

THIS IS THE 1,297th ISSUE OF

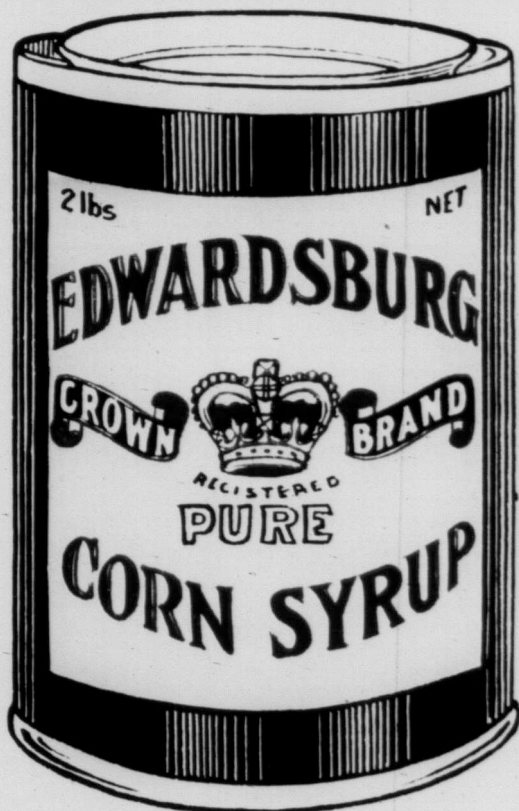
CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY,

Vol. XXVI

PUBLICATION OFFICE: TORONTO, OCTOBER 18, 1912

No. 42



Holding Your Customers

Depends upon your being able to supply them with the goods they require. When you are asked for

CROWN BRAND CORN SYRUP

No other Corn Syrup will do. Your customers want it simply because it is CROWN BRAND—the purest and finest Corn Syrup obtainable.

And Remember---Grocers Are Selling Five Times
More CROWN BRAND Than Any
- - Other Corn Syrup - -

Because it is known and used in Canadian homes from coast to coast.

The Demand is there---You Simply have to Supply it.



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



THE CANADIAN GROCER

HIGH COST OF LIVING

The prices of Salmon, Lobster and other canned fish are prohibitive to a number of your customers, why not feature

MACONOCHIE'S

FRESH HERRING

FRESH MACKEREL

HERRING in TOMATO SAUCE

KIPPERED HERRING

Your Customers will appreciate you bringing this to their notice, and better still they show you a good profit.

MACONOCHIE'S

PAN YAN PICKLES AND SAUCE

Largely
Advertised.

Helps Your
Sales



You know the quality of
Maconochie's Pickles

**Pan Yan
Pickles and Sauce**

are the height of perfection

WRITE FOR SAMPLES.



See you get
your share
of the trade.

If you cannot get them through your Jobber write direct to

MACLAREN IMPERIAL CHEESE COMPANY, LIMITED

Sole Agents for Dominion and United States.

Offices: TORONTO, MONTREAL, CALGARY, NEW YORK, CHICAGO, DETROIT
Factories: WELLESLEY, Ont. WOODSTOCK, Ont. BANCROFT, Mich.

PURE standard trade-marked goods are a bulwark of safety, and as desirable to have on your shelves as money on your pass-book, for they turn themselves quickly—and with absolute certainty. In your purchases, Mr. Grocer, be guided by the names that stand for quality foremost. Griffin & Skelley's goods are pure absolutely—sure in results—quick in attainment.

G. & S. Canned Fruits

Picked by skilful hands, chosen by ever watchful eyes, packed in the Factory of Precision—the best that Dollars and Cents and Brains and Sense can offer particular folks.

Canned Apricots, Peaches, Plums, Pears, Cherries and other wanted table fruits. Quality goods.

G. & S. Asparagus

has all the delectable charm of the tender blades freshly cut from the Griffin & Skelley private beds on the banks of the Sacramento River. Within an hour from the time it leaves its growing place it is nearly ready to can and seal—all the original piquant flavor is thus retained you see — and all the delicacy of the fresh young stalks.

G. & S. Hawaiian Pineapple

The virtue of absolute cleanliness is firmly linked to that of evenness of quality in the Griffin & Skelley line of canned Pineapple. The standard of excellence remains as fixed as the stars—it never varies. This is a line of known Quality goods that will positively give you a quick turn-over.

Arthur P. Tippet & Co.

AGENTS

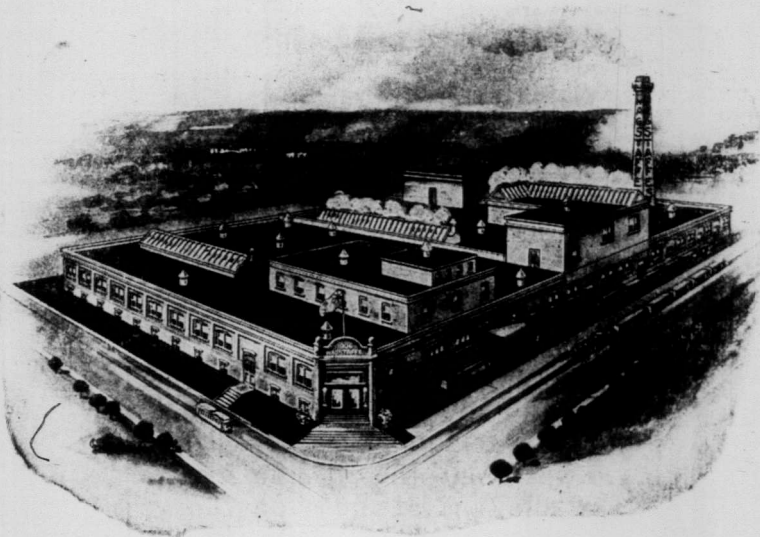
Toronto

Montreal

WAGSTAFFE'S

*Fine Old English
Mince Meat and Plum Puddings.*

Now Ready for Delivery



FINEST FRUIT PRESERVING PLANT IN CANADA.

FINE OLD ENGLISH MINCE MEAT.

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

FINE OLD ENGLISH PLUM PUDDING.

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

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

-

-

-

-

Ontario



BORDEN'S

ARE AS A SHINING LIGHT OVER ALL
OTHER MILK PRODUCTS.

The Borden products are "Leaders of Quality" in every particular. Only the richest full cream milk is used, and is preserved by the aid of only the most modern and sanitary apparatus. The quality is unsurpassable.

Borden Products are widely advertised and are known everywhere.

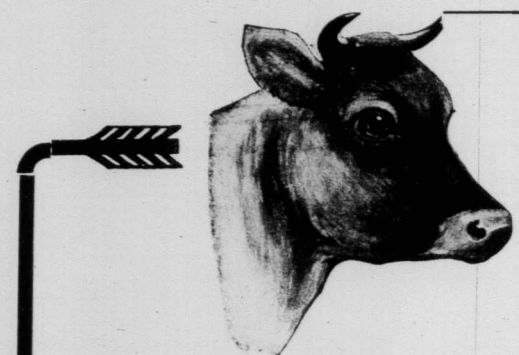
The dealer has just to mention the name to satisfy the customer as to the quality and wholesomeness. IT PAYS TO SELL THE BEST.

BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

MONTREAL

BRANCH OFFICE: NO. 2 ARCADE BUILDING, VANCOUVER



Always Salable and Profitable

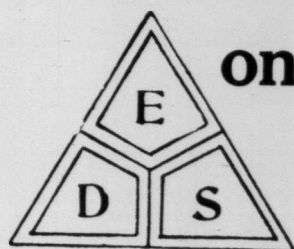
Always Reliable and Ready for Use

Canada First Evaporated Milk is fresh cow's milk evaporated to consistency of Cream, and is the safest, most wholesome and reliable form in which milk can be used. Most of your customers have tried condensed milk, and if you are working to create and hold trade *recommend Canada First Brand.*

The Aylmer Condensed Milk Co., Limited

Factory: AYLMER, ONT.

Business Offices: HAMILTON.



on Jams means purity

E.D.S. BRAND JAMS AND JELLIES

Preserved Purity



Highest in Government Test

From the tree or bush to your customer's table the fruits that make the E.D.S. lines are delivered in absolute purity. This has been proven by the most rigid Government tests, and no merchant can overlook this fact if he is anxious to give his patrons the best value possible for their money.

E.D.S. Jams and Jellies have that delicious fresh fruit flavor—picked, selected and preserved the same day.

We are introducing the E.D.S. Pork and Beans—the kind that is as pure and good as is its name (E.D.S.) in preservedom—Try a sample order.

Place your full and holiday orders early to be sure of prompt delivery.

E. D. SMITH, WINONA ONTARIO

All our products are grown on our own fruit farms at Winona

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



Do You Make Your Windows Talk?

Do you use your windows for putting your goods before the public? Do you realize that your show windows are your best advertising mediums?

More direct results can be obtained through well dressed windows if you use attractive goods in your display.

“Simcoe” Baked Beans

are put up in attractively labeled cans in all sizes, and will make an excellent window display.

“Simcoe” Baked Beans gain in popularity with the public daily — the delicious and nutritious and economical qualities of this wholesome food is appreciated by the masses.

Feature the 3's family size—a larger tin at a smaller price.

DOMINION CANNERS LIMITED

HAMILTON, CANADA

Sure, You Can Sell More Mincemeat

than you did last season. Any energetic grocer can beat his last year's record if he wants to. Just make a window display of

Shirriff's Mincemeat

as a starter. Then put some real vigor and enthusiasm into your selling talks. Stir up your clerks, too. You'll soon be selling Shirriff's Mincemeat like hot cakes. And every pail you sell will add a nice profit to your gain account and a satisfied customer to your store. Such pure, delicious mincemeat, prepared from the finest ingredients, is hard to equal, even in the best homemade.

Put up in 6, 12, 28 and 65-lb. wooden pails. How many, please?

Imperial Extract Co.
Toronto

No. 105

Purchase PEACOCK PICKLES NOW

Before the Frost
MATHEWSON'S SONS

WHOLESALE GROCERS

MONTREAL

EWING'S SPICES PRINCE OF WALES BRAND



Positively no doubt about it, and the reason—only experts pack them, only experts are allowed a place in our Spice Mill. That's good enough, eh?

PURE SPICES

will make the housewife pleased with her pickling, impure will make her discontented and sore with you.

YOU WANT THE PURE

So Write

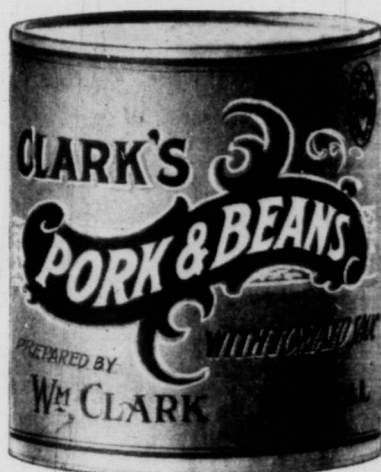
S. H. Ewing & Sons, Montreal

Clark's Pork and Beans

Plain

Chili

Tomato Sauce



We think, Mr. Grocer, that you will agree with us that QUICK RETURNS are essentially a first consideration in the creation of a profitable business. The more often you turn over your capital in a given time, the greater in proportion will be your PROFIT.

Clark's Pork and Beans Will Earn for You This Greater Profit

Because they are extensively ADVERTISED, the public know them and ask for them.

Because they have the QUALITY to back up the advertising and hold your customers.

Because you can sell MORE CLARK'S than any other brand.



Clark's Beans Mean Quick Returns :
Quick Returns Spell Profit and Success.

W. CLARK, - MONTREAL

FISH FETCHES TRADE

If you don't believe us ask some of your competitors. They are getting a fair share of the large volume of business passing.

