

CANADIAN GROCER

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

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No. 47



Toronto Office:
30 Church Street

For Years in the Lead

—Still Leading

is the unparalleled record of these two brands of staple condiment.



COLMAN'S MUSTARD KEEN'S MUSTARD

Double Superfine Quality—In square tins.

Any dealer stocking these brands will be catering to the demands of the general public.

MAGOR, SON & CO.

AGENTS FOR THE DOMINION OF CANADA

403 St. Paul St.

MONTREAL



This is the Corn Syrup Season

From now on throughout the colder months of the year Crown Brand Corn Syrup will be used on thousands of tables, and where the grocer is doing his share and reminding his customers of

CROWN BRAND CORN SYRUP

he can place it in the homes of every one of his customers. It is only necessary to say a word or two to make sales; for instance, you can just tell your customers that folks who find that other syrups do not agree with them can eat Crown Brand freely.

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

**The
Satisfactory
Soap
For
Both
The
Consumer
And
The
Dealer**

The kind of Soap which every woman in Canada prefers is the Soap which washes everything to a healthful cleanliness without the necessity for hard, tiring work in hot, unhealthy steam—the Soap which actually makes “Child’s play of Wash Day.”

The kind of Soap which every dealer should prefer is the Soap that is no trouble to sell, the Soap that requires no explanation or recommendation. That Soap you know is

**The St. Croix Soap
Manufacturing Co.**

FACTORY AT
ST. STEPHEN, N.B.

BRANCHES:
MONTREAL, TORONTO
WINNIPEG, VANCOUVER,
WEST INDIES



Fish From Scotland

The "Moir" Brand of canned Scotch fish has all the delicacy and richness of flavor of the freshly caught fish. It is a satisfactory brand to buy because it is always the same—you can judge the quality of the entire year's output by a single can.

Moir, Wilson & Co., Aberdeen

are specialists in the packing of Scotch Fish—nothing can possibly be finer than their product. Their reputation has been made entirely on this one thing. It is their hobby to offer only the "best"—and they do it.

Arthur P. Tippet & Co., Agents

8 Place Royale

Montreal

84 Victoria St.

Toronto

Sterilized Prunes

Griffin and Skelley pack only Sterilized Prunes—Sterilized with hot steam—Not dipped—No abnormal shrinkage—No living animal matter—No bacteria or germs—when "Sterilized" in this way.

The Best Only

Always the Best

Arthur P. Tippet & Co., Agents

8 Place Royale

Montreal

84 Victoria St.

Toronto

They Guarantee 'Repeats'!

ROWAT'S PICKLES

AND



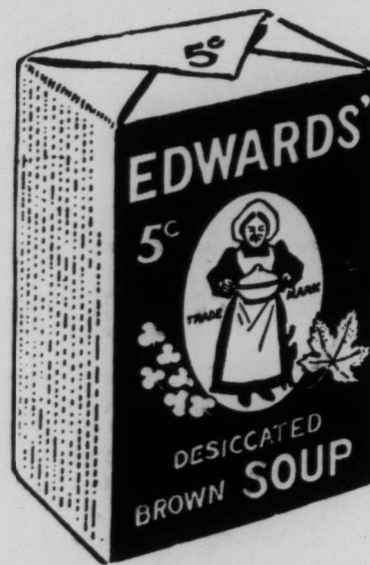
PATERSON'S SAUCE

are two lines of sustained profit which every grocer should handle.

Are ready, steady and profitable sellers.

ROWAT & CO., GLASGOW
SCOTLAND

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



THIS NEW SOUP PRODUCT

provides rich, nourishing soup without any bother in preparing it.

Practically every woman in Canada sees the big advertisements of

EDWARDS' DESICCATED SOUP

Every woman who sees it on your shelves or counter is eager to try it.

Every woman who has bought it keeps on buying it.

That is why EDWARDS' DESICCATED SOUP is having such a splendid sale.

New customers are flocking to stores which feature this new Soup and display it prominently.

EDWARDS' DESICCATED SOUP is made in three varieties—Brown (made of best beef and fresh vegetables), Tomato, and White (both vegetable). Retails at 5c a package, and in canisters at 15c and 25c.

If you haven't already stocked this Soup, send in a sample order, or write for a package of each variety with wholesale prices. Novel Window Cards and other sales-producers with each order.

Distributors:

**WM. H. DUNN, 396 St. Paul St.,
Montreal;**

**W. G. PATRICK & CO., Toronto;
W. H. ESCOTT & CO., Winnipeg.**

A House old enough to have a reputation, young enough to be abreast of the times

Packer's Celebrated Chocolates

NEW IDEAS — NEW BOXES — NEW CENTRES

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

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

BORDEN'S EVAPORATED MILK



Makes Your Customers Satisfied

PEERLESS BRAND

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

Sales Offices and Agencies:-

Mason & Hickey, Winnipeg and Calgary
WILLIAM H. DUNN
Montreal, Toronto and Vancouver

THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST



saves work for your customers by its cleansing power, and GOLD DUST advertising saves work for you by its selling power. One is as searching as the other—just as GOLD DUST itself goes into every nook and corner of the household after dirt, GOLD DUST advertising goes into every corner of the country after customers and sends them to your store.

MADE BY

THE N. K. FAIRBANK COMPANY, MONTREAL



SANITARY CANS

FOR

"Winter Pack"

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.



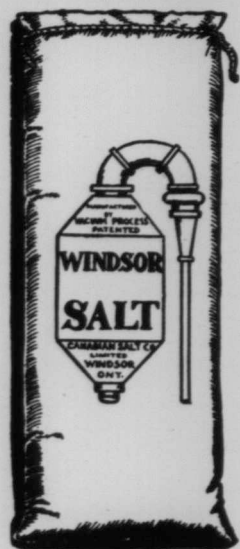
As Good as Home-Baked
—and Cheaper

“Simcoe” Baked Beans

Send for our pamphlet on Valuable
Hints on Storing Canned Goods.



Dominion Cannery, Limited
Hamilton, Canada



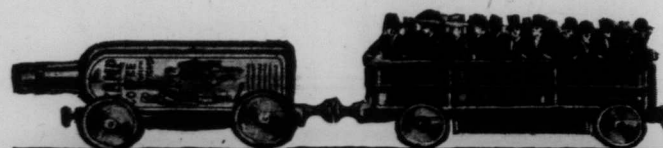
We know of no trade-mark that covers a product that is nearer perfection, or that is more universally used in Canada, than the

WINDSOR SALT

trade-mark shown on this bag. |

Windsor Salt is the only satisfactory salt for a good grocer to sell.

THE CANADIAN SALT CO.,
WINDSOR, - ONTARIO LIMITED



'CAMP' COFFEE

Pulls the Customers:

Let it pull them your way. The public like 'Camp' because of its fine flavour, and because it is simple and quick to prepare. For these reasons 'Camp' is frequently taken in preference to any other beverage, and at times when coffee isn't customary.

Thus, 'Camp' has a powerful 'pull' to the shopkeeper's advantage. 'Camp' carries a substantial profit—don't miss your share of the big trade in 'Camp.'

Makers: R. Paterson & Sons, Ltd.,
Coffee specialists,
Glasgow.



"EUREKA"

Canada's Scientific and Sanitary REFRIGERATOR



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

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

WRITE FOR CATALOGUE AND PRICES.

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg
Agents at Fort William, Hamilton, Calgary, Moosejaw, Saskatoon



NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

An International Reputation

For pleasing the palates of particular people, by reason of it lending a piquancy of flavor to all kinds of cold meat, fish, fowl, etc. Right in that paragraph is the sum and substance of every grocer's success with

BRAND'S A 1 SAUCE

It has the ingredients that will please particular people. Made of an English recipe of the olden days.

Brand's A 1 Sauce should be given prominence by every Grocer. It will sell at a good profit, and moreover it will give the satisfaction that will command repeat orders.

BRAND & CO., LIMITED Purveyors to H.M. the Late King Edward VII.
MAYFAIR, LONDON, ENGLAND

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



da's Scientific
and Sanitary
REFRIGERATOR

There are
more Eureka
Refrigerators
in use in
Canada by
Butchers,
Grocers,
Creameries,
Hotels, Res-
taurants,
Hospitals,
Public Insti-
tutions, etc.,
than all other
patented
Refrigerators
combined.

bove is the strongest
eetee of an article's
uperior merits.

WRITE FOR
ATALOGUE AND
PRICES.
NOBLE STREET
TORONTO

ne St. Louis 3076
CO., Winnipeg
ejaw, Saskatoon

"ENTERPRISE"

Old style grocers find a call for molasses usually annoying—it often means a trip down into the cellar; handling of sticky measures—impossible to measure accurately. How different when equipped with the

"ENTERPRISE" Self-Priming and Measuring PUMP

THE NEW TOTAL REGISTERING DEVICE keeps tabs of the barrel's contents—you're never "out of molasses." And the pump is positively accurate—"Enterprise" make—4 revolutions of the crank and you have a pint—no more—no less.

We manufacture a large line of Coffee Mills for hand, steam and electric power and other specialties for the modern grocer. Ask for our catalog.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U.S.A.

21 Murray Street, New York

544 Van Ness Avenue, San Francisco



Extended tube can be fur-
nished connecting Pump
in store to barrel in
cellar.

PERFECT PICKLES



They are appetising and piquant, having a delightful flavour which no other maker can equal.

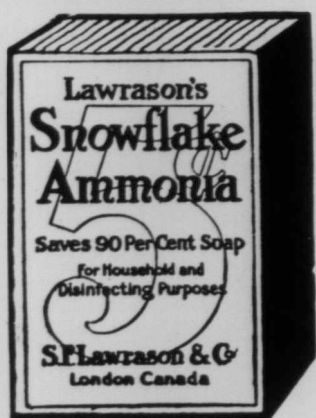
Packed in lever topped glass bottles, Pink's Pickles will make an effective display on your shelves. They sell easily and bear a good profit.

The Manufacturers' Agency Co.

Montreal, - -	J. W. Windsor, - -	22 St. John Street
St. John, N.B., - -	S. Cecil Irvine, - -	48 Princess Street
Halifax, N.S., - -	C. E. Creighton, - -	Bedford Chambers
Boston, U.S.A. - -	Gen. Sales Office, - -	330 Board of Trade Bldg.

E. & T. PINK, LONDON, ENG.

Size of Package Sells Ammonia



You believe that, Mr. Grocer, don't you? We do. But we are not asking you to buy

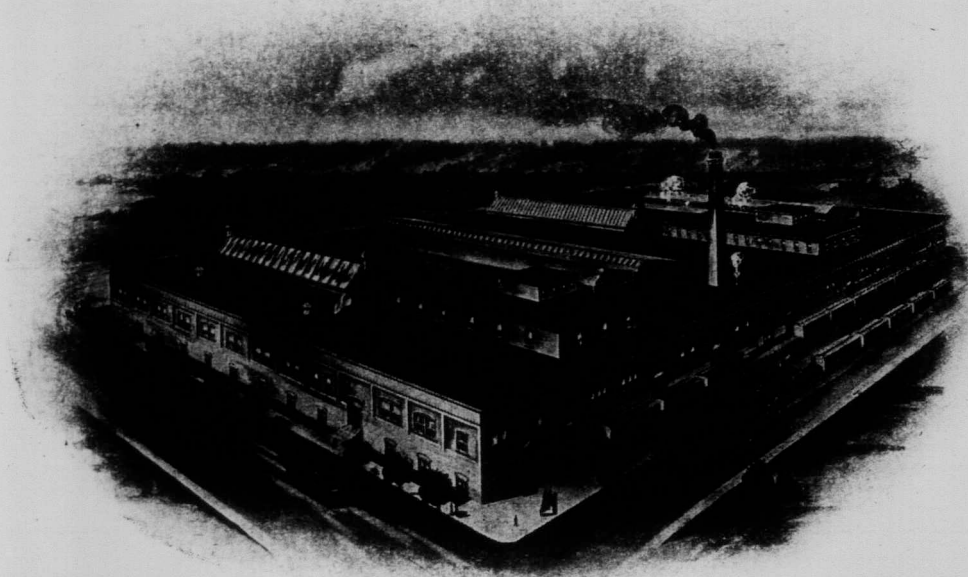
LAWRASON'S Snowflake Ammonia

because it is the **largest** package, but rather because it is the **best**. And to substantiate the "**best**" statement we have a guarantee of \$500 that it equals in power any similar powder—selling at half the price.

Another feature that commends Lawrason's to housewives is because of its **purity**. They say there is nothing to equal Lawrason's for its purity and cleansing properties.

There is a big sale to be done in this line. Order a stock and get your share.

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



WAGSTAFFE'S

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

NOW READY FOR DELIVERY

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

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

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

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

WAGSTAFFE, LIMITED

PURE FRUIT PRESERVERS

Hamilton

- - -

Canada



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? We

because
"best"
equals
price.

on's to
o equal

share.

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Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

A Woman's Whim

can be satisfied every time with a food product that proves itself the equal in quality of home-made.



MINCE MEAT

will stand the severest test of purity, being made under "Sterling" conditions, which means cleanliness is first thought.

Now that the winter season is under way, you will find Sterling Mince Meat a seasonably, profitable line to handle.

The T. A. Lytle Co., Limited
Sterling Road, Toronto, Canada

The Right Thing

Shows a good profit

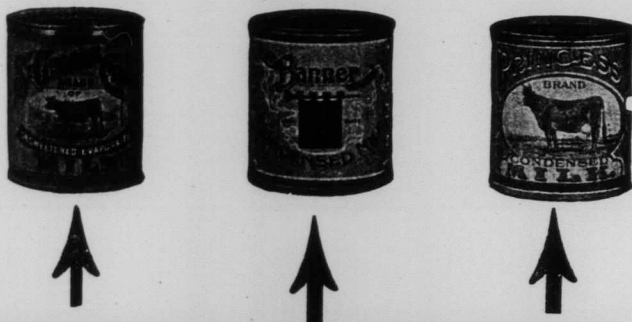


Take no substitute

Reliable Quality Packed in Finest French Olive Oil

ORDER TO-DAY FROM YOUR
WHOLESALE OR WRITE TO

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



Three Lines You Should Know and Introduce to Your Customers

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

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

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

J. MALCOLM & SON

ST. GEORGE

ONT.



ALL GROCERS
SHOULD STOCK

Borwick's BAKING POWDER

The original Baking Powder with a world-wide reputation of 70 years. A genuine British manufacture and recognized as the standard article in the Mother Country.

Made from the finest and purest ingredients, absolutely free from alum, acid phosphates or deleterious substances.

1/4 lb., 1/2 lb. and 1 lb. Tins.
Economical and Reliable.

George Borwick & Sons
Limited

LONDON, ENGLAND

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



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

More Than Ever in a Class by Itself

Get out your catalogs and compare this mill with other mills selling at anywhere near the price.

There is more mill here than any manufacturer is giving for less than \$100.00 to \$120.00.

Our line consists of Hand Mills, Power Mills and Electric Mills—All at reasonable prices.



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.



THE DELICIOUS FLAVOR
OF

"Kit" Coffee
CANNOT BE COPIED

That is why anyone who compares "Kit" Coffee with its imitations keeps using "Kit" right along.

The manufacturers of "Kit" Coffee have the secret of obtaining in bottled form a highly concentrated essence of the finest coffee and chicory with a delightful flavor and aroma.

It will pay you to get full information from our
CANADIAN AGENTS:

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

KIT COFFEE CO., Govan, Glasgow

Staple Significance

The brand of staples carried by a grocer bespeaks a reputation for that store, a fact alone that is worth much consideration.

THE DOMINION MATCH

through its all-round qualities is a popular staple. Every match is made of good quality wood, with a head that lights silently every time without spluttering. The demand is steady—and your profit good.

The Dominion Match Co., Limited
DESERONTO, ONT. |

Or the Canada Brokerage Company, Limited, Toronto
A. Macdonald Co., Winnipeg, Man.
Snowdon & Ebbitt, Montreal, Quebec

SEASONABLE FOODS

CLARK'S

Christmas Plum Puddings

A perfectly delicious pudding, full of "morishness."

IN CANS, No. 1's and 2's



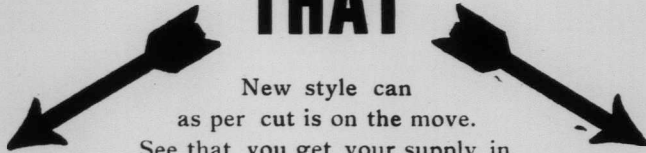
CLARK'S

Fine Old Mincemeat

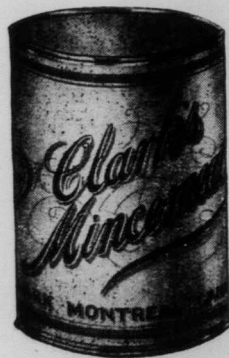
Every Can, Jar and Pail is full of Goodness.

Both of above are made from very old English recipes of the finest of selected Fruits, Peels and Spices, and are absolutely guaranteed.

THAT



New style can as per cut is on the move. See that you get your supply in.



W. CLARK

MONTREAL

Manufacturer of the

Celebrated Pork & Beans



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KERS
N.S.

IOUS FLAVOR
OF
Coffee
BE COPIED

any anyone who
"Kit" Coffee
imitations keeps
right along.

Manufacturers of
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, Limited

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Confectionery and the Rise in Sugar

The present high price of Sugar will undoubtedly have an effect on the price of confectionery. Many makers will raise their prices and cut down your profits, but

John Gray & Co. Ltd., of Glasgow, Scotland

bought heavily before the rise and are offering their famous Boiled Sugar Goods at right prices to give you a worth-while profit.

We have a reputation of over one hundred years for high-class candy making.

Prices and particulars from

Agent for Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta: W. H. DUNN, 396 St. Paul St., Montreal; Toronto: LIND BROKERAGE CO., 73 Front Street East; Ottawa: E. M. LERNER & SONS, 11 York Street; British Columbia and Yukon: KIRKLAND & ROSE, 312 Water Street, Vancouver.

CARTER'S



Big Wheel Lemonade Powder

Table Jellies, Mustard Powder
etc., etc.

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

Your Opportunity!

Take Advantage Of It!

THE MACLEAN PUBLISHING COMPANY are continually offering their local representatives better and more substantial opportunities.

Have you ever stopped to consider these? They offer:

1. An excellent training in Salesmanship.
2. To live men, one dollar per hour for every hour of their spare time.
3. Promotion to the regular circulation staff of the MacLean Publishing Company.

The MacLean circulation organization is the largest organization of its kind in Canada. It is composed of the highest priced circulation men in Canada—the best salesmen of the country, many of whom got their first training while acting as local representatives.

Persons acting in this capacity come in contact with the best men in Canada. A greater experience could not be wished for.

If you want to be a 100 point salesman, if you want to train so as to be qualified for bigger positions later, write us to-day!

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

Tartan
BRAND
THE SIGN OF PURITY

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

Wagstaffe's Jams, Jellies, Marmalade.

Imperial Vinegar.

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

Phone 3595. Exchange to all departments.

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

Pure Goods Bring Increased Custom

Give Your Customers

Redpath

Extra Granulated Sugar

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

No other sugar will compare with it.

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

Extra Granulated
Extra Ground
Powdered
Golden Yellow.

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

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

Established in 1854 by John Redpath

**Tell Your Jobber
You Want**



**This Mark on Every
Box Insures the Best**

Place Order Now for
Fall Delivery



**THE ELGIN
National
Coffee Mill**

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

Equipped with the new style force feed steel grinders.

Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

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

MADE BY

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

ARE YOU AWAKE

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

QUINQUINOL

(Pronounced Kin-Kin-all)

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

**50% PROFIT
and Exclusive Territory**

\$4.00 per dozen gallon tins. Retail at \$6 00. We are now allotting territory for next spring trade. Are you interested? Only one dealer in each town wanted.

The American Pure Food Company
MONTREAL

If it's BUSINESS you want, Sir, H.P. Sauce will surely bring it along--

H.P. is no shelf-warmer, it's no sooner on than it's off again—
off again to good purpose, too, to your customers and to you.

Don't TRY to do without

H.P. SAUCE

W. G. Patrick & Co., Toronto, Montreal, Win-
nipeg, Man., and Vancouver, B.C.
R. B. Seeton & Co., Halifax, N.S.
Donnelly, Watson & Brown, Ltd., Calgary, Alta.
The Midland Vinegar Co., Birmingham, Eng.



**THE
"WALKER BIN"
SYSTEM**

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

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

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

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

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

REPRESENTATIVES:—

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

Berlin, Ontario

DO YOU SELL

**FOREST CITY
BAKING POWDER**

THOUSANDS DO, WHY NOT YOU?

You want the best, then buy FOREST
CITY PROFITS.

Try our special Christmas offer.

1 c/s 6 oz. 6 doz. at 75c.
1 " 12 " 6 " " \$1.25
1 " 16 " 6 " " 1.75

and we will give you 1 doz. each size
free and pay the freight to any On-
tario point.

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

**Canada
First**

is full cream milk reduced to about
one-third consistency in a vacuum,
containing nearly three times as much
in butter fat and solids.

The purity and quality of every can
of "Canada First" milk are absolutely

The Aylmer Condensed Milk Company, Limited, - Aylmer, Ontario

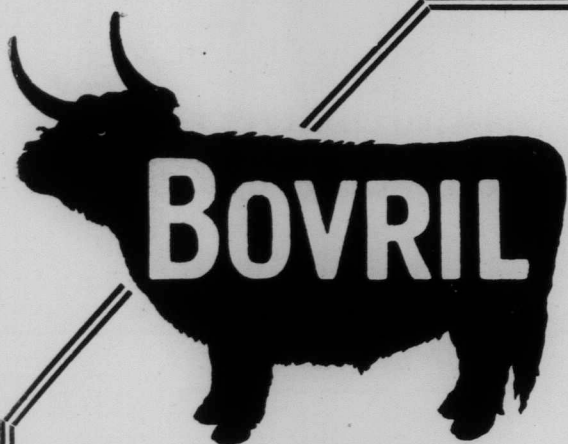
Head Offices: Hamilton, Ontario



**Evaporated
Milk**

and unreservedly guaranteed. The
sterilizing process it undergoes positive-
ly destroys all bacilli and renders it
superior to ordinary milk.

Order from your jobber.



As Winter Advances

make an attractive display of Bovril—the best winter beverage, a valuable food and a splendid preventive of chills and colds.

The highest medical authorities are agreed as to the high nutritive and force giving qualities of Bovril, and people the world over have endorsed medical opinion by preferring Bovril to imitations.

Thousands of grocers are reaping the benefits of its popularity.

BOVRIL LIMITED, Montreal



THEY ARE A SUCCESS BECAUSE

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

"DUNOYA" BRAND SARDINES

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

CANADIAN AGENTS

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

YOUR BUSINESS

should be profiting by the general prosperity of the country. The demand is now more and more for the higher qualities of goods, and the higher the quality of YOUR stock the more permanent your business will be.

WE SPECIALIZE on quality! Quality is our motto, and we are *direct* representatives for Quality Lines from all parts of the world. We back this up with a thoroughly efficient organization and a careful personal supervision of our business, which ensures our customers prompt and satisfactory deliveries of all their requirements at the *Right* prices. We would like to place our business experience and our special facilities at YOUR service. All that you want we have.

RICHARDS & BROWN, - WINNIPEG

WHOLESALE COMMISSION MERCHANTS

The demand for **JAPAN TEA** is steadily increasing. **WHY?** Because it is **PURE** and **NON-INJURIOUS**. There is a vast shortage in this season's crop. **JOBBERs**, therefore, must be on the alert.

FURUYA & NISHIMURA

SHIDZUOKA

NEW YORK

CHICAGO

MONTREAL

WRITE AND MAKE NO MISTAKE

The busy season is coming along and you must have supplies of

Macaroni, Vermicelli and Spaghetti

because either of these lines will be in good demand for soups, etc.

Ask for Our Prices Very Reasonable

L'Etoile is THE Brand

We never "Knock" but we firmly believe that we have better goods than the "other fellow" and our prices are most reasonable considering the high quality of the goods.

GIVE US A TRIAL
OR ASK FOR SAMPLES

We'll be pleased with either; So will you.

Cie Francaise des Pates Alimentaires

6-9 HARMONY STREET, - MONTREAL

ARE YOU INSURED

AGAINST ADULTERATION
on the spices you handle?

The Government Form of Warranty

is your only safe insurance,
and is attached to every

**TIN - PAIL - BOX - PACKAGE
AND BARREL OF**

White Swan Brand of Spices

YOU ARE ENTITLED TO THIS BY LAW

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

FARROW'S 'A-1' MUSTARD

THE BEST BRITISH MAKE—DIRECT FROM THE GROWERS

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

CANADIAN AGENTS:—

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St. Lawrence Granulated

is the choicest and most reliable sugar refined in Canada, certified by Government analysis to contain 99⁹⁹/₁₀₀ to 100 per cent. of pure cane sugar with no impurities.

IT WILL PAY TO SUPPLY YOUR CUSTOMERS WITH

St. Lawrence Sugar

and thereby earn the reputation of selling only the finest quality of sugar that money can buy.

The St. Lawrence Sugar Refining Co., Limited

MONTREAL, QUE.

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 LIMITED

Tel. Address: "Laminated," London. LIMEHOUSE,

A.B.C. Codes used 4th and 5th Editions LONDON, E., ENG.

Canadian Agents HUGH LAMBE & CO., TORONTO

J. HUNTER WHITE, ST. JOHN, N.B.

CECIL T. GORDON, MONTREAL

Particular People
Select McLean's

"WHITE MOSS"

COCOANUT



You need not look for "White Moss" to be returned with—
"Don't like this, it's ground, we want shredded cocoanut."

Canadian Cocoanut Co., Montreal

SOLE MAKERS

THE PRIDE OF THE KITCHEN

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

JAMES DOME BLACK LEAD

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

Pays a Good Profit

Gives Great Satisfaction

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

The Sapho Lines Lead to Success

and make good cogs for your business wheels. Here are some of them, profit makers and satisfaction producers:



"Sapho"
Liquid Bluing

The housewife wants this line. The cloth bag will soon be a "dead head." The attractive bottles show up well on the shelves.

