 1/4 only 70 100

"KOLONA" TEA.

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

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams—Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 tin pails, 6 pails in crate, 52 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c 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, \$1.00 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.

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

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

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

ROYAL BAKING POWDER



Absolutely Pure
The only baking powder
made with Royal Grape
Cream of Tartar
No Alum, No Lime Phosphate

THERE IS NO SUBSTITUTE

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.



Western Canada Trade Will Make Money For You

United States, European and Eastern Canada manufacturers have found it particularly profitable to have their accounts in Western Canada handled by a reliable firm on the ground.

Don't overlook this market

You can do a big selling business in Western Canada if you have organized representation.

The people in this centre of activity are liberal buyers and profit payers, and our connection with this trade makes us the proper representatives for you.

We have warehouses in five great distributing centres, and our representatives are in constant touch with the trade at all times.

We will be pleased to handle your account.

NICHOLSON & BAIN,

Wholesale Commission Merchants
and Brokers

WINNIPEG

HEAD OFFICE:
REGINA

SASKATOON

WINNIPEG, MAN.

EDMONTON

CALGARY



THE WORLD-FAMOUS
Georgian Bay Apples
(Beaver Brand)

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

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

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

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

ELLIS BROS.

MEAFORD, - ONTARIO

PHONES:

Nights and Holidays.	176
Shipping Office.	79
Evaporator.	177

Georgian Bay Apples

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

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

The Probs:

THE probabilities are that again this year the Ripest and Best, New Messina Lemons will be

"St. Nicholas" "Home Guard"

Order them from your wholesaler.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's CONFECTIONERY

Plain Chocolates, Chocolate Creams, Milk and Nut-Milk Chocolate, Clear Gums, Fruit Pastilles, Bright Gums, Crystallized Gums, Toffee and Caramels are all as good as Thorne's "Health" Cocoa, and that's one of the best Cocoas made.

Thorne's Candies are appreciated by the kiddies—"grown ups" too. You will appreciate the profit on these lines.

Prices and samples on application to

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



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

Now is the Season for Nuts

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

Shelled Nuts

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

W. P. Downey

Montreal, Que.

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.

FLORIDA GRAPE FRUIT

First car in for season
Fruit ripe and fully matured

Florida Grape Fruit promises to be very
fine this season.

TRY A BOX OR TWO. ALL SIZES.

WHITE & CO., LTD.

TORONTO and HAMILTON

Fancy Fruits, Fish, Oysters, etc.

ALMERIA GRAPES

The first of the season—Bright, crisp fruit
—heavy weights. Just what you want for
Thanksgiving Day trade.

CRANBERRIES GRAPE-FRUIT CHESTNUTS

ORANGES LEMONS BANANAS OYSTERS HADDIE FILLETS

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY

WE ARE CONSTANTLY TELLING
YOUR CUSTOMERS JUST WHAT
HEINZ QUALITY MEANS IN FOOD
PRODUCTS—WHY THE 57 VARIE-
TIES ARE THE FINEST FOODS
THAT CAN BE BOUGHT.

Keep in touch with our advertis-
ing all over the country and see if you
don't think you can turn this publicity
to your own profit by keeping a well
assorted stock of

Heinz 57 Varieties

always on hand to meet the ever-
increasing demand of your customers
for pure foods.

H. J. HEINZ COMPANY



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.)

Your Observation Tells You

that profitable goods are the goods that are a little better than the others; goods that turnover quickly and pay you a good profit.

Sterling Brand



Pickles, Relishes, Catsups, Horseradish, Jams, Extracts, Mince-meat, etc., have a quality all their own. We have the facilities to turn out the best, and we make the most of them.

Try Sterling Brand Mince-meat NOW. The sales are larger than ever.

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

Sterling Road, Toronto, Can.



PROCLAIM THE MERITS OF SOCLEAN

The original dustless sweeping compound. It destroys moths, brightens rugs, prevents dust. It pays the dealer a good profit and gives the buyer big value for the money.

SOCLEAN, Limited
444 King St. W.
TORONTO ONT.



McLean is the
NAME

White Moss is the
BRAND

Join them when ordering
and avoid mistakes.