Canada Brand Pure Boneless Cod

CANNOT BE MADE ANY PURER

BONELESS FISH.

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

SKINLESS FISH.

Eastern Fifties	50 lb. Boxes.	Eastern Hundreds	100 lb. Boxes.
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Wholesalers:—We can supply

LARGE DRIED CODFISH BY THE QUINTAL. LARGE FAT JULY SALT HERRING BY CAR LOAD.

OCEAN BRAND

Haddies

Kippers

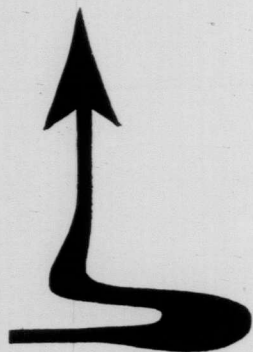
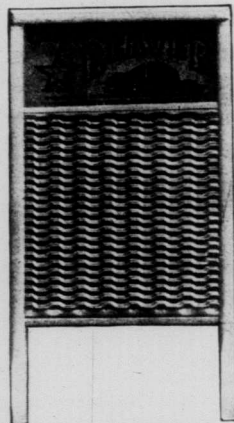
Bloaters

Are the choicest and fleshiest possible. Get some from your wholesaler.

WRITE

NORTH ATLANTIC FISHERIES, LIMITED

Selling Branch:—47 William Street, MONTREAL



Let Us Demonstrate

the selling qualities of

CANE'S WASHBOARDS

by sending you an order trial. Place these beside any other make and see which one your customer will choose. Experience has proven that "Cane's" is invariably the choice, especially of those who are acquainted with the service-giving qualities.

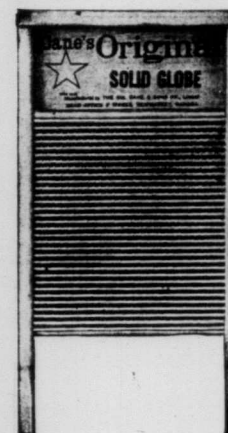
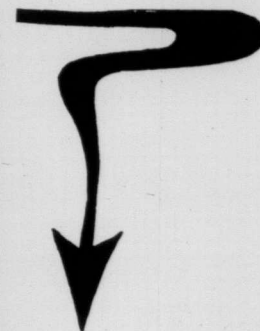
NOT HIGH-PRICED

but are superior in quality to most-expensive ones. We have a board at a price to suit every prospective buyer.

Write for complete catalogue at once.

The Wm. Cane & Sons Co. Ltd.

Newmarket, Ontario



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

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S GOLDEN PUFF

PRICES AND SAMPLES ON APPLICATION.

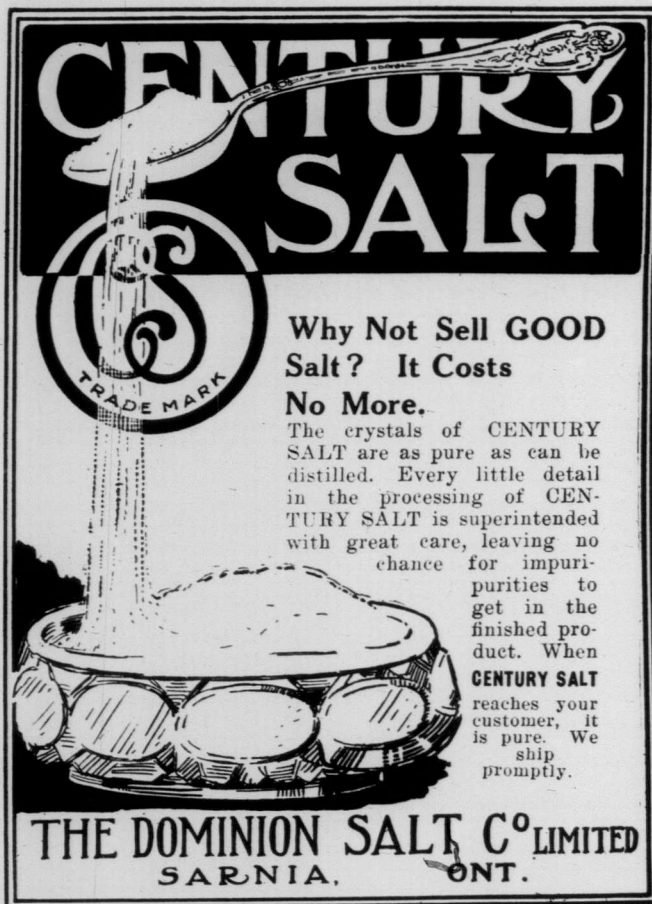


ILLUSTRATED ALBUM ON APPLICATION.

"YOU HAVE YOURS WITH JAM AND I'LL HAVE
MINE WITH CHEESE"

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

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



CENTURY SALT

Why Not Sell GOOD Salt? It Costs No More.

The crystals of CENTURY SALT are as pure as can be distilled. Every little detail in the processing of CENTURY SALT is superintended with great care, leaving no chance for impurities to get in the finished product. When CENTURY SALT reaches your customer, it is pure. We ship promptly.

THE DOMINION SALT CO. LIMITED
SARNIA, ONT.



The Most Improved Egg Carton on the Market.

Made of one piece of paper, durable, strong. For simplicity and rapidity excell all others.

QUALITY—ECONOMY—PERFECTION


all centre in our SELF-LOCKING CARTON. Nothing like it on the market. You cannot afford to use any other.

ONE OF THE LARGEST DEALERS IN CHICAGO employed four girls to set up cartons. Now he uses the SELF-LOCKING CARTON, and one girl does the work.

The Egg Carton is covered by Canadian and U.S. Foreign patents, and any infringements will be prosecuted to full extent of the law.

Send for further particulars to

Self Locking Carton Co.
(Incorporated)
507-509 S. Clinton St., CHICAGO, ILL.



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Nothing But The Best
The One Inflexible Rule For
DOMOLCO

Every package of Molasses bearing this registered label must contain the BEST, nothing but the BEST, nothing but Molasses.

Offered as superior for table use to any other Molasses on the Canadian Market.

We know this to be a strong statement, but you will find the proof in every tin.

Every family on your list of customers should use Molasses, and the majority of them will purchase it regularly after trying

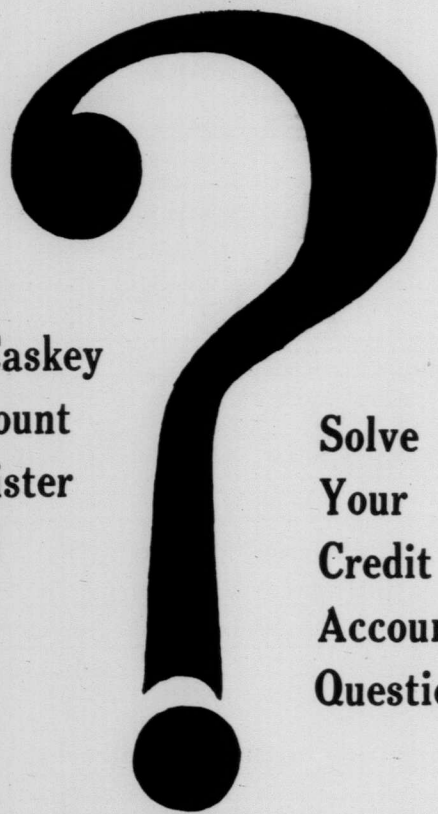
DOMOLCO

Show them quality plus modern package, and note the repeat orders.

THE
DOMINION MOLASSES CO.,
LIMITED

Halifax, - - - Nova Scotia

The Big Credit - Account Question



The
McCaskey
Account
Register
Will

Solve
Your
Credit
Account
Question

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

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

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

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

Manufacturers of the McCaskey Account System.

The Dominion Register Co., Ltd.
Toronto, Ontario

Trafford Park, Manchester, England



Scotch Marmalade

Made from Seville oranges
and pure refined sugar
by

JOHN GRAY & CO.,
LIMITED
GLASGOW

Contains neither Glucose
nor preservatives.

Prices and Samples from :

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



Say This and Mean It

"Madam, this is the best table salt we sell—it is always clean, dry and fine—it never cakes, flows evenly from the shaker and flavors food as it should be flavored.

WINDSOR TABLE SALT

is the only salt to use in cooking or baking—pastries are crisp and flaky, with absolutely no trace of a bitter after-taste."

The salt will prove you to be right.

THE CANADIAN SALT CO.,

LIMITED

WINDSOR

ONTARIO



JOHN BULL—"What care I for all the rain and mud I am getting this year?
My boots are polished with "2 in 1".

A 2 in 1 shine sheds water like a duck's back, and keeps its lasting brilliancy.

2 IN 1
Shoe Polish 10c.

Quick and easy.
Contains no acid or turpentine. Will not soil the clothes. 41

HOTEL DIRECTORY

HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. James K. Paisley, Prop.

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto 25 Canada Life Building, Montreal.

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

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

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

This Mark on Every Box



Means Quality
Dried Fruits

The Highest Type of packing
The Finest Fruits

Place Order Now for
Fall Delivery

All First-class Jobbers Handle

WHITE SWAN

YEAST CAKES

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

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals
Limited**

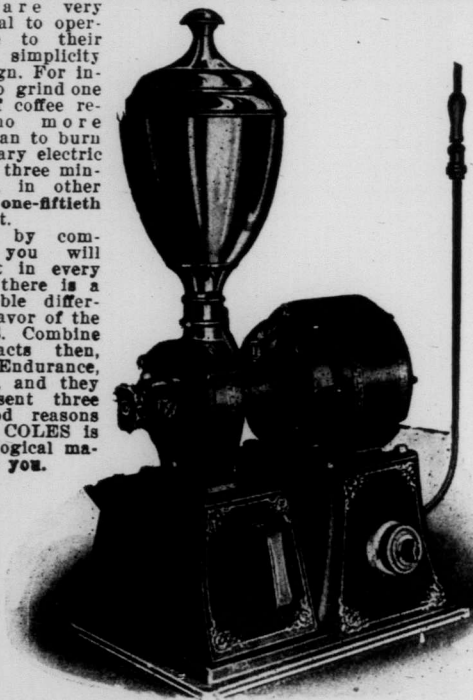
SOLE DISTRIBUTORS -- TORONTO

From a Hard Headed Business Standpoint

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

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

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



COLES MFG. CO., Philadelphia, Pa.

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

By Royal



Letters Patent

NELSON'S
Crystal
Leaf
GELATINE

Unrivalled in the kitchen,
can be obtained from

W.G. PATRICK & Co.

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

One FLAG

One NAVY

One SAUCE

HOLBROOKS

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

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

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

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

HOLBROOKS LIMITED
of Birmingham, England

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

TORONTO, ONT.

Manager, H. Gilbert Nobbs

Tartan
BRAND
THE SIGN OF PURITY

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

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

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

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

All orders shipped same day as received.

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

Rice's Salt

The Salt that is ALL SALT

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

Write for Prices, Prompt Shipment.

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

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

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



**NO PISTOL-LIKE
REPORT**

When a Dominion Match
is struck it lights silently,
without sputtering or spark-
ing. It is the kind you
should sell your customers,
you will make no mistake if
you push the sale of the
DOMINION SILENT MATCH.

DOMINION MATCH CO.