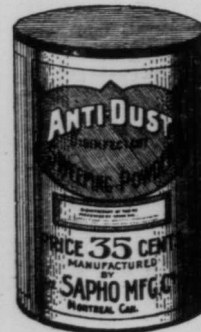
Ask us. Tell your customers.



"Sapho"
Household Ammonia

Put up in such a form that the housewife can always keep it in good condition. No loss to her and a gain to you.

We'll tell you all. You tell the housewife.



"Sapho"
Anti-Dust

A disinfectant with a good reputation. The "bane" of other manufacturers. Going strongly. Keeps the house clean and sweet.

Write about Anti-Dust. Worth while.



"Sapho" "Mine Grasse"
Stove Polish

This is the polish which we calculated would take the shine off the others. It has done so. Once used becomes a regular friend.

Just drop a card. Full particulars later

The Sapho Mfg. Co.
Genuine Specialties - Montreal

**A New
The Same**



**Bottle But
Good Goods**

**"Pride of
Maple**

**Canada"
Syrup**

may well be called the "lonely" syrup, because while it has a legion of friends throughout the country, yet it stands absolutely *alone* in its class. No other brand can compete with it. It is 100% pure. *Never* has been adulterated.

The PURITY AND GENUINENESS of our goods is established. We are not making this statement without knowing that we can back it up. We put up the highest quality on the Canadian market to-day. Do you believe us?

WRITE

The Maple Tree Producers' Assoc.

LIMITED

MONTREAL TORONTO

"PRIDE OF CANADA" and N-O O-T-H-E-R

NOTICE!

We have quite a lot to tell you about KO-KO-BUT, about its great qualities, and why the Canadian housewife regards it as the **Perfect Cooking Butter**. We will have a short talk with you every fortnight and hope you will look out for future messages.

KO-KO-BUT Talk, No. 1

KO-KO-BUT is a **pure** vegetable butter, hygienically prepared from the carefully selected fruit of the cocoanut palm.

KO-KO-BUT is absolutely odorless, has no distinct flavor, yet brings out the full taste of all foods cooked with it.

KO-KO-BUT is recommended by the highest medical authorities for its purity.

1 lb. KO-KO BUT goes as far as 1½ lbs. Butter, etc.

PACKED IN TINS TO SUIT YOUR TRADE.

Write and ask about our "Free Advertising" Plan.

Dominion Cocoanut Butters
Montreal LIMITED

COOK'S FRIEND

BAKING POWDER

Contains

NO ALUM

ccess

action producers:

"Sapho" "Mina Grasse"
Stove Polish

This is the polish which we calculated would take the shine off the others. It has done so. Once used becomes a regular friend.

Just drop a card. Full particulars later

o Mfg. Co.

alties - Montreal

E!

out KO-KO-BUT, Canadian house-ing Butter. We ortnight and hope

s, No. 1

table butter, e-prepared from e-selected fruit e-palm.

odorless, has or, yet brings taste of all ith it.

ded by the d authorities

s. Butter, etc. IR TRADE. "tising" Plan.

Butters LIMITED

ND



You Can Win a Larger Trade

You can sell Weston's Soda Biscuits to nine women out of ten if you tell them the truth about Weston's Sodas. The truth is this:

"The finest blend of flour and the purest shortenings are used in their manufacture, making them the lightest biscuit made in Canada.

"Weston's Soda Crackers are packed in 24's and 48's, with 24 biscuits to the package — the largest 5c. package put up in Canada."

If you are after a larger biscuit trade, get in touch with us. Commence now by writing for samples — and say you saw the ad. in Canadian Grocer.

George Weston
Limited
TORONTO

Fac-simile of Package

Manufacturers' Agents and Brokers' Directory

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

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

Wholesale
Grocery Brokers

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COVERING
Manitoba and Saskatchewan
CORRESPONDENCE SOLICITED

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

—WINNIPEG—

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

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Office and Truck Warehouse, - 92 Alexander St. E.
Correspondence solicited on domestic and
foreign lines.

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and
IMPORTER

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tributed, Warehoused and Forwarded. Warehouse
on Transfer Track. Business solicited. Our posi-
tion is your opportunity.

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—MOOSE JAW—

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Warehouse on C.P.R. spur track.
Promptness and Satisfaction guaranteed.
Business Solicited.

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BROKER, and MANUFACTURERS'
AGENT

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Domestic and Foreign Agencies Solicited

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EDMONTON, ALBERTA
Manufacturers' Agents, Commission Mer-
chants, Warehousemen.
Track connection with all Railroads.

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Evaporated Apples

When wanting, wire us
for quotations.

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Wholesale Grocery Brokers
TORONTO

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Manufacturers' Agents
and
Importers

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TORONTO

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Established 1885

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Limited

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Grocery Brokers

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Headquarters for

New Orleans Fancy Molasses

Barrels and Half Barrels

PRICES RIGHT

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

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Customs Brokers
and Warehousemen

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

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J. W. GORHAM & CO.

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Brokers

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We are open for a few high class specialty
lines

H. R. SILVER, LTD.

MANUFACTURERS' AGENTS
AND GROCERY BROKERS

HALIFAX - NOVA SCOTIA

First-class frost-proof storage facilities.
Correspondence solicited on Domestic and
Foreign lines.

J. A. TILTON

WHOLESALE GROCERY BROKER

ST. JOHN, N.B.

Correspondence solicited with Houses
looking for first-class grocery connections.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery
Brokers.

Warehousemen

ST. JOHN, - - - N.B.

Open for a few more first-class lines.

—NEWFOUNDLAND—

T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

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

—BRITISH COLUMBIA—

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

852-6 CAMBIE ST., VANCOUVER, B.C.

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

MOP-STICKS

OF DURABILITY
are the "TARBOX BRAND"
No. 8 Plain Cloth Holder. } Stamped
No. 10 Combination Brush } Steel
Specify through your Jobber along } Heads
with Self-wringing and Crank-wring-
ing Mops. Manufactured by
TARBOX BROS., - Toronto, Ontario

THE PEOPLE OF
JAMAICA
are now buying things in the
United States which they ought
to buy in Canada. They don't
know what we can do. A small
advertisement in the
KINGSTON
"GLEANER"
might bring inquiries. Better
write for rates to
I. C. STEWART, Halifax

No Odor

It dries them up
Common Sense
KILLS { *Roaches and Bed-Bugs*
Rats and Mice
All Dealers and 381 Queen St. W., Toronto, Ont.
Dealers find Common Sense a very good seller, for
the reason that it gives general satisfaction and each
customer tells others about same. Write for prices.

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

O. E. Robinson & Co.
Manufacturers and Buyers of Dried,
Evaporated and Canned
Apples
Ingersoll, - - *Ontario*
ESTABLISHED 1886

WINDSOR SALT
CAR LOTS OR LESS. Prompt shipments.
Write us for prices. Phone order at our
expense.
TORONTO SALT WORKS
TORONTO, ONT. **GEO. J. CLIFF, Manager.**



Not like Noah's Dove, which could
not find a rest for the sole of its
foot.

WHITE DOVE COCOANUT

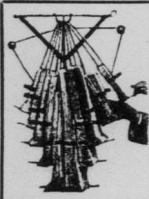
finds a resting place in almost
every store in Canada.

THE BIG DEMAND

resulting from the recognized
purity of our goods makes it hard
for us to fill all orders. Yet we
will divide our output and let you
have a share.

Let Us Know Your Wants

W. P. Downey
MONTREAL



The **BROWN** is the
Perfect Bag Holder
Size required can be seen
at a glance.
Handy, saves time and
therefore money.
For sale by jobbers every-
where. Ask your jobber
or write

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

The **GRAY, YOUNG & SPARLING CO., Limited**
SALT
MANUFACTURERS
Granted the highest awards in competi-
tion with other makes.
WINGHAM ESTABLISHED 1871

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

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

CLAY PIPES

None equal. Insist upon McDougall's
There IS a difference.

D. McDOUGALL & CO., LTD., GLASGOW, SCOTLAND

STOP!

Mr. Grocer, are you
fully prepared for
Xmas trade? Perhaps
you have overlooked
getting your supplies
of

Poultry Dressing

Very important that
you should be ready
to supply this line. It
will naturally be in
demand and we can
furnish the highest
quality goods. Write
about it.

Sage and Savory

You will also want
these. Be sure to get
your order in early.

WRITE IMMEDIATELY

S. H. Ewing & Sons
Montreal - Toronto

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



Banner Brand Sells on Merit!

The unequalled quality and consistency of this popular line makes it an excellent stock for you to handle—one that will increase your trade and incidentally enlarge your profits.

Banner Brand is the BEST in Jams and Jellies, only pure fruit and highest quality granulated sugar are used in their manufacture. The price is popular—Ask for particulars.

Lindner & Benner, Toronto

Western Agents—Laing Bros., Wholesale Grocers, Winnipeg

Seasonable Specialties

Genuine French Fruits—Cherries, Pineapple, Assorted Fruits, in both glaze and crystallized fruits. Boxes, 1 and 8 lbs.

Leard's Boneless Chicken. 1 lb. tall tins, the finest quality packed. On account of the very short pack, it's advisable to order NOW.

RAISINS---

Griffin & Skelley's, Seedless, 12 oz. pkgs., for immediate shipment.
G. & S. Seeded, 16 oz. pkgs., at very attractive prices for Dec. shipment.

CONFECTIONERY---

Our assortment is worth your attention. Pascall's, Needler's, Packer's. Our travellers are showing samples.

Send us your RUSH Orders for any of your Christmas wants.

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

"NUGGET" POLISHES

WILL NOT FREEZE

SHOW YOU A GOOD MARGIN OF PROFIT

Price list mailed on request.

THE "NUGGET" POLISH CO., LTD.
TORONTO, ONT.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to *Retail Advertising Complete*

\$1.00 POSTPAID

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

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

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



272 Pages
Bound in Cloth

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

THE TEA THAT "QUALITY" MADE FAMOUS

Every successful grocer knows the business building value of good tea.

"SALADA"

has the qualities that get business. The simple fact that we have for nineteen years consistently maintained the high standard of quality for which "SALADA" is famous, and the many facts and figures which we have given lately showing the wonderful growth of "SALADA," are proofs positive that we are serving the public well.

THE "SALADA" TEA COMPANY

TORONTO

MONTREAL

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Prices of Xmas Dried Fruits and Nuts

How Those Ruling Now Compare With a Year Ago—Certain Similarity in Quotations on Ingredients of the Christmas Cake—No Overplus of Peels—Almonds are High—Scarcity and High Price of Brazils—Prohibitive Price on Peaches and Apricots—Large Prunes are Scarce.

The season of demand for dried fruits and nuts is now with us. Especially during the three or four weeks previous to Christmas there is a good demand for these lines. The housewife must purchase currants, raisins, dates, figs, peels and other essentials of the Christmas cake, and the consumption of nuts around the festive season is large.

There is a certain similarity between the prices now ruling on the chief ingredients of the Christmas cake and those of a year ago. Readers, no doubt, have been following the markets during the past four months. They will know for instance, that Valencia raisins have been slowly, but gradually going upward from the opening price, until now they are quoted at nearly as high a figure as a year ago. Seeded raisins are higher than a year ago, while currants are just about the same. A comparison of prices on the Toronto market now and a year ago shows the following:—

	1911	1910
Currants—Fine Filiatras	7½-8	7½-8
—Patras	8-8½	8-8½
Raisins—Sultanas	11-12	10-12
—Fancy	12-13	11-13
—Valencias	8-8½	8-9
—Seeded—Choice	9¼-9½	8-9
—Fancy	10	8¾-9¼

Off Year for Figs.

Figs have been on the market now for some little time, and already considerable trade has been done in them. There appears to be "off" years in figs and dealers find it difficult work in judging what quantity to order. Some years there are not enough. In others there are some left over. Last year was of the latter variety, despite the fact that other dried fruits were scarce and high in price. So far this season, dealers report, demand quite fair.

New dates are just arriving. The market has been pretty well cleared of old stock, and the first arrivals have been well sold ahead. On Hallowees, the price this year is somewhat higher than last, while Fards are about the same.

Here is how prices compare:—

	1911	1910
Dates—Hallowees—Full boxes	7¼	5½
—Package, per 1 lb.	7¼	6¾
—Fards, choicest	9¼-10¼	9¼-10¼
Figs—2 to 2½ inches, lb.	12½-13½	10¼-12¼
—Tapnets	4¼-4¾	4-4¼
—Bag	4¼-7	4¼-6

Lemon Peel Higher.

There is little difference in the price of peels now and a year ago. The big season for their sale is during the next month. Supplies apparently seem to show no surplus over expected sales. Prices compare as follows:—

	1911	1910
Peels—Candied		
Lemon	10-11	9-11
Orange	10-12½	10-12½
Citron	15-17	15-17

Almond Market Strong.

The arrival of the first real touch of winter with its fireside gathering, puts activity into the nut market. Then follows the usual strong demand around the holiday season. Most retailers already have their orders in for these lines. New almonds have arrived, but walnuts are not yet in. The market on almonds this year is high, and shows an advance over last year. France has had a fairly good yield of walnuts, and the new arrivals are expected to ease prices somewhat from present quotations.

The retailer knows that peanuts have been moving upward in the past four months. New crop, while just slightly higher than last year's opening prices, are on a more favorable basis than the quotations ruling of late.

Brazils Above Last Year.

Brazils show an advance of several cents over last year. The crop this year was much smaller than the previous one, and prices accordingly opened high. There seems to be no relief at hand, for reports from all sections show scarcity of supplies, which the good season of demand now about to commence will not help any. A comparison of Toronto prices now and a year ago shows:—

	1911	1910
Almonds—		
Formigetta	16	14-15
Tarragona	15¼-16	16
Shelled	35-38	35-38
Walnuts—		
Grenoble	16½-17	15½-16
Bordeaux	15	14
Shelled	38-40	39-40
Filberts	12-12½	12¼-13
Brazils	18-19	14¼-15
Peanuts	11-14	9¼-12¼

Interest in Apricots and Peaches.

Dried apricots and peaches as the trade well know are extremely high in price. Last year was bad enough. This year is worse, and prices are nearly prohibitive. Some jobbers say that the price is so high they are not handling them at all. However, even at the high price, there will, no doubt, be sales made. This table shows how much higher they are than last year:—

	1911	1910
Apricots—Choice	23-24	16-17
—Fancy	25	19-20
Dried Peaches	17-18	9¼-10

Larger Prunes Higher.

Prunes seem to have ascended out of the boarding house class, especially last year and this. A look over the comparison below brings out the fact that while small prunes are about on a par with a year ago, the prices of the larger sizes are much higher. This is ex-

plainable by the fact, that while last year large prunes were comparatively quite plentiful, this year they are a decidedly scarce article. Wholesalers' stocks of anything below 60's are generally quite small, while they can hardly be had on the coast. If the state of the primary market is an indication, prune prices can well be expected to hold, especially in the larger sizes, already in such small compass.

The following is a comparison:—

	1911	1910
Prunes—30 to 40's	16	12¼-13
—40 to 50's	15	11¼-12
—70 to 80's	10	10¼
—80 to 90's	9½	8½-9½
—90 to 100's	9	9

LOOKING AFTER CREDITS.

Work of Canadian Credit Men's Association—Forming Adjustment Bureau.

Winnipeg, Nov. 22.—The Canadian Credit Men's Assn. Limited, has evolved from the Canadian Credit Men's Association which was born in Winnipeg 18 months ago. H. H. Piggott is president, R. R. Wilson vice-president, and Henry Detchen the secretary. Now that the association is incorporated, the adjustment bureau will go into immediate effect. The only difficulty standing in the way, is the securing of the services of a satisfactory adjustor. This department will look after the investigation of weak accounts, and the handling of the proceeds of sales carried out in accordance with the Bulk Sales Act; the control of businesses where extensions have been granted and the liquidation of estates that have become insolvent. It is hoped that when this branch of the association is running, that considerable saving will be effected for all concerned, and that prompter distributions will be made amongst the creditors interested.

There is at present in the hands of the printers the draft of a diary, which will be published soon, containing a digest of the laws affecting credit men with important decisions dealing with the Assignments Act, Bulk Sales Act, sale of goods, exemptions, Chattel Mortgage and Bills of Sale, partnerships Joint Stock Companies, Foreign or Extra Provincial Corporations, King's Bench Act, Prosecution of Fraudulent Debtors, Mechanics' Lien Act, lien notes and conditional sale of goods, limitations of actions, interest, and various forms in daily use by credit men. The diary will also provide a space for daily memoranda, interest tables, etc. It will be the only book of its kind published in Canada.

Nuts

Handling Confectionery Systematically

Results Obtained by Kelowna, B.C., Dealer—Advises Care in Weighing—Sells High-class Lines — Use of Silent Salesmen—A Splendid Profit-producer.

*By Geo. S. McKenzie, Kelowna, B.C.

A grocer should handle confectionery because it belongs essentially to his particular business; he should handle it because of the profits which accrue from a properly conducted department and he should handle confectionery, and good confectionery, because of the boost it will give his business in increasing his good trade and interesting his best woman patrons.

The usual way a grocer handles confectionery is to carry lines of candy which he displays more or less in pails or in a showcase and better lines in a showcase in the original boxes which cannot help but get mussy. Or he keeps it in the original boxes behind the counter or on the ledge and makes no effort to push sales.

Over-weight Given.

It is also customary to give too much for the money rather than appear "small" or stingy by weighing out each separate sale.

To my mind, the correct method of handling confectionery and making it a paying proposition is as follows: Have a good silent salesman with a top section for trays, in which empty your five pound boxes of best chocolates to sell at say 50 and 60 cents per pound "and put a price ticket on them." Adhere strictly to the price, weighing each sale and refusing to sell less than a quarter-pound.

Advises Showcases.

In the lower portion of the silent salesman display your package confectionery, pricing each variety. Have another smaller showcase in which display gross goods which appeal to the children and which yield a fair profit selling at one cent each. Have one or two small upright cases in which to display five cent goods, such as nut bars and milk chocolate. Besides this there are the ordinary cheaper varieties selling at about twenty-five cents per pound which can be sold in smaller lots of five and ten cents, such as hard chocolates, caramels, creams, etc.

Results Experienced.

We have followed this plan, having displayed the last mentioned in modern bin fixtures behind the counter with the following result: The sale of gross goods, nut-bars and other five cent sellers has increased a little (we used to display these openly and lost a lot from lifting).

*Winner of Fourth Prize in The Grocer's Confectionery Contest.

The twenty-five cent lines have remained about as before, whereas the package chocolates have increased about twenty per cent. But where I claim the profit on confectionery warrants a grocer handling it, if for no other reason, is the increase in sales in the better grade of bulk chocolates. We formerly handled one line at fifty cents. We now handle two lines at fifty and sixty cents and where we used to sell twenty pounds at a doubtful profit, we now handle one hundred pounds at a good, safe, fair margin.

Trade and Profit-getter.

Of course in an eastern town the result might not be so noticeable, but from my point of view, a British Columbia store handling high class goods and catering to the best class of customers, confectionery is an essential, a trade-getter and a profit-maker.

A RUN ON FIGS.

Montreal Wholesale House Experiences This Situation—Different From Last Season.

Montreal, Nov. 23.—(Special)—Why has there been a run on figs? Likewise, why was there a run on table raisins last year? and generally speaking why is the demand concentrated on one kind

of dried fruit this year and on another, the year following?

These questions were asked by the representative of a wholesale house who remarked that the firm was sold out of figs although there had been no diminution in the orders for the year, and that they could easily sell fifty per cent more than they had already disposed of. Last season figs were a little off in flavor, at least they seemed to be, for this particular house offered a quantity at a reduction when the warm weather began to assert itself last summer. This did not affect their purchases this year, however, and now they are cleaned out. Another firm reports a good demand for figs, but states that the first shipments of Malaga raisins have been attracting particular attention and some lines are now exhausted.

The experience of the first informant is to the effect that last year it was table raisins that went particularly fast while the year before fruit was very slow in coming to its own and that it was not until after the holiday season that the bulk of the trade was felt and to such an extent that a large additional quantity had to be purchased.

Have any other firms experienced these situations?

George Lorenz, of Hanover, Ont., has sold his general store to E. H. Lorenz, his son, who has been connected with the business there and in Elmwood for the past twenty years. George Lorenz conducted the branch at Elmwood for 11 years, when it was under the management of Mrs. E. H. Lorenz.



What do You Use for a Butter Taster? Here is a Grocer Handling the Slicing Knife to a Possible Purchaser.

Many Western Farmers Short of Labor

Although Value of Western Crops Greater Than Ever Before
Several Farmers Have Been Held up Through Lack of Help—
Splendid Building Prospects—\$31,800,000 of Wheat Already
Delivered.

(Special Correspondence.)

Winnipeg, Nov. 23.—Business and building prospects are very bright. A number of large business buildings are planned and there promises to be quite a boom in erection of residences next spring.

The cause of this expansion and of this confidence in the immediate future is the fuller realization of the value of the crop. A careful calculation as to the value of the wheat already marketed, or which has passed inspection, on the basis of current prices, during September and October, shows \$31,800,000. This is a substantial sum for the preliminary deliveries of a big crop. There is no longer any concern as to the value of the crop being larger than ever before, but anxiety does exist with regard to the safety of many acres on which the stooks are still standing unthreshed.

Labor Difficult to Obtain.

The amount of wheat inspected, to the end of October, was 35,093,050, as compared with 33,106,870 last year. But though the harvested and threshed crop is heavy, there never was a time when so much grain still lay out in the fields waiting for labor to take it off. In Saskatchewan, outfits are idle in some cases for want of labor, and this seems regrettable in view of the fact of hundreds of men returning east. This migration homewards of so many laborers is due to the cold. They come to give their services in the normal harvest season when the weather is not cold. If they remain for the November threshing they will be put to the necessity of buying warmer clothing. This is but one of the excuses many of them make for returning home. Others feel aggrieved because of having to pay for their board during the time the weather makes threshing operations impossible. The net results of the labor shortage will be serious.

Railways and Crop Moving.

From the returns of the grain inspection department at Winnipeg, the distribution of the traffic is ascertainable, and a report issued by that department shows the amount of the crop that has been handled by the several Western roads as follows:

September 1 to October 31.

Road	Crop of 1911	P.C. of Crop
C.P.R.	19,979 cars	54.4
C.N.R.	12,687 cars	34.6
G.T.P.	2,881 cars	7.8
G.N.R.	1,165 cars	3.2

Total 36,712 cars.

Road	Crop of 1910	P.C. of Crop
C.P.R.	21,474 cars	61.6
C.N.R.	10,658 cars	30.6
G.T.P.	2,124 cars	6.1
G.N.R.	590 cars	1.7

Total 34,846 cars

C.P.R. Decrease	1,495 cars
C.N.R. Increase	2,029 cars
G.T.P. Increase	757 cars
C.N.R. Increase	575 cars

SASKATOON'S POPULATION.

Saskatoon, Sask., Nov. 23.—The Government census figures did not at all touch a popular chord in Saskatoon. As a result they have taken the census under municipal direction and have carefully checked the results. In fact, the commissioner of the Board of Trade is now engaged in checking off a supplementary list of a thousand names. The final result will show Saskatoon to have a population of 19,000, in place of 12,002. Don't forget the two. As a small boy remarked to his mother: "Wasn't it a good thing that Mrs. Jones had twins to make up the two?"

The city took the census on October 25th, the actual count being 19,300.

Grocers Should be Put Right in Public Eye

Members of Association Think Effort Should be Made to Show
Public They are Not Exacting More Than Fair Profit—Incorrect
Prices Quoted by Daily Papers—Peddlers Not Made Obey Dis-
play By-law—New Members Added—Smoker in December.

Toronto, Nov. 23 (Special).—The Toronto Retail Grocers in monthly session at the Temple Building on Monday night discussed a number of problems of interest to the trade.

President Wm. C. Miller was in the chair.

G. W. Hall commented on the report of the Vegetable Growers' Association, in which they accused the "middleman" of exacting an exorbitant profit on their goods which went through his hands, and recommended that the council should follow the example of some United States cities, by buying these goods from the grower and make arrangement for distributing them to the consumer.

"I think these reports that are being sent out broadcast to the public should be denied," declared Mr. Hall, "for it is true that the grocers are not getting more than a fair profit on them."

Incorrect Prices in Papers.

"The market reports of nearly all the daily papers are also unfair to us. Because these reports go out to the farmers and producers, the figures given by the commission and wholesale men are generally clipped low and the city people reading them expect to get their goods at those prices."

D. W. Clark drew attention to one daily paper which had pointed out to readers that while certain berries were selling at 10 cents up town, they could be bought for 6 cents at the Yonge St. fruit market. That day he had paid 9 cents for his supply.

Neil Carmichael thought it would not be a bad idea to form a committee to approach the daily papers in an effort to get more correct prices quoted.

Display Law Violated.

Mr. Carmichael complained that while grocers were being forced to comply with the sanitary display law, the peddlers were allowed to travel all over the city without complying with the law in respect to them. He did not think it fair that only one portion of the trade should be obliged to comply with regulations.

"This new display law was enacted with a view of giving us redress by making the peddlers cover their goods," said D. McLean, "but apparently the peddlers are the ones who are being benefited by it."

On motion of N. Carmichael and R. Matthews, a resolution was passed that a committee wait upon the medical health officer and ask that the law be enforced upon the peddlers as well as the grocers. The committee appointed consists of Neil Carmichael, D. W. Clark and J. S. Bond.

Need of Publicity.

It was also advanced by Mr. Carmichael that the grocers should put themselves right before the public.

"I think the public should be acquainted with the fact that in dealing with hucksters they are helping those who do not live up to the sanitary display laws, and are purchasing goods that in most cases are not properly stored or handled. I think that the grocers should institute a publicity campaign to let the public know they are trying to obey the law in every particular."