Canadian Coconut Co., 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 customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

KILGOUR BROS.
21-23 Wellington St. West, TORONTO

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

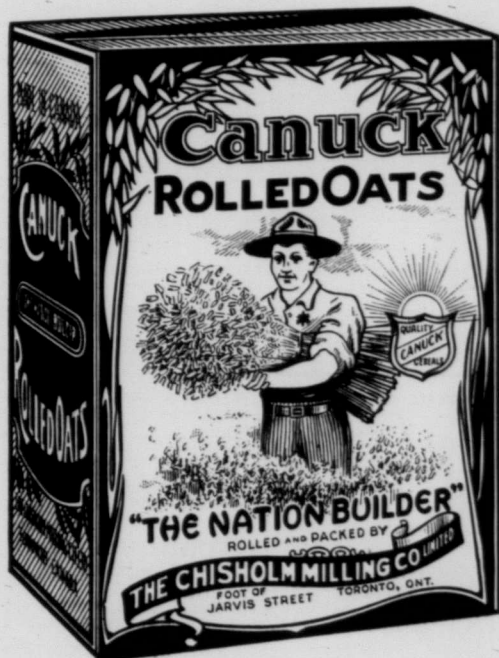
AURORA COFFEE

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

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.



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

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

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

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

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto

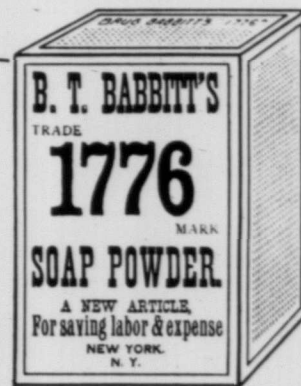
BROOMS OF QUALITY

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

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

Walter Woods & Co.
HAMILTON - WINNIPEG

When Your
Customers
Ask For
'Soap Powder'



SELL THEM "BABBITT'S"

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

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

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

B. T. BABBITT, INC.
NEW YORK



**Stuhr's
DELICACIES.**

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

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

The grocer who does not use his spare spaces for display loses a good chance of improving his trade.

Not only are Fels-Naptha cartons easy to attach to each other and to build into forms, but their red and green colors form just the proper color-combination for brightening-up stores.



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

THE COCOA OF HIGHEST FOOD VALUE

THE IDEAL
BREAKFAST AND
SUPPER BEVERAGE
FOR ALL
WEATHERS.

EPPS'S

Agrees with every-
body forming one of
the most digestible
and nourishing
articles of
diet known.

GRATEFUL AND COMFORTING

CHILDREN THRIVE ON EPPS'S

Epps's Milk Chocolate melts in the mouth with a delightful smoothness and a lingering delicacy of flavor.

Special Agents: WILLSON & JWARDEN, Toronto; Manitoba: BUCHANAN & GORDON, Winnipeg; FORBES & NADEAU, Montreal; J. W. GORHAM & CO. Halifax, N.S.; C. A. MUNRO, St. John, N.B.

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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



Anchor Brand Flour

is the power behind the cook; brings smiles and gives each one the opportunity to 'make good.'

Manfd. by LEITCH BROS. FLOUR MILLS, Oak Lake, Man

20



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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