Deseronto, LIMITED Ontario

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



**Aim for the
best**

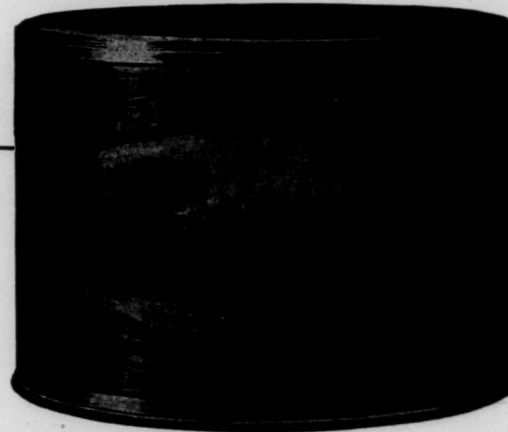
Coffee is something
on which the whole
family express their
opinion at the morn-
ing meal. Their
judgment is in the cup alone. *Aim,*
therefore, to supply them with *cup quality*
coffee. Rideau Hall is blended from the
finest cup selections only, and will please
the most exacting.



GORMAN, ECKERT & CO., Ltd

LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG



THE CANADIAN GROCER

THE RUSH IS OVER

FOR

St. Lawrence

Sugars

BUT THE DEMAND IS STEADY AND ALL ORDERS ARE RECEIVING PROMPT SHIPMENT.

Cook's Friend Baking Powder

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

PURER THAN THE LAW DEMANDS

NO ALUM!

NEVER WAS!

Modern Merchandizing Demands Efficient Service

The mechanic near his work can do it efficiently—Same applies to a salesman behind the counter.

THE "WALKER BIN" SYSTEM

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

IS THIS WORTH YOUR CONSIDERATION?

When the aisle from the door to the counter looks like a cow path in a swamp, there should be some boxes and barrels of fruit, vegetables and cakes shifted and the stock placed in bins as shown—leaving a clean, inviting store for the fastidious housewife.

WHICH WOULD YOU PREFER?

Write NOW for Illustrated Catalogue and let us give you an estimate.

NOTICE.—These bins are protected by patent and must not be installed by any one else under penalty of fine and removal of the bins. The company gives notice that it will not permit any infringement of their patents and will enforce their rights under the law.



The Walker Bin & Store Fixture Co. Limited
Berlin, Ontario

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES.—

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



Japan Teas

FURUYA & NISHIMURA

Try a bottle of H.P. SAUCE on your own table

You will see why it's selling so freely—there's a "want-more" fascination about H.P. that is crowding the grocer's store all over the world, besides it shows a good profit. If there is any difficulty in obtaining H. P. Sauce send a post card to our agents.

W. G. PATRICK & CO., Toronto, Montreal, etc.
R. B. SEETON & CO., Halifax, N.S.
THE MIDLAND VINEGAR CO., LTD., Birmingham, Eng.

H.P. SAUCE

You Should Never Be Without Quick-Naptha



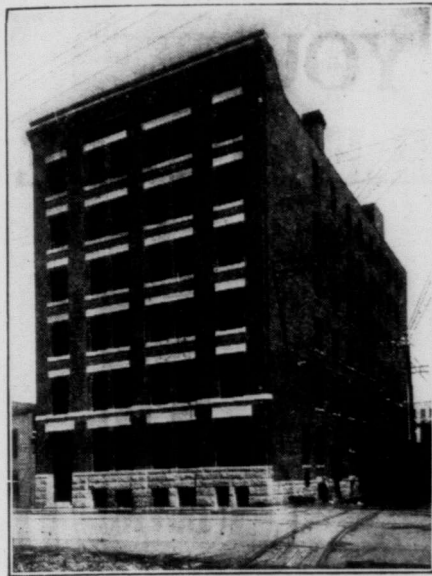
THE BEST 5c line with an extra good margin of profit

TEES & PERSSE LIMITED

ESTABLISHED 1884

**Manufacturers' Agents
and Warehousemen**

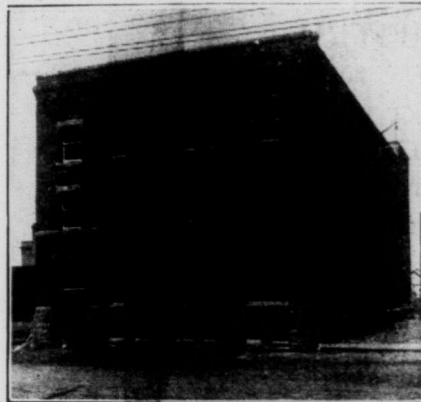
PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON



WINNIPEG WAREHOUSE



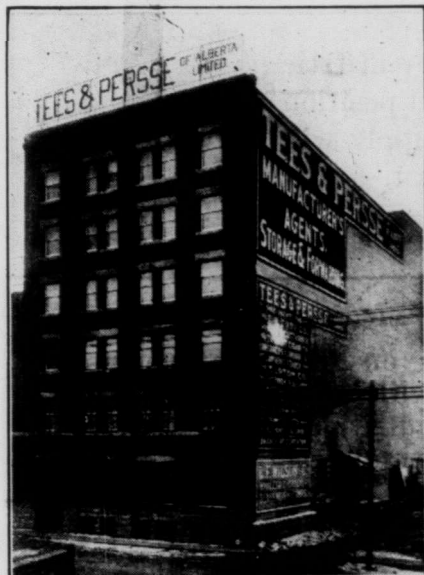
REGINA WAREHOUSE



SASKATOON WAREHOUSE



MOOSE JAW WAREHOUSE



CALGARY WAREHOUSE

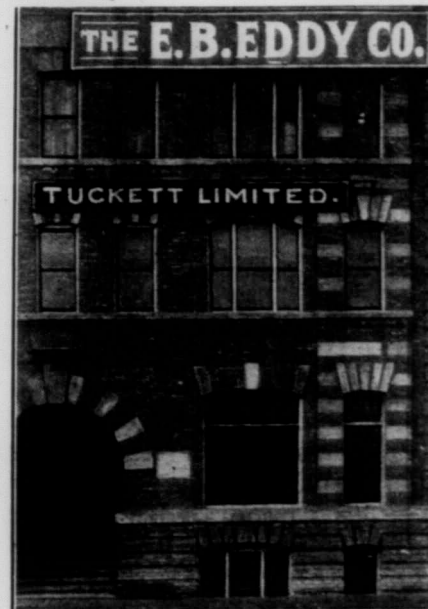
We have pleasure in notifying the trade that our Western Agents, Tees & Persse Limited, carry a full line of our well known Brands of Macaroni, Spaghetti, Vermicelli,

**Hirondelle
Marguerite
Catelli**

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

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

"From the Great Lakes to the Rockies."



EDMONTON WAREHOUSE

THE CANADIAN GROCER

BOVRIL

BRINGS TRADE TO YOU
LASTING AND PROFITABLE TRADE



**THE
ONLY
ONE**



The widespread publicity campaign of BOVRIL is bringing trade to your store. Every town, village and hamlet in Canada, no matter where located, has an opportunity to learn of the body-building power of BOVRIL—proven by leading authorities of the medical world to be a most valuable aid to digestion and a great body builder.

Are you taking full advantage of our selling help? You can readily see that a little energy put behind BOVRIL means highly satisfactory profits.

Let us send you a series of our very artistic show cards. Keep them in a prominent position and let them also help you sell. A supply will be sent you free and prepaid on request.

The "British Medical Journal "
after the 1911 experiments says: "In the case of human beings, the body-building power of Bovril was even more marked than had been previously shown in the experiments with animals."

The "Medical Times"
in commenting on Professor Thompson's experiments with "Bovril," which proved its great nutritive value, says: "The results were simply startling."

BOVRIL, LIMITED

27 St. Peter Street
MONTREAL

Worth while taking

1 min. 24 sec.

to read this

Judge for yourself

Some of your customers will insist on getting certain brands of tea, which you doubtless know are not as good as some other one; but some of these customers have very decided opinions and must be humored. The great majority, however, are influenced by your opinion, and these are the very ones whose trade you are most likely to hold, **providing they find that the goods you recommend are always to be relied on.**

Tea is one of the most important of the many things sold in a grocery or general store. You know from experience probably that a customer who complains about tea, soon complains about other things and is dissatisfied all round.

You have also found that some customers who did not like the tea you recommended **did not complain but went to another store when they needed to buy again.**

To come right down to the point. **Do you think it pays to push or recommend any tea until you are satisfied yourself that it is the best tea on the market?**

Nothing but the best is good enough for your customers.

Now, we believe Red Rose Tea is the best tea on the Canadian market, and we believe any independent expert judge of tea will back up this opinion.

If you are not selling Red Rose Tea and feel that the best is none too good, order a sample case. Then form your own opinion; don't be persuaded one way or the other by our travellers or any one else.

Judge it for yourself

If it is the best you will continue to buy it; if it isn't you won't.

T. H. Estabrooks Co., Limited

7 Front St. East, TORONTO

DOES YOUR TEA TRADE PAY YOU?

Are you selling Packet Teas, making profits for the other fellow? Or

are you selling your **Own Blends** making profit for yourselves.

The Up-to-date Grocer looks for **Quick Sales** and **Liberal Profits**.

Our repeat orders prove the Quick Sales.

Our list of Standard Blends shows the **Liberal Profits**.

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

Freight paid on 100 lbs. in Ontario.

Our usual guarantee holds.

Complete satisfaction or return at our expense.

EBY-BLAIN, LIMITED

TEA BLENDERS TO THE TRADE

J. F. EBY, President

HUGH BLAIN, Vice President



The Very Finest



Ceylon Tea is used to uphold the unexcelled reputation enjoyed by

"SALADA"

To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality.

And—Remember—The Sale is guaranteed.

"SALADA" TEA COMPANY

MONTREAL

TORONTO

New York, 198 West Broadway.

London, Eng., 41 Eastcheap.



Cairns' Scotch Jams

have the fresh, natural taste which can only be obtained from most carefully selected and prepared fruits.



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

Cairns' Scotch Jams and Preserves have made a reputation, not only among Royalty, but among the best trade of the Empire in general. They are everywhere appreciated.

Handle the best in Jams. Quality goods bring and hold trade, and put money into your pocket because quality goods move out rapidly. In Jams, let it be Cairns'.

ALEXANDER CAIRNS & SONS

PAISLEY, - SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal.

SUCCESS

'CAMP' scores every time!

To buy 'Camp' Coffee once is to buy it always — so to sell 'Camp' Coffee once is to sell it always — and to sell more of it every day.

Ask your Wholesaler
Sole Makers—R. Paterson & Sons, Coffee Specialists
Glasgow

CAMP
COFFEE

Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.



Sells Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

MAGOR, SON & COMPANY

403 St. Paul St., Montreal

30 Church St., Toronto

AGENTS FOR THE DOMINION OF CANADA



Holding Your Customers

Depends on your being able to supply them with the goods they require. When you are asked for

CROWN BRAND CORN SYRUP

No other Corn Syrup will do. Your customers want it simply because it is Crown Brand,---the purest and finest Corn Syrup obtainable.

Clear as strained honey,---delicious in flavor,---Crown Brand Corn Syrup is used and appreciated in a majority of homes throughout Canada.

There is a national demand for it,---be-

cause housewives know that Crown Brand is the ideal Table Syrup,---unequalled for culinary purposes, and a wholesome and nourishing food for children,---profitable for you to handle.