It was decided to hold a smoker in St. George's Hall on Thursday, Dec. 14. The wholesale and retail trade will receive invitations. The executive have

charge of the arrangements, David Bell, R. W. Davies and Bailey Snow comprising the printing committee.

Membership Increasing.

The association organizer, Frank Johnston, proposed the following grocers for membership; G. J. Melhuish, Yonge St.; B. McHardy, Yonge St.; W. J. Gillespie, Crawford St.; T. F. Gibus, Shaw St.; J. W. Garner, Shaw St.; D. Knox, Shaw St.; W. Ross, Yonge St.; A. O. Gibb, of Gibb Bros., Yonge St.; A. Snider, Roncesvalles Ave.; R. A. Dutton, Roncesvalles Ave.; W. A. Island, Dundas St.; S. Bone, Davenport Rd.; R.

A. White, Church St.; R. Bell, Yonge St., and A. Good, Church St.

Comments.

"The peddlers are handling everything," said one dealer. "They are even selling haddie now."

"Customers are getting very particular about their goods," said C. F. Thorne. "A lady who was ordering haddie over the phone the other day, wanted to know if there was any dust on it."

"This is the first meeting I have attended," said Charles Page of Yonge St., "but the association has every appearance of being a live one and I intend to attend every meeting."

However, as before stated mentioning this subject is merely a hint to the retailer to arouse his attention to any loophole of this nature that may be costing him money.

The Refrigerator.

The refrigerator system in this store is worthy of comment. A glance at the diagram shows its position relative to the store and the meat department. It is built in the storeroom and receives ice on that side. The iceman draws up to the back door and fills the refrigerator without having to pass through the store proper. This work is done from the rear.

The refrigerator has two wide windows, one looking into the department the other into the main store. These windows are raised up and down and anything required is obtained without confusion. Besides, the articles contained therein are displayed to the entire view of customers. It will be admitted that this refrigerator has been well placed. It simply does the work of two and is close at hand to clerks in the store or in the provision department.

Buying Poultry.

Poultry forms an important part of the fall, holiday and winter trade in the meat department.

Mr. Bouthier stated he made provision ahead for his supplies, and was thus prepared for special demand. Quality in fowl is a necessity. People who depend upon their grocer for their goods expect consideration, and sales of old birds only acts as an obstacle to future business. As with other articles quality should be a first consideration.

Bright Fixtures.

The fixtures of this store are bright and attractive. There are more show cases than is usually found; confectionery and cakes, meats, in glasses, choice preserved fruits, etc., have their special silent salesmen, and there is another for tobacco. The shelving is well arranged, is attractive and there are no conspicuous vacancies caused by the neglect to replace goods that have been sold.

A concluding reference may be made to the fact that Mr. Bouthier endeavors to give the store customers a quick delivery, believing that satisfaction rendered in this manner is appreciated.

Jas. A. Macness, Chatham, Ont., who has been conducting two grocery stores, one on St. Clair St. and the other at the corner of Grand and Vanallen Ave., has closed the former, which was his original store, and moved his entire business to the Grand Ave. store. Mr. Mackness purchased his first business on the demise of O. I. Dolseh, a couple of years ago.

Preventing Customers Escaping Payments

In Some Stores a Customer Can Purchase in Provision Department and Leave Through Store Proper Without Settling—How a Montreal Store Overcomes This—Cashier's Office Looks Out Into Both Store and Department—Value of Cash Register—A Handy Refrigerator.

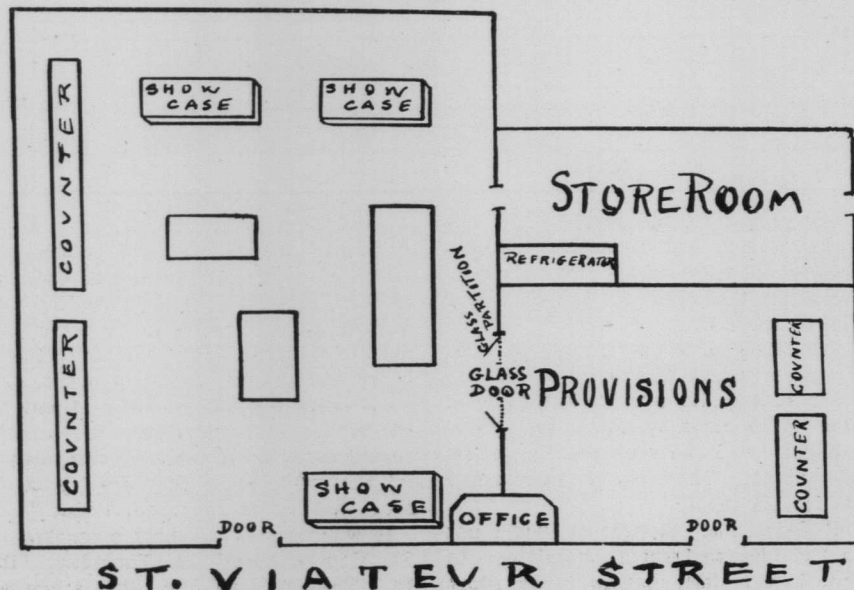
Montreal, Nov. 23 (Special).—On the subject of cash payments in a grocery store with an adjoining provision department, Albert Bouthier, manager of the Park Provision Co., St. Viateur St., believes that it is next to impossible for a customer to avoid paying for goods he or she purchases in either the store proper or in the provision annex.

The plan of the store as shown herewith is quite similar to those already referred. One marked exception is the office which is both in the store and in the provision department. There is a pay window looking out into each and the separating partition is almost entirely glass.

Hears Cash Register Ring.

Besides, there are two cash registers, one in the store proper, and the other in the department. When a customer makes a purchase of meat or provisions, the clerk gives her a ticket from the cash register and the payment is made at the office. The cashier has the entire place under her eye and if she suspected that people were trying to evade paying she has the warning ring of the register.

Again, those who make a purchase on either side have to pass before her to reach the other part of the store and, in addition, the office is close to the two street entrances.



Plan of The Park Provision Co. Store in Montreal. Note the Location of Office Between Grocery Store Proper and Provision Department.

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Established - - 1886

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John Bayne MacLean - - President.

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NEW MANAGER APPOINTED.

D. B. Gillies, for the past four years business manager of Industrial Canada, published by The Canadian Manufacturers' Association, has been appointed manager of The Canadian Grocer.

Previous to his engagement by The Canadian Manufacturers' Association, Mr. Gillies was connected for a number of years with The Canadian Grocer, first as editor and later as manager.

Mr. Gillies is familiar with the many problems confronting the grocery trade in Canada having called personally on the trade in every province of the Dominion.

We have outlined a progressive policy for 1912 and will add a number of new features which will make the paper more interesting and more instructive than ever before.

DRIED FRUIT SITUATION.

Those who purchased dried fruits early in the season have without doubt gained considerable this year. That is on the whole. There may have been an odd line which fell back slightly since the opening price, but these were the varieties which were high in price, and were accordingly dealt in cautiously. In general, the markets on dried fruits have been taking on a stronger tone since the first opportunity was presented to purchase.

Those who bought sparingly, or deferred purchases until now, will in several instances, have to pay higher prices than ruled earlier in the season.

A review of conditions in different commodities both here and in primary markets will be of assistance to dealers in deciding on their action if they have not as yet purchased what they consider will be necessary to run them through the season.

Valencia raisins are already held quite firmly on Canadian markets. They cannot be bought now at the figure they could earlier in the season. The market in Spain has been slowly but gradually rising in price from opening figure, and values there are about 2 cents above what they were at one time this season. With sellers in Spain even now firm in their ideas, it is only natural to expect a firm tendency here. Currants are also held with confidence, especially with a month of strong selling just ahead.

Prunes show no signs of wavering. They are in greater abundance than a year ago, but prices are still quite high. The pack has run into the smaller sizes, making the larger sizes, comparatively scarce, both spot and on the coast. The primary market would seem to indicate continued strength. While considerable purchases were made by Canadian houses earlier in the season around a 5½ cent basis they are now ruling at 6½ cent basis on the coast and 50s to 60s and larger ruling above that.

Peaches and apricots do not create a great deal of interest. They were not purchased freely, and only small stocks are held on Canadian markets. At the moment, on the coast, apricots are steady and peaches just slightly easier. The production of both this year was comparatively small. This would indicate firmness unless the high price curtails selling and causes prices to ease to force sales.

California seeded raisins have been easy for some time, and are now. The fact is, they opened quite high. Just how far seeded raisins will have to go before the market begins to react is a question. With the big sales in prospect spot goods should hold steady at least over the festive season. Seedless varieties show no weakness in values.

Figs have so far this year met with good reception. Some houses, on account of the "off" season of last year, bought sparingly, so that the future appears quite firm. The markets have been cleared up pretty well on old dates and the new stock has been eagerly awaited.

As usual there has, on the whole, been some wide fluctuations since opening prices. The markets now, however, appear more settled. On the whole, the future appears firm, and Valencia raisins, currants and prunes already bought look like good property, while others appear almost as much so.

SEASON TO PUSH LEMONS.

From the time the warm weather begins to slacken off in early fall, there is a tendency among grocers to give little or no attention to lemons.

The fact of the matter is that once the temperature begins to drop back it needs to swing to the opposite extreme in order to again revive the demand for lemons. The weather must be either hot or cold.

The weather dial has now swung far enough in the direction of the zero mark to warrant dealers again giving attention and prominence to this line. With changeable weather now prevailing, colds are not infrequent and the good old remedy, hot lemonade, is resorted to.

Again in many sections, poor water causes an increased consumption of this drink. The favorite lemon pie also assists in the consumption of lemons, so that, everything considered, the grocer has good reason to push sales of this line just now.

New crop Messina lemons of good quality are now on Canadian markets. The fact that "the new lemons are in" should also help to some extent in their sale.

NEW DATES ARRIVE.

After some delay, the first shipment of new crop dates has arrived at New York and has been brought on to Canadian markets. Old stock had been pretty well cleaned up, so that the first steamer was awaited. Jobbers had a good-sized portion of their shares of first arrivals sold ahead. Retailers are now featuring this line to good advantage.

Prices on Persian dates are considerably higher than last year, the highest in fact for several years. This is

due in the first place to the short Persian crop and secondly, the Turko-Italian war has so greatly increased risks in Eastern water shipments that shippers of dates have had to pay much more on insurance and freight charges than in normal years. Thus, the higher price to the retailer. One redeeming feature however, is that the stock is of excellent quality.

The new dates now held are of the advance shipment. The larger and later shipments will come at a slightly lower figure, about 1/2 cent below the first. The second steamer will arrive about December 8.

A SIDE-LINE FOR WINTER.

During the winter months some grocers make a Saturday special of sausages, with good results in most cases. Arrangements are made with some manufacturer for a supply on Saturday morning, and on Friday afternoon, the clerks tell customers about the supply for the morrow, and orders taken then are among the first filled.

The success of the attempt will depend largely upon the location of the grocer, and upon the manner with which he takes up the proposition. The writer knows of several grocers who built up quite a Saturday trade in this article. It did not amount to a very great deal, but it amply paid for the extra effort, and customers came to like the easy arrangement by which they could secure this change of meat diet. Most of the sales were apparently for the Sunday morning breakfast.

ANOTHER UNINFORMED.

No less a personage than C. C. James, Deputy Minister of Agriculture for Ontario, has come out against the retailer dealer. He urged elimination of the middleman at a meeting of the Ontario Beekeepers' Association held recently, and thereby classes himself among the mass of uninformed on trade conditions.

Mr. James recommended the beekeepers "to go in with the consumer by organization and thus share the middleman's profits between them."

As The Grocer has emphasized in the past, business done through the channel of wholesale and retail dealer has been proven to be the most economic method.

"Share the profits of the middleman!" says C. C. James. Does Mr. James stop to consider that if the beekeeper went direct to consumer he would have to figure on a much higher expense in marketing his goods; that he would continually be up against hundreds of "poor pays" whom now the much abused dealer has to contend with? Has Mr. James any idea of the extra work, worry and expense the beekeeper would experience in distributing his product; in looking after accounts, book-keeping, shipping, expense in postage, stationery, etc.?

If the beekeeper is wise he will continue to sell through established trade channels where he is practically sure of his money, where work, worry and expense is reduced to a minimum and where he has plenty of time to attend to his bees.

There has been altogether too much talk lately about "eliminating the middleman." And what is it all about? Merely for effect. The masses hear and read about it and think there is another champion of their rights established.

The dealer—if he is called the middleman—will never be eliminated. If the consumer stops to think about it he will be the last man on earth to attempt to do without

the "family grocer"—the man around the corner ready at a moment's notice to supply his smallest want.

KEEPING PACE IN COLLECTIONS.

Some grocers state they have not found collections better than ordinary years. There has been work for every laborer during the past twelve months, and during the summer vacancies went begging for men. This would lead one to expect the average family is possessed with more money than is usually the case.

Business on the whole has been heavy throughout Canada, showing that more money was spent this year, but several Montreal travellers have remarked that the trade they meet are not enthusiastic over conditions. Collections are fair, but not as good as might be expected. The people have earned more money, but they have likewise spent it almost as readily as it came in. Clothes, excursions, picnics and other outlets could account for a great deal of the money that was made. The wise grocer pressed for his money while it was being made, and he begins his Christmas trade with a sense of security.

There is no pessimism expressed, for there are no grounds for it, but some retail grocers have remarked that while the people made more money during the past year they spent more than usual, and while generally speaking they are in a better position with the beginning of winter, a little more thrift would have left them even better prepared for the season when outdoor labor is almost out of the question.

ASSISTING THE CLERK.

"I often tell my clerks to take The Grocer home with them and read it carefully. There are many good things in it that would be useful to them. I obtain many good points from it myself, especially in regard to the markets."

This statement, coming from a prominent grocer in eastern Quebec, Ernest May, of May & Houlahan, Sherbrooke, can be read by many of the trade throughout the country with profit to themselves. The education of the clerk should receive the proprietor's careful attention. He owes it to the young man who has chosen a walk in life which is admittedly none too alluring at the start. Besides, the trade in general is uplifted with every improvement in the individual, and, lastly, the grocer himself is a direct beneficiary. As his clerk advances the employer may expect from him better salesmanship, a keener interest in the business and a better comprehension of groceries and the grocery trade. Mr. May has the right idea, and it is suggested that others may profit by some encouragement to their clerks to improve themselves.

EDITORIAL NOTES.

Grocery dealers, in common with other retailers, sometimes complain of the inroads the department stores make into their business. It is worth noting that all the large Montreal department stores advertise their grocery department well, while but a small number of the regular dealers consider it worth while to let the people know what special Christmas lines they are carrying.

* * *

The Canadian dealer should give every attention to the quality and purity of the goods he buys. He should know definitely whether any food is adulterated, by what and how much. He owes it to his customers to sell them pepper when pepper is asked for, and not shells and pepper.

A Cash Business as Opposed to Credit

Can it be Successful in Town of 4,000, Where all Other Grocers Give Credit?—Prominent Merchant Says it is Possible in Any Town if— — An Interesting Patent Medicine Experience.

*By Henry Johnson, Jr.

Henry Johnson, Jr., Canadian Grocer:—

Dear Sir,—Referring to item in Grocer of Oct. 20, "Advice on Changing to Cash Business," would you please answer another question? In a town of 4,000, where all the other grocers give credit and time, ranging from a week to several months, can a man make a success of a strictly cash grocery business without cutting prices on some lines or giving a cash discount on some lines? I think the above will be of general interest to readers of The Grocer.

Yours very truly,
C— H— N—

* * *

It is difficult to answer such a question intelligently and helpfully without knowing the town; but I may hazard the statement: Yes; but it depends on the man. One can make a success of a cash business in any town, provided he has in himself the elements of success. The fundamental error into which merchants are apt to fall lies in the intention to radically and suddenly change from credit to cash. Any sudden change is dangerous—even a change for the better. Maybe I can exemplify this by one of my experiences.

Handled Patent Medicines.

For upward of 20 years Johnson & Son carried a line of patent medicines and family remedies. It began in 1882 with a few of the staples of that day, and continued until 1905, when the department was sold out. The original stock did not exceed a dozen items, but we made it a practice to obtain new items as they were introduced, so that after a few years we had an assortment of probably 300 odd remedies. Of some we bought and sold heavily, handling jobbing quantities when we could obtain them. I have bought 2½ gross of some of the dollar preparations and sold them on special offerings for 79c, 81c, 88c, etc. The druggists' associations and the manufacturers often made it hard for us to get the goods, but we kept on for over 5 years after we had really serious trouble.

When I decided to do away with the department, the decision was based not on the trouble we had experienced but on two other important considerations. First; we had grown into a very high-grade, high-priced, exclusive credit trade

*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.

and the "patents" partook of a kind of bargain department not in keeping with our general business. Second, the fact that we had difficulty getting supplies put us in the embarrassing position of being constantly out of goods which we professed to keep.

Its Loss Was Felt.

The change was not made until after careful, thoughtful consideration; for we felt its importance. Here was a peculiarly clean department. We bought a dozen and sold a dozen—practically no waste or loss—about 96 per cent. of the goods were sold for cash without delivery—making the department very economical. Thus the 20 per cent. we averaged on the sales was very clean money—so it behooved us to think before we took that radical step. However, as I say, we did it; and, little as it amounted to in comparison with our whole business, we were immediately very strikingly astonished to note what a hole was apparently left where the department used to be. The great trade in "patents" was in the evenings; and, after doing away with the sale, for a considerable time it seemed to us that all our evening business had been patents. It was many months before we ceased to feel the loss of that trade.

Now note the points about that experience: Beginning in a small way that department had grown to be an integral part of our business. It was just as much a portion of our stock in trade, as much an item in the minds of those who knew us well, as was flour. Then, even after such difficulties as might have served to discredit that end of our business with part of our customers, after many had suffered disappointment and gone elsewhere for supplies, after careful thought of all consequences, we discontinued—and then suddenly we knew how much of a factor it had become.

An Important Decision.

If, now, this is the case with such a minor matter as one department which in no way hitches with the grocery business generally, does it not seem to you to be infinitely more serious to think of making a fundamental change which will inevitably affect every portion of your business?

It can be done, but first

Make SURE you want to do it and, second,

Go about it slowly, with careful thought for the future.

All of which may serve to explain what I mean when I say that one can make a success of a cash business in any town. The point I wish to dwell on is, that such business must be built up on cash lines, not jumped into by anybody. And the way in which it will be built up, the character reflected through it, will determine its measure of success. I am sure that a man can make just the same kind of success of a cash business as he can of a credit business, for the difference is not nearly so great as we are often inclined to think it is.

All in the Man.

You will immediately think of the big cash dealer of whom you have more or less intimate knowledge and information and you will be apt to say that such a man shows that the cash business is the right business if you know how to run it. I answer that the same man you refer to is successful because he is made that way and, had he done a credit instead of a cash business, he would have stood just as high above the rest of us as he now stands. It is the man—not any magic in the method.

* * *

Specifically to refer to the question of cut prices: Yes, you will make some special prices if you sell for cash, but actually you will not make more of them than you would as a live credit-giving man. When we sold "patents" we sold them on the average for 85c for the dollar preparation, 40c for the 50c preparation, etc. But this was actually about the range at which the druggist sold. The difference was that we displayed and advertised these things while the druggist cloaked himself in more or less mystery and pretended to get regular prices. I noticed only a few days ago an offer of a dollar-and-a-half article at \$1.10 for which we always got \$1.25. The actual cost was \$1.06, which is surely worse than anything even the cash grocer will do on sugar.

Profits Must be Watched.

What I want to get out of your mind is the idea that you can have such an immense leverage on price, if you are going to make any money for yourself. Suppose you do \$12,000 per annum, of which \$5,000 is presently credit. In the way of actual expense, what can you save through changing from Credit to Cash? Counting all time taken on these accounts and all wasted time on these matters, can you actually figure that you would save \$30 a month? If that is the extent of your saving, you have 3 per cent. to use in the way of a general reduction in your prices. Where will you put that percentage to make it show up strikingly to your trade? You can see it does not amount to anything.

You can do a cash business or a credit business anywhere; and the same ability

which will make you a success in one will aid you in the other. But the same firmness of character which is absolutely essential to your success in the cash business—the ability to say NO firmly yet without needless offence—will see you safely through the credit business. From which you may gather that it is my opinion that if you are not successful with credit you will not be successful with cash.

So, with your eyes open, with careful study of the question from all standpoints, after thoughtful consideration of ALL factors in your local situation, decide which kind of business you want to BUILD UP and then proceed carefully and industriously to BUILD. You cannot successfully PLUNGE or JUMP, and you will have some trouble and discouragement in either.

be permitted. Some of our most vicious trusts have killed honest competition by the use of these tactics.

"I believe it would pay the business men of this country to take a day off and help Congress establish a uniform standard of weights and measures for this country, and a law compelling the use of that standard with penalties for violation as heavy as that for counterfeiting the coin of the realm.

"The oil and the tobacco trusts are the most greedy the retail merchant has to purchase from, because they generally sell the consumer and retailer at about the same price. They maintain retail stores in nearly every city in the country. If the other manufacturers of the country adopted the tactics of the trusts mentioned, the end of the present year would see the end of the retail business in this country, with perhaps higher prices to the consumer, as they take all the consumer will stand now without driving him on the warpath."

Retailers Want Standard Package Law

This Was Asked of Specialty Manufacturers at Convention in New York—The Reasons Why—Some Manufacturers Criticised for Advertising Goods to Consumer at Price Showing no Profit to the Dealer—Offering Bonuses to Wholesalers' Salesmen.

New York, Nov. 23.—(Special)—The convention of the American Specialty Manufacturers' Association held on Thursday and Friday of last week considered some important questions affecting the trade. Among these were, "National Legislation on Weights and Measures," "Food Legislation from the Standpoint of Justice," "Elimination of the Jobber," "Standard Package Law," "Free Deals to Jobbers," "Contract Selling Plan," "Leaders at Cut Prices," etc.

The new officers elected were:— President, Walter H. Lipe, Beech-Nut Packing Co., Canajoharie, N.Y.; first vice-president, Louis Runkel, Runkel Bros., Inc., New York; second vice-president, A. J. Porter, Shredded Wheat Co., Niagara Falls; third vice-president, W. M. McCormick, McCormick & Co., Baltimore; treasurer, Louis H. Soule, the Bon Ami Co., New York.

The Dealer's Profit.

Secretary John A. Green, of the National Association of Retail Grocers referred to package goods advertised to the consumer at cost or below it by some manufacturers.

"I have received more than 50 letters from various sources complaining about these advertised goods. They hurt the retail dealer because the consumer sees them and demands to have them at the cost price. The retailer has to explain. The consumer, as like as not, smiles cynically and takes away his patronage. He may owe a bill, too. This matter of advertised goods at cost as a flyer is an injustice to the dealer. We as retail grocers are the outlet, the medium through which the goods of the manufacturer are distributed to the consumer.

"I have sought a conference with manufacturers and jobbers, and I believe that a meeting between all of us would be of benefit to the entire trade. I have looked into the co-operative system of doing business in Europe, and

God forbid that we should try those methods here. In this country you cannot eliminate the jobber. He is here to stay."

To Offset Political Talk.

"It is your duty, and it is my duty to see to it that the consuming public is protected," said George B. Wason, president of the National Wholesale Grocers' Association. "Our vocation in life is not only to make money out of our business, but our special line gives us the opportunity to help our neighbor, our state and country; by so doing, we elevate our business to a high plane—a plane beyond criticism. It seems to me that it is up to the manufacturer and wholesale grocer to show the common people just why food products are higher, instead of letting a lot of politicians lay the blame on us. No legitimate manufacturer or jobber is getting excessive profits on the goods he handles. I believe the people to-day are, and have been for years, wasting the natural resources of this country.

"The tendency of the times is for our people to flock to the city and become consumers and not producers, and if we cut our producing force down 50 per cent. and raise our consumption it is easy enough, and it will not need a very great mathematician to figure out that food products must be higher, for it is an undisputed fact that the farmer feeds us all."

A Standard Package.

"I believe a federal law," declared Jno. W. Lux, president of the National Association of Retail Grocers, "compelling the use of standard packages for goods sold in cartons or packages would greatly relieve the honest manufacturer and protect the consumer as well. The present plan of manufacturers to start in a 16-ounce package, then to reduce it to 14 ounces, and finally to 12 ounces or less, is ridiculous. The idea of the manufacturer boosting the sale of the short package by giving a premium should not

Would Stop Free Deals.

J. H. McLaurin, president of the Southern Wholesale Grocers' Association, said that bonuses and free deals represent only two of the many ills in the problem of the distribution.

"This is a propitious time to put before you the injustice and irregularity of the free deal. A free deal is the method by which some manufacturers seek to secure a wider distribution of their product. The free deal is more often than not unprofitable to the jobber. The handling of it causes him loss, and is furthermore of no advantage to him. Therefore he does not take kindly to it. We believe the manufacturer is broad-minded enough to see when injustice has been done, and he will not needlessly burden the jobber with things that are unprofitable. Our association has gone on record as refusing to handle the free deal packages. This is our policy. We shall stick to it.

Bonuses to Jobbers' Salesmen.

"The matter of bonuses to jobbers' salesman," he said, "is unjust and un-business like. It is the passing over the head of the jobber by the manufacturer who desires the salesman of the jobber to do a special service for him for compensation. The salesman who accepts the bribe of the manufacturer is dishonest to his employer, the jobber, and serves to demoralize the sales force."

B. F. Kastner, Sebringville, Ont., has disposed of his business to John Taylor and J. Barthel.

Nova Scotia has a large crop of apples this year and not only does it almost constitute a record as to quantity but the quality is good. It has been estimated that 1,500,000 barrels will be the total crop.

Latest Review of the Grocery Markets

New Season's Dates Arrive on Canadian Markets—Old Stock Was Pretty Well Cleaned up—Dried Fruits and Canned Goods Continue Steady—Prunes Score an Advance in Montreal—Some Canned Fruits Higher There Also—Rice Steady at Last Week's Advance—Sugar Shows no Change.

QUEBEC MARKETS.

POINTERS—

Molasses—Price up 2c.
Prunes—Sharp advance.
Brooms—Up 25c per doz.
French Alimentary Pastes—Up.
Canned Fruits—Some higher prices.

Montreal, Nov. 23.—A feature of this week's grocery markets is the continued activity in all lines of dried fruits. The demand is heavy and deliveries amount to substantial total these days. There is a firmness in fruits that is worth noticing. A sharp advance in prunes during the past week and the promise that prices are practically certain to reach a higher figure during the coming week are facts that the grocer cannot overlook no matter how well supplied he may be.

Another point worthy of notice is the tendency of preserved fruits to assume stronger feeling. It is known that jams are pretty well exhausted, at least this is the report of more than one house. Just now canned strawberries, raspberries, Lawtons and others are firmer and well it is a long time until next June when the new fruit will be on the market. The fact that jobbers are refusing to dispose of their stocks of strawberries at good lump sums is in itself an indication of what may be expected. The grocer who is not well supplied in dried fruits and canned goods will hardly gain anything by a further delay in the purchase of his requirements.

Sugar.—The market continues unchanged. The U.S. market gave evidence of weakness of late, but locally the opinion holds that prices will scarcely change for a time. Buying seems to be of the hand-to-mouth variety.

Granulated, bag	5 85
" 25-lb. bags	5 90
" Imperial	5 70
" Beaver	5 75
Paris lump, boxes, 100 lbs.	6 55
" " 50 lbs.	6 65
" " 25 lbs.	6 95
Red Seal, in cartons, each	0 35
Crystal diamonds, bbl.	6 55
" " 100 lb. boxes	6 65
" " 50 lb. "	6 75
" " 25 lb. "	6 95
" " 5 lb. cartons, each	0 37
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37
Extra ground, bbl.	6 30
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 70
Powdered, bbl.	6 10
" " 50-lb. boxes	6 30
Phoenix	5 85
Bright coffee	5 60
No. 3 yellow	5 60
No. 2 "	5 60
No. 1 "	5 60
bags	5 45
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses.—Another advance in the price of molasses testifies to the strength of this market. The new

crop will not be ready for delivery before February. Recent heavy sales have been made at a figure 50 per cent. higher than last year's opening price. Molasses have been influenced by the high price of sugar and the fancy grade is firm. Advances locally have been made for both fancy and choice, and there is every reason to look for their maintenance. The corn crop in the Barbadoes has been a good one, but sugar has been holding on so well that molasses was bound to be firm. The demand for syrup is seasonable and steady.

Fancy Barbados molasses, puncheons	0 38	0 40
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 34	0 36
" " barrels	0 37	0 39
" " half-barrels	0 39	0 41
New Orleans	0 25	0 28
Antigua	0 20	0 20
Porto Rico	0 40	0 40
Corn syrups, bbl.	0 03	0 03
" 1-bbl.	0 03	0 03
" 2-bbl.	0 03	0 03
" 34-lb. pails	1 75	1 75
" 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
" 5-lb. " 1 doz.	2 75	2 75
" 10-lb. " 1 doz.	2 65	2 65
" 20-lb. " 1 doz.	2 60	2 60

Dried Fruits.—A number of features are noticeable in this market. Prunes are higher and there has been no voice to suggest that this fruit will not continue to go higher. Some shippers were unable to fill their orders to a greater extent than 75 and 80 per cent. and supplies are limited. Thirties to forties were short in supply some time ago and the small grades were fairly plentiful. Now, conditions are reversed and there has been a run on the smaller varieties. Europe has bought heavily of the United States crop and Italy has been heard from with a strong demand for the smaller fruit. This is unusual and is an evidence of the failure of the Bosnia crop to meet the Italian demand. Last summer, it will be remembered, that 90-100's sold as high as 18 cents. Where it might be asked, will the price be at the same time next year? A prominent dried fruit man holds that the best value in raisins can be secured this year by buying fancy seeded raisins and remarked that his customers seem to be of the same opinion. The market is unique in the fact that the grades usually quoted at a low price are higher than those which in an ordinary year command a high price and which are now easier. Currants remain firm, peaches, apricots and pears are steady and of good quality.

Evaporated apricots	0 27	0 24
Evaporated apples	0 10	0 11
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19

Currants, fine filistras, per lb., not cleaned	0 07	0 07
" " cleaned	0 7	0 08
" 1-lb. packages, fine filistras, cleaned	0 08	0 09
" Filistras, per lb.	0 09	0 09
" Vostizzas, per lb.	0 08	0 10
Dates, 1-lb. packages	0 07	0 08
Dates, Halloween, loose	0 05	0 05
Figs	0 11	0 11
Figs, 3 crown	0 07	0 10
Figs, 4 crown	0 08	0 10
" 5 crown	0 08	0 13
Figs, 6 crown	0 09	0 14
Figs, 7 crown	0 10	0 15
Figs, 9 crown	0 14	0 17
Comadre figs, about 33-lb mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10	0 11
Glove boxes, 10-oz., per box	0 07	0 07
Prunes—		
30-40	0 16	0 16
40-50	0 15	0 16
50-60	0 13	0 14
60-70	0 12	0 13
70-80	0 11	0 12
80-90	0 11	0 11
90-100	0 10	0 11
Raisins—		
Choice seeded raisins	0 09	0 10
" fancy seeded, 1-lb. pkgs.	0 10	0 11
" loose muscats, 3-crwn, per lb.	0 08	0 08
" " 4-crown, per lb.	0 09	0 09
Select raisins, 7-lb. box, per box	0 53	0 53
Sultana raisins loose, per lb.	0 12	0 12
Sultana raisins, 1-lb. cartons	0 13	0 13
Malaga table raisins, clusters, per box	2 50	2 75
Valencia, fine off stalk, per lb.	0 80	1 90
" select, per lb.	0 07	0 08
" 4-crown layers, per lb.	0 08	0 09

Nuts.—Bordeaux halves walnuts of last year's crop are quoted at lower price. Brazils are slightly higher, as are also Tarragona almonds. Valencia shelled almonds new crop are quoted at a fair price and meeting a good demand. There is, in fact, a brisk business in nuts just now and it will surely continue through the holiday season.

In shell—		
Brazils	0 18	0 19
Filberts, Sicily, per lb.	0 11	0 12
" Barcelona, per lb.	0 10	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Grenoble, per lb.	0 18	0 19
" Marbots, per lb.	0 13	0 14
" Cornes, per lb.	0 10	0 11
Hungarian	0 13	0 15
shelled—		
Almonds, 4-crown selected, per lb.	0 35	0 37
" 3-crown " "	0 32	0 34
" 2-crown " "	0 31	0 32
" in hazel standards, per lb.	0 27	0 28
Valencia shelled almonds, new crop	0 33	0 35
cashews	0 15	0 17
Peanuts—		
American—		
Coon, roasted	0 09	0 09
Coon, green	0 08	0 08
Diamond G, roasted	0 10	0 10
Diamond G, green	0 08	0 09
Bon Ton, roasted	0 12	0 13
Bon Ton, green	0 11	0 11
Sun, roasted	0 11	0 11
Sun, green	0 10	0 10
Spanish, No. 1	0 12	0 12
Virginia, No. 1	0 16	0 16
Pecans, jumbo	0 16	0 18
Extra large pecans	0 15	0 17
Pistachios, per lb.	0 05	0 05
Walnuts—		
Bordeaux halver, bright	0 33	0 35
Broken	0 28	0 30

Tea.—Firmness prevails in the tea market. Prices are stiff and the supply is limited. The manager of one firm, illustrating this condition, pointed to his Japan tea shelves, stating that he had only four samples instead of two shelves of tins as is usually the case.

According to consular reports, black tea shipments from Ceylon to the United States for the first nine months of 1911, totalled 6,465,645 pounds, an increase of 1,309,932 pounds over the same period

THE CANADIAN GROCER

last year. Canada received 4,384,187 pounds, an increase of 305,671 pounds and much of this quantity was for the United States.

One report on Ceylon tea says the shipments to the United Kingdom up to October 2 were 1,500,000 lbs. below the shipments for the same period last year. During the three last months of 1910, shipments were small indeed, and there is but little doubt that last year's total will be reached before the end of December. Considering that the total crop for 1910 was behind the previous year to the extent of 8,000,000 pounds, it would have been serious for distributors of Ceylon tea had this year's crop again shown a shrinkage; as it is, with probably the same quantity as last year forthcoming, the present high prices are almost certain to be maintained for many months to come.

Coffee.—Market conditions are practically unchanged. Prices remain high, but there is a good steady demand reported from the trade. The primary market shows slight changes, but for the most part nothing has occurred that will affect the retailer.

Mocha.....	0 25	0 28	Santos.....	0 22	0 24
Bio.....	0 21	0 23	Maracaibo.....	0 25	0 26
Mexican.....	0 25	0 28			

Spices.—Spice grinders report a brisk business with prices firmly held. The trade is now passing through a good season which accounts for the keen interest being shown in the market.

Allspice.....	Per lb	0 13	0 18	Cream of tartar	0 25	0 32
Cinnamon, whole	0 16	0 18	Ginger, whole	0 17	0 30	
" ground	0 15	0 19	" Cochin	0 17	0 20	
Batavia cinna-			Mace.....	0 05	0 85	
mon.....	0 25	0 30	Nutmegs.....	0 25	0 60	
Cloves, whole...	0 25	0 35	Peppers, black	0 16	0 18	
" ground..	0 23	0 35	Peppers, white.	0 22	0 27	

Peel.—A steady demand is felt for peel which is now at the height of its season. Prices are firm.

Lemon.....	0 11	0 12	Citron.....	0 14	0 15
Orange.....	0 11	0 12			

Brooms.—Still another advance in the price of brooms. This time it is 25 cents a doz., and the market is firm at the rise. Those who have followed this market remember the references made to it but a short time ago.

French Alimentary Pastes.—An advance of three francs per 100 kilos has been announced in French alimentary pastes. The kilo is equal to 2 1-5 lbs. and the franc has a value equal to twenty cents for practical purposes.

Rice and Tapioca.—Reports from Rangoon say 363,000 acres under rice have been destroyed by heavy floods in Lower Burma. There may be 100,000 acres replanted. The acreage of the crop from which exports are being made amounts to 7,485,853, the total quantity being about 2,500,000 tons. There will probably not be over 2,000,000 tons available for export when the present crop matures. The supply of rice now available for export is nearing exhaustion on

account of unprecedented demands from China, Java, and other countries. Only small quantities are available for export. Any attempt to purchase 5,000 tons or over would cause prices to go up still higher. There is grave danger of a rice famine in Burma until the new crop is harvested. Retail prices have advanced 50 per cent.

Rangoons—		
Rice, grade B, bags, 25 lb	3 65	3 75
" " " " " "	3 65	3 75
" " " " " "	3 65	3 75
" " " " " "	3 75	3 85
" " " " " "	3 90	4 00
" " " " " "	3 55	3 65
" " " " " "	3 55	3 65
" " " " " "	3 85	3 75
" " " " " "	3 70	3 80
Fancy Patna—		
Patna polished.....	3 85	3 95
Pearl.....	4 10	4 20
Imperial Glace.....	4 60	4 70
Sparkle.....	4 70	4 80
Japans—		
Crystal.....	5 05	5 15
Snow.....	5 15	5 25
Ice dips.....	5 30	5 40
Carolina rice.....	0 68	0 69
Brown Sago, lb.....	0 05	0 06
Tapioca, medium pearl, lb.....	0 07	0 07
Seed, lb.....	0 64	0 08

Canned Goods.

Montreal.—There is a noticeable firmness in certain lines of canned fruits. For instance, rhubarb, strawberries, raspberries, and Lawtons, are all at a price much in advance of the opening figures. Spinach, beans, tomatoes, corn and peas, are vegetables that have left the opening prices behind, and as the season advances changes in prices may be expected, as various lines become exhausted. There is a good demand just now, and the shipping of canned goods is an unbroken labor. The grocer with a liberal supply of canned goods foresees a stock which will certainly not become cheaper. In fact, he is in a position to make money out of this department before next summer comes, if prices continue to advance as they have done this early in the season.

FRUITS

2s—Cherries, black, pitted, heavy syrup.....	1 92	1 55
2s—Cherries, black, not pitted, heavy syrup.....	1 92	1 55
2s—Cherries, red, pitted, heavy syrup.....	1 92	1 55
2s—Cherries, red, not pitted, heavy syrup.....	1 52	1 55
Gal—Cherries, red, pitted.....	8 12	8 15
Gal—Cherries, red, not pitted.....		
2s—Cherries, white, pitted, heavy syrup.....	2 02	2 05
2s—Cherries, white, not pitted, heavy syrup.....	1 62	2 10
2s—Currants, black, heavy syrup.....	1 97	2 10
2s—Currants, black, preserved.....	2 27	2 30
Gal—Currants, black, standard.....	5 27	5 30
Gal—Currants, black, solid pack.....	8 27	8 30
2s—Currants, red, heavy syrup.....	1 97	2 0
2s—Currants, red, preserved.....	2 27	2 30
Gal—Currants, red, standard.....	5 27	5 30
Gal—Currants, red, solid pack.....	8 27	8 30
2s—Gooseberries, heavy syrup.....	2 25	2 27
Gal—Gooseberries, standard.....	7 00	7 02
2s—Lawtonberries (blackberries), h. syrup.....	1 97	1 99
2s—Lawtonberries, preserved.....	1 97	2 00
Gal—Lawtonberries, standard.....	7 02	7 05
2s—Pineapple, sliced, heavy syrup.....	1 77	1 80
2s—Pineapple, graded, heavy syrup.....	1 77	1 80
2s—Pineapple, whole, heavy syrup.....	1 77	1 80
3s—Pineapple, whole, heavy syrup.....	2 32	2 35
2s—Raspberries, black, heavy syrup.....	2 0	2 12
2s—Raspberries, black, preserved.....	2 25	2 27
Gal—Raspberries, black, standard.....	7 25	7 27
Gal—Raspberries, black, solid pack.....	9 50	9 52
2s—Raspberries, red, heavy syrup.....	2 12	2 15
Gal—Raspberries, red, standard.....	7 25	7 27
Gal—Raspberries, red, solid pack.....	9 50	9 52
2s—Rhubarb, preserved.....	1 84	1 87
Gal—Rhubarb, preserved.....	2 0	2 0
Gal—Rhubarb, standard.....	3 90	3 90
2s—Strawberries, heavy syrup.....	2 40	2 50
Gal—Strawberries, standard.....	7 25	7 27
Gal—Strawberries, solid pack.....	9 0	9 25
3s—Apples, standard.....	1 10	1 10
3s—Apples, preserved.....	1 80	1 80
Gal—Apples, standard.....	3 05	3 05
Gal—Apples, preserved.....	5 30	5 30
2s—Blueberries, (huckleberries) standard.....	1 50	1 50

2s—Blueberries, (huckleberries) preserved.....	1 80
Gal—Blueberries, (huckleberries) standard.....	5 30
2s—Gooseberries, preserved.....	2 00
Gal—Gooseberries, solid pack.....	8 80
2s—Grapes, white Niagara, preserved.....	1 55
Gal—Grapes, white Niagara, standard.....	3 55
2s—Peaches, white heavy syrup.....	1 90
2s—Peaches, white heavy syrup.....	2 57
3s—Peaches, white heavy syrup.....	2 90
1s—Peaches, yellow flats, heavy syrup.....	1 55
2s—Peaches, yellow flats, heavy syrup.....	1 90
2s—Peaches, yellow flats, heavy syrup.....	2 60
3s—Peaches, yellow flats, heavy syrup.....	2 90
3s—Peaches, white, yellow heavy syrup.....	2 10
3s—Peaches, pie, not peeled.....	1 50
3s—Peaches, pie, peeled.....	1 70
Gal—Peaches, pie, not peeled.....	4 40
Gal—Peaches, pie, peeled.....	5 55
Gal—pe fruits, assorted, add 5 p.c.	
2s—Pears, Bartlett, heavy syrup.....	1 80
2s—Pears, Bartlett, heavy syrup.....	2 15
2s—Pears, Flemish Beauty, heavy syrup.....	1 80
2s—Pears, Flemish Beauty, heavy syrup.....	2 15
3s—Pears, Flemish Beauty, heavy syrup.....	2 40
2s—Pears, light syrup, globe.....	1 35
3s—Pears, light syrup, globe.....	1 75
3s—Pears, pie, not peeled.....	1 40
3s—Pears, pie, peeled.....	1 55
Gal—Pears, pie, not peeled.....	4 55
Gal—Pears, pie, peeled.....	4 10
2s—Plums, Damson, light syrup.....	1 90
3s—Plums, Damson, light syrup.....	1 30
2s—Plums, Damson, heavy syrup.....	1 05
3s—Plums, Damson, heavy syrup.....	1 45
Gal—Plums, Damson standard.....	3 55
2s—Plums, egg, heavy syrup.....	1 45
2s—Plums, egg, heavy syrup.....	1 70
3s—Plums, egg, heavy syrup.....	2 20
2s—Plums, green gage, light syrup.....	1 00
2s—Plums, green gage, heavy syrup.....	1 30
3s—Plums, green gage, standard.....	1 90
Gal—Plums, green gage, standard.....	4 05
2s—Plums, Lombard, light syrup.....	90
3s—Plums, Lombard, light syrup.....	1 30
2s—Plums, Lombard, heavy syrup.....	1 05
3s—Plums, Lombard, heavy syrup.....	1 45
Gal—Plums, Lombard, standard.....	3 55

Clover Leaf and Horseshoe brands salmon—
 1-lb. talls, per dozen..... 2 45
 1-lb. flats, per dozen..... 1 55
 1-lb. flats, per dozen..... 2 50
 After December 1st prices advance 2 1/2 cents per dozen.
 Other salmon—all talls—
 Red Sockeye, per doz..... 2 25 2 35
 Red Spring, per doz..... 2 00 2 10
 Cohoes, per doz..... 1 80 1 90
 Pinks, per doz..... 1 25 1 35
 Lobster—
 1-lb. flats, dozen, \$2.90; \$3.00; 1-lb. talls dozen, \$4.50, \$4.75
 1-lb. flats, dozen, \$5.00, \$5.10.
 Canadian sardines, per case..... 3 25 3 50
 Imported sardines, per case..... 7 00 26 00

Toronto.—Price changes in canned goods have been lacking this week. Deliveries of late canned goods still continue, and the retailer having his winter supply feels more secure. Already there are many lines which could not be duplicated at the price at which he bought. Most noticeable in this regard is tomatoes. Peas, beans, and corn, are other vegetables that have left the opening price. In fruits, strawberries and raspberries have advanced the most. There are none of these lines but which wholesalers consider goods worth having. With the situation in tomatoes and peas so well known, with jams and berries in small supply, and with the small pack of sockeye salmon and other features that have been mentioned before, general canned goods are good property. At least, this is the general opinion of the wholesale trade.

FRUITS

3s—Apples, standard.....	1 10
3s—Apples, preserved.....	1 80
Gal—Apples, standard.....	3 05
2s—Blueberries (huckleberries) standard.....	1 50
Gal—Blueberries (huckleberries) standard.....	5 30
2s—Gooseberries, preserved.....	2 00
Gal—Gooseberries, solid pack.....	8 80
2s—Grapes, white Niagara, preserved.....	1 55
Gal—Grapes, white Niagara, standard.....	3 55
2s—Peaches, white heavy syrup.....	1 90
3s—Peaches, white heavy syrup.....	2 90
1s—Peaches, yellow flats, heavy syrup.....	1 55
2s—Peaches, yellow flats, heavy syrup.....	1 90
3s—Peaches, yellow flats, heavy syrup.....	2 00
3s—Peaches, white, yellow, heavy syrup.....	2 10
3s—Peaches, pie, not peeled.....	1 50
3s—Peaches, pie, peeled.....	1 70
Gal—Peaches, pie, not peeled.....	4 40
Gal—Peaches, pie, peeled.....	5 55
2s—Pears, heavy syrup.....	1 80
3s—Pears, heavy syrup.....	2 40

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2s-Pears, light syrup, globe	1 35
3s-Pears, light syrup, globe	1 75
3s-Pears, pie, not peeled	1 40
3s-Pears, pie, peeled	1 55
Gal-Pears pie, peeled	4 55
Gal-Pears, pie, not peeled	4 10
2s-Plums, light syrup	0 90
3s-Plums, light syrup	1 30
2s-Plums, heavy syrup	1 05
3s-Plums, heavy syrup	1 45
Gal-Plums, standard	3 65
2s-Plums, egg, heavy syrup	1 45
2s-Plums, egg, heavy syrup	1 70
3s-Plums, egg, heavy syrup	2 20
2s-Plums, greenage, light syrup	1 10
3s-Plums, greenage, heavy syrup	1 50
3s-Plums, greenage, standard	1 90
Gal-Plums, greenage, standard	4 05

Group B is 2c less than above.

2s-Cherries, black, pitted, heavy syrup	1 92	1 95
2s-Cherries, black, not pitted, heavy syrup	1 52	1 55
2s-Cherries, red, pitted, heavy syrup	1 92	1 95
2s-Cherries, red, not pitted, heavy syrup	1 52	1 55
Gal-Cherries, red, pitted	8 52	8 55
2s-Cherries, white, pitted, heavy syrup	2 02	2 05
2s-Cherries, white, not pitted, heavy syrup	1 62	1 65
2s-Currants, black, heavy syrup	1 97	2 00
2s-Currants, black, preserved	2 27	2 30
Gal-Currants, black, standard	5 27	5 30
Gal-Currants, black, solid pack	8 27	8 30
2s-Currants, red, heavy syrup	1 97	2 00
2s-Currants, red, preserved	2 27	2 30
Gal-Currants, red, standard	5 27	5 30
Gal-Currants, red, solid pack	8 27	8 30
2s-Gooseberries, heavy syrup	2 25	2 27
Gal-Gooseberries, standard	7 02	7 04
2s-Lawtonberries (blackberries), h. syrup	1 72	1 74
2s-Lawtonberries, preserved	1 97	2 00
Gal-Lawtonberries, standard	7 02	7 05
2s-Pineapple, sliced, heavy syrup	2 25	2 25
2s-Pineapple, grated, heavy syrup	2 25	2 25
2s-Pineapple, whole, heavy syrup	2 25	2 25
3s-Pineapple, whole, heavy syrup	2 32	2 35
2s-Raspberries, black, heavy syrup	2 25	2 25
2s-Raspberries, black, preserved	2 25	2 25
Gal-Raspberries, black, standard	7 25	7 27
Gal-Raspberries, black, solid pack	9 50	9 52
2s-Raspberries, red, heavy syrup	2 25	2 25
2s-Raspberries, red, preserved	2 25	2 27
Gal-Raspberries, red, standard	7 25	7 27
Gal-Raspberries, red, solid pack	9 50	9 52
2s-Rhubarb, preserved	1 52	1 54
3s-Rhubarb, preserved	2 27	2 30
Gal-Rhubarb, standard	3 52	3 75
2s-Strawberries, heavy syrup	2 00	2 25
2s-Strawberries, preserved	2 05	2 25
Gal-Strawberries, standard	7 25	7 27
Gal-Strawberries, solid pack	9 50	9 52

VEGETABLES

2s-Beans, red kidney	1 15
2s-Beets, blood red Simcoe	1 00
2s-Beets, whole, blood red Rosebud	1 30
3s-Beets, sliced, blood red Simcoe	1 35
3s-Beets, whole, blood red Simcoe	1 40
3s-Beets, whole, blood red Rosebud	1 55
3s-Cabbage	1 00
2s-Carrots	1 60
3s-Carrots	1 30
2s-Cauliflower	1 67
3s-Cauliflower	2 10
2s-Corn, on cob	1 15
Gal-Corn on cob	4 80
3s-Corn on cob, golden dwarf	1 80
2s-Parsnips	1 15
3s-Parsnips	1 30
3s-Pumpkins	1 00
Gal-Pumpkins	3 12
2s-Squash	1 15
Gal-Squash	3 25
2s-Succotash	1 15
3s-Tomatoes	1 65
Gal-Tomatoes	4 80
3s-Turnips	1 15

Group B is 2 1/2 p.c. less than Group A.

2s-Asparagus Tips	2 52	2 55
2s-Beans, crystal wax	1 10	1 15
2s-Beans, golden wax, midget, Auto brand	1 10	1 15
2s-Beans, golden wax	1 10	1 15
3s-Beans, golden wax	1 37	1 40
Gal-Beans, golden wax	4 25	4 25
2s-Beans, refugee or valentine (green)	1 10	1 15
3s-Beans, refugee (green)	1 37	1 40
2s-Beans, refugee midget, Auto brand	1 39	1 39
2s-Peas, extra fine sifted size 1	1 75	1 77
2s-Peas, sweet wrinkle, size 2	1 40	1 40
2s-Peas, early June, size 3	1 35	1 35
2s-Peas, standard, size 4	1 30	1 30
2s-Spinach, table	1 60	1 60
3s-Spinach, table	2 25	2 25
Gal-Spinach, table	6 40	6 40

Clover Leaf and Horseshoe brands salmon:

1-lb. talls, dozen	2 45	Cohoos, per doz	1 90	2 00
1-lb. flats, dozen	1 55	Red Spring, doz	2 10	2 25
1-lb. flats, dozen	2 50	Northern River		
Other salmon		Sockeye	2 45	
prices are:-		Lobsters, halves		
Humpbacks, dz	1 35	per dozen	2 75	2 85
Pinks	1 35	Lobsters, quarters		
		per dozen	1 60	1 60
Chicken	4 00	Soup, 2s	1 90	
Turkey	4 00	Soup, 1s	1 40	
Ducks	4 00			

ONTARIO MARKETS.

POINTERS—
Evaps—Easier.
Dates—New stock arrived.
Valencia Raisins—Continue firm.
Canned Goods—General steadiness.

Toronto, Nov. 23.—If there is any lack of new business with the local wholesale houses, it is well made up in the business of getting goods previously ordered, out to the retail trade. There is a rush at present to get what orders that are left, out before the close of navigation. Transportation companies are setting the dates of the closing of acceptances of goods over water routes. The total amount of goods going out from the wholesale houses reaches a big figure.