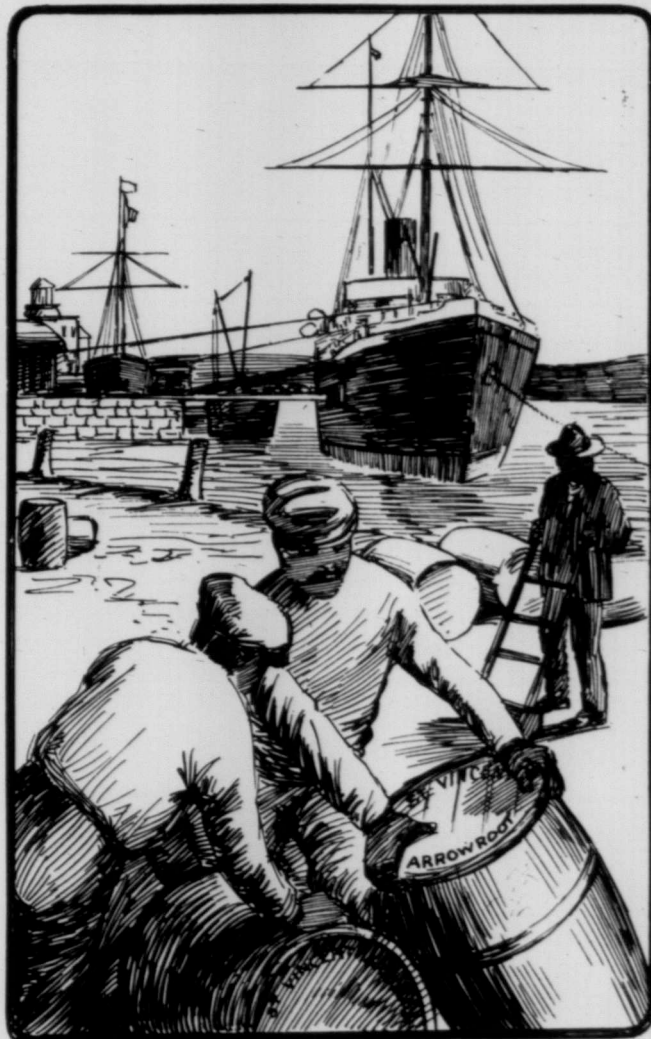
is the safest, simplest, quickest, surest to charge and most satisfactory of any system on the market. It satisfies the customer as well as the merchant. There is a decided advantage to the grocer who uses an Ullman Account Register. The customer knows, every time he makes a purchase, how much he owes, 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



FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because St. Vincent Arrowroot is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have St. Vincent Arrowroot and your sales will be large.

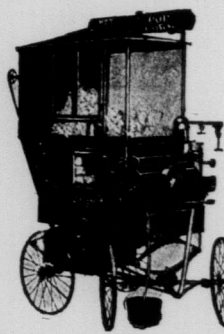
For information and samples write J. Elliott Sprott, Secretary,

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN

ST. VINCENT,
B.W.I.





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



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



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.

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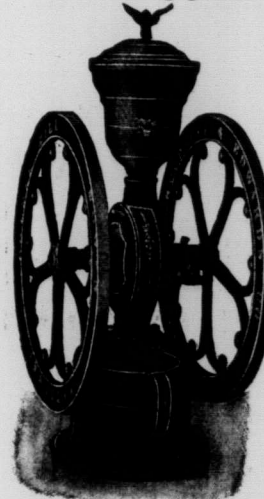
HALIFAX, NOVA SCOTIA

YOU ARE THE MAN WE WANT

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

ELGIN National Coffee Mill

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



Ask any of the following jobbers for our illustrated catalogue
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CO.

ELGIN, ILL., U.S.A.

**WHAT WOULD PLEASE
YOUR CUSTOMERS
WOULD PLEASE YOU**

**PATERSON'S WORCES-
TERSHIRE SAUCE**

makes the plainest fare appetizing, and makes delightful to the palate the flavor of Fish, Meat Stews, Soups, Gravies, Curries, Salads, etc., and for this reason pleases so many.

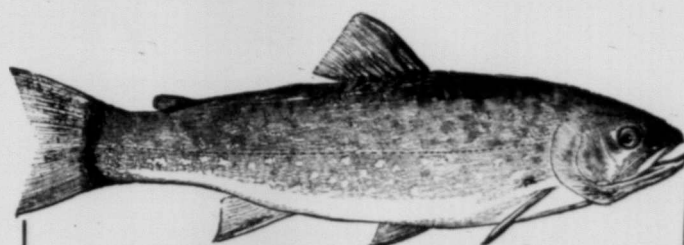
Are you giving it a chance to please your customers and you?

ROWAT & CO.

GLASGOW, SCOTLAND

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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.



**A Fish Five Minutes
from the Water**

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods**.

The flavor is retained by the employment of the latest and most modern methods of preparing and packing—immediately after the fish comes from the water.



Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

Our Chief Sellers

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| ¼ Oil Sardines | Kipperd Herring |
| ¾ Mustard Sardines | Herring in Tomato Sauce |
| Finnan Haddies | Clams |
| (oval and round tins) | Scallops |

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Black's Harbor, N.B.

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

**The Hall-Mark of Sardine
Superiority**



By Special royal permission.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.



**Laurentia
Non-
Perishable
Milk is an
Absolute
Necessity**

The only milk that will fill the one great need—

As a reserve milk in the cupboard.