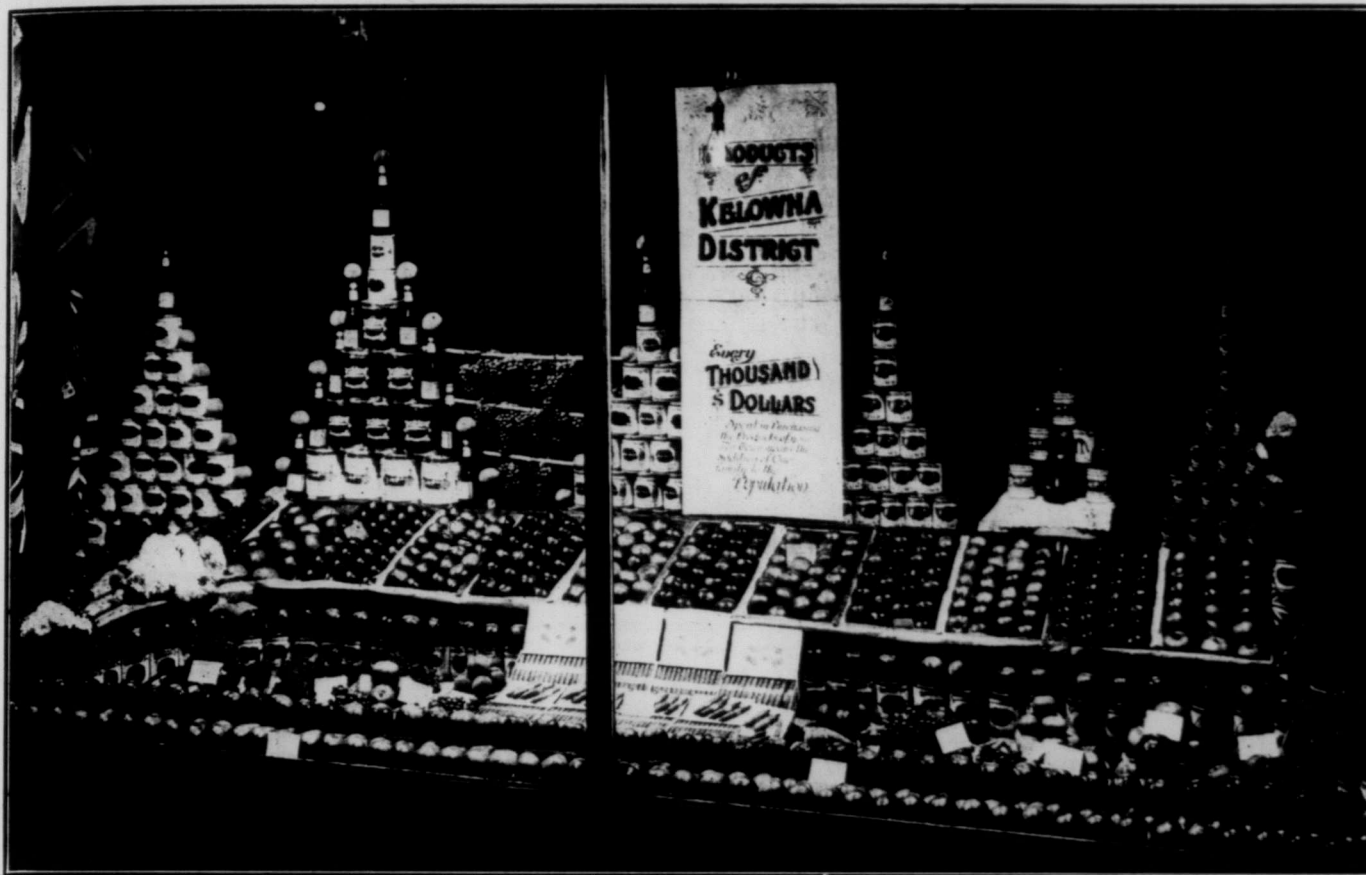
The Demand Is There---You Simply Have To Supply It

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

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Fall Fair window which appeared in the store of Lequime Bros. & Co., Kelowna, B.C. All the fruit was sold and orders taken for six times as much.

New Business with a Fall Fair Window

Kelowna, B.C., Dealers Trim Window with Home-Grown Products and Make Many Extra Sales—Lasting Advertisement as Well as Direct Seller—Exemplifies What Can Be Accomplished on Special Occasions.

A few weeks ago *The Grocer* contained an article on the advisability of getting the most out of the fall fairs. The fall fair is an important event in the life of the community. It attracts a large percentage of the people from the surrounding district, brings practically every householder in the town out on the streets and even draws in visitors from a distance.

Such events always mean considerable extra money in the pockets of the merchants. The size of the "extra" money depends largely on the degree of aggressiveness the merchant puts into his selling plans.

Attractive Home Grown Fruit Trim.

From Kelowna, B.C., comes the above Fall Fair fruit window. It appeared in the store of Lequime Bros. & Co. in connection with the exhibition, being dressed by W. Kirby, one of the store's salesmen.

A glance at it shows a display that would rival the arrangement of fruits at some of Canada's big expositions. The object of the window trimmer was to show "Products of Kelowna District"

as the top show card intimates, and therefore was most appropriate for the occasion. The background is built principally of canned fruit in pyramid style with fresh fruit shown on the top of each exposed can. As the fruit used was of the choicest it was forcibly connected up with the quality in the can.

The main feature of the window, and the one that would be first observed by the onlooker, was the attractive boxes of fruit systematically arranged from side to side. This showing of colors proved an effective drawing card. In front of these boxes was a row of canned fruit with an apple placed on each while the rows of apples and pears towards the front of the window carry out the idea of abundance of the harvest. Bunches of grapes and large fruit are shown on the floor with a few boxes of cigars in the centre.

There were various kinds of apples used, including McIntosh Red, Wealthy, Maiden's Blush, Alexander Warner's King, Gravenstein, Cox's Orange Pippin and Hyslop Crab, while there were three varieties of pears.

The question may be asked: "Did the window sell any goods?"

Here is the statement of Lequime Bros. "The window attracted a great deal of attention and we sold all the fruit displayed and in addition secured orders for six times as much more, mostly to people who were visiting the fair."

Besides being the means of making many direct sales, such a window is an advertisement that will hold its influence for a long time. Scores of people who saw it will, later on, make purchases and some of these are bound to become permanent customers. No better opportunity than the Fall Fair could be presented to get the attention of these people. In fact, it can be secured in few other ways.

Taking advantage of the Fall Fair also suggests taking advantage of every special occasion during the year. If the town has a horse show, an athletic meet, a political gathering, or any other special event, the window should be made to work overtime. Even if some time has to be spent on the work of trimming, it is usually time most profitably spent.

Thanksgiving Importance to the Grocer

Its Approach Suggests the Use of the Display Window as Creator of New Business—Background Suggestions Appropriate for the Occasion—Attention of the Public Should Be Early Secured to Get Best Results.

It is only proper and fitting that we should feel thankful to Providence that bestows the good things of this life upon us. We would hardly be human if we did not. While this spirit of thankfulness should dwell within us at all times, it cannot help but become more apparent after the fruits of the year's harvest and of the year's labors have been garnered and safely stored away. It is then that our thankfulness can be said to have reached its effervescent state. Since the world began, there has been a time after the annual harvest when people have felt like special rejoicing, and so has developed the custom of setting apart one day each year "to acknowledge the goodness of God for the dispensation of His bounties." It is well that it should be so.

October 28 the Day.

This year it has been decreed that Monday, October 28, shall be the day of general thanksgiving in Canada and that day has been proclaimed a public holiday. There is a special reason why Canadians should be particularly thankful this year. Crops have been generally good in all sections, employment has been plentiful in our cities and in fact there is general prosperity.

The merchant has good reason to be thankful for this is all working to his advantage. In addition, Thanksgiving in itself is something to be thankful for because it affords him an opportunity to secure some extra business. In keeping with the spirit of the period people can be expected to be freer with their money. They will want the table adorned with specially good things. This is one method they use to show they are thankful and the grocer who works in unison with that spirit is going to be greatly benefited.

Use a Thanksgiving Window.

One of the necessities in arriving at this end is a window trim appropriate to the occasion. The grocer should not by any means allow it to pass without taking advantage of it. Another special occasion which follows a few days after and which would also serve as a subject for a window trim is Hallowe'en. Coming so closely together again this year as they have for the past four, a good many merchants will probably as heretofore combine them into a single trim, making it cover both. While there is a similarity which will allow of the combining of

the two, still there is range enough for two separate displays if the dealer so desires.

Early Display Advisable.

At any rate he should at least have one display and it should be arranged early. The value of this is that it inspires the people to a greater degree with the spirit of the occasion and this will all be felt by the grocer in increased sales. Some attractive displays may be arranged with the fruits, grains and vegetables of the season's harvest, the trimmer having something to work on that should be possible to construct into a display pleasing to the eye.

In a Thanksgiving and Hallowe'en display, the whole window may be devoted to making up a trim in keeping with the occasion or merely an appropriate background may be arranged and the balance of the window given up to goods which sell at this time.

A Suggested Trim.

Here is a suggestion for a window. The floor is covered with colored paper. The word "Thanksgiving" is spelled out at the front with some kind of grain. Then come pyramids of fruits and vegetables interspersed with smaller pyramids of grain. For the background, the centre piece is a pedestal of wood. A common log sawed square at both ends will serve the purpose admirably. It is surmounted with a pumpkin. Two smaller pedestals at each side are fitted the same and connected together by a fancy cord on which are pinned bunches of grapes. This display will serve for Thanksgiving and may be turned into a Hallowe'en display by transferring the pumpkins into Jack o'Lanterns and the addition of any other Hallowe'en fixtures the trimmer may desire.

Many grocers will want to devote only the background to this purpose, using the rest of the window for appropriate groceries. In that case the above described background will serve the purpose.

The Background Important.

Here is another suggestion for a particularly attractive background which, while it will mean considerable work, will without doubt warrant it in its attractiveness. A platform 1½ feet high and one foot wide is built at the back of the window. It may be constructed

of boxes of a uniform height. End pieces built up three or four feet higher support a heavy board which extending across the top forms a shelf. This whole framework is covered with colored paper ready to add the trimmings. Along the top shelf is placed a row of pumpkins interspersed with bunches of grain tacked on the outer end of the board. Beneath the pumpkins are tacked cobs of corn, the husks drawn back and tacked up in that manner. Fancy cords hang down from the centre and are caught up on either side by the ends being nailed to the side board. Bunches of grapes are pinned on these. The side boards themselves are trimmed with maple leaves. The bottom platform has a series of pyramids of fruits and vegetables. The front of the platform has the word "Thanksgiving" spelled out with cranberries. This is done by putting a pin through the cranberry and tacking on the side to form the letters. The trimmer before he starts to work would do well to make a sketch of this trim and then proceed to arrange it. If the goods shown in the window are to be built up to any height, it might be best to raise the whole background up a little higher.

Goods That Will Sell Easily.

In regard to the goods to be shown in such a trim, most any lines could be displayed, but the lines which will be mostly in demand are those peculiar to any holiday season, and those which border on the luxury class. People will want something a little extra. Nuts, fruits, confectionery and higher-priced bottled and package specialties are all appropriate lines. This is also the season when the turkey makes his grand debut and cranberries take a step into the limelight.

CHEAP AT DOUBLE THE PRICE.

MacLean Publishing Co.,
Toronto, Ont.

Gentlemen:—Enclosed find check for \$2.00, being my subscription for Canadian Grocer, which, I am sure, would be cheap at double the price.

I wish to take this opportunity of expressing my appreciation of the valuable pointers to be found within its covers, particularly in the ticket writing series, from which I have learned quite a lot.

Wishing you continued success, I remain,

Yours faithfully,

W. C. HACKWORTH.

South Vancouver, B.C., Oct. 2, 1912.

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Why Coconut is Scarce and Market Higher

Demand for Nuts Apparently Getting Above Supply — Difficult to Get Supplies—Shippers Will Rarely Give Written Contract—Negro Growers Very Independent Since Prices Went Up—Interesting Facts About Growth of the Nut.

Cocoonut is one of the articles sold in the grocery store that has of late joined the higher cost of living squad. Just recently a firmer feeling has developed and several manufacturers have increased their prices. Cocoonut has advanced more during the past year than for a long period back. Ordinarily it is of a staid sober disposition, little given to fluctuation, and for many years it remained at practically an unchanged figure. But probably resenting being left behind in the general upward movement of prices, it decided to also get in line.

Hard to Get Supplies.

Apparently conditions will warrant the higher figures that have been asked for this article by manufacturers during the past dozen or so months. In fact one dealer puts it stronger and says that "conditions not only warrant the higher price but make it necessary." Not only have manufacturers to pay a higher price but are meeting with great difficulty in securing supplies of the raw material. As a result, at the present time cocoonut is decidedly scarce.

Many Uses of the Cocoonut.

Cocoonut is an interesting article aside from the higher prices that are now being demanded of the grocer for it. Not only should it hold much of interest for the grocer but to his customers as well. Mrs. Jones probably is aware that cocoonuts grow on trees, but does she know that the same tree that produces a decoration for her prize layer cake, also produces a mat upon which her husband may wipe his mud-bespattered boots before he enters her clean and freshly washed floor. The fibrous casing of the nut is used for door mats and other matting of various kinds. The inside of the same nut gives to us our shredded cocoonut as well as our cocoonut oil. Indeed, there are few articles of commerce that can be put to more uses than the cocoonut. Down in its native country, the natives get liquor from the sap, vegetables from the small roots, sewing material from the stems of the leaves and also considerable of their food.

Growth of the Tree.

The tree takes about nine years to get to the proper fruit bearing stage and is good for 50 years or more, during which time each tree will produce about 50 nuts annually. These nuts take about

three months to ripen. They fall when ripe, after which they are collected by the natives. The home of the cocoonut is in various parts of the tropics. The tropics as is well known, are frequently visited by cyclones and several plantations have been destroyed in this way in past years and it takes new trees nine years to attain a bearing stage again. The nut that comes from Jamaica is considered as highly valuable for shredding purposes by manufacturers. Here as elsewhere it grows on a palm tree, whose round trunk rises unbrokenly from 20 to 50 feet, terminating in a cluster of leaves that are universally admired. The nut as we know it, is enclosed in an outer casing which makes the complete nut as large as a pumpkin. This casing is broken when the nut falls on becoming ripe and protects the inside fibrous casing from damage.

Negro Grower Not Dependable.

The path of the manufacturer in the way of securing supplies is strewn with many difficulties. In the first place the shippers in Jamaica will seldom tie

themselves down to a written contract. The shipper has to depend on the negroes to bring in supplies and the negro is not always a dependable person. When he wants to work he can work, but he is usually as lazy as the proverbial mule. If it rains he sits in his hut and smokes his pipe and as it takes very little to keep him alive, he is under no incentive to work.

Then again nuts have gone up in price so much the last few years that the negro will sell whenever and to whom ever it suits him. Cases have been known where a sloop loaded with nuts coming down to a central point to be sold under agreement to a certain party, has been stopped within hailing distance of that party and every nut sold to another buyer who offered a slight advance.

Thus it will be seen that the securing of supplies is often pretty much of a gamble, thus accounting for the present scarcity and high price of the shredded product.

THE NOVA SCOTIA DISTRIBUTORS.

J. W. Gorham & Co., Halifax, N.S., are the Nova Scotia distributors for The Hills Bros. Co. of New York, importers of Camel figs. The name of J. W. Gorham & Co. was by error omitted from the list of Canadian agents in The Hills Bros. Co. advertisement in The Grocer of October 4 on the back cover.



Giving the clerk a "call" in front of a customer is not good business. Wait till the store is empty.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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

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

OFFICES:

CANADA—

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

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

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

UNITED STATES—

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

Telephone Rector 2009.

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

Phone Rand 3234.

GREAT BRITAIN—

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

E. J. Dodd

FRANCE—

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

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

PUBLISHED EVERY FRIDAY.

TORONTO, OCT. 18, 1912

FARMER ADVISED TO DEAL AT HOME.

Some good advice is given farmers on buying at home in preference from mail order houses in a recent issue of Farmers' Magazine. The article is signed by the "Hired Man," and in the course of his remarks on the betterment of conditions in general on the farm he makes the following observations:—

"These big guns (referring to financiers), have mergers on everything us farmers use. Why not start farmer's societies in every township in Canada? I don't mean societies like the Grangers we had here forty years ago whose sole object was to see if their blacksmith could not be cut down from a York shilling to 10c. for shoeing a horse or to buy tea from the grocer at 23c. instead of 25c. This picayune, little, small stingy business is not good, simply because our villages and towns are just what make our farm homes attractive so that when we help our home merchant or mechanic it is this fellow that helps pay our taxes and chum with us. It isn't the fellow to whom we send our money 100 miles away that knows us and helps us. He wouldn't speak to us if he did."

If all farmers' papers would follow out this example, a good work would be done for the country as a whole. Farmers would see the desirability of buying their necessities from their home-town merchants, and thus help raise the value of their own farms.

WORKING TAIL END OF SEASON.

While early business in any line is desirable, the tail end of the season can often be turned to good advantage. Some grocers are inclined to give up pushing a line while possibilities for its sales are still quite large.

For instance, many grocers began to forsake the fruit trade a couple of weeks ago. One Toronto grocer felt that there was still considerable business possible as many people are tardy in getting their requirements. He decided to put forth one final, supreme effort with this line.

He went down to the fruit market and purchased the largest amount he has bought at any one time this year. Naturally buying a larger quantity he got a closer price. He displayed them profusely inside and outside his store and found that there were many people who had not yet got their full requirements.

Thus, is shown the value of never giving up until you are sure all opportunities are at an end.

PAYING THE MERCHANT.

In a recent issue the MacLeod (Alberta) Advertiser gives the following straight talk to its readers:

"The clerk of the weather permitting, this week will see the virtual conclusion of harvesting operations in this district, and all indications point to a much more expeditious threshing and shipping of the grain than was the case a year ago. It all means that the tide of money will again begin to flow in this direction, and that a good many people who have been somewhat strangers to our national medium of exchange will find themselves reintroduced to the dollar of our daddies. Delighted, we're sure. Of course it will be a nice thing to have even a modest credit balance on hand after the bank advance has been met and the implement dealer's lien has been paid off. The temptation will likewise be strong to pitch in and buy some of the things whose lack has been sorely felt for a good many months past.

"But, Mr. Farmer, don't forget the local merchant who has been 'carrying' you all this weary time. He has uses for money, too. He, too, has notes to meet and drafts to protect, not to mention such little incidentals as food, rent clothing, meals, and shoes for the kiddies. The moral of all this is: remember your debts as you remember those indebted to you, and see that some of the grain money gets into circulation here at once, and the whole community is benefited thereby."

This is excellent advice, and it applies to all sections of the country. The local dealer is too often allowed to wait when customers who have been "carried over" for more or less lengthy periods, spend their money extravagantly or in mail order purchases. It is a good sign that the press is beginning to awaken to the duty it owes the merchant. If more papers would second this advice, the results would be beneficial.

How about clipping this out and showing it to your local editor? It may induce him to insert something to the same effect.

PASSING ON INFORMATION.

Some dealers even yet have the feeling that the less the clerk knows about new ideas and news of the trade, the more satisfied he will be with his salary. They act accordingly, by not giving the clerk the privilege of studying grocery conditions and withholding ideas that would mean money if properly executed.

With others the order is entirely reversed. Clerks are given every opportunity to learn more about the business. Their employers know that the more they know, the better will it be for the business. One of our Western Canadian representatives relates an incident exemplifying the force of the latter. A dealer in Edmonton, Alta., whom he recently called upon, stated that he always passed The Canadian Grocer around among the clerks. "There are many good ideas," he said, "for the clerk on courteous treatment towards customers," and intimated that the more the clerk knows in this regard the more valuable will he be to the store.

Every large store has from three to five or more clerks. They are going to sell more goods and come in contact with more people than the dealer himself, and therefore should be just as well posted on salesmanship ideas and treatment of customers.

It is a mistake not to give the clerks every chance to improve their selling power. If by this power they increase sales, the dealer makes more money, and they are justly entitled to consideration in respect of salary.



TOMATO AND CORN PRICES.

Opening prices on canned tomatoes and corn are out, and from the quotations it is evident that the late, wet season has not been conducive to an extra heavy pack although it is fair on the whole.

Tomatoes have opened at \$1.37½ as compared to \$1.17½ of last fall. It will, of course, be remembered that the opening price of 1911 was not long held to. Those dealers who had not ordered ahead had to pay much more for their tomatoes later on account of the short crop.

This year the delivery amounts to about 60 per cent. with the Dominion Cannery without having to go outside their own factories. Last year this percentage of delivery was only 40 per cent. so that this year's pack is evidently substantially ahead, with an increase of 50 per cent. This would indicate that prices will not take the big climb above the opening figures that they did a year ago. Whether this will be true or not remains to be seen.

Corn has opened at 97½ cents, same as a year ago. Last year the percentage of delivery, however, was somewhere around 89 or 90 while this year the cannery announce 75 per cent. The late season must be held accountable for the decrease. Corn, therefore, to apply the above reasoning, should firm up a little more than in 1911.

With pumpkin prices opened at 85 cents per dozen, 15 cents less than a year ago. This should insure a large sale for pumpkin and if sold at 10 cents straight means a good profit to the retailer.



KEEP PACE WITH SEASONS.

A great deal of business is lost by many grocers by not realizing the change of seasons quickly enough and taking advantage of the new opportunities presented by each.

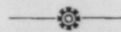
The past few months furnish sufficient examples of this being the case. When the late fruit preserving season commenced, the live grocer was off with the sound of the gong, putting forth his strongest efforts to corral the best portion of the trade as early as possible. The less progressive man in due time awoke to the fact that fruit was being sold by his neighbor for preserving and also began to push it. By this time the best trade had been secured by the more aggressive dealer.

Then when he was still drumming along on fruit only, the progressive man noticing the advance of the season had switched his greatest efforts to pickling supplies and was off with a goodly portion of this trade before his neighbor got under way.

The two may be likened to woodmen in the pioneer forest. One forges ahead and secures the best timber available. The other follows in his work taking the less valuable stuff. Thus with business. The one dealer puts his efforts behind a line when it is most seasonable and

secures the cream of the trade. The less progressive follows and has to be satisfied with what is left.

Just at the present time, the important fact for the grocer to remember is that summer has once more passed into history and that fall with its demand for goods peculiar to that season is now here. The man who hopes to lead in the race for business must keep pace with the seasons.



EDITORIAL NOTES.

No real salesman will make a promise he knows he cannot fulfill.

. . .

Pass the trade paper on to the clerk. If he is industrious he will make it worth your while.

. . .

The best patronage comes from satisfied customers, and broken promises do not make satisfied customers.

. . .

One of the most important things for a young salesman to learn is that courtesy is an essential factor in selling.

. . .

The razor-backed hog can be easily selected from the swineherd. He will usually be found against a tree, "stropping" himself.

. . .

Let the grocer get his staff as enthusiastic over business as the rah-rah boys are over the rugby game and the cash register will play a livelier tune.

. . .

Thanksgiving is the next special event. The window will not have much to be thankful for unless it is so appropriately trimmed that it will attract the crowd.

. . .

With the cold weather comes the season of hot drinks. Cocoa is one of the most delightful cold weather beverages. The grocer would do well to suggest it frequently to his customers.

. . .

Someone is reported to have invented a shoe polish that will shine black, red or tan shoes. If this be true we may possibly see the extremist in dress wearing a 'boot of many colors,' thus going our old friend Joseph, of Biblical history, one better.

. . .

The time the apiarist attacks the hive is when it's full of honey; the time to catch your debtor, is when he has the money. The apiarist some time ago commenced his autumn work; the grocer who now wants his own, should not his duty shirk.

. . .

The rugby season is on. Besides affording the example of exercising lungs, the business man can glean many valuable lessons from the game. For one thing it demonstrates the value of team work. Let the grocer take the cue and get his staff pulling together for a record fall trade. Enthusiasm is an essential feature.

Organizing Routine Inside the Store

The Only Way to Manage a Store Methodically—Brainwork Is Up to the Proprietor—Regular Duties Laid Out in Schedule Removes Considerable Every-Day Worry from the Management—How Many Managers Really Manage?

*By Henry Johnson, Jr.

As a sequel to the story of my auto experience let me tell you about my plans for inside organization. There are certain things that must be done about a store every day. Being such routine tasks, it is folly to direct them specially every day. Yet that is what hundreds of alleged "managers" do. How far can anybody expect to advance in the work of organizing a business who looks after all details every day himself? Answer: Not very far.

An Introspection Suggested.

When I hear a man say that he "cannot get good help" I wonder whether he deserves it. I generally conclude that he does not. I find usually that he "has trouble getting people to take an interest in the business." Then I find on every hand ample evidence that he himself is not manifesting any great amount of interest in the way his store is run. Often he is arbitrary and frequently erratic. He tells somebody to do a thing, but he never tells him why it is done. Usually, he has no general plan, but goes it haphazard every day from the opening of the door to the buying of insurance. Make no mistake. If you do not "take an interest" yourself, you cannot inspire much interest in another.

"The four-flusher fools nobody but himself," as Butler correctly says: Many a merchant is a four-flusher who does not himself suspect it. Introspect a bit on this and see whether you are measuring up to your job.

Organize the Routine Work.

The first step in organization, as I see it, is to get certain things regulated so they will run automatically for the most part. To do this, you must plan; and it must be YOU that plans, for that is your special business. If you will take the bull by the horns and lay out certain work for everybody to do, then you stand some chance of getting it off your mind. If you get details of everyday routine out of the way you will have time to devote to original work—to the advancement and growth of your business. This means more planning all the time; but, as I say, planning is your one

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

best bet so far as your own occupation is concerned. Here is a little of my stuff in this line. It was composed after careful consideration of each man, boy and girl—their places, their capacity and the suitability of the work for each. It runs along now that it has become established, though it required a few hours during the first few days of its incipiency. Now I hardly think of any of these things, but am free to plan other things.

RULES AND DUTIES—JOHNSON & SON.

We ask for the hearty co-operation of everyone to the end that these RULES may mean something. They are designed to make the work systematic and therefore really easier for each of you.

Punctuality is essential. If the hour is seven, be here at seven. If the time is eight, be here at 7.50 so that you may be all ready for the day's work absolutely on time.

It is desirable that all cleaning and straightening-up be done before 8.30 a.m. No washing or scrubbing can be done anywhere in sight of the customers after 8.30 a.m. Thus it is imperative that everyone be at his post ON TIME, and get right at the daily duties—else the whole scheme falls down.

These rules will be amended from time to time. If you think of ways to improve the work your suggestions will be more than gladly welcomed. But DO NOT CHANGE ANYTHING unless you have the order in the regular way—then all will go smoothly. Let us consider and amend; but let no change occur until there has been full consideration and the change has full authority behind it.

Yours for Better Work,
JOHNSON & SON.

No. 1—Manager.

General superintendence of store at all times.

Every morning handle and direct the work of dressing windows with fruits and vegetables.

Monday—Wind clock; see that No. 4 (shelving and bins) is cleaned and restocked; see that Nos. 4, 5, 6 and 7 are dusted; handle all deliveries.

Tuesday—No. 5 to be restocked and cleaned; Nos. 4, 5, 6 and 7 to be dusted; handle deliveries.

Wednesday—No. 6 to be restocked

and cleaned; all dusting as noted; handle deliveries; in evening, sharpen knife.

Thursday—No. 7 to be restocked and cleaned; dusting; handle deliveries.

Friday—Restock Nos. 4 and 5; dusting; deliveries.

Saturday—Dusting; deliveries.

No. 2—Chief Woman Clerk.

Every morning at 8 get prices on vegetables and fruits correctly written up, making three copies.

Every morning at 8.15 go over No. 10 (cracker dept.).

Every morning at 8.40 begin calling up customers; continue until orders are all in. Then work on orders until trade begins, after which time remain in front waiting on trade unless specially directed to work elsewhere.

During the day, whenever there is slack time, direct and help No. 4 in her work—not doing any of it yourself but showing her how it should be done. Meantime, have your eye on the front always to care for trade.

Monday p.m.—Go over No. 1.

Tuesday p.m.—Go over shelving below No. 1.

Wednesday p.m.—Go over nut bins and mark stock in any part of No. 1 or shelves below.

Thursday p.m.—Go over first counter; restock boxes, replace worn labels, etc.

Friday p.m.—Go over second counter in same way.

N.B.—Report any stock which is running low; ask manager to have same brought from cellar as you may need it any time.

No. 3—Second Woman Clerk.

Begin promptly at 7. No need for special instructions until these duties are done.

Monday—Clean and restock sections Nos. 12 and 16; clean meat counter; dust from front to refrigerator including counters and cases.

Tuesday—Clean meat counter; clean both show cases; general dusting from No. 12 to No. 8.

Wednesday—Clean and restock No. 11; fill up No. 12; dust from No. 16 to refrigerator; clean meat counter.

Thursday—Clean meat counter; clean and restock No. 9; dust from No. 12 to No. 8.

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Vote Goes Against Early Closing By-Law

Ratepayers of St. John, N. B., Reject Proposal — Defeat the Bill by Big Majority—Laboring Classes Vote Strongly Against It—Why Plebiscite Was Taken.

Friday—Clean meat counter; clean and restock No. 8; dust from No. 16 to No. 8.

Saturday—Clean meat counter; dust entire department.

No. 4—Third Woman Clerk.

Duties begin at 7 a.m.

Monday—Clean bread case; put away bread; dust Nos. 1, 2, 3 and show cases.

Tuesday—Clean candy and bread cases; bread; dust 1, 2, 3, etc.

Wednesday—Bread; polish all pickle covers; dust 1, 2, 3 and show cases.

Thursday—Arrange No. 2; bread; dust 1, 2, 3 and show cases.

Friday—Polish No. 3 and pickle covers; bread; dust as above.

Saturday—Dust as noted; bread.

No. 5—Stock and Chore Man.

Care of all stock; become familiar with cellar and upper store room, and KEEP ORDER at all times.

Every morning do as directed by manager or Mr. Johnson on windows, etc. Every p.m. store away incoming stock.

Remainder of time on Monday, Wednesday and Friday devote to cellar and stock therein and therefrom.

Remainder of time Tuesday and Thursday devote to upper store room and stock therein and therefrom.

All stock received to be carefully entered in receiving book which is obtainable from Mr. Johnson or manager and which must be immediately returned to office.

Believer in Schedules.

These are samples of the minute detail into which these directions go. The rules for conduct are similar in that they go into matters of dress, politeness, cleanliness, care of stock, care of premises, etc., according to the person for whom intended.

We are so far from perfect that I feel only limited satisfaction in what has been done; but that little has helped a lot—and we are said to have a presentable store. I know, too, that I get time to do more work outside of my store than most men do in their places of business. Yet nobody who finds me in my store will care to say that I seem to be idle.

I am a believer in system and schedules. I know they work because I have worked by them successfully for years. Maybe what I have outlined will prove helpful to some of you. I hope so.

More than 40 varieties of rice are cultivated in Siam.

It is estimated that the annual trade in coconuts amounts to \$20,000,000 or upwards.

St. John, N. B., Oct. 15.—(Special)—The little corner grocery and its right to keep open as late as the proprietor was willing or his customers demanded, was the chief issue in a plebiscite which was taken in St. John on Tuesday last. The vote was for or against the adoption of a proposed early closing law and was of unusual interest on account of its being the first time to call into operation the provisions of the new city charter which provides for the initiative, the recall, the referendum and the other modern improvements which usually accompany the commission form of government adopted here last spring.

Incidentally the result was not encouraging to those who expected to achieve their ends by this means as the Early Closing bill put before the people in this way was defeated by a decisive majority.

Partly as the result of changing business conditions and partly as the fruit of the agitation carried on from time to time by the clerks, many of the larger stores close at six o'clock and most of the larger groceries at 6.30 or 7 o'clock. In many parts of the city, however, chiefly the residential sections and more particularly the districts peopled by working men and their families the smaller stores think it necessary to keep open later.

Last Year's Law Repealed.

Efforts had been made by the Early Closing Association, composed chiefly of clerks, with a few of their employers, to make the early closing more general and when persuasion failed they sought to succeed by law. An Early Closing law limiting the hours of closing was passed last year, but proved unsatisfactory and was repealed. The Association drew up another law, with some changes to meet the objections which had been made to their first effort, and presented it to the city commissioners. The commissioners decided against its adoption and the association then petitioned for a plebiscite on the matter under the initiative clause of the new charter. They succeeded in getting the required number of signatures, 1,400, but the vote went against them by a majority of 481.

Workingmen's Strong Opposition.

The opposition was especially marked in the workingmen's part of the city, although it was carried by two to one in three of the north end sections where

the agitation had its birth and waxed the strongest.



Following items are from the issue of The Grocer of Oct. 21, 1892:—

“A Toronto broker wrote to one of the largest tea houses in London, Eng., for the agency at Toronto. They replied that they were negotiating with another gentleman to represent them at Toronto, but if he would be their agent at Ontario they would appoint him.”

Editor's Note.—Twenty years ago the geography of this country was evidently not very well known. But to-day it would be difficult to find a business man in the Old Country who was not acquainted with every province of Canada.

Senator Ogilvie, Dr. Reid, M.P., Mr. Benson, president, and Mr. Thompson, secretary of the Starch Co., whose factory is situated at Cardinal, Ont., waited on the Minister of Railways and Canals the other day about the water power at Cardinal, by which their machinery is run. The canal improvement interferes with the power which is supplied by water from the canal.”

Editor's Note. — The Edwardsburg Starch Co. was not only in business twenty years ago, but for over 50 years. In 1909 the 50th anniversary of the founding of the company was celebrated.

“Canadian dairy butter appears to have recovered its position as an exportable stock. It has now had two good years, the last one better than the first.”

Editor's Note.—It is different to-day. There is mighty little butter being now exported from Canada as we need it all for home consumption. This is one forcible evidence of the great advances this country has made in the last two decades.

Some of Poland's salt mines have been worked uninterruptedly for more than 600 years.

Opening Prices on Tomatoes and Corn

Tomatoes at \$1.37½ and 20c. Above Last Year—Delivery Will be 60 Per Cent.
—Corn is Same Price as Last Year—Pumpkin is Cheaper—Rangoon Rice Has Declined 15c. Per Cwt.

QUEBEC MARKETS.

POINTERS—

Sicily Filberts—Up
Canned Tomatoes—Opening prices.
Rice—Down.

Montreal, Oct. 17. — Wholesalers are now in the midst of the fall business and a general good trade is reported on all sides.

The opening prices for tomatoes are placed at 1.35 to \$1.37½ but the actual selling price is \$1.60, so that the former quotations had hardly time to dry on the paper before they were changed. Corn opened at 95—97½ but actual selling price is \$1 to those who had not booked ahead.

Rice, subsequent to favorable crop reports, has declined considerably.

SUGAR.—Locally, demand for sugar is fair, refiners receiving the usual seasonable business.

There was a slight stiffening in the European market owing to the war scare but things have eased again owing to good reports about growing crops. The continuance of fine weather has of course tended to encourage sales on the other side.

Granulated, bags	4 85
Granulated, 25-lb. bags	4 95
Granulated, 5-lb. cartons	5 15
Granulated, 2-lb. carton, per cwt.	5 15
Granulated, Imperial	4 70
Granulated, Beaver	4 70
Paris lump, boxes 100 lbs.	5 60
Paris lumps, boxes 50 lbs.	5 70
Paris lumps, boxes 25 lbs.	5 90
Red Seal, in cartons, each	0 25
Crystal diamonds, bbls.	5 51
Crystal diamonds, 100-lb. boxes	5 70
Crystal diamonds, 50-lb. boxes	5 70
Crystal diamonds, 25-lb. boxes	5 91
Crystal diamonds, 5-lb. cartons	6 41
Crystal diamonds, Dominoes, cartons	7 10
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 65
Powdered, 50-lb. boxes	5 25
Powdered, 25-lb. boxes	5 45
Phoenix	4 85
Bright coffee	1 80
No. 3 yellow	4 70
No. 2 yellow	4 60
No. 1 yellow	4 45
Bbls. granulated and yellow may be had at 5c above bag prices.	

MOLASSES.—There is no new molasses coming forward as yet, but demand for stocks held is good, and a heavy season is now setting in.

Syrups are moving freely, the colder weather stimulating an already good trade.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels ..	0 43	0 45
Choice Barbados molasses, puncheons ..	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels..	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 04
Corn syrups, half-barrels	0 03½	0 04
Corn syrups, quarter-barrels	0 04	0 04
Corn syrups, 38½-lb. pails	1 90	1 90
Corn syrups, 25-lb. pails	1 35	1 35
Cases, 2-lb. tins, 2 doz. per case	2 90	2 90
Cases, 5-lb. tins, 1 doz. per case	3 25	3 25
Cases, 10-lb. tins, ½ doz. per case	3 15	3 15
Cases, 20-lb. tins, ¼ doz. per case	3 10	3 10

DRIED FRUITS.—Just what effect the Balkan situation will have on the market here cannot as yet be gauged, though it is perfectly evident that it will seriously hamper negotiations with those countries producing fruits for shipment to this country. As code cablegrams will be denied transmission to the affected area, it can readily be seen what trouble will arise.

Both Smyrna figs, and Sultana raisins will naturally be affected, while prunes from Bosnia and Serbia and Greek currants must also feel the pressure. It is reasonable, therefore, for us to predict higher prices all round.

It is evident that coast packers are counting on the near East situation to bring about a decided stiffening, as a strong situation now exists for California prunes and raisins. They are evidently arguing that any interference with shipments from Turkey and Greece will mean a falling back by most countries on the coast for supplies.

Evaporated peaches and apricots are a great deal cheaper than last year, while evaporated apples are also on lower side, as will be seen by change in quotations.

Evaporated apricots	0 14½	0 08
Evaporated apples	0 08	0 10
Evaporated peaches	0 19	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, pr lb. not cleaned	0 08½	0 09½
Currants, fine filiatras, pr lb. cleaned..	0 07	0 07½
Currants, 1-lb pkgs. fine filiatras, cleaned	0 08	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06½	0 06½
Dates, Hallowce, loose	0 06	0 06
Figs	0 11	0 11
Figs, 3 crown	0 07½	0 09½
Figs, 4 crown	0 08	0 10½
Figs, 5 crown	0 08½	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 10½	0 11½
Glove boxes, 10-ozs., per box	0 07	0 07½

Prunes—		
20-30	0 13	0 13
30-40	0 12	0 12
40-50	0 11	0 11
50-60	0 10	0 10
60-70	0 09½	0 09½
70-80	0 09	0 09
80-90	0 08½	0 08½
90-100	0 08	0 08
Bosnia prunes	0 08	0 09
Raisins—		
Choice seeded raisins	0 08	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08½	0 08½
Choice loose muscatels, 3-crown, per lb.	0 08	0 08
Choice loose muscatels, 4-crown, per lb.	0 08½	0 08½
Seedless, new, in packages	0 07½	0 07½
Select raisins, 7-lb. box, per lb.	0 07½	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaza table raisins, clusters, per box..	2 50	5 75½
Malaza table raisins, clusters, per ¼ box	1 80	1 80
Valencia, fine, off stalk, per lb.	0 07½	0 07½
Valencia, select, per lb.	0 06½	0 07½
Valencia, 4-crown layers, per lb.	0 07½	0 08

COFFEE.—Coffee, following reports of damage to crop, and lack of news of favorable opinion about flowering, has started an upward movement in price and it is likely that a further advance will be scored if the present bullish feeling continues. Of course, the primary

advance has so far had no effect on local prices. Market here rules steady with a good amount of business doing.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26½

SPICE.—Following on activity in market last week, things have taken a lull, so to speak, none of the lines at present showing up in any particular way. Nutmegs are quiet while peppers are likewise. Cloves show some strength but not same as during past ten days.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 17	0 30
Ginger, Cochin	0 17	0 20
Mace	0 17	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—Sicily filberts have advanced this week according to prediction in a recent issue. The market is still firm and further advance is likely.

Sicily almonds on the other hand according to cable from Palermo are a little easier, in spite of strong feeling prevailing last week. Locally the demand is good, and a number of lines are moving freely.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 14
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 16	0 17
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 35	0 37
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb ..	0 27	0 28
Valencia shelled almonds, new crop.	0 35	0 37
Cashews	0 15	0 17

Peanuts—		
American—		
Japanese roasted	0 08½	0 09
Coon, roasted	0 09	0 10
Diamond G, roasted	0 11	0 12
Bon Ton, roasted	0 10	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 12	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 75	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—Strange to say a decline has taken place in Rangoon and Japan market although it was anticipated that the present high level would be maintained for some time to come. The general good appearance of the crop and favorable reports as to growing weather have eased the situation some, with the result just noted.

Rangoons—		
Rice, grade B, bags 250 lbs.	3 75	3 75
Rice, grade B, bags 100 lbs.	3 75	3 75
Rice, grade B, bags 50 lbs.	3 75	3 75
Rice, grade B, ½ pockets, 12½ lbs.	3 75	3 75
Rice, grade B, pockets 25 lbs.	3 75	3 75
Rice, grade C.C., bags 250 lbs.	3 75	3 75

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

ONTARIO MARKETS.

POINTERS—

Rice—Rangoon down 15c per cwt.

Sugar—Still easy.

Opening prices on balance of canned goods.

Toronto, Oct. 17.—Trade this week is reported of a fair order, volume of business being quite up to standard for season. Most of it is for immediate requirements but some shipping of goods beyond the lakes for early winter requirements is being done. How ever this business has not really got under way. In fact many of the new lines of goods have not yet come to hand.

With the wane of the preserving season, retail demand for sugar has slackened. Prices on sugar remain unchanged, but there is an undertone of easiness as conditions of the growing crops are extremely favorable.

The opening prices on tomatoes and corn and other late canned goods not previously named have been announced. Tomatoes are \$1.37 1/2 per dozen for group A, which is 20c per dozen higher than last year. Corn has opened at 95 to 97 1/2 cents.

SUGAR. — Refined sugar shows no change from week ago, \$4.95 being quoted in Toronto. The situation remains about the same, an undertone of easiness still ruling. Demand is now back to normal basis and with conditions still favorable, it merely means matter of time until lower quotations will be felt in refined prices.

Excellent reports come from Europe regarding beet crop while Cuban cane is proceeding well. It is felt that the Cuban crop will likely exceed the highest yet produced if all cane in the fields can be turned into sugar by favorable conditions of labor and weather.

Extra granulated, bags	4 95
Extra granulated, 20-lb. bags	5 05
Extra granulated, 5-lb. cartons	5 25
Extra granulated, 2-lb. cartons	5 25
Imperial granulated	4 80
Beaver granulated	4 80
Yellow, bags	4 55
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 35
Extra ground, 50-lb. boxes	5 55
Extra ground, 25-lb. boxes	5 75
Powdered, bbls.	5 15
Powdered, 25-lb. boxes	5 55
Powdered, 50-lb. boxes	5 35
Red Seal, 5-lb. box	0 37
Crystal Diamonds	7 50
Paris lumps, in 100-lb. boxes	5 70
Paris lumps, in 50-lb. boxes	5 80
Paris lumps, in 25-lb. boxes	6 10

SYRUP AND MOLASSES.—The cool weather is proving beneficial to trade in corn syrup. According to manufacturers both wholesalers and retailers are

taking hold and trade is getting off to a good start. Retailers should recognize that the season for syrups has now opened and that stocks should be looked to.

Syrups—	Per case.
2-lb. tins, 2 doz. in case	2 55
5-lb. tins, 1 doz. in case	2 90
10-lb. tins, 1/2 doz. in case	2 90
20-lb. tins, 1/4 doz. in case	2 75
Barrels, per lb.	0 63 1/2
Half barrels, lb.	0 04
Quarter barrels, lb.	1 90
Pails, 3 1/2 lbs. each	1 35
Pails, 25 lbs. each	
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gals., 12 to case	5 40
1/4 gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
1/2 gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27
New Orleans, half barrels	0 31
West Indies, barrels	0 28
West Indies, half barrels	0 30
Barbados, fancy, barrels	0 45
Barbados, fancy, half barrels	0 49

DRIED FRUITS.—One of chief features in dried fruit market is low prices which are being quoted on California seeded raisins. Prices opened at extremely low level but there are still lower figures being quoted. "Unheard of low prices are being quoted, especially on 1-lb. choice," said a dried fruit broker this week. "We have low prices but are being underquoted. Prices are being offered on coast now that would allow seeded to be sold to the retailer at 6 1/2 to 7 cents, thus allowing them to be sold at 3 lb. for 25c." Local wholesalers bought considerable when prices were higher than to-day's figure but apparently recent low prices have brought additional business. The high prices for Valencia raisins are seemingly not having any steady tendency on California. Said one broker this week: "I don't suppose there is one box of Valencias being sold this year to 10 last year."

War cloud in Europe is causing some speculation as to whether dried fruits will be affected. It will probably have a tendency to interfere with natural conditions in all Mediterranean fruits, but most of big cargoes have now left the East.

New crop dates will soon be on market and will meet with good reception as stocks of old goods are cleaned up here.

Prunes—		
30 to 40, in 25-lb. boxes	0 11 1/2	0 12 1/2
40 to 50, in 25-lb. boxes	0 10 1/2	0 11 1/2
50 to 60, in 25-lb. boxes		0 10
60 to 70, in 25-lb. boxes	0 09	0 09 1/2
70 to 80, in 25-lb. boxes		0 08 1/2
80 to 90, in 25-lb. boxes		0 08
90 to 100, in 25-lb. boxes		0 07 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		
Apricots—		
Choice, 25-lb. boxes	0 18	
Slabs	0 16	
Candied Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12 1/2
Citron	0 15	0 17
Tapnets	0 04 1/2	0 04 1/2
Bag figs	0 05	0 07
Evaporated peaches	0 13	0 15
Evaporated apples	0 08	0 09
Currants—		
Patras	0 08	0 08 1/2
Fine Filiatras	0 07 1/2	0 08
Vostifizas	0 10	0 12
Uncleaned, 1/2c less.		
Raisins—		
Sultana, choice	0 12	0 14
Sultana, fancy	0 14 1/2	0 15 1/2
Valencia, selected, new	0 09	
Valencias, old stock	0 08	0 08 1/2

Seeded, 1 lb. packets, fancy	0 08 1/2
Seeded, 15-oz. packets, choice	0 08 1/2
Dates—	
Hallowee, full boxes	0 06 1/2
Package dates, per 1 lb.	0 07
Faris, choicest, 12-lb. boxes	0 09 1/2
Faris, choicest, 60-lb. boxes	0 06 1/2

COFFEE.—A fair tone of steadiness is maintained in coffee both here and elsewhere. While local jobbers may not make any immediate change in quotations, steadiness is expected to prevail.

Continued unfavorable news from Brazil concerning growing crop acts as stimulant to general markets. There is another feature in the decreased receipts compared with the same date last year, the deficiency being in round numbers about one million bags. New York markets continue to fluctuate to a considerable extent.

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

SPICES.—Some companies have reduced price of celery seed to 40 cents. In fact some firms did not go up to record price that primary markets really warranted. It is probable that price will not go below 35 cents. Cloves still hold their firm position, while peppers, both black and white, are steady. There is a fair volume of trade at present time. Requirements for pickling season are pretty well to an end but there is a fair call for general purposes.

	5 and 10 lb. Tins.	1/4 lb. pkgs.	1/4 lb. tins doz.
Allspice	11-17	60-80	70-80
Cassia	22-27	72-90	84-90
Cayenne pepper	23-33	72-90	90-115
Cloves	25-29	90-95	85-110
Cream tartar	23-26	90-00	
Curry powder	25-00		
Ginger	22-27	65-85	75-85
Mace	65-80		0-25
Nutmegs	25-30	90-00	1 60-2 50
Peppers, black	20-23	67-75	84-90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-95	75-110
Pickling spice	14-18	75-00	75-00
Turmeric	16-18		

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

NUTS.—Cooler weather always instills more life into nut trade. It brings with it season of evenings around the fire in the home and the consumption of nuts is naturally increased. The Thanksgiving holiday will also mean a larger demand for this line, and dealers would do well to feature them during the coming week.

There is a general steady tone to prices on practically all lines of new crop nuts. The first shipments of new crop Tarragona almonds are due in a few weeks. New walnuts are expected here by end of month. Brazil nuts still hold their firm position.

Almonds, Formigetta	0 15	0 15 1/2
Almonds, Tarragona	0 16 1/2	0 17
Almonds, shelled	0 35	0 36
Walnuts, Grenoble	0 15	0 16
Walnuts, Bonicaux	0 12	0 13
Walnuts, Marbots	0 13	0 14
Walnuts, shelled	0 28	0 30
Filberts	0 11	0 12

THE CANADIAN GROCER

Pecans	0 17	0 18
Brazils	0 13	0 15
Peanuts, roasted	0 18	0 13
Peanuts, green, extras	0 06 1/2	0 06 1/2
Peanuts, green, jumbo	0 10	0 10

RICE AND TAPIOCA.—One of the unexpected happenings during past week was a 15-cent reduction in price of Rangoon rice. Reports which have been current did not lead wholesalers to expect this move. However, it has come and locally this grade is now quoted at \$3.83 per cwt. Somewhat better prospects in Far East is said to be cause of reduction. High prices have slackened purchasing to some extent and decline may cause a little move activity.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 75	
Rice, standard B., f.o.b., Toronto	3 83	
	Per lb.	
Rangoon	0 04	0 04 1/4
Fancy rangoon	0 05 1/2	0 05 1/4
Patna	0 06 1/2	0 06
Japan	0 06	0 07
Java	0 06 1/2	0 07
Carolina	0 08	0 10
Sago, medium brown	0 06 1/2	0 07
Tapioca—		
Bullet, double goat	0 08	
Medium, pearl	0 06 1/2	0 07
Flake	0 08	
Seed	0 06 1/2	0 07

BEANS.—There is really no change in the situation. Canadian stock is next to a nil quantity and no new crop has arrived, nor are there any reports of prices being quoted on new crop. In meantime Austrian are finding a good demand. Prospects point to good heavy demand for beans during the coming winter.

Prime beans, per bush.	3 10
Hand picked, per bush.	3 25
California Lima, lb.	0 08 1/2
Austrian, per bush.	2 50
Prime beans, per bush.	3 10
Hand picked, per bush.	3 25
California Lima, lb.	0 08 1/2

CANNED GOODS.

TORONTO.—The opening prices on tomatoes, corn and other lines hitherto unannounced, have been named. The rear guard of canned good prices for 1912 have features of both joy and sorrow. Pumpkin, for instance, has opened at 85 cents for 3's which is 15c lower than last year. The feature, however, is the high price at which tomatoes, the big canned goods line, has opened. This year's opening price is \$1.37 1/2 for group A, which is 20 cents above last year, and a record figure. It cannot be said that this was or was not a surprise as dealers had little idea of what figure prices would open at.

With increased factory facilities in Ontario, and the loads of tomatoes which vines carried this year, prices have opened at a higher figure than ever. Cannors state that the weather conditions interfered with the packing and that the cost of packing was high this year. The delivery will be 60 per cent. Last year it was 40 per cent. Last year prices opened at \$1.17 1/2 and were immediately jumped up to \$1.40 to \$1.50 by jobbers.

There is an inclination on the part of some houses to jump prices again this year. One firm said they would have no more than would fill orders and that

they would ask \$1.45 for any new orders taken. Others would sell at the opening figure.

"I will give you all you want at that figure," said one jobber. "The speculative value on tomatoes this year is going to be nil. The man who has loaded up without enough tomatoes to carry him over until next fall, stands to lose the amount it costs him to carry them. I don't think tomatoes will go above the present figure. Last year with a 40 per cent. delivery, we only had to import a small quantity from the States, while this year the percentage is 60. That means that we have 50 per cent. more tomatoes as well as many new factories' output. There is another feature in that British Columbia can get tomatoes from California at a lower figure than they can bring them from Eastern Canada."

Those retailers who ordered tomatoes from firms at \$1.10 per dozen certainly got in right this year as it will mean 50 cents per case extra profit on their goods.

Corn opened at 97 1/2 for group A which is same as last year. The delivery is 75 per cent. Squash and succotash are also the same as last year.

Pumpkin pie should be a more general article of diet this year, as canned pumpkin is 15 cents per dozen below last year's price. There will probably be a full delivery.

MANITOBA MARKETS.

POINTERS:—

Sharp reductions in canned apples, pears, peaches and blueberries.

Winnipeg, Oct. 16.—Good progress is being made in the threshing and marketing of the Western grain crops and receipts of wheat are now averaging the enormous amount of 1,000 cars a day.

Trade conditions are favorable.

Wholesale merchants report that their men on the road are securing large orders for winter supplies and spring orders are already coming in volume.

Industrial conditions remain excellent, there being plenty of work for all workers and the volume of cash trade still maintains its high record.

In groceries there is little to report. Prices are steady, and business active. New prices have been announced locally on some of the new pack of canned goods. Apples, pears, peaches, plums and blueberries are lower. Other lines for the present are unchanged.

The demand for sugar is still heavy but it can hardly be expected to be maintained at the present rate much longer.

Collections are somewhat slow but will undoubtedly improve now that the crop is moving out in earnest.

SUGAR.—Sugar prices have taken a drop of 10 cents per cwt. since last re-

port. This is in sympathy with the Eastern market which is weak. The Western consumption of the commodity is still very heavy.

Montreal and B.C. granulated, in bbls.	5 40
Montreal and B.C., in sacks	5 35
Montreal and B.C., yellow, in bbls.	5 00
Montreal yellow and B.C. yellow, in sacks	4 95
Icing sugar, in bbls.	4 95
Icing sugar, in boxes (25 lbs.)	6 00
Powdered sugar, in bbls.	5 60
Powdered sugar, in boxes	5 60
Powdered sugar, in small quantities	5 40
Lump, hard, in bbls.	6 30
Lump, hard, in half-bbls.	6 35
Lump, hard, in 100-lb. cases	6 30

SYRUPS.—There is nothing new to note in syrup lines. There is a good average demand likely to improve with the advent of winter.

2 lb. tins, per case	2 48
5 lb. tins, per case	2 88
10 lb. tins, per case	2 76
20 lb. tins, per case	2 77
Barrels, per 100 lbs.	4 22
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, 1/2 gals.	5 85

DRIED FRUITS.—The situation remains unchanged and no local price changes are to be recorded although the market for several Californian lines is reported to be weak.

Prunes—	Per lb.
90-100s, 25s, s.p.	0 06 1/4
99-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06 1/4
80-90s, 10s, s.p.	0 07 1/4
70-80s, 25s, s.p.	0 07 1/4
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07 1/4
50-60s, 25s, s.p.	0 06 1/4
40-50s, 25s, s.p.	0 09 1/4

Cooking Figs—	
Choice boxes	0 05 1/4
Half boxes	0 05 1/4
Half bags	0 04 1/4

Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 25
Fine, selected, 28s, s.p., per box	2 40
4-crown layers, 22s, s.p., per box	5 35
4-crown layers, 14s, s.p., per box	1 25
4-crown layers, 7s, s.p., per box	0 70
Ne plus ultra, 82s, s.p., per box	2 20

Currants—	
Dry, clean, per lb.	0 08
Washes, per lb.	0 08 1/4
1-lb. package	0 08 1/4
2-lb. package	0 17 1/4

BEANS.—Advices from Ontario report that the bean crop which promised well in the early part of the season will be only 80 per cent. of an average. Harvest is now in full swing and should fine weather continue the crop should be saved in fine condition.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack 98 lbs.	4 00
Whole peas	2 75

COFFEE.—Advices from New York point to a condition of great strength in the coffee market. Advances in price are anticipated. Teas are steady.

Coffee—	
Green Rio	0 18
Roasted Rio	0 22
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12 1/4

TEAS.—Market for quality teas still remains firm.

Teas—	
China blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 40
Japans, May picking	0 35 0 50
Japans, choice	0 36 0 45

NUTS.—Trade in nuts is normal and shows satisfactory increase over last year. Almonds and pea nuts are reported as excellent crops.

Brazil	0 18	0 19
Tarragona almonds	0 16 1/4	0 16 1/4
Peanuts, roasted, Jumbos	0 12 1/4	0 12 1/4
Peanuts, choice	0 11	0 11
Pecans	0 23	0 23
Marbot walnuts	0 13 1/4	0 13 1/4
Grenoble walnuts	0 18	0 18
Sicily filberts	0 11 1/4	0 11 1/4

Shelled almonds	0 33	0 34
Shelled walnuts	0 31	0 31

WINNIPEG.

PRODUCE AND PROVISIONS.—
Butter and cheese are firm but unchanged. Eggs have advanced 3 to 4 cents. In cured meats the market is very steady. Reserve stocks of butter are said to be low and winter prices are expected to rule high. Lard has made sharp advance.

Lard, tierces	0 15½	
3 lb. tins, cases	9 65	
5 lb. tins, cases	9 55	
10 lb. tins, cases	9 50	
20 lb. pails, cases	3 15	
50 lb. tubs	7 70	
1 lb. bricks	0 16½	
Cured Meats—		
Hams	0 17	0 18½
Long clear		0 15
Short clear		0 15
Shoulders		0 15½
Bacon	0 21	0 22
Cheese—		
Ontario large		0 16
Ontario twins		0 16½
Manitoba large		0 15
Manitoba twins		0 15½
Butter—		
Creamery	0 30	0 32
Dairy	0 29	0 24
EGGS, fresh laid, Manitoba	0 28	0 30

CREDIT MEN'S ASSOCIATION GROWING.

Winnipeg, Oct. 17. (Special).—At the last meeting here of the Association of the Canadian Credit Men, it was announced that a branch of the Association had been opened in Regina, in Montreal and St. John, N. B., with a secretary-treasurer in charge at each city. It was further announced that the general manager, Henry Detchson, would attend the next monthly meeting of the B. C. Canadian Credit Men's Association in Vancouver to make final arrangements for the inclusion of that Association in the Canadian body. The British Columbia Association has signified its desire to join the Canadian Association and when this is completed the Canadian Credit Men's Association, Ltd., will operate in every province in the Dominion.

The legislation committee announced at that last meeting also that the "Bulk Sales Act" was to be passed by the provincial legislature in Alberta at its next legislature and the Federal Minister of Justice at Ottawa has definitely promised his attention to the amendment of the criminal code governing false statements.

STRENGTH OF QUALITY TEA MARKET.

With regard to a Ceylon tea auction, the London Grocers Gazette of Sept. 21 says:

"The auction, this week, we find showing vast improvement