Wholesale grocery travelers report a general healthy trade throughout the country districts. Merchants are now planning and arranging to care for the Christmas trade. Farmers are now reaping the proceeds of their summer's work and with the good prices that have ruled for butter, eggs and other commodities, money appears to be fairly free. At least, wholesalers report that collections are quite good, which is generally a reflection of existing conditions in the finances of the farmers.

"Just as bad as ever" is the report in reference to the slow delivery of goods by the transportation companies, which is causing wholesale houses considerable trouble and delaying the shipment of certain lines to the retail trade. One wholesaler said he has had five cars of goods here for over a week and has not yet received them. Others report conditions equally as bad. Needless to say, the railway companies are getting their "calls" from the wholesale men for not being able to handle their freight with greater rapidity.

Sugar.—The market shows little change from a week ago. United States prices continue to adjust themselves to the new conditions, but Canadian prices remain stationary. Indeed, in Europe, the market is a little stronger than 10 days ago. The Brussels Convention on Dec. 8 to consider export of surplus sugar from Russia apparently holds the key to the situation. Even if Russia is allowed to export her surplus supply, some believe that no difference will be felt here until first of the year, while others look for an immediate weakening. Perhaps the most important feature this week is the dispatch that Great Britain is preparing to withdraw from the Brussels Convention unless the powers concerned agree to let her have more sugar. Present increase in price of sugar in England has aroused considerable protest among British consumers and the foreign secretary announced that unless the powers permit Russia to export at least 500,000 tons of sugar westward during current season, the British Government has decided not to adhere to the convention after September, 1913, which is the earliest date at which she can withdraw.

The prospects for the Cuban crop continue favorable.

Extra granulated, bags	5 95
20 lb. bags	6 05
Imperial granulated	5 75
Beaver granulated	5 75
Yellow, bags	5 55
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bris.	6 35
50-lb. boxes	6 55
25-lb. boxes	6 65
Powdered, bris.	6 15
50-lb. boxes	6 15
25-lb. boxes	6 55
Red Seal, cwt.	7 10
St. Lawrence Crystal Diamonds	7 60
Paris lumps, in 100-lb. boxes	6 85
in 50-lb. "	6 95
in 25-lb. "	7 15

Syrup and Molasses.—A good seasonable trade is reported in syrups, both corn and maple. Molasses are moving about as well as usual. The market at least shows no weakness. Prices have been expanding elsewhere but no change has taken place here, quotations still being within the ideas of wholesalers.

Syrups—			
2-lb. tins, 2 doz		1 gals., 24 to case	5 40
in case	2 40	Pints, 24 to case	3 00
5-lb. tins, 1 doz		Maple Syrup—pure	
in case	2 75	1 gals., 12 to case	6 61
10-lb. tins, 1 doz		Quarts, 24 in case	7 25
in case	2 85	Pints, 24 to case	4 00
20-lb. tins, 1 doz		Qt. bottles, 12 to case	3 50
in case	2 60	Molasses, per gal—	
Barrels, per lb.	0 03	New Orleans,	
Half barrels, lb.	0 03	medium	0 30 0 35
Qt. barrels, lb.	0 03	New Orleans,	
Pails, 3 1/2 lbs ea	1 75	barrels	0 28 0 32
Pails, 2 1/2 lbs ea	1 25	Barbados, extra	
Maple syrup—Compound		fancy	0 45
Gallons, 6 to case	4 80	Porto Rico	0 45 0 52
1 gals., 12 to case	5 40	Muscovado	0 30

Dried Fruits.—The decks had been pretty well cleaned of old stock dates and the new season's supply which came in this week, were welcomed. Most jobbers had a considerable amount sold ahead for delivery on arrival. The quality of the new crop is good, and retailers are featuring them to good advantage.

General lines continue steady. Valencia raisins following conditions in the primary market, are most noticeable in this regard. Prunes have taken on a stronger tone at some other points, but prices are unchanged here. Large sizes are not plentiful and this helps to stiffen the whole situation. The strength at other points should make prunes well worth watching.

Figs are firm in the primary market and difficulty would be found in repeating earlier values. Evaporated apples continue easy at 8 1/2 to 9 cents.

Prunes—			
30 to 40, in 25-lb. boxes			0 16
40 to 50			0 15
70 to 80, in 25-lb. boxes			0 10
80 to 90, in 25-lb. boxes			0 09
90 to 100, in 25-lb. boxes			0 09
Same fruit in 50-lb. boxes 1 cent less.			
Apples—			
Choice, 25 lb boxes			0 23 0 24
Fancy			0 25
Candied Peels—			
Lemon	0 10 0 11	Oltron	0 15 0 17
Orange	0 10 0 12		
Figs, 2 to 2 1/2 inches, per lb.			0 12 1/2 0 13 1/2
Tapnets			0 04 1/2 0 04 1/2
Bag figs			0 04 1/2 0 07
Dried peaches			0 17 0 18
Dried apples			0 09 0 09 1/2
Evaporated apples			0 08 1/2 0 09
Currants—			
Pine Fillstas	0 07 1/2 0 08	Vostizzas	0 10 0 13
Patras	0 08 0 08 1/2		
Uncleaned 1c less			
Raisins—			
Sultana			0 11 0 12
" fancy			0 12 0 13
" extra fancy			0 14 0 16
Valencia selected			0 08 0 08 1/2

THE CANADIAN GROCER

Seeded, 1 lb packets, fancy.....	0 10
" " 16 oz. packets, choice.....	0 09½ 0 09½
New Dates—	Package dates,
Halloweens—	per lb.....
Full boxes.....	0 07½
Half boxes.....	0 08
Fards choicest.....	0 09½ 0 10½

Tea.—Tea continues to hold a position of steadiness. The average of the sale prices of India tea at London Auction for October was 9½d. per lb., as against 8½d. per lb. for the corresponding month of last year. In Ceylon tea the average was 9¼d. as against 8½d. per lb. last October.

An important feature to be watched is the fact that shipments from Ceylon for the month of October show an increase of 2,000,000 lbs. over the figures for the same period of last year, and the estimated shipments for November are no less than 3,000,000 lbs. more than the actual shipments of November in 1910, and should this estimate be realized, it is quite possible that this year's production will be quite equal, if not rather more than last year, which result was quite unexpected, even a few weeks ago.

Coffee.—While New York coffee options continue to fluctuate, spot coffee varies little from its high position. A fair demand from retailers is reported, and consumption is apparently holding up pretty well against the high price. Local prices continue steady.

Kio, roasted.....	0 22 0 23	Mocna, roasted.....	0 30 0 32
Green Rio.....	0 20 0 21	Java, roasted.....	0 32 0 35
Santos, roasted.....	0 24 0 25	Mexican.....	0 27 0 28
Marcasibo.....	0 24 0 25	Guatemala.....	0 24 0 25
Bogotas.....	0 26 0 27	Jamaica.....	0 24 0 25
		Chico.....	0 12

Spices.—In anticipation of the demand for Christmas baking, retailers are ordering spices quite freely. Nutmegs and gingers are the two lines which now look strong. Some slight reaction is noted in pepper quotations abroad. Other lines are steady.

	Tins	½ lb. pgs.	¼ lb. tins doz
Allspice.....	15-18	60-70	70-80
Cassia.....	24-32	85-115	95-125
Cayenne pepper.....	22-31	80-105	94-115
Cloves.....	22-29	75-95	85-110
Cream tartar.....	28-00	90-00	
Curry powder.....	25-00		
Ginger.....	22-29	65-85	75-95
Mace.....	50-80	00-275	
Nutmegs.....	35-60	90-00	1 00-2 50
Peppers, black.....	22-00	67-75	80-94
Peppers, white.....	22-00	90-105	1 05-1 15
Pastry spice.....	17-27	65-95	75-110
Pickling spice.....	18-22	75-00	75-00
Turmeric.....	16-00		

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

Mustard seed, per lb. in bulk.....	0 12
Celery seed, per lb. in bulk.....	0 20
Shredded coconut, in pails.....	0 19 0 22

Nuts.—All wholesalers have not received their supplies of new almonds. They are quoted from 15 to 16 cents. Stocks of walnuts are pretty low. The arrival of new crop will bring an easiness in price. One firm quotes new crop at 13½ to 14 cents. The big demand for nuts is expected to set in shortly.

Almonds, Formigetta.....	0 15 0 15½
" Tarragona.....	0 15½ 0 16
" shelled.....	0 35 0 38
Walnuts, Grenoble.....	0 16½ 0 17
" Bordeaux.....	0 15
" Marbota.....	0 15 0 15½
" shelled.....	0 35 0 38
Filberts.....	0 11 0 12
Peanuts.....	0 18 0 20½
Brands.....	0 18 0 19
Peanuts, roasted.....	11 0 14

Rice and Tapioca.—Steadiness pre-

vails in rice at last week's advance. There are no special features. Tapioca is steady. Trade is fair.

Standard B, from mills, 500 lbs. or over, f.o.b. Montreal.....	3 65
Rice, standard B.....	3 75
Per lb.	
Bangoon.....	0 05½ 0 04
Fancy rangoon.....	0 05 0 05
Fatna.....	0 05½ 0 06
Japan.....	0 05 0 07
Java.....	0 06 0 07
Carolina.....	0 08 0 10
Sago, medium	
Brown.....	0 05½ 0 06
Tapioca.....	
Bullet, double	
goat.....	0 08
medium pearl.....	0 06½ 0 07
flake.....	0 08
Seed.....	0 06½ 0 07

Beans.—The high prices have caused considerable beans to be sold by the farmers. A good many were bought so that they could be shipped to their destination before the close of navigation. Dealers say they can see no reason why values should recede as there is a strong demand.

Prime beans, per bushel.....	2 30 2 35
Hand picked beans, per bushel.....	2 40 2 45

MANITOBA MARKETS.

POINTERS—

Sugar—Unchanged.

Syrup—Weak.

Coffee—Strong and active.

Winnipeg, Nov. 21.—Sharp cold weather has been prevailing during the week with temperatures ranging from zero to 40 degs. below over the entire West. Such conditions following the heavy snowfall of last week assisted materially in handicapping threshing operations. In spite of this, however, many outfits have been busy, yet many acres will be left untouched till the spring in stacks before a single grain is shelled. These unsatisfactory conditions combined with the unreadiness of wholesale firms and railroad companies for severe winter weather, has tied up the movement of incoming and outgoing freight at many points through the West, and Winnipeg is as bad as any. Wholesalers report that at all terminals these conditions exist, but that conditions in Winnipeg will be straightened out before any damage has been done to trade or to the supplies in transit.

In the general lines the situation is identical with last week. One of the largest wholesalers this morning in discussing conditions said briefly: "No change whatever in conditions. The various markets remain unchanged and in the same condition as they were last week."

Sugar.—Market remains in its weakened condition and some surprise has been expressed that lower figures have not been quoted by now. The demand is light, in fact just enough to keep retailers fairly well supplied, while stocks in the city are low.

Montreal and B.C. granulated, in bbls.....	6 40
" " in sacks.....	6 35
" yellow, in bbls.....	6 50
" " in sacks.....	6 45
Icing sugar, in bbls.....	6 75
" " in boxes (25 lbs.).....	7 00
Powdered sugar, in bbls.....	6 55
" " in boxes.....	6 55
" " in small quantities.....	6 30
Lump, hard, in bbls.....	7 25
" " in bbls.....	7 25
" " in 100-lb. cases.....	7 25

Syrup and Molasses.—No apparent increase in trade is noticed as yet, but stocks are of good size and a healthy or normal demand is prevailing.

Syrups—	
24 2-lb. tins, per case.....	2 33
12 5-lb. tins, per case.....	2 68
6 10-lb. tins, per case.....	2 56
3 20-lb. tins, per case.....	2 57
Half barrels, per cwt.....	4 00
Barbadoes molasses, in half barrels, per gallon.....	0 62
New Orleans molasses, half barrels, per gallon.....	0 45
New Orleans molasses, per barrel, per gallon.....	0 47

Dried Fruit.—An active demand has been in existence for new figs, which arrived on the market last week. Wholesalers report first week's sales to be very encouraging and expect to do a large volume of business before Xmas. Valencia raisins are also moving rapidly and many late orders have been received during the week.

New prunes.	Per lb.	Valencia raisins
90-100s, 25, s.p.....	0 08½	Fine on stocks, 25s.
80-90s, 10s, s.p.....	0 09½	s.p., per box.....
80-90s, 25s, s.p.....	0 09	Fine selected, 25s.
80-90s, 10s, s.p.....	0 10	s.p., per box.....
70-80s, 25s, s.p.....	0 09½	4 crown layers, 25s.
70-80s, 10s, s.p.....	0 11	s.p., per box.....
60-70s, 25s, s.p.....	0 10	4 crown layers, 15s.
50-60s, 25s, s.p.....	0 10½	s.p., per box.....
40-50s, 25s, s.p.....	0 11½	Ne plus ultra, 25s.
		s.p., per box.....

New Figs—	
Camel 3-crown table figs.....	0 10
" 4-crown table figs.....	0 11
" 5-crown table figs.....	0 11½
" 6-crown table figs.....	0 12½
" 6-crown table figs, about 50 lbs.....	0 12½
" 7-crown table figs, about 100 lbs.....	0 14½
" 8-crown table figs, about 10 lbs.....	0 16

Coffee.—No signs as yet are apparent of the coffee market weakening, but rather the reverse. Prices are unchanged at recent advances as follows:

Coffee, standard Rio.....	0 17½	Coffee, choice.....	0 17
		Coffee, extra choice.....	0 18½

Beans and Peas.—Nothing new in these lines. Normal conditions exist and prices unchanged.

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

Butter.—Fresh creamery bricks have taken a sudden decline of 2c per pound during the week for no apparent reason. This is unusual at the present season.

Creamery butter	
Manitoba fresh made creamery bricks.....	0 32
Fresh made boxes, 1 lb.....	0 21
Manitoba storage boxes.....	0 29 0 30
Dairy butter	
Strictly No. 1, delivered Winnipeg.....	0 21
No. 2, delivered Winnipeg.....	0 18
No. 3, delivered Winnipeg.....	0 15½
No. 4, delivered Winnipeg.....	0 13½

Live Poultry.—There is much speculation as the size of stocks that will be available for the Christmas trade at the present time. Dealers complain that so far receipts of local poultry are not much more than 50 per cent. of what they were at this time last year. They attribute this to some extent to delayed threshing and look for an immediate increase. One large wholesaler who in former years has always visited eastern points to secure his Christmas supply pointed out that in his opinion it would now be a question of marketing the birds in time rather than quantity of available supply. As regards the last respect he believed there were twice as many birds in the country this year, and he was going to take the chances of securing his supply from local stocks.

Live poultry—delivered Winnipeg.	
Hens.....	0 03
Roosters.....	0 06
Turkey.....	0 14
Spring chickens.....	0 12
Ducks.....	0 12
Geese.....	0 10

Vegetables.—Further advances are to be noticed in fresh vegetables this week. Native lettuce is up 10c per dozen and several lines show smaller increases. Native Hubbard squash is one of the lines to have declined. Dried vegetables are in active demand and the lines are increasing every week.

Dried Vegetables—	
Native onions, per cwt.....	2 50
Valencia onions, per crate.....	4 50
Spanish onions, crate, 50 lbs.....	1 50
Native carrots, per cwt.....	1 25
Native beets, per cwt.....	1 00
Native turnips, per cwt.....	0 90
Native parsnips, per cwt.....	2 25
Native cabbage, per cwt.....	1 40
Green Vegetables—	
Native parsley, per doz.....	0 30
Native lettuce, per doz.....	0 40
Native watercress, doz.....	0 35
Native radishes, per doz.....	0 40
Native celery, doz.....	0 40
Imported mint, per doz.....	0 60
Imported onions, doz.....	0 40
Imported lettuce, doz.....	0 40
Imported head lettuce, doz.....	2 00
Imported cucumbers, doz.....	3 00
Native Brussels sprouts, lb.....	0 25
Native vegetable marrow, doz.....	1 00
Native pumpkins, per lb.....	0 02
Native citron, lb.....	0 45
Native Hubbard squash, lb.....	0 03

Potatoes.—An advance of 10c per bushel on potatoes in car lots and 5c per bushel on all lots from 5 to 20 bushel lots is reported by dealers today. Owing to the cold weather deliveries have been light during the week and the whole tone of the market is firm.

Manitobas, 5 to 10 bus.....	0 75
Manitobas, 10 to 20 bus.....	0 75
Buying price, carlots, f.o.b. Winnipeg.....	0 60
Virg. sweet potatoes, bbl.....	4 25
Jersey sweet potatoes, bbl.....	6 50

NEW BRUNSWICK MARKETS.

St. John, Nov. 23.—Dealers report for past week continuation of quietness which characterized market of late. Few changes of interest have taken place. Business, however, is quite satisfactory and no complaints are heard from trade in general. With many dealers in northern section of the city the business during the last few weeks has been particularly encouraging, because of the approaching close of the up-river traffic, which is not expected to last much longer than a week at most.

Weather has set in cold and increased business is reported on this account as well as from the desire of up-river people to receive their goods before the close of navigation. Orders are being received in goodly quantities, and collections are encouraging.

Although molasses has been firm and with tendency to advance demand is good, and the same is the case with syrups. People are buying no more sugar than is absolutely necessary for immediate use, and because of this sales are none too brisk. There is possibility

that sugar may be easier before long, although this is only a conjecture.

Bacon.....	0 15
Beans, hand picked, bus.....	2 50 2 55
Beans, yellow eye, bus.....	2 60 2 65
Butter, dairy, lb.....	0 21 0 23
Butter, creamery, lb.....	0 24 0 27
Buckwheat, west, grey, bag.....	2 80 2 85
Cheese, new, lb.....	0 15 0 15
Currants, 1s, lb.....	0 08 0 08
Canned goods—	
Beans, baked.....	1 15 1 25
Beans, string.....	1 02 1 05
Corn, doz.....	1 00 1 05
Peas, No. 4.....	1 20
" No. 3.....	1 25
" No. 2.....	1 30
" No. 1.....	1 80
Peaches, 2s, dozen.....	1 95 2 00
Peaches, 3s, dozen.....	3 00 3 05
Raspberries, dozen.....	2 05 2 10
Strawberries.....	1 85 1 90
Tomatoes.....	1 75 1 80
Clams.....	4 00 4 25
Cornmeal, gran.....	5 25
Cornmeal, bags.....	1 80
" bbls.....	3 75
Eggs, hennery.....	0 32 0 35
Eggs, case.....	0 23 0 24
Fin. Haddies.....	4 40 4 50
Fish, cod, dry.....	6 25 6 50
Flour, Manitoba.....	6 45 6 50
" Ontario.....	5 60 5 65
Ham.....	0 15
Lard, compound, lb.....	0 10 0 11
Lard, pure, lb.....	0 12 0 13
Lemons, Messina, per box.....	4 50
Molasses, foy.....	0 40 0 41
Oatmeal, rolled.....	5 75
Oatmeal, std.....	6 35
Pork, domestic mess.....	22 00 22 50
Pork, American clear.....	21 25 23 00
Potatoes, bbl.....	1 50 1 75
Raisins, Cal., seeded.....	0 10 0 11
Rice, lb.....	0 03 0 04
Salmon, case—Red spring.....	7 75 8 00
Cohoos.....	7 25 7 50
Sugar—	
Standard gran.....	6 00 6 10
Austrian.....	5 90 6 00
Bright yellow.....	5 80 5 90
No. 1 yellow.....	5 50 5 60
Paris lumps.....	7 00 7 25

ARGENTINE WHEAT ESTIMATE INCREASED.

Late predictions of Argentine wheat crop are that it will reach over 50,000,000 bushels more than the bumper yield of 1907. The U. S. expert, B. W. Snow, cables from the Argentine that Republic is capable of producing 250 million bushels of wheat this year, if present conditions continue till harvest, around the first of January. The record crop of 1907 was 192½ million bushels. The basis for raising the estimates was a belief that the acreage had been calculated far too low, although figured at an increase of nearly one-sixth over 1907.

The yield in Argentine will have a considerable bearing on the world's situation of wheat, and, accordingly, flour.

Want Sunday Closing Rigidly Enforced

South Vancouver Dealers Seek Aid From Candidates for City Council—Manufacturers and Wholesalers Selling Direct Again Severely Criticized.

Vancouver, B.C., Nov. 23.—(Special.)—The recently-organized South Vancouver Retailers' Association, at its first meeting took up several local problems of interest. That the meeting was a satisfactory one indicates the need of organization, for it is only in co-operation that successful effort can be made to right things.

One of the subjects for discussion was Sunday closing. The law has been laxly observed in and about Vancouver, and it was stated at the meeting that ten retail stores, carrying full lines of groceries, were believed to remain open Sundays. This action was criticised, and the secretary was instructed to write to all candidates for the council at the coming election, with a view to having practice stopped.

Another subject was the canvassing of the consumer direct by wholesale and manufacturing houses. This trouble crops up from time to time in different places. It was pointed out that these canvassers went to various lengths to obtain orders, and it was thought that this was not altogether fair. A motion was passed that the association go on record as opposed to all canvassers going around among the customers of retail stores.

R. D. Dinning, secretary of the Vancouver Retail Grocers' Association, was present at the meeting and told of the working of the collection department recently installed by the city grocers and of how successful it had been so far. It is not unlikely that as the South Vancouver Grocers' Association is affiliated with the city organization that this col-

lection department will be utilized by them.

NAME ON SIDEWALK EXPENSIVE.

New Westminster, B.C., Nov. 23.—(Special.)—The city council of New Westminster will not permit a merchant to have his name stamped in the cement pavement in front of his store. The dealer took advantage of the plastic condition of the cement when it was being laid, and gave himself an advertisement. The city refused to take over that square, and the merchant was arraigned in court on the charge of having unlawfully damaged property. He was fined \$5 and costs, and ordered to pay \$12, the cost of replacing the damaged section of the walk, which the city demanded from the contractors free from blemish.

W. E. Forbes, Richibucto, N.B., has completed an addition to his store making it now 125 x 40 feet. A large refrigerator is among the additions to equipment.

Ruppel Brothers, Listowel, Ont., have purchased the grocery business of N. Krotz who is retiring.

A. A. Farrar, Tweed, Ont., has opened a grocery store in the stand recently occupied by L. P. Trounce. This will be a "no credit" store.

It cost Montreal \$1,700 to seize and examine the now famous Chinese eggs. The analyst gets \$1,200 and the consulting attorney \$500.

E. Jackson, has purchased the business at the corner of McDonel and Ayler St., formerly operated by the late J. M. Donovan, at Peterboro, Ont.

California Prunes

It might be of some interest to know the quantity and assortment we have received this Fall, 1911 CROP

9000 BOXES California Prunes

All "Santa Clara" All 25-lb. Boxes

30/40 down to 100/ over

Griffin, Armsby, Feeley, Losse & Co.

ALL RELIABLE SHIPPERS

PRICES ARE ATTRACTIVE

L. CHAPUT, FILS & CIE. Wholesale Importers

MONTREAL, :: P.Q.

You Can Add \$20.00 Monthly to Your Income

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

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

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

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

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

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

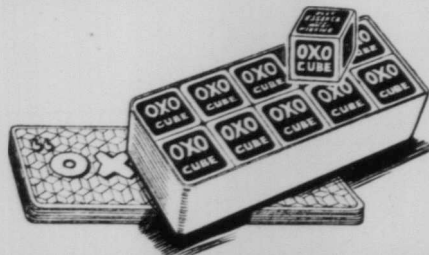
MacLEAN PUBLISHING COMPANY, 143-149 UNIVERSITY AVE.
TORONTO, - - ONTARIO

Additional Business—Additional Profits

OXO CUBES CREATE TURNOVER THAT COMES FROM NEW SOURCES.

OXO Cubes have made for themselves a great consuming Public, that previously went without any kindred preparation. The economy of OXO Cubes immediately appeals to the purse of a large Public. The handiness, readiness and cleanliness of OXO Cubes have been very effective in building up big OXO Cubes sales. The variety of ways in which OXO Cubes are of great value in the kitchen means lively consumption.

NEW BUSINESS AND A FRESH SOURCE OF PROFIT TO THE MERCHANT.



OXO CUBES

We want you to recommend OXO Cubes to your customers of all classes. They will become buyers of OXO Cubes. A new source of

demand, new business, and new profits.

It is worth your while. Share in the big things we are doing.

SOLE AGENTS:

CORNEILLE DAVID & CO.

35 Lombard Street : TORONTO
11 Ward Street : ST. JOHN, N.B.
203 Bon Accord Block : WINNIPEG

334 Clarence Street : LONDON, ONT.
41 Common Street : MONTREAL

CHINESE
STARCH



"Another
Package of

"Chinese Starch"

is the verdict of every customer who has tried a first packet, and the best proof that it is the starch which meets the needs of the most particular buyers. Stock it and build up your starch trade.

**OCEAN MILLS,
MONTREAL**

Sweetheart Brand Jelly

Makes a perfect Dessert.

Easily prepared and a favorite with all.

Trade-mark



of QUALITY

Choice materials, finest fruit flavors, and perfect art in making, ensure our Jelly Powder a winner.

Your sales increased and satisfaction guaranteed.

**I X L SPICE & COFFEE MILLS,
LIMITED**

LONDON, - - ONTARIO.

ROYAL BRAND



SHIELD TEAS

Campbell Bros.

& Wilson, Limited
WINNIPEG

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

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

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

BEACON BRAND OYSTERS

If you say you have the BEST oysters, you must know the quality of the different brands.

But do you know this, Mr. Retailer?

Our oysters are produced in the freshest waters on the Atlantic Coast, in Long Island Sound. They are beautiful, large, wholesome stock with a delightful salt sea flavor.

Or if your trade prefers or uses a smaller oyster, why not try our Virginia stock? They are just as choice as Long Island stock, but the oysters do not average such a large size. They are much cheaper, but no better value is given in oysters to-day.

METHODS of up-to-date shipping are one of our points of superiority.

DROP US A LINE and we will have our representative call.

THE F. T. JAMES CO., LIMITED

CHURCH AND COLBORNE STS., TORONTO

MAKE PROVISION FOR QUICK FOOD TEST

System Organized by French Analyst—One Can Have Milk Tested Before Breakfast—Expected to Reduce Sales of Adulterated Goods.

Paris, France, Nov. 23.—The director of the Paris municipal laboratory, M. Kling, has organized a system of rapid analysis mainly for the purpose of providing a means whereby retail tradespeople can test the goods they deal in before offering them for sale. It offers at the same time to the private consumer an opportunity of testing the quality of the food he buys.

Samples are to be accepted every morning except on Sundays and holidays, between the hours of 7 and 9, and the results of the analysis will be given within a few hours to the depositors. Attention is to be given to specially expedite the milk analysis, so as to reduce to a minimum any delay in delivery.

Elaborate directions are given as to the manner of presenting the samples. In the case of milk, the bulk is to be well mixed, so that an average sample can be obtained. It is believed that the new regulations being so simple and easily put in operation, will be the means of detecting quickly all inferior food products, and thereby greatly reducing the possibility of the sale of adulterated goods.

The new system is not, of course, intended to replace the existing method of making a complete analysis. The latter will continue to be made gratuitously, but as it necessitates a delay of

several days, the above plan has been devised to provide the trade and public with a quick means of protecting itself against the extensive adulteration of food going on in Paris at the present time.

**Are Comparing
Business on Cash
and Credit Basis**

To judge which is the better method of conducting a store, on a cash or a credit basis, is a difficult question.

Burr Brothers, Rockford, Ill., are operating both. They have for a long time conducted a credit business. Now they have opened up another store on a strictly cash basis.

It is a cash store, no delivery, no phones, none of the "expensive" expenses. The other and older store has all the usual expenses that go with a good profitable credit business. Business is good at both of the stores.

The two cater to two different classes of trade. The woman who buys for cash, watchful always of the price, and the woman who orders the best she can get, over the phone and wants the goods delivered.

The inauguration of a cash store by these merchants in a town where they

have done a successful credit business for many years, is proof of the statement that it is a difficult matter to say which is the better, a cash or credit plan.

The delivery system at the new store is varied and unique. Baby carriages boy-size express wagons, go-carts, the madame's electric, father's tired arms, etc., carry away the goods.

**FINEST
ENGLISH KIPPERS
AND
EUROPEAN GAME**

**Venison
Exporters**

CORRESPONDENCE INVITED

ROBERT ISAAC, Ltd.
22 Gt. CHARLOTTE ST.
LIVERPOOL, England

**HOW MUCH
IS YOUR
NAME WORTH?**

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

Macaroni Vermicelli
("SWALLOW" BRAND)

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

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

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

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

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

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

TEST US

Drop us a postal card.

Tell us your wants.

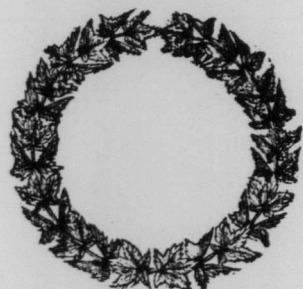
We have—

Tins	Pails	Tubs	Kegs	Bbls.
2 lb.	7 lb.	50 lb.	100 lb.	400 lb.
5 lb.	12½ lb.	70 lb.		
7 lb.	28 lb.			

Also our condensed in cartons.

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

BUILD UP YOUR WESTERN SALES



The most rapidly developing market in all the world is that of Western Canada.

Manufacturers and shippers of grocery lines in Eastern Canada, Europe and the United States can find no method of getting into this great market equal to shipping their goods to us.

We maintain large track warehouses in the five great distributing points of Western Canada. Our connection with the trade is most extensive and our facilities the most complete.

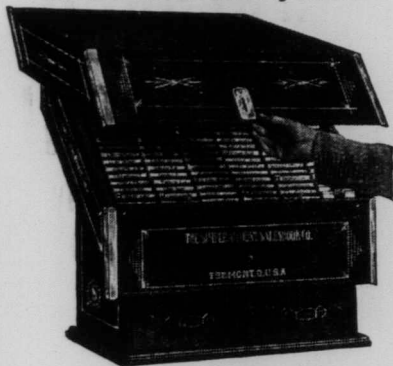
Get in right on this fast growing and ready market—the people of Western Canada are liberal buyers and prompt in payment.

WRITE TO-DAY

NICHOLSON & BAIN

Wholesale Commission Merchants, Etc.
HEAD OFFICE - WINNIPEG, MAN.
Winnipeg, Regina, Saskatoon, Edmonton, Calgary

1911 Model Keith Account System



As convenient to operate as a roll-top desk.

In Case of Fire

which would you rather say, "I might have saved my accounts," or, "I am glad I have saved my accounts?"

WOULD YOUR ACCOUNTS BE SAFE---NOW?

Of course, you may never have a fire but you can never tell--that is why you pay out a little each year in Fire Insurance to protect the money you have in your stock of goods.



One-writing. Self-Indexing. Fire-Proof.

Your goods are converted into accounts--almost the equivalent of money---then, why should they not have even equal or greater protection?

The "KEITH SYSTEM" Solves this problem

It begins where Fire Insurance leaves off.

It protects your accounts fully and without costing you one red cent.

This sounds almost too good to be true, don't it? But it's the plain Gospel truth and we can prove it.

Let us send you positive evidence on the fireproof feature along with catalog "H," which will show you how simply and perfectly this system works out its cost, and then continues to make and save money for you.

THE SIMPLE ACCOUNT SALESBOOK COMPANY

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

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

One of our seasonable
Specialties

MINCEMEAT

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

ROYAL Brand—put up especially for
regular trade.

In all standard packages.

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

No other quite so good!

GUNNS Packers
Limited Toronto

Fearman's "Star Brand" Lard

is good pure lard, made under
Government inspection, put up
in

Tierces	350 lbs.	Tin Pails	10 lbs.
Tubs	60 "	" "	5 "
Wooden and		" "	3 "
Tin Pails	20 "		

1-lb. and 2-lb. cartons

Pure lard is in great demand.
Prices are going to be higher.

ORDER NOW

F. W. Fearman Co.
HAMILTON LIMITED

Reindeer-Jersey Evaporated Milk (UNSWEETENED)



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

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



REINDEER
LIMITED

Truro,

Nova Scotia



"GLOBE" MACARONI The Scientifically Manufactured Food

makes good by its purity and high
quality.

The macaroni habit is on the in-
crease and housewives are looking
for the best grade for dainty
dishes.

"GLOBE" Macaroni is easily cook-
ed, of just the right consistency
and moderate in price.

A SPLENDID
STAPLE LINE

D. SPINELLI & CO.
REGISTERED
MONTREAL - - QUEBEC

The Fluctuation in Live Hog Prices

Values are Changeable—Many Movements in Market Since May—New Laid Eggs Extremely Scarce and High in Price—Storage Stocks Going Out—Butter Also Firm—Lard in Good Demand and Holding Steady.

Live hog values run up and down with the same inconsistency as the thermometer during the fall season. The changeableness must indeed give some trouble to the farmer who is trying to sell his supply at the high figure. The price goes up and about the time he decides to market his hogs, values begin to decline. Take, for instance, on the Toronto market. At the end of May quotations by Toronto dealers at country points were \$5.75. Then values began to ascend and, backed by a high English bacon market, had reached \$7.70 around September 1. Then market broke and prices hit the toboggan slide for a total drop of \$2, bringing them down to as low point as they had reached in two years. Stinted supplies checked downward rush and started values moving again in opposite direction. Last week as high as \$6.70 was reached, and this week values are again back, now ruling at \$6.50.

Eggs still continue their upward trend and new lays certainly border on luxury class. Supplies are extremely small under usual inactivity of the hen during this season, which is very marked this year. Storage stocks are moving out freely for the housewife must have eggs.

Butter is in same boat with eggs. The production is becoming smaller, and prices are still firming up. Closing of cheese factories has as yet brought little more butter to market. There seems to be better feeling in England in this line, and it is thought that British demand may set in again, as the Australian and New Zealand shipments are falling behind those of last year.

High butter is having a strengthening tendency in lard. Housewives who use butter in cooking, when the price gets too high, naturally turn to lard. At any rate, there is good sale of this commodity and prices are ruling steady. Pork products are on the whole moving freely. Naturally, demand for smoked meats is not particularly brisk, but other lines are doing well.

MONTREAL.

Provisions—The sales of lard are quite a feature of provision market. Pork is also moving freely and hams are fairly active. The present trade is well maintained with prices showing no change for the week. Live hogs are a little firmer here.

Pure Lard—	
Bones, 50 lbs., per lb.	0 19½
Cases, tins, each 10 lbs., per lb.	0 12½
" " " 5 " " "	0 12½
" " " 3 " " "	0 12½
Pails wood, 20 lbs. net, per lb.	0 12½
Pails, tin, 20 lbs. gross, per lb.	0 11½
Tubs, 50 lbs. net, per lb.	0 12½
Tierces, 3, 5 lbs., per lb.	0 12
One pound bricks	0 13
Compound Lard—	
Bones, 50 lbs. net, per lb.	0 08½
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 09½
" " " 5 " " "	0 09½
" " " 3 " " "	0 09½
Pails, wood, 20 lbs. net, per lb.	0 09½
Pails, tin, 20 lbs. gross, per lb.	0 08½
Tubs, 50 lbs. net, per lb.	0 08½
Tierces, 3, 5 lbs., per lb.	0 08½
One pound bricks	0 10

Pork—	
Heavy Canada short out mess, bbl. 35-45 pieces	24 00
Bean pork	17 50
Canada short out back pork, bbl. 45-55 pieces	23 00
Heavy short cut clear pork, bbl.	23 50
Clear fat backs	23 00
Heavy flank pork, bbl.	22 00
Plate beef, 100 lb bbls.	7 50
" " 200 "	14 50
" " 300 "	21 50

Dry Salt Meats—	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 10½
Long clear bacon, light, lb.	0 11½

Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 11½
Large sizes, 18 to 25 lbs., per lb.	0 13
Medium sizes, 13 to 18 lbs., per lb.	0 14
Extra small sizes, 10 to 13 lbs., per lb.	0 14
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 14
" " small, 9 to 12 lbs., per lb.	0 15½
Breakfast bacon, English, boneless, per lb.	0 14
Windsor bacon, skinned, backs, per lb.	0 16
Spiced roll bacon, boneless, short, per lb.	0 12
Boiled ham, small skinned boneless	0 24
Hogs, live, per cwt.	6 65
" " dressed, per cwt.	9 25

Butter—Best creamery butter is higher this week and another advance may be quoted before the week is over. Season of production is nearly over and as demand has been appreciable and is certainly not losing ground, market is bound to become firmer.

Creamery	0 30	0 30½
Dairy, tubs, lb.	0 22	0 25

Cheese—Old cheese is scarce and dear. The general market is steady with a firm tone.

Quebec, large	0 16	0 16½
Western, large	0 16	0 16½
" " small, 20 lbs.	0 16	0 16½
Old cheese, large	0 16½	0 17½

Eggs—Jobbers are quoting 60c for new lays this week. They are exceedingly scarce. Supplies last week showed an increase of 1,700 cases over figures for same week year ago. The receipts since May 1 showed an increase of 24,000 cases, but it must be remembered that consumption has rapidly increased.

New lays	0 60
Selects	0 32
No. 1	0 27

Honey—Business is of the routine variety, with prices unchanged.

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

TORONTO.

Provisions—After gaining still further at the latter part of last week, live hog values fell off again, thus breaking upward trend which was for a time quite

marked. Quotations now rule at \$6.50 at country points and are not firm at that price. The run of hogs has shown some increase lately.

Lard, which is selling freely, is quoted ¼c higher by the majority of houses.

Smoked meats—		
Light hams, per lb.	0 15	0 16
Medium hams, per lb.	0 14½	0 15½
Large hams, per lb.	0 14	0 15
Backs, plain, per lb.	0 17	0 18
" " pea meal	0 20	
Breakfast bacon, per lb.	0 16	0 17
Roll bacon, per lb.	0 10½	0 11
Shoulders	0 10½	0 11

Pickled meats—1 cent less than smoked.		
Long clear bacon, per lb.	0 12	0 12½
Heavy mess pork, per bbl.	19 00	20 00
Short out, per bbl.	21 00	22 00
Cooked hams	0 22	0 24
Lard, tierces, per lb.	0 11½	0 11½
" tubs	0 11½	0 11½
" pails	0 11½	0 12
" compounds, per lb.	0 09	0 09½
Live hogs, at country points	6 50	
Live hogs, local	6 50	
Dressed hogs	9 00	9 25

Butter—Butter is again firmer and higher this week. Closing of the cheese factories did not bring the increase in receipts that some dealers anticipated. There is brisk demand for this commodity and dealers in general are looking for no break in prices.

Fresh creamery print		Per lb.
Creamery solids	0 30	0 32
Farmers separator butter	0 28	0 29
Dairy prints, choice	0 27	0 30
No. 1 tubs or boxes	0 25	0 27
No. 2 tubs or boxes	0 23	0 25
	0 19	0 21

Eggs—The situation in eggs as set down last week is practically repeated. New lays continue extremely scarce and range all the way from 40c to 50c, sales being known at the latter figure for guaranteed strictly fresh. Storage eggs are firm in sympathy, 25c to 27c per doz. now being asked.

Storage eggs	0 25	0 27
New laid eggs	0 40	0 50

Cheese—Cheese shows no great change. Factories continue to suspend operations for the season. Stocks held are said to be rather small. A fairly steady tendency accordingly rules.

New cheese—		New twins	0 15½	0 16½
Large	0 15	0 15½	Old Stiltons	0 16
Old cheese	0 17			

Honey—Honey prices are unchanged, but steadiness still prevails both in the comb and strained article.

Clover honey, strained, 60-lb. tins	0 12
Clover honey, No. 1 comb, 14 oz. per doz.	2 50

Poultry—Strenuous complaints are still being heard of the poor quality of poultry of all kinds arriving, and there

WE BUY

Poultry

Canadian Produce Co., Limited

113 Jarvis Street

TORONTO

THE CANADIAN GROCER

seems to be no improvement either. Apparently on account of high price of feed, farmers have allowed the poultry to hunt for their own. Then, again, in some cases they have not been starved previous to killing, as is essential in order to have the finished product the best. The merchants in the country who ship poultry should advise their patrons on the best way of preparing poultry for the market.

The general situation shows little change. One dealer in close touch with the situation says that there will be ample supplies of poultry for Christmas. According to information which he has gathered, turkeys are plentiful and of

good quality, although they are small in size. Other lines seem to be in good supply, but it is hoped that farmers will see to proper feeding.

The Canadian Produce Co. quote:—
Chickens, over 5 lbs. each, milk fed and fat, 11c live, 14c dressed; chickens, under 2 lbs. each, plump, 11c live, 14c dressed; chickens, well fed and plump, 11c live, 13c dressed; chickens, average quality, 10c live, 12c dressed; pullets, any weight, live only, 11c; ducks, young, over 4 lbs. each and fat, 11c live, 13c dressed; hens, over 5 lbs. each, extra fat, live only, 9c; hens, fat, 6c live, 8c dressed; turkeys, young, over 8 lbs. each, well fed and plump, 16c live, 18c dressed; geese, young, over 7 lbs. each and fat,

9c live, 11c dressed; pigeons, live only, per pair, 20c.

Fowl, live.....	0 06	0 08	Ducks, live.....	0 10	0 11
Chicken, live...	0 09	0 10	Geese, live.....	0 09	0 09
			Turkeys, live...	0 15	0 15

Dressed poultry 2 to 3 cents over the above prices.

GROCERY TRADE TALK.

The "Canadian Sardine Company, Ltd.," has been incorporated with head office in Montreal to cure and pack all kinds of fish.

McDonald & Forman, Brandon, Man., have opened a grocery business on Rosser Ave., lately operated by H. Bennett.

Chas. Rishor, wholesale grocer, Peterborough, Ont., has moved to his new premises at corner of Simcoe and Bethune Streets.

R. PHILLIPS & SON

92 GREAT TOWER ST.
(Corner of Mincing Lane)

London

Are open to represent a firm in the English Market, or purchase consignments

Headquarters for Maple Flavor

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

Sold in bottles or in bulk.

Let us quote you prices
and submit sample.

THOS. HENDERSON

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

W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.

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

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

Mail orders promptly attended to.

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



"Dessert 's Coming, and it's Jell-O."

Ice Cream might get such a greeting as the children give Jell-O, but not pie or any of the common kinds of pudding.

The little folks like Jell-O and it is good for them.

JELL-O

is pure, sparkling, beautiful and delicious. It is so perfect that it is the delight and pride of every housewife to serve it on her table.

The merchant who furnishes what housewives want has solved a trade problem that has bothered a good many business men.

There are seven Jell-O flavors.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

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

Grocers : Much has been said and many reasons given why a baking powder that contains Alum should not be used. Are there any good reasons that can be given by the manufacturers of Alum baking powder why Alum should be used in baking powder? Do your customers prefer the Alum kinds? In some countries the sale of Alum baking powder is prohibited by law.

MAGIC BAKING POWDER



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

**E. W. GILLETT COMPANY LIMITED,
TORONTO, ONT.**

WINNIPEG

MONTREAL



— ELEVEN GOLD MEDALS —

FUSSELL'S CREAM

PURE, RICH, THICK EATING CREAM
("GOLDEN BUTTERFLY" BRAND)

THE WHIPPING CREAM

Is better than "Devonshire Cream"

In key opening sterilized cans, to sell at
10, 15 and 25 cents.

Single Cream for Tea and Coffee

("PURPLE BUTTERFLY" BRAND)

In key opening sterilized cans, to sell at
15 and 25 cents.

No Preservative or Colouring Matter of any kind is used.
Warranted to comply with the laws of this country NO
FEAR OF PROSECUTION. ABSOLUTELY PURE.

Guaranteed to keep good for 12 months unopened at all seasons

Sole Agents in Canada, from whom Samples
may be obtained:

Alexander Marshall, 144 Water Street, Vancouver, B.C., for British
Columbia and Yukon District; Hamblin & Brereton, Limited, corner
Notre Dame and Victoria Streets, Winnipeg, for Manitoba and Sas-
katchewan; C. Fairall Fisher, 22 St. John Street, Montreal, for Quebec
and Ottawa; McCarthy, Holloway & Reid, P.O. Box 1056, Edmonton,
Alberta, for Alberta; R. B. Colwell, 265 Barrington Street, Halifax, for
Nova Scotia.

Quaker Brand SALMON

The Advent Season will
be here in about a week.
This means extra fish
consumption.

We have received all the
Quaker Brand Salmon
possible this year.

Orders will be filled in
rotation as received.

Fine quality salmon is scarce just now.
Get your orders in immediately.


Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

CANADA: No better Country

MOTT'S: No better Chocolate



"Elite"

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

Diamond

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

Ask your jobber.

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

SELLING AGENTS:

J. M. Douglas & Co.	R. S. McIndoe
Montreal	Toronto
Winnipeg	Edmonton
Calgary	
Johnston & Yockney	
Frank M. Hannum, Ottawa	

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVITIE & PRICE

are now sending regular supplies of their biscuits to Canada.

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

All goods packed in hermetically sealed tins.

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

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



KNOX GELATINE

BRINGS BANNER SALES

KNOX GELATINE is easy to sell because it's a "big moneysworth"; each package contains two envelopes of gelatine—the two making two full quarts of jelly. And it's well advertised; we use the best women's publications, all the time, to remind your customers of the delicious desserts it makes. So if you want to PUSH it, you'll find it a ready seller and a sure repeater with a good, big profit for you at 15 cents per package.

"Knox Gelatine Sells and Satisfies"

CHARLES B. KNOX CO.

JOHNSTOWN, N.Y. U.S.A.

Branch Factory - Montreal, Canada




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Flour Markets Steady but Unchanged

Same May be Said of Cereals—Export Trade Still Slack—Reports of Damage to Argentine Wheat Crop Instills Some Firmness Into Market—Visible Supply Increases in United States.

"Markets steady, but unchanged," is the way in which the market was summed up by most millers this week. The general situation has much in common with a week ago. A satisfactory activity is generally reported in domestic trade, but fault is still being found with export trade in flour, which still continues slack.

Damage reported throughout the entire wheat belt of the Argentine Republic had a bullish effect on wheat prices at the beginning of the week. The Argentine crop has an important bearing on the world's situation, and up to last week conditions were reported favorable. The crop damage now reported, is alleged to have been inflicted by last week's storms, which in some places were said to have been more or less of hurricane character. Prices responded to the damage report, while further firmness was maintained, owing to world's shipments being only about half as large as a year ago.

However, the visible supply of wheat in the United States exhibited a decided increase, while there was disposition in some quarters to somewhat discredit the stories of big damage in the Argentine, so that market still lies in the balance, awaiting further movements to affect a change.

Canadian visible wheat decreased 638,000 bushels last week, as compared with a 840,000 bushel decrease a year ago. Canadian total wheat is 15,427,000 bushels, as against 12,382,000, last year.

MONTREAL.

Flour.—There is but little to report from this market. Flour is one of the staples receiving special attention just now. The local demand is good, and the district is also adding a large share of the trade. Flour is not exactly plentiful and feed flour is scarce. Prices are firm, in sympathy with upward tendency of the price of wheat.

Winter wheat patents, in bags.....	4 80
Straight rollers, in bags.....	4 30
Manitoba 1st Spring wheat patents, in bags.....	5 60
" straight patents, in bags.....	5 10
" strong bakers, in bags.....	4 90
" second, in bags.....	4 40

Cereals.—Condition of the cereal market remains unchanged. Rolled oats are moving steadily before a good seasonable trade. Cornmeal is also attracting considerable attention. Millers report almost the limit in activity. The primary market in oats is slightly firmer.

Fine oatmeal, bags.....	2 86
Standard oatmeal, bags.....	2 86
Granulated oatmeal, bags.....	2 86
Bolted cornmeal, 100 bags.....	1 75
" jute bags, 90 lb.....	2 60
" cotton bags, 90 lb.....	2 65
" barrels.....	5 45

TORONTO.

Flour.—There is little change in flour situation from a week ago. Wheat quotations are a little higher, but otherwise there is no change. Domestic demand can hardly be found fault with, but conditions are otherwise in regard to export trade, which still continues slack.

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

Cereals.—Prices are unchanged, as is also the general situation. Steadiness continues in the market, while trade is active in all lines.

Rolled oats, small lots, 90-lb. sacks.....	2 60
Rolled oats, 25 bags to car lots.....	2 50
Standard and granulated oatmeal, 98-lb. sacks.....	2 86
Rolled wheat, small lots, 100-lb. barrels.....	2 90
Rolled wheat, 5 barrels to car lots.....	2 75
Cornmeal, 100-lb. bags.....	2 00
Rolled oats in cotton sacks, 5 cents more	

WINNIPEG.

Flour.—The domestic or home trade in flour continues to be active and encouraging, but export trade has fallen off considerably during the last two weeks. Millers attribute this to enormous demand that has existed in Great Britain for feeds, and say that British millers have been able to sell by-products of mills for almost as much as they paid for the wheat. To meet this demand for mill-feed they have overstocked with flour and as it has cost them little they are offering it at low rates. Prices on the local market remain firm as follows:

1st Patents.....	2 85 2 90	3rd Patents.....	2 50 2 55
2nd Patents.....	2 60 2 65	1st Clares.....	2 25 2 30

Mill Feed.—The situation shows little change from what it was two weeks ago and the demand continues fairly active. The most noticeable feature is the decline of \$1 per ton in bran and chopped oats. The trade with Germany has eased off somewhat and domestic demand is now the chief market. Prices prevailing to-day are:—Bran, \$22 per ton; shorts, \$22 to \$23; chopped barley, \$29 to \$30; oats, \$27 to \$28; barley and oats, \$29. Rolled oats is still in active demand at \$2.15 per sack of 80 lbs.

South Vancouver, British Columbia, has organized its grocers' association, which will affiliate with the central organization in Vancouver. The officers are:—President, F. J. Rolston; vice-president, E. Stigent; treasurer, J. Norbury; secretary, E. Boswell; directors, E. Dudmen, Mr. Robinson, Mr. Hicks, A. C. White, and Mr. Page.



The Unchanging Quality

Makes Mooney's Biscuits
Steady Sellers

There are several good features in connection with Mooney's Perfection Cream Sodas that have done much to increase and hold their sale. Prominent among which is their unchanging quality. They are perfectly baked and as a result are always fresh, crisp and delicious. No soft, musty biscuits in a package of Mooney's.

You may offer these sodas to the most critical customer, knowing that their quality will give every satisfaction.

The MOONEY Biscuit & Candy Co. LIMITED

Factories at
Stratford, Ont., - Winnipeg, Man.

BRANCHES at Hamilton, Ottawa,
Sydney, C.B., Halifax, N.S.; Fort
William, Calgary Vancouver, B.C.;
St. John's, Newfoundland.



MAPLEINE

(THE FLAVOR DE LUXE)

Sells
Satisfies
and
Sells Again

Order a supply from your
jobber, or—Frederick E. Rob-
son Co., 26 Front St.
E., Toronto.

The Crescent Mfg. Co.
SEATTLE. - WN.

When writing advertisers kindly men-
tion having seen the advertisement in
this paper.

Bowser Self-Measuring Systems

Have a National Reputation

as the only absolutely clean and accurate way of selling oil. One feature which will bear repeating and is important to the general store merchant is its **CLEANLINESS.**

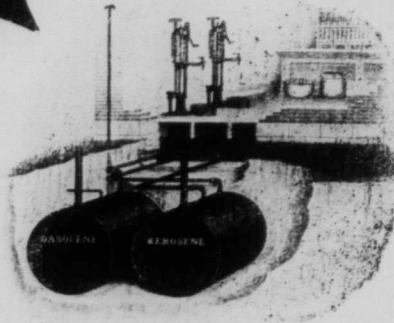
From Osler, Saskatchewan, a village of but fifty people, we have received an order to instal a complete self-measuring system in a general store. It augurs well for this merchant's success.

If you are thinking of, or engaged in, the sale of oils, you cannot economically do so except with the Bowser system.

Ask us for booklet No. 5, explaining how—it is free.

S. F. Bowser & Co., Inc.
TORONTO, ONT.
66-68 Fraser Ave.

The numerous advantages of the Bowser Self-Measuring Systems are causing them to be installed throughout the Dominion by the progressive merchants.—
They'll help you.



A Reward

awaits the dealer who writes for our price list, as we can quote low prices on fast selling and high class goods which means big profits.

Italian Concentrated Tomato Extract

This is the very best article of its kind imported and should be, in fact is, a quick seller just now.

5 Dollars

clear is not a very big sum, but it can be made any week from sales of our prime CHEESE Let your customers know that you have orders and try out your selling power You'll be pleased.

Roman Parmesan Gorgonzola
Cacicavallo Swiss

The Macaroni Season is now on. Are you selling any? If not, you are losing trade. Order our imported lines. Fine stock. Guaranteed repeats. WRITE

H. E. VIPOND
MONTREAL

Headquarters for Green Fruits and Nuts of all kinds, Italian Peeled Tomatoes, Peas, Artichokes and String Beans. Black and Green Olives, Olive Oil.

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered Trade-Mark

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

of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

TOO MUCH CREDIT BUSINESS WILL KILL YOUR PROFITS.

The credit customer is all right, if he pays regularly. **BUT THAT'S IT.** He sometimes waits too long, and sometimes gets in too deep for comfort. You don't want to offend him, don't want to lose him. You can keep him within the limit of safety by using

ALLISON COUPON BOOKS

Furthermore, he will be pleased with the system because he sees that it safeguards his interests as well as yours.

HERE'S HOW THEY WORK:—



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

For sale by jobbers everywhere.

Allison Coupon Company
INDIANAPOLIS, IND.

Apples! Apples!

GEORGIAN BAY DISTRICT

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

Georgian Bay District

The Quality is No. 1

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

WRITE AT ONCE

Lemon Bros.

Owen Sound, Ontario

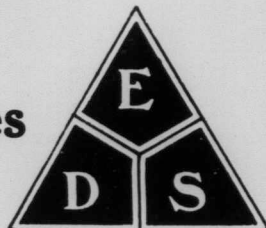
IT WILL PAY YOU to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

The High Standard of "E.D.S." Brand

makes the well-known products of E. D. Smith much sought after. Your particular trade will not buy food products without some guarantee of purity.



Jams
Preserves



Jellies
Catsup



have the distinction of passing government inspectors with the stamp of **absolutely pure**, thus eliminating all doubt in the minds of your customers as to their stability, and incidentally raising your reputation in their minds—a point that will result in repeat orders.

Our extensive advertising creates large sales. Get your share by stocking now. It is good profit.

Made only by

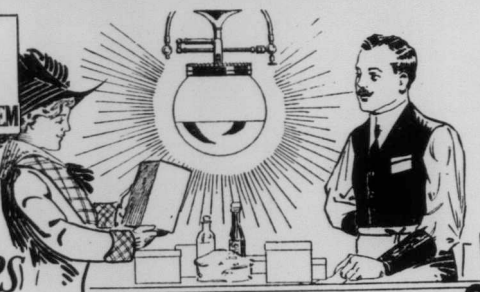
E. D. SMITH, at his own fruit farms **Winona, Ont.**

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



THE
R-K
LIGHTING SYSTEM

MAKES
PLEASED
CUSTOMERS



Think of it from your customers' point of view. People don't know why they dislike a store, but consciously or unconsciously, they avoid a poorly lighted one. On the other hand, in a well-lighted store, customers stay longer, do their shopping better and buy more.

Please your customers and increase your sales by having the best lighted store in town. R-K Lighting System will make it bright as day at a less cost than any other method of lighting. Can be installed anywhere—no matter where you live. You own your own gas plant, always ready to light. Each lamp produces from 500 candle power up, of pure white, brilliant light at an average cost of one cent per hour.

You need a light like this in your store. Write to-day for Booklet "M"—It's free—a postal brings it.

Rice-Knight, Limited

TORONTO

Not an Enterprise for the "Quitter"

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

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

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

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

Oranges, Late Valencias,
 Floridas, California Navels
 Florida Grape Fruit
 Cape Cod Cranberries
 New Messina Lemons
 New Figs, Dates
 Nuts, Layer Raisins
 Spanish Onions
 Sweet Potatoes
 California and
 Almeria Grapes

McWILLIAM
Mc. AND E.
 EVERIST

25-27 CHURCH ST. TORONTO
 are Largest Receivers

EVERY
 time you purchase a
 box of
"St. Nicholas"
 or
"Home Guard"
 Lemons you are
 getting the
B. L. O. E.
 Best Lemons on Earth.

J. J. McCABE
 AGENT
 TORONTO, : : ONT.

Potatoes are Holding a Firm Position

Prices Already Considerably Higher Than Last Year—Yield
 Eight Million Bushels Below Last Year—Light Crop in Ontario
 —Christmas Cranberries Will be High—Late Valencia Oranges
 About at an End—Navels a Little on the Green Side.

There is a general firmer feeling in potatoes of late. While it is more marked at some centres than others, the general tendency is one of considerable strength. While the fact of the arrival of colder weather and the storage of supplies by farmers may be held accountable for a portion of this, ideas on values are on the whole firmer.

Values are already much higher than a year ago. On the Toronto market for instance \$1.40 to \$1.50 per bag is quoted as against 85 to 90 cents a year ago. A report from Ottawa estimates the yield in Canada 8,000,000 bushels smaller than last year. In Ontario the crop was light; although small, they were of good quality, being practically free from rot. In New Brunswick, a brisk demand from outside points has been firming prices, while in Manitoba, on account of the cold weather, deliveries are light.

Cranberries are holding up in price, and this associate of the Christmas turkey will be high in price. The production this year was much smaller than was expected at the beginning of the season.

There are some markets, at least, finding fault with the quality of the California navel oranges that have come forward so far. This season has been later than usual, thus accounting for the present supplies being slightly immature. However, it is hoped that this fault will shortly right itself. Florida oranges are selling fairly well. Late Valencias are becoming pretty well cleaned up on Canadian markets. Prospects are bright for a fair supply of good oranges for Christmas trade.

MONTREAL.

Green Fruits.—Lemons are easier in price on local market, and oranges are showing an improvement in enquiry. Malaga grapes and grapefruit are two other lines that are moving well just now. Apples are steady, and with a good demand prices remain unchanged.

Apples—	Lemons.....	3 00
Spies.....	Limes, s box....	1 25 1 80
Famous.....	Oranges—	
Baldwins.....	Valencia.....	5 50 5 75
Bananas, crated.	Jamaicas, box...	3 75 3 00
2 00 2 50	Sorrento.....	3 25 3 80
Concanuts, bags.	Mexican.....	2 75 3 00
4 00 4 50	Pineapples—	
Grape fruit, Flo-	Florida, case...	3 25 4 80
rida, case.....	Fluma, California	
4 00	box.....	1 50 2 00
Grapes, Malaga,		
per keg.....		
4 50 5 00		
Grapes, Cal., box		
2 60 2 75		

Vegetables.—Market is steady and without any special feature just now. Cranberries continue to make good sales and the enquiry for carrots, celery and cabbage is steady. Potatoes are rather firm at present.

Beans, green, hamper	3 80	Leeks, doz.....	1 50 1 75
Carrots, bag.....	0 90	Onions—	
Cabbage, doz.....	0 40	Spanish, crate....	3 75
Celery, doz.....	0 50 0 60	Canadian reds,	
Cranberries, Cape		100 lbs.....	3 00
Cod, bbl.....	9 00 9 50	Sweet potatoes,	
Cranberries, N.B.	2 50	per basket.....	1 75
Cucumbers, doz.	0 60	Montreal pota-	
Garlic, 2 bunches....	0 25	atoes, new, bag.	1 15 1 80
Green Peppers,			
bushel basket	1 75 2 25		

TORONTO.

Green Fruits.—Late Valencia oranges are all but done. One firm says they still have 96's and 288's. Others have absolutely none. There have been more arrivals of California navels. In some instances, at least, the quality is not at all pleasing to dealers, on account of lack of ripeness. Floridas are, perhaps, a little better matured, although the color here is none too good. Some Arizona navels are expected within a week. They are well matured, although high in price.

Cranberries hold high in price. Fancy Cape Cod are quoted as high as \$12. Nova Scotia stock is offered at \$8.50. Imported grapes with the domestic cleaned up, are in fair demand. Snow apples are a scarce commodity.

Bananas.....	1 25 1 75	Grapes, Almeria	
Lemons—		per keg.....	5 00 6 00
Messina, new crop	3 50 3 75	Canadian pears,	
Limes, box.....	1 40	11-qt. basket..	0 25 0 50
Oranges—		Grapes, Califor-	
S. Am. navels..	3 50 4 50	nia box.....	2 00 2 25
Florida.....	3 25 3 50	Cranberries,	
Late valencias..	5 00 5 50	Cape Cod, brl.10	10 75
California navels	4 40	Nova Scotia....	8 50
Grapefruit, case	5 50 5 75	Apples, brl....	2 25 4 00
		Pineapples, case.	3 25 3 50

Vegetables.—Potatoes, as suggested would be the case last week, continue to strengthen up. New Brunswick under a firmer tendency in that province, are quoted at \$1.50, while Ontario stock rules around \$1.40 per bag. Perhaps one reason that offerings are not quite so free, is that farmers are beginning to store them away. At any rate there is a firm feeling.

Parsnips are held higher, while carrots are also slightly higher. Boston cucumbers are quoted at \$2.25 per dozen, and head lettuce at \$1.10 per dozen.

The estimate of the yield of potatoes in Ontario as sent out by the government is 3,918,698 bushels, as against 21,927,804 in 1910. Carrot estimates are 815,129 bushels, as against 1,049,348 in 1910, and turnips 39,664,275 bushels, as compared with 49,425,472 in 1910.

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Boston cucum- bers, doz. 2 25	Onions— Spanish, case... 3 50 3 75
Boston head let- tuce, doz..... 1 10	Spanish, 1/2 cases. 1 85 2 00
Canadian beet, per bag..... 0 75	Canadian, 75-lb. bags..... 1 85 2 00
Cabbage, Cana- dian, dozen... 0 50 0 55	Potatoes, N. B. stock, bag..... 1 50
Carrots, bag.... 0 75	Potatoes, Onta- rio, bag..... 1 40
Celery, per doz. 0 40	Sweet potatoes, barrel..... 4 50 5 00
Cauliflowers, dz. 0 60 0 75	hamper..... 1 75 2 00
Paranips, bag... 0 80 0 90	

FRESH TOMATOES

OUTDOOR-GROWN

Now arriving in Splendid Condition.
PACKED IN FLORIDA STYLE
6 Baskets to Crate

Under the "CROWN BRAND" every To-
mato IS CAREFULLY EXAMINED AND
ALL GREEN OR POOR TOMATOES ARE
REMOVED.

Good Shapes Good Color Clean and Firm
Every Crate Guaranteed

We can quote for Weekly Deliveries.

If you try a sample crate we guarantee you
will want more.

WEST INDIES FRUIT CO.
30 William Street, Montreal

NAVEL ORANGES FLORIDA ORANGES

These two lines now in their prime.

ROYAL CREST BRAND California Navels stand alone in
their class for

HIGH COLOR, FLAVOR AND QUALITY.

In ordering Florida Oranges, specify Parson Brown Variety.
This kind is sweet and full of juice.

We are headquarters for ALMERIA GRAPES. 3000 barrels
to select from.

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

FOR—

"Green Mountains,"
"Delewares"

or other varieties of

POTATOES

for SEED or
TABLE USE.

Bags or bulk in Cars.

Wire or Write

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

ORANGES

CALIFORNIA NAVELS — First arrivals coming along in good
condition.

FLORIDA ORANGES — Good color, sweet and full of juice. Very
good eating.

New Nuts New Dates New Figs
Almeria Grapes Cranberries

THE HOUSE OF QUALITY

HUGH WALKER & SON
Established 1861 GUELPH, ONT.

All Ripe Oranges and Grapefruit are good but
Florida Oranges and Grapefruit are Best of all

Florida Oranges are
juiciest, contain 40 to 60
per cent. more juice than
California Navels and far
more highly flavored.

THE RED MARK
FLORIDA
CITRUS EXCHANGE
ON EVERY BOX

For the best grapefruit
grown in Florida see
that the box you receive
has our mark on it.

Florida Citrus Exchange, Tampa.

W. B. Stringer, Toronto, Dis. Manager



Fish - Oysters



Advent Now Only One Week Distant

First Big Season of Fish Demand Opens on December 3—Increased Activity Anticipated—Dealers Preparing for a Good Trade—Oysters Should be Given Attention—Fish Situation in Maritime Provinces and Newfoundland.

Sales of fish have been running along at a good clip for some time, but another week will bring them into the heat of the race and increased activity is expected.

Advent which marks the beginning of the big fall season of sales is now but one week away, Dec. 3 being the opening day.

Already good volume of orders has been coming in for delivery before that date. Dealers are evidently expecting good consumption of this line during next few weeks.

This is the season of the "oyster supper" and dealers will do well to give attention to this line, more especially for the next couple of weeks.

Nova Scotia reports that the arrival of fresh fish last week was light, owing to the stormy weather. Finnan haddie are in good demand both from Canadian and export points.

QUEBEC.

Montreal.—Orders have been coming forward for delivery in time for the first week of Advent, beginning December 3, and there is evidence of an increased enquiry for fish throughout the country. Some report their sales to be heavier now than they have ever experienced. Supply of smoked and prepared fish is fairly good, but is continually changing with the result that on some days the situation approaches a shortage. However, the season is getting away to a good start, and it should continue to increase during the next few weeks. Oysters are moving steadily with a heavy demand reported. Enquiry for oysters in the shell is also encouraging.

FRESH	
Bluefish, per lb.	0 16
Dressed perch, per lb.	2 10
Dressed bull-heads, per lb.	0 10
Eels, fresh, each	0 25
Flounders, per lb.	0 08
Mackerel	0 10
Haddock, per lb 0 05 0 06	
Herring, each	0 03
Steak cod head- less, per lb.	0 06 0 07
Halibut, per lb.	0 10
Salmon, Gaspe.	0 25
Salmon, B.C., lb	0 18
Sea trout.	0 10
Sea bass, per lb.	0 12
Smelts, fancy.	0 10
Lake trout, lb.	0 10 0 12
FROZEN	
Round red salmon.	0 10
Gaspe salmon.	0 12
per lb.	0 12
Quail salmon.	0 08
No. 1 smelts, lb.	0 10

Pike, dressed & headless, lb.	0 07	Extra smelts, lb	0 15
Steak cod.	0 06	Lake trout, lb.	0 10
Mackerel	0 11	Whitesmelt, large, lb.	0 09
Dore or Pickerel	0 09	Whitesmelt, small 0 06 0 07	

PREPARED FISH

Boneless cod, in blocks or packages, per lb.	7, 8, 10, 11 12
Strip cod, boneless, 30-lb. boxes, per lb.	0 12
Shredded cod, 2 doz. in box, per box.	2 00
Skinless cod, 100 lb. case.	7 40

SALTED AND PICKLED

New green cod, medium, per lb.	0 04 0 04 1/2	Salmon, B.C., red bbl.	14 50
New Labrador herring, per bbl.	5 50	Salmon, B.C., half bl.	8 00
New Labrador herring, per half bbl.	3 00	Salmon, Labrador, bl.	15 00
Labrador sea trout, bbls.	12 00	Salmon, Labrador, half bl.	8 00
Labrador sea trout, half bbls.	6 50	Salmon, Labrador, tins, 300 lbs.	21 00
No. 1 mackerel, pall.	2 00	Salt eels, per lb.	0 07
No. 1 mackerel, 1/2 bbls.	8 00	Salt sardines, bbls.	5 50
Scotch herring, No. 2, bbl.	6 00	Salt sardines, 1/2 bbls.	3 15
Lake trout, half bbl.	6 00	Sea trout, 1/2 bbl.	6 50
Choice mackerel, half pall.	2 00	Sea trout, bbls.	12 00
		Scotch herring.	6 00
		Scotch herring, keg.	1 00
		Holland herring, 1/2 bl.	8 40
		Holland herring, keg.	0 75

SMOKED

Smoked eels, per lb.	0 10
Blosters, large, per box.	1 10
Haddies.	0 07
Haddies, fancy, 15-lb. boxes, per lb.	0 06 0 07 1/2
Filleta, fancy, 15-lb. boxes, per lb.	0 10
Herring, new smoked, per box.	0 18
Kippers (small), 5 doz. per box, per box.	1 25

SHELL FISH

Oysters, choice, bulk, Imp. gallon.	1 40
Oysters, bulk, selects.	1 80
Oysters, fancy cape, large bbls.	0 00
Malpeque Oysters, per bbl.	7 00 12 00
Solid meats—Stancards, gal., \$1.70; selects, gal., \$1.90.	

ONTARIO.

Toronto.—There is good volume of trade in evidence in fish and, for the season of year, dealers are apparently well satisfied with sales. Advent which is now but one week distant is expected to instil even greater activity into this line. Oysters are also moving out freely.

FRESH CAUGHT FISH

Steak cod.	0 07 1/2	Fresh caught whitefish.	0 12
Fresh halibut.	0 09 0 10	Fresh caught herring.	0 05 0 06
Perch.	0 06	Haddock.	0 08 0 07
Fresh trout.	0 09 0 11		

FROZEN FISH

Gold eyes.	0 06	Red salmon, round.	0 10
Pike.	0 06	Sea herring, lb.	0 04 1/2
New Pink sea salmon.	0 09	Sea herring, 55-lb. bx.	2 25
Whitesmelt.	0 10 0 11	Mackerel, lb.	0 12
Red salmon, headless and dressed.	0 11	Mulleta.	0 04
Halibut.	0 09	Bluefish.	0 12

SMOKED

Kippers, per box 1 25 1 35		Cod, Imperial.	0 06 1/2
Blosters, per box.	1 25	Quail-on-toast.	0 07
Finnan Haddie, lb 08 0 09		Filleta of haddie.	0 12
Digby herring, bundle.	1 00	Gascoes, basket.	1 25

PICKLED

Lake herring, per keg.	4 00	Labrador herring, bbls.	6 00
Oysters, selects, gal.	1 75	Labrador herring, half bbls.	3 25
Oysters, standards, gal.	1 65		

NEWFOUNDLAND.

St. John's.—Herrings have struck in around different parts of the island in large numbers and fishermen are obtaining good fares which they are salting down, as no American or Canadian herring vessels have as yet arrived to buy them. On account of fine weather conditions the fishermen along the coasts are obtaining good catches of cod fish with hook and line. Cod fish still appear to be plentiful.

Codfish, large and medium and small merchant- chantable, per qt.	6 50	6 70
Codfish, large, medium and small Madeira.	6 50	6 70
Codfish, large and small West India.	3 50	4 00
Codfish, Labrador.	4 30	4 40
Codfish, Labrador, shore cured.	5 80	6 30
Haddock.	3 00	3 00
Herring, No. 1, large barrel.	2 80	2 80
" small.	17 50	17 50
Lobsters, No. 1 flats, case 48 1-lb. tins.	5 70	5 70
Salmon, per case 48 1-lb. tins.	18 00	18 00
Salmon, No. 1, large, tierce.	14 00	14 00
Salmon, No. 1, small.	115 00	120 00
Cod Oil, hardwood casks, tun.	110 00	115 00
" softwood.	0 70	0 80
Refined Oil, gallon.		

NOVA SCOTIA.

Halifax.—Owing to stormy weather during the past week, the receipts of fresh fish have been light on the local markets. Mackerel are selling well. Shippers are paying \$15 per hundred for them. The most of these fish are iced and shipped direct to Boston. There is keen competition among the cold storage companies for fresh mackerel and they are buying up all the fish offering.

Large stocks of herring are being laid up. These will be used by lobster fishermen for bait as soon as the season opens.

Haddocks are more plentiful on the grounds when the opportunity offers for the fishermen to set their trawls. Large quantities of these fish are now being cured and smoked and placed on the market, selling as finnan haddies. These fish sell well and the exports are quite heavy. Kippered herring in boxes are also selling freely for export and the sales of "Digby Chickens" are also large.

The first smelts of the season were placed on the local market last week. The quantity was not sufficient to supply the demand. Prince Edward Island and New Brunswick are shipping large quantities to U.S. markets, principally New York.

Oysters are selling freely in bulk. The high price of the best oysters in shell restricts trade to some extent, but nevertheless the sales are reported to be good. While this is the season that halibut is scarce, there is sufficient quantity on the market to supply the local demand from dealers.



Ready? Get Set

and go after the fish trade right now. The Advent season is practically here and you know that this means two extra fish days weekly. Get a corner of your store fitted up for handling our lines. You'll see the value of it later.

"CANADA" Brand Pure Boneless Cod Fish

Look at the variety. Just ask your wholesaler about it or write us direct.

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

Skinless Fish

"MARINER" BRAND, 25-lb. Boxes, Bulk.

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Fillets

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Haddies

Kippers

Bloaters

NEW FAT JULY SALT HERRING FOR IMMEDIATE SHIPMENT BY CAR LOAD.

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

Clean, firm, full-flavored Oysters, packed where matured in sealed packages that are properly refrigerated before and during shipment. Every oyster over four years old.



"Coast-Sealed" Oysters

Sheer quality wins trade for "Coast-Sealed" Oysters.



No conditional sales or jug-handled agreements. Our winning selling policy is:

Unbeatable Quality and Full Weight at a Fair Price.

WRITE US FOR PARTICULARS AND QUOTATIONS

Connecticut Oyster Company

CANADIAN BRANCH

50 Jarvis Street, - Toronto

This "Coast-Sealed" Vacuum Insulated Display Cabinet keeps oysters fresh and saves seven-eighths of your ice bill. Price, \$17.00 net, f.o.b. Toronto.

Here and There Throughout Grocerydom

Odds and Ends for the Busy Dealer—St. Louis Women Want Goods Handled in Sanitary Method—English Grocers Want Size of Cheese Reduced—Pickle Vegetables Not so Plentiful in the United States This Year—Chop Suey the Latest Canned Article in Chicago—Other Interesting Notes.

Women of St. Louis, Missouri, have formed the Women's Food Association which has for its purpose, the betterment of food purity and of the stores in which food is dispensed. It threatens to accomplish its object by a boycott of grocers who sell impure food and who fail to keep their stores absolutely sanitary.

Chop suey in the Chinese style is the latest in canned goods to be put on the market by a Chicago house. It can be served either hot or cold.

At the quarterly meeting of the Grocers' Association of the United Kingdom, a resolution was passed that the Canadian Government be approached as to the increasing size, year after year, of cheese. They considered the lack of uniformity of weight from 62 to 94 lbs., unsatisfactory, and recommended a uniform size around 56 lbs., or twins 30 to 40 lbs. each.

It was complained that there has been a tendency in recent years for Canadian cheese to grow larger and larger, until now, instead of the old sizes which were convenient to handle, they had got to weigh 90 lbs. The matter will be taken up with the Canadian Government.

"Vegetables used in the manufacture of pickles," says a United States writer, "are not so plentiful this year as they were a year ago. The dry hot weather during the summer months was bad for cucumbers. In particular sections the late yield has been good. Packers are holding for better prices which they feel they will be able to get later." Canada imports considerable cucumbers for pickling from the States.

A fund is being raised by Missouri grocers for publicity purposes, that is to carry on a campaign to show the public that the retailer is not the cause of high prices existing in foodstuffs. This fund will be used to not only present the retailers' side before the public, but for the purpose of teaching the housewives how to practise economy in the kitchen in buying and preparing foods for the table.

They hold that a comparatively small percentage of the salary of the average wage-earner is spent on the table. They

claim there are two chief causes of the high cost of living; the increase of consumers over producers and the extravagance of the average American family.

The population of Japan is increasing faster than the increased output of foodstuffs. The population has been increasing at the rate of 1.2 per cent. per annum. The output of rice, the principal foodstuff of the Japanese has also increased of late years but it is evident that the supply of rice will gradually fall short as the population increases. There seems no prospects of any great increase in the production of rice sufficient to meet the increasing demand in Japan, and it is therefore necessary to look to the colonies Formosa and Korea, for a supply to make good the deficit.

The name "orange" is from a Latin word meaning golden or of golden color. The first oranges were a small bitter berry, little larger than a good-sized cheery, and very seedy. In the eighth century the fruit was considered a poison and it was not until the 16th century that oranges were extensively cultivated in Italy, Spain or France. The Spaniards improved the product and succeeded in cultivating it in the West Indies, from which it found its way to Florida, California and South America. Luther Burbank, the plant wizard, is credited with having invented the seedless navel orange.

Toronto City Council is asking for tenders for 90 tons of molasses. This does not mean that the city is going into the gingerbread business. This commodity is to be used as part of the diet of the horses employed in the street cleaning department. This should suggest to the grocer a sideline which it should pay him to carry—molasses for feeding purposes. There are many grocers who already have a considerable trade in this line. Those who have not would do well to look into the matter.

"Killing two birds with one stone," was what the merchant called it.

A customer who lived about a mile out of town and who had a phone rang him up and asked him to have an order—not a very large one—delivered. The order in itself would hardly pay for the

delivery but to oblige the customer he would do as requested.

Then an idea, and let it be said that ideas are what make a success of business, struck him. There was another customer who lived near the same place, and who also had a phone. He rang this one up, said that he was going out that way, and asked if there was anything they would like brought. There was, indeed, a very substantial list of goods which was at that moment required.

The order was taken, two birds killed with the one stone, and the delivery turned into a profitable operation.

B. C. POTATO PROSPECTS.

Vancouver, B.C., Nov. 23.—(Special)—British Columbia's recent win of the big prize for the best potatoes grown in America, indicates possibilities of soil in this province. Although the best can be grown here, they are scarce in the market for the reason that enough of them have not been produced. Not that they are not a paying product, for the quotation now is \$28 for locals and \$35 for Ashcrofts. They are not scarce just at present, though the prospect is that before next year's supply comes in, the price will be high and the stock will be small. This happens each year and will for some time, until the people on the land grow more potatoes.

Vancouver had a foot of snow on November 9th, and a sharp bit of weather. This will mean a stiffening in the price of potatoes and probably an increase. Many potatoes are in the fields, and if they escape from being touched by frost, it is not improbable that potatoes in transit, and many car loads are on the rails, will be damaged slightly.

Three Good Lines For the Grocer

Choice Lake Erie Large Ciscos

Rich, Sweet and Fat

We are SMOKERS of THEM

Golden Brand Finnan Haddies]
Filets, Etc.

The finest in the sea

Neptune Brand Oysters

in Sealed Cans. Carriers Free.

JOHN FITCH

Hamilton - Ontario

P.O. BOX 103

BRUNSWICK BRAND SEA FOODS

will surely build up business for you, because only the most carefully selected and sweetest fish are used—fish caught in the famous Passamaquoddy Bay. Skill, care and cleanliness are our watchwords throughout the canning process, and the result is the retention of the natural fish flavor to a degree unknown in other brands.

We stand back of all our products with an unconditional guarantee of purity.

Here's a line, Mr. Grocer, you can handle with credit to your store and increasing profit to yourself.

THE "QUALITY" BRAND

CONNORS BROS., Limited
Black's Harbor, N.B.



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



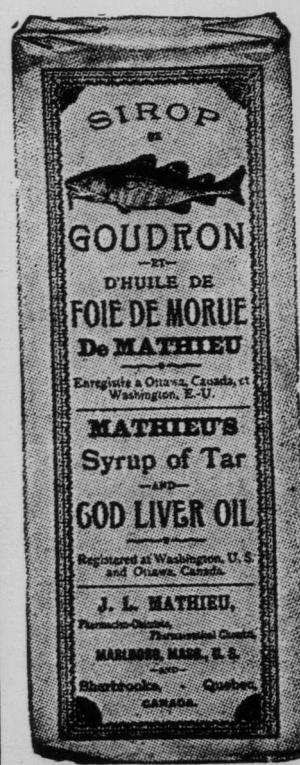
Are you handling the above splendid new line put up by Chr. Bjelland & Co., for 27 years the largest canners in Norway?

These herrings are all selected, small, summer-caught fish, and are canned under the most perfect sanitary conditions a few hours after being taken from the water.

Retail at 10 cents a tin and leave a most satisfactory margin for the retailer. Ask your wholesaler for this brand.

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, Hamilton

CURE COUGHS FOR KINDNESS



and add to your daily sales by suggesting that **MATHIEU'S SYRUP OF TAR AND COD LIVER OIL** is a splendid household remedy and is displacing ordinary cough cures—the reason being that it not only stops the cough, but it also removes the cause and builds up the tissues.

It's horse sense that a bottle in the home, ready for an emergency, may save a serious illness. This suggestion may mean several extra sales.

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

For Feverish Colds, don't forget to recommend **Mathieu's Nerve Powders** the great Headache and Neuralgia Remedy.

—1911 Christmas 1911—

An Assortment of

PERRIN'S

Attractive

FANCY

BISCUIT

Packages

and

Fruit Cakes

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

Are You A Salesman ?

You are. Then you are able to work up a nice trade in tobacco. It does not require much work. Just a display of leading lines and a few words with your customers. You'll soon win them over to purchase their tobacco from you.

Maple Sugar Chewing Tobacco

is a really good line and will please the most particular. You are supplying families with groceries every day, why not supply their husbands with their tobacco ?

Write us about other lines.

Rock City Tobacco Co.

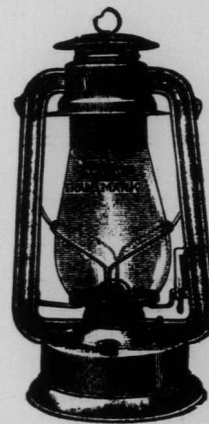
Quebec Winnipeg

"BANNER" Is not
"Just as Good"

IT'S

BETTER

Good
Points
of
The Banner
are
Brought
out in
Bad
Weather



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

Send Coupon for Calendar

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

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS FOR SALE.

FOR SALE—Good general store business in Parry Sound District, stock about \$4,000, doing good, safe trade. This is a snap. Good reasons for selling. Box 402, CANADIAN GROCER, Toronto.

MISCELLANEOUS.

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

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

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

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

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

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

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

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

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

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

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

MISCELLANEOUS.

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

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

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

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

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

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

725,000 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 Co., 285 Yonge St., Toronto.

TECHNICAL BOOKS.

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

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

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

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE IN ADVANCE.

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

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department
143-149 University Avenue, Toronto

Diamond
1-lb. tins
1-lb. tins
1-lb. tins

Cases.
4-dozen.
1-dozen.
1-dozen.
1-dozen.
1-dozen.



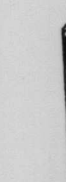
or more



White
\$3.25; 1
tins \$1.
5c. tins.



Size
Borwick
"



Cereals
No. 1, 1
No. 1, 1
No. 2, 5
No. 2, 5
No. 3, 3
No. 10, 1
No. 10, 1



Strawb
Raspber
Black c
Red cur



The Bulk of Your Trade

Is done with women. They are directly responsible for the appearance of the home.

BLACK KNIGHT STOVE POLISH

is the household favorite for polishing the stove. It gives a brilliant, lasting shine with little exertion and does not stain the hands.

Your profit is assured if you stock this popular household requisite.

F. F. Dalley Co., Limited HAMILTON, Canada
BUFFALO, N.Y.

The Pinnacle of Good Value



Is pure and hard and will do more work to the bar than any other make. Its purity allows it to be used in the washing of the most delicate fabrics without harming them.

It is the kind of soap that makes your customers think yours is the only store for good value. Stock Wonderful Soap and be a successful merchant through the big trade it brings.

WRITE FOR PRICES.

THE GUELPH SOAP CO.

GUELPH, ONTARIO

BLACK JACK

QUICK, CLEAN, HANDY



TRY IT

SOLD BY ALL
JOBBERs

1/2-lb. tins—3 doz. in case.

A Faultless Product

There is no better factory anywhere adapted to the production of prepared salt than that of the Ontario People's Salt & Soda Co. at Kincardine, Ont. Every modern appliance is there and it is scrupulously clean.

SALT is the specialty produced and it has a national reputation for high quality.

You can materially increase your profit and reputation by pushing this line.

For prices, etc., address

The Ontario People's Salt & Soda Co.

KINCARDINE LIMITED ONTARIO

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.

Brooms

"BROOMS OF QUALITY"

Brooms

are hard to get.

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

TRY A SAMPLE SHIPMENT.

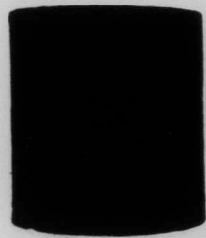
WALTER WOODS & CO.

HAMILTON

WINNIPEG

TWO CENTS PER WORD

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



CLARK'S PORK AND BEANS in Tomato Sauce
Per doz
No. 1, 4 doz. in case... 0 50
No. 2, 2 doz. in case... 0 90
No. 3, 2 doz. in case... 1 00
No. 3, 2 doz. in case... 1 25
No. 4, 1 doz. in case... 4 00
No. 12, 1 doz. in case... 6 50

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

IMPORTED PEAS "SOLEIL"
Per case
Sur Extra Fins... 11 00
Extra Fins... 15 50
Tres Fins... 15 00
Fins... 14 00
M-Fins... 12 50
Moyens No. 1... 11 00
Moyens No. 2... 10 00
Moyens No. 3... 9 50
Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.
Case—
12 litres... 6 50
24 pints... 6 25
12 quarts... 5 75
Tins—
5 gals., 2s... 23 00
3 gals., 6s... 29 00
1 gal., 10s... 25 00
1/2 gal., 20s... 26 00

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

CASTILE SOAP
"La Lune," 65 per cent. Olive Oil
Case 25 lbs., 11 lb. bars... 0 07 1/2 lb.
" " 12 lbs., 2 1/2 lb. bars... 0 08 1/2 lb.
" " 50 lbs., 1 lb. bars... 3 50 case
" " 200 lbs., 3/4 oz. bars... 3 75 case

Alimentary Pastes, Blanc & Fils, Macaroni, Vermicelli, Animals, Small Pastes, etc.
Box, 25 lbs., 1 lb. bars... 0 07 1/2
" " 25 lbs., loose... 0 07
DUFFY & CO. BRAND.
Grape Juice, 12 qts... 4 75
" " 24 pts... 5 15
" " 36 splits... 4 75

Apple Juice, 12 qts... 4 50
" " 24 pts... 4 75
Champagne de Pomme, 12 qts... 5 00
" " 24 pts... 5 50
Matts Golden Russett—
Sparkling Cider, 12 qts... 5 00
" " 24 pts... 5 50
Apple Vinegar, 12 qts... 2 50

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

Cereals.
Post Toasties
Grape Nuts
A General Food of Wheat, Bran, Salt and Yeast.
Postum Cereal Co., Limited

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

Force, 36's... 4 50
Gueto, 36's... 2 85
Mustard
COLMAN'S OR KERR'S
Per doz.
D.S.F., 1-lb. tins 1 40 F.D., 1-lb. tins... 1 45
" " 1-lb. tins 2 90 Per jar
" " 1-lb. tins 5 00 Durham, 4-lb. jar 0 75
F.D., 1-lb. tins... 0 85 1-lb. jar 0 25

IMPERIAL PREPARED MUSTARD
Small, cases 4 dozen... 6 45 dozen
Medium, cases 2 dozen... 6 90
Large, cases 1 dozen... 1 26

Canned Haddies, "Thistle" Brand
A. F. TIPPET & CO., AGENTS
Cases 4 doz. each, flat, per case... \$5 40
Cases 4 doz. each, oval, per case... 5 4

LARD
M. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.
F.O.B. Montreal
Tierces, lb 0 10
20-lb. pails \$2 10
20-lb. tins \$2 00
60-lb. tubs per lb... 10 1/2
3-lb. tins, 20 to case per lb... 0 11
5-lb. tins, 12 to case, per lb... 0 10 1/2
10-lb. tins, 6 to the case, per lb... 0 10 1/2



GUNNS "BASIFIRST" LARD COMPOUND.
Tierces... 0 09 1/2
Tubs... 0 09 1/2
50-lb. pails... 0 10
20-lb. tins... 0 09 1/2
10-lb. " 0 10
5-lb. " 0 10
3-lb. " 0 10
1-lb. cartons 10

Lye (Concentrated).

GILLET'S PERFUMED LYE Ontario and Quebec Prices.
Per case
1 case of 4 doz \$3 50
3 cases of 4 doz 3 40
5 cases or more 3 35

Marmalade.
SHIRIFF BRAND
"Imperial Scotch"
1-lb. glass, doz... 1 55
2-lb. glass, doz... 2 20
4-lb. tins, doz... 4 65
7-lb. tins, doz... 7 35
"Shredded"
1-lb. glass, doz... 1 90
2-lb. glass, doz... 3 10
7-lb. tins, doz... 8 25

Vermicelli and Macaroni.
D. SPINELLI CO., MONTREAL. Fine.
4 lbs. box "Special"... per box 0 22
8 lbs. " "Standard"... 0 44
5 lbs. " "Standard"... 0 27 1/2
10 lbs. " "Standard"... 0 55
60 lbs. cases or 75 lbs. bbls... per lb. 0 05
25 lbs. cases 1 lb. pkgs (Vermicelli) " 0 06
Globe Brand.
5 lbs. box "Standard"... per box 0 30
10 lbs. " "Standard"... 0 60
25 lbs. cases (loose)... per lb. 0 05
26 lbs. cases, 1 lb. packages... 6 00 1/2

Jelly Powders
JELL-O The Dainty Dessert

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

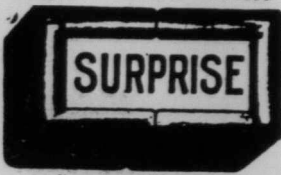
JELL-O ICE CREAM POWDER FOR MAKING ICE CREAM Pays 50¢ Profit

Assorted Case, Contains 2 doz. \$2 50
Chocolate (Straight) Contains 2 doz. 2 50
Vanilla (Straight) Contains 2 doz. 2 50
Strawberry (Straight) Contains 2 doz. 2 50
Lemon (Straight) Contains 2 doz. 2 50
Unflavored (Straight) Contains 2 doz. 2 50
Weight 11 lbs. to case. Freight rate, 2d class.

IMPERIAL JELL-O DESSERT
PURE AND DELICIOUS
TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ
Assorted flavors—gross 12.75

THE CANADIAN GROCER

SOAP and Washing Powders



For sale by all grocers.

A. F. TIPPET & CO., AGENTS

Oricle soap, per gross 10 30
Florida soap, per gross 12 00
Straw hat polish, per gross 18 20



3 doz. to box \$3 60
6 doz. to box \$7 20
30 days.



5-case lots (delivered), \$4.15 each, with 20 bars of Quick Naptha as a free premium.



GENUINE Packed 100 bars to case.



Prices Ontario and Quebec:
Less than 5 cases \$5 00
5 or more cases of 17 1/2 4 95

Starch

EDWARDSBURG STARCH CO., LIMITED
Boxes contain Laundry Starches Cents
40 lbs. Canada Laundry 0 05
40 lbs. Canada white gloss, 1 lb. pkgs. 0 06
48 lbs. No. 1 white or blue, 4 lb. cart's 0 06
48 lbs. No. 1 white or blue, 3 lb. cart's 0 06
100 lbs. kegs, No. 1 white 0 06
30 lbs. Edwardsburg silver gloss, 1 lb. chromo packages 0 07
48 lbs. Silver gloss, in 6 lb. canisters 0 07
36 lbs. Silver gloss, 6 lb. draw lid boxes 0 07
100 lbs. kegs, Silver gloss, large crystals 0 06
28 lbs. Benson's satin, 1 lb. cartons, chromo label 0 07
40 lbs. Benson's enamel (cold water) per case 3 00
20 lbs. Benson's enamel (cold water) per case 1 50
Celluloid—Boxes containing 46 cart's, per case 3 60
Culinary Starch
40 lbs. W. T. Benson & Co.'s celebrated prepared corn 0 07
40 lbs. Canada pure corn starch (20 lb. boxes 1/2 higher) 0 05

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40 lb. 0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 05
Finest Quality White Laundry—
3-lb. canisters, cases of 48 lb. 0 06
Barrels, 200 lb. 0 05
Kegs, 100 lb. 0 06
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07
5-lb. toy trunks, 8 in case 0 08
6-lb. toy drums, with drumsticks 8 in case 0 07
Kegs, ex. crystals, 100 lb. 0 06

Brantford Gloss—
1 lb. fancy boxes, cases 36 lb. 0 07
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 3 00



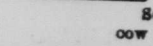
OCEAN MILLS
Montreal
Chinese starch, 48 1-lb., per case \$4.00;
Ocean Baking Powder, 3-oz. tins, 4 doz per case, \$1.60; 4-oz tins, 4 doz per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz per case, \$6.75; 5-lb tins 10 tins a case, \$7.50;
1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange, 48 8-oz., \$4.00; Ocean cough syrup, 36 6-oz., \$6.00; 36 8 oz., \$7.20; Ocean corn starch, 45 1-lb., \$3.60.



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



SYMINGTON'S SOUPS
Quart packets, 9 varieties, dozen 0 90
Clear soups in stone jars, 5 varieties, dozen 1 40

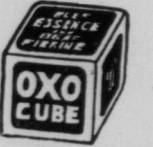


Case of 1-lb. containing 60 packages per box \$3.00.
Case of 1/2-lb. containing 120 packages per box \$3.00.
Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. packages per box \$3.00.

MAGIC SODA
Ontario and Quebec Prices. Per case
Case No. 1, 60 1-lb. packages \$2 85
Case No. 2, 120 1/2-lb. " 2 75
Case No. 3, 30 1-lb. " 2 85
Case No. 4, 60 1-lb. " 2 75
Case No. 5, 100 1-lb. " 2 99
Case No. 6, 150 1-lb. " 2 60

Stove Polish
JAMES DOME BLACK LEAD
6a size, gross, \$2.40. 2a size, gross, \$2.50

Syrup
EDWARDSBURG STARCH CO., LTD.
Crown Brand Corn Syrup
2-lb. tins, 2 doz. in case, per case 2 40
5-lb. tins, 1 doz. in case, per case 2 75
10-lb. tins, 1/2 doz. in case, per case 2 65
20-lb. tins, 1 doz. in case, per case 2 60
Barrels, 700 lbs. 0 03
Half barrels, 350 lbs. 0 03
Quarter barrels, 175 lbs. 0 03
Pails, 33 1/2 1 75
Pails, 25 lbs., each 1 25
Lily White Corn Syrup.
Plain tins, with label— Per case
2 lb. tins, 2 doz. in case 2 65
5 " 1 " " " 3 00
10 " " " " 2 90
20 " " " " 2 85
5, 10 and 20 lb. tins have wire handles.
Beaver Brand Maple Syrup. Case
1 lb. tins 2 doz in case \$3 50
5 " 1 " " 4 00
10 " " " 3 95
20 " " " 3 90
(5, 10 and 20 lb. tins have wire handles)



OXO CUBES
Enamelled
tins of
dozen tins
4 cubes \$ 95
50 cubes 2 40
100 cubes 2 15
100 cubes 2 15
OXO (Liquid)
Minimum re-selling prices
Bottles
1 doz 1-oz. \$ 09
1 doz 2-oz. 3 50
1 doz 4-oz. 6 50
1 doz 8-oz. 11 25
1 doz 16-oz. 18 50

Cream Tartar.

GILLETT'S CREAM TARTAR
Ontario and Quebec Prices.
Per doz
1-lb. paper pkgs., 4 doz. in case \$1 00
1-lb. paper pkgs., 4 doz. in case 2 00
Per case
4 doz. 1-lb. paper pkgs. } assorted \$8 00
2 doz. 1-lb. paper pkgs. }
Per doz
1-lb. cans with screw covers, 4 doz. in case \$2 20
1-lb. cans with screw covers, 3 doz. in case 4 10
Per lb
5-lb. sq. canisters, 1/2 doz. in case 0 33
10-lb. wooden boxes 0 30 1/2
25-lb. wooden pails 0 30 1/2
100-lb. kegs 0 28 1/2
300-lb. barrels 0 28



MILK
CANADA FIRST BRAND
The Aylmer Condensed Milk Co., Ltd.
Per case
Canada First Evap. Cream family size 3 50
Canada First Evap. Cream medium size 4 80
Canada First Evaporated Cream, hotel size 3 70
Canada First Condensed Milk 4 55
Beaver Condensed Milk 4 00
Rosebud Condensed Milk 4 25

Molasses
DOMINION MOLASSES CO.
Gingerbread Brand (Toronto)
2 1/2-3 doz. case \$2 85
3 1/2-2 doz. to case \$2 85
WINNIPEG
No. 2—Tins, 2 doz. cases, per doz 1 08
No. 3 Tins, 2 doz. cases, per doz 1 67
No. 5—Tins, 1 doz. cases, per doz 2 98
No. 10—Tins, 1/2 doz. cases, per doz 4 83
No. 20—Tins, 1/4 doz. cases, per doz 10 90
Pails—1's each 0 62
Pails—2's, each 0 96
Pails—5's, each 2 10
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 15
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 69
10's, 1/2 doz. case, per case 4 15
20's, 1/4 doz. case, per case 3 80

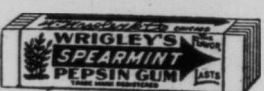
Sauces
PATERNON'S WORCESTER SAUCE
1-pint bottles, 3 and 6 dozen cases, dos 0 90
Pint bottles, 3 dozen cases dos. 1 75



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

HOLBROOK'S IMPORTED PUNCH SAUCE.
Large, packed in 3-doz. case Per dozen \$2 25
Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE
Per dozen
Rep. 1/2 pints, packed in 6-doz. case 2 25
Rep. 1/4 pints, packed in 4-doz. case 3 15
Rep. quarts, packed in 2-doz. case 6 50



100 Boxes \$44 00
24 No. 3 Jars 33 60
12 No. 5 Jars 27 60

Tobacco
IMPERIAL TOBACCO COMPANY OF CANADA.
LIMITED-EMPIRE BRANCH.
Chewing—Black Watch, 6s 44
Black Watch, 1s 45
Bobs, 6s and 12s 46
Bully, 6s 46
Currncy, 4s and 12s 44
Stag, 5 1/2 to 1b. 38

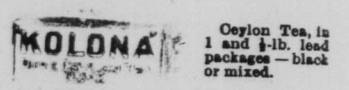
Old Fox, 12s 44
Pay Roll Bars, 7 1/2 56
Pay Roll, 7s 56
War Horse, 6s 42
Plug Smoking—Shamrock, 6s., plug or bar 54
Rosebud Bars, 6s. 54
Empire 6s and 12s. 50
Ivy, 7s. 44
Starlight, 7s. 50
Cut Smoking—Great West Pouches, 8s. 59
Regal Cube Cut, 8s. 70



Blue Label, 1/2s. 0 21 0 26
Blue Label, 1's. 0 20 0 25
Orange Label, 1's and 1/2s 0 22 0 30
Brown Label, 1's and 1/2s 0 28 0 40
Brown Label, 1's. 0 30 0 40
Green Label, 1's and 1/2s. 0 35 0 50
Red Label, 1's 0 40 0 60



MELAGAMA TEA
MINTO BROS.,
45 Front St. East
We pack in 60 and 100 lb. cases. All delivered prices.
Wholesale Retail
Brown Label, 1 lb. or 1/2 lb. or 0 25 0 30
Red " " " " " " " " 0 27 0 35
Green " " " " " " " " 0 30 0 40
Blue " " " " " " " " 0 35 0 50
Yellow " " " " " " " " 0 40 0 60
Purple " " " " " " " " 0 55 0 65
Gold " " " " " " " " 0 70 1 00



Ceylon Tea, in 1 and 1/2 lb. lead packages—black or mixed.
Black Label, 1-lb., retail at 25c. \$0 20
Blue Label, 1-lb., retail at 25c. 0 21
Blue Label, retail at 30c. 0 24
Green Label, retail at 40c. 0 30
Red Label, retail at 50c. 0 35
Brown Label, retail at 60c. 0 45
Gold Label, retail at 80c. 0 65

Jams and Jellies

T. UPTON & CO.
Compound Jams—red raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckle berry. 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 3 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 pail, 6 pails in crate, 52 1/2c. per pail; 30-lb. wood pails, 7 1/2c. per lb. Packed in assorted cases or crates if desired.
Compound Jellies—raspberry, strawberry, black currant, red currant, pineapple. 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 wood pails, 6 pails in crate 52 1/2c. per pail; 30-lb. wood pails, 7 1/2c. per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade—guaranteed finest quality. 12-oz. glass jars 2 doz in case, \$1.10 per doz.; 16-oz. glass jars 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.2 per doz.; No. 2 tins, 2 doz. in case, \$2 per tin; No. 5 tins, 9 in case, 40c. per tin; No. 7 tins, 12 in crate, 56c. per tin; No. 7 wood pails, 6 in crate, 56c. per pail; 30-lb. wood pails, 7 1/2c. per lb.

Jelly Powders.

WHITE SWAN SPICE AND CEREALS, LTD.
White Swan, 15 flavors, 1 doz. in 1-lb. some counter carton, per doz., 90c.



List price.
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Yeast

Ontario and Quebec Prices.
Royal Yeast, 3 dozen 5-cent packages \$1 15
Gillett's Cream Yeast, 3 dozen in box 1 15

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocos, Pimento and all West Indian Produce

SNAP Does the Trick

when the mechanic, the chauffeur, the painter or any person requires something more than soap to remove dirt from the hands.



The action of Snap loosens the particles of dirt and clears them away, leaving the hands clean and white.

Introduce Snap wherever you can and you will please and satisfy your patrons.

Keep Snap Displayed.

Snap Company
Limited
MONTREAL

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

FREQUENCY OF SAILINGS

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

For further particulars apply to

PICKFORD & BLACK, Ltd.

HALIFAX, N.S.



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, Ed. and 12. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

Queen City Water

White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

THE CANADIAN GROCER



No Weak Link There

No Profits Lost

See how it works, Brother Grocer.

A woman is ready to buy from you 50 bags a year, maybe more. But she will not purchase the 50 bags unless the last bag be as good as the ones that have gone before.

If the first bag be right—and the second—and the ninth— She purchases the tenth with confidence.

Your sales keep increasing, you see. Your profit is continuous—because of Steadfast Quality.

But if the tenth bag be bad, will she purchase the eleventh? Will you continue filling her flour requirements?

No—your chain of profits snaps at the tenth purchase.

You have profited only on ten bags when you might have profited on the total amount of her yearly purchases. Don't you see NOW what Uniformity means to flour sales?

If sales are greater than ever, it's because FIVE ROSES flour yields uniform results both in store and kitchen.

Each bag or barrel starts a chain of Permanent Profits.

Five Roses is packed to suit your trade in barrels and halves. Also in bags of 7, 14, 24, 49, and 98 lbs.—
Daily capacity, 10,500 barrels.

And each sale is a sturdy link, without flaw or weakness.

This also is true, that the constant effort made in the big mills out West to maintain the integrity of FIVE ROSES, assures to YOU permanency of profits.

This is the only flour that is unreservedly guaranteed—

Simply because it needs no guarantee.

Sell quality, Brother Grocer, not in one barrel, or two barrels, but in each and every barrel.

Sell FIVE ROSES—sell it NOW.

Write your Jobber—or our nearest office.

ACT!

LAKE OF THE WOODS MILLING COMPANY, LIMITED

"The House of Character"

Montreal Toronto Ottawa London St. John Keewatin Winnipeg Vancouver

Five Roses Flour

Not Bleached



Not Blended