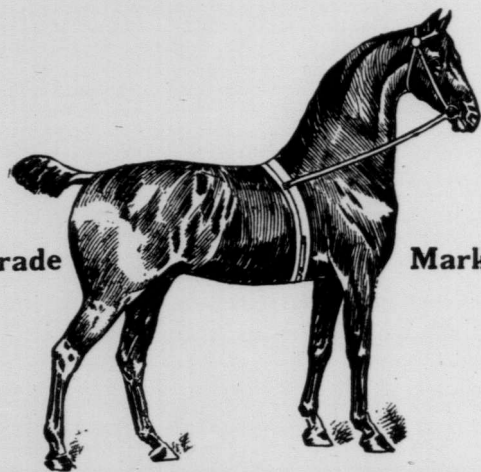
To meet the unforeseen demand.

Such as times:—

When there is no other milk to be had.
When milk is sour or frozen.
Failure or delay in the morning delivery.
Unexpected company or cooking needs.
On Sundays and Holidays.
Before and after store hours.
During inclement weather and no one to send.

Bought from your dealer by the bottle or case, a few bottles always in reserve, on the pantry shelf, like any other household staple, such as raisins, spices, sugar, salt, flavorings, vinegar and other bottled foods, there should be no more milk trouble or waste.

The LAURENTIA MILK CO., Ltd.
371 Queen Street West, Toronto, Ont.
Telephone—Adelaide 2760



Trade Mark

QUINQUINOL

The Original Stock Food

Has the recommendation of the Minister of Agriculture. Has been awarded three diplomas. Packed in artistically finished tins. Can't spoil.

We want one dealer in each town to handle this high-class line. Make this a lever towards securing all the farmer's trade.

50 Per Cent. Profit Guaranteed

QUINQUINOL STOCK FOOD CO.
69 St. Timothee St., Montreal

ANTI-SWEEPING  **DUST POWDER**

ANTI-DUST

"The powder that makes microbes impossible"

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

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

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

We have a fine proposition for Western Agents.

Sapho Mngf. Co., Ltd., Montreal

ONTARIO AGENTS:

MacLaren Imperial Cheese Co., Limited, Toronto
Quebec City: W. Rousseau, St. Joseph St.

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.'

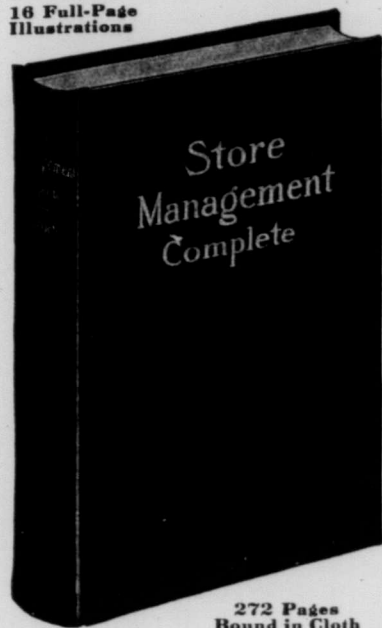
Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'



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

Store Management—Complete

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK
FARRINGTON

A Companion Book to
**Retail Advertising
Complete**

\$1.00 POSTPAID

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

THIRTEEN CHAPTERS

Here is a sample:

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Meeting cut rates.
Selling remnants. De-
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Send us \$1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

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Master Mason King George's Navy

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Maple Sugar Chewing Tobacco

is another of our lines which has become most popular. You should not have the slightest hesitation about stocking tobacco when you have lines like ours which are *bound to please*.

DROP A LINE

The Rock City Tobacco Co.

Quebec

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Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN

Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton.

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CLASSIFIED ADVERTISING

FOR SALE

BUSINESS FOR SALE—IN GOOD FRENCH town, six miles from Edmunston, N.B. Turn-over \$15,000 to \$20,000 a year among farm community. Write for particulars. H. U. Daigle, St. Jacques, N.B.

YOU NEED GINGER IN YOUR COLLECT- ing letters, something to make them produce desired effects. It takes time to determine the brand of ginger to use in certain cases. If you secure some of my Collection Letters (typewritten) you would get better results and have more time to devote to other important matters. By the way, how about Typewriter ribbons? S. Brannen, Jr., Fredericton, N.B.

ANCHOVY ESSENCE — HIGHEST GRADE quality, exquisite flavor and magnificent color, warranted genuine and pure, price 70 cents per English Imperial gallon net f.o.b. London. In free barrels. Terms cash after inspection of goods in the Dominion. Write for samples to the packers, J. W. Wiltshire & Co., 56 Zetland Street, Poplar, London, England.

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.

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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.

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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.

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SALESMAN WANTED — BY MONTREAL house, to sell well established specialties to grocers in Eastern Ontario. Only high-grade men need apply. Applicant must state experience, etc. Replies confidential. Apply Salesman, care of Canadian Grocer, Montreal.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

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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)

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725,000 LIVE MERCHANTS USE NATIONAL Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Company, 285 Yonge St., Toronto.

Are You Using Allison's Coupon Books, or Losing Money, Which?

You CAN'T handle credit customers WITHOUT losing money unless you DO use Allison Coupon Books. Thousands of grocers all over America find it mighty profitable to use them.



How They Work:

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with ten dollars—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes—NO LOSS OF MONEY. ALLISON COUPON BOOKS are universally recognized as the best.

For sale by the jobbing trade everywhere.

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana



THE ORDERS FOR ERMALINE Cooking Bags COME ROLLING IN ALL THE TIME

What share are you getting of this trade?

Have you yet investigated this new system of cooking?

Are you not willing to carry a line which is a sure money maker?

Write for samples and Particulars to-day to

Edward Lloyd, Ltd.

508 Eastern Townships Bank Building

Montreal, - - - Canada

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All grades carried.
CANADIAN LEAF A SPECIALTY.
J. A. FOREST - - - MONTREAL.

VOL - PEEK

adds new life to old pots and pans, etc. Each mend only costs 2 cents. 100% profit. Big seller. Jobbers, write for discounts.
H. NAGLE & CO., - - MONTREAL.

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Nothing like a fine, attractive showcase in the store.
We Can Please You.
Years of experience has made us capable.
S. MEUNIER & FILS, Maisonneuve, P.Q.

Goods Highest Quality
Price Always Right
That's Our Policy.

COUVRETTE & SAURIOL
Wholesale Grocers - - - Montreal.

TURKISH DELIGHT AND CHOCOLATES
The very best that can be produced. Delicious confections that sell. Write
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
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ENGLISH STILTON CHEESE
FOR CHRISTMAS TRADE
RIPE, FAT, BLUE MOULD CHEESE
Write
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The Largest Direct Importer of Stilton Cheese in the Dominion.

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Give the proper smoke.
Ed. Youngheart & Co.,
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Limited
MONTREAL
Are the people for High-class Biscuits and Confectionery.

COON SHOE POLISH FAVORITE STOVE POLISH UNCLE SAM DRESSING.

You may carry the "other fellow's" goods, but sooner or later you'll find the above are O.K.
Uncle Sam Dressing Co., Lanoraie, P.Q.

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Quality Superb.
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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.
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Insist upon having them
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if you are interested in Irish trade.

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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:-
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EARLY SHIPMENTS SELL BEST
ORDER NOW. We Sell at Lowest Market Price
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CHINESE LIQUID BLUE
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Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

When writing advertisers kindly mention having seen the advertisement in this paper

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Bitter Oranges and Peels
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ESCOTT & HARMER

Successors to W. H. ESCOTT CO.

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BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

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Domestic & Foreign Agencies Solicited.

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P. O. Drawer 99

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Manufacturers' Agents, Commission Merchants, Warehousemen.
Track connection with all Railroads.

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and

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Winnipeg - Canada

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We are still open for a few good Agencies

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WHEN IN THE MARKET FOR

Split Peas

Split Lentils

White Beans

or

Evaporated Apples

Wire

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Established 1903

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Manufacturers' Agents

and

Importers

77 York St. - Toronto

ONTARIO—Continued.

"When in the market
for **EVAPORATED APPLES,**
or **GREEN APPLES,** by the
carload wire us."

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Secure our prices for

Crystal and Muscavado

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before purchasing

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THE MARSHALL

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Established 1886.

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W. S. CLAWSON & CO.

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Warehousemen

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(Continued.)

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C. E. CREIGHTON & SON

Brokers and Commission Merchants,
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T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

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Can give strict attention to a few first-class
Grocery Agencies. Highest References.

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L. EMILE GABOURY

Manufacturers' Agent and Commission Merchant
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers
or manufacturers looking for a reliable
representative. Can furnish best of
references.

When writing advertisers
kindly mention having seen
the advertisement in this paper

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

SHIP YOUR CARS TO FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.

Inland Revenue and Customs Bonds.

Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

**FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.**

We have records in our vaults covering ten years' satisfactory service.

Every Merchant who handles---

Mathieu's Nervine Powders



knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil*

is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name.....
With (Name of firm).....
Street.....
City or town..... Prov.....

TWO CENTS PER WORD

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

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta. Vancouver, B.C.
Edmonton, Alta. Hamilton, Ont.
Halifax, N.S. Montreal, Que.
London, Ont. Quebec, Que.
Ottawa, Ont. Toronto, O-T.
St. John, N.B. Winnipeg, Man.

Reputation gained by long years of vigorous,
conscientious and successful work.

**THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO**



DO YOU SELL MAPLEINE

The original flavoring similar to maple but not a substitute for maple.

It fills a long felt want.

Order of your jobber, or

Fraderlok E. Robson Co.,

25 Front St. E., Toronto.

Mason & Hickey, Winnipeg

The Crescent Mfg. Co.
SEATTLE - WASH.

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



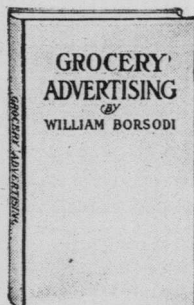
L. & B.
BANNER BRAND
JAMS AND JELLIES

Stand at the very top for high-quality, quick selling and profitableness in fresh fruit products. Most aggressive dealers know that profitableness in Jams and Jellies depends on certain essentials. These are: delicious, fresh, full fruit flavored goods, the kind that make repeat sales and the kind with a reasonable price. L. & B. Banner Brand fills these essentials to the letter, which explains why they are so popular with the majority.

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The Amos B. Gordon Co., Toronto, Ont.
Escott & Harmer, Alta.

Grocery Advertising
has made Fortunes

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



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

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

PRICE POSTPAID \$2.00
TECHNICAL BOOK DEPARTMENT
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Dried Fruits

Full assortment just arrived including : Thousands of assorted packages as following:

CLEANED CURRANTS.

36 1 lb. pkgs. to case. Loose 25 & 50 lb. bxs.

VALENCIA RAISINS.

4 Crs. Layers, 28 lbs. F. O. S., 28 lbs. FINEST SELECTED, 7 lb. and 28 lb. bxs.

CLEANED SULTANA RAISINS.

In 1 lb. pkgs. Loose 25 and 50 lb. boxes.

MALAGA TABLE RAISINS.

"Conqueror," "Princess," Countess," "Empress," "Duchess."

In 1 lb. Bundles, 5 1/2 and 22 lb. boxes.

CALIFORNIA MUSCATEL RAISINS.

3 and 4 crowns, in 50 lb. boxes. "Choice" and "Fancy" seeded, in 12 and 16 oz. pkgs. "Seedless," in 12 oz. pkgs.

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25 lb. boxes. Size from 30-40 to 90-100. Golden "HALLOWEEN" Dates. 30 1 lb. pkgs. to case. Loose 50 lb. boxes.

PEELS.

Lemon, Orange and Citron, in 7 lb. boxes.

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Apples, in 25 and 50 lb. boxes. Apricots, Pears, Peaches, etc., etc., in 25 lb. boxes.

FIGS.

LAYER, in 12 oz., 16 oz. and 10 oz.

GLOVES, UMBRELLA and SQUARE BOXES.

Natural in Bags and Matts. Send your orders at once, you will be sure of satisfaction.

Write, Phone or Wire:

Laporte, Martin & Cie.
Limitee
Tel. M. 3766 568 St. Paul Street
Montreal

THE CANADIAN GROCER

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FIRST ARRIVAL OF



New 1912 Shelled Bordeaux Walnuts
For November First Delivery

We can also quote you interesting prices on
No. 1 Broken Walnut Pieces. No. 1 Bordeaux Halves.
No. 1 Chabert Halves.

W. G. Patrick & Co., Limited

IMPORTERS

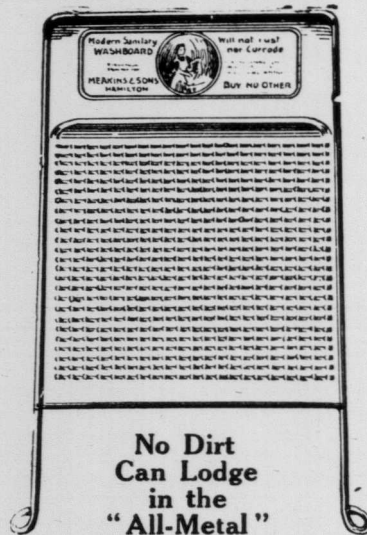
Toronto

Montreal

Winnipeg

Vancouver

**NO WOOD TO WARP---NO
JOINTS TO COME APART**



**Meakin's
Sanitary Washboards**

are strictly sanitary, all-metal construction and because of their many practical and excellent features they appeal strongly to every woman who has used the old style. They sell on sight.

No nails or worn edged metal facing. It's all in one piece. Write for particulars and prices.

**Meakins & Sons
Hamilton Ontario**

**TRY
"KING" COMPOUND
JAM**

After all it is only fair that you should place a small trial order with us. We have pointed out that King Brand Jams are the highest quality, and a test on your part will prove it.

Can be had either in glass carton, or pail, and will please even the "hard to please," that's a lot.

We want an Ontario Agent.

Labrecque & Pellerin, Montreal

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**John J. Gilmor & Co.
Winnipeg**

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

**Place Your Christmas
Window in the Contest**

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

Selling Power, Attractiveness and Originality will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks. Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population.

1st	-	-	-	-	-	-	-	-	\$5.00
2nd	-	-	-	-	-	-	-	-	3.00
3rd	-	-	-	-	-	-	-	-	2.00

Centres under 10,000 Population.

1st	-	-	-	-	-	-	-	-	\$5.00
2nd	-	-	-	-	-	-	-	-	3.00
3rd	-	-	-	-	-	-	-	-	2.00

The Christmas Ad.-Writing Contest

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

ADDRESS:

**The Editor, THE CANADIAN GROCER
143-149 University Avenue, Toronto**

One FLAG

One NAVY

One SAUCE

HOLBROOKS

¶ If you have any call for a high grade Worcestershire Sauce, all you need is Holbrooks.

¶ It is made in the largest Worcestershire Sauce factory in the world and matured like old wine.

¶ Low priced, rank and tasteless Sauces may attract the cheap bargain-hunting trade, but is it worth while?

¶ It pays us to advertise it and it will pay you to push it. The margin's good.

HOLBROOKS LIMITED
of Birmingham, England

General Offices for Canada and U.S.A.,

TORONTO, ONT.

Manager, H. Gilbert Nobbs



Enterprise Accuracy and Enterprise Quality are in These Coffee Mills

It is best to consider well, in buying a coffee mill for your store, whether there is **character** under the brilliant finish—whether the machine will do the work perfectly and **continue** to do it. That is what

ENTERPRISE Coffee Mills

are made to do. **Enterprise** Mills are made under our own patents. Expert mechanics make every part. The grinding system gives absolutely uniform, perfect results. There is no crushing of the coffee, but an even grind to the fineness you want—every time.

All parts interchangeable. And under our system of manufacture, there cannot be the deviation of the thousandth part of an inch. Replace a part next year—ten years from now—and it fits **exactly**. Strong, staunch, grinders guaranteed equal to steel do the work evenly and perfectly. New grinders can be put in your machine at low cost. The easiest running machines made. Better to be sure of good quality—service—first of all. The name **Enterprise** is your guarantee of both. Let us send you catalogue showing you the line of **Enterprise** machines—many styles in hand and electric power.

There is a maximum service in **ENTERPRISE** Meat and Food Choppers. The one right cutting principle — four-bladed steel knife revolving against the inner surface of a perforated steel plate. Cuts like shears.

The Enterprise Mfg. Co. of Pa.

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New York

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Chicago

530 Golden Gate Ave.
San Francisco, Cal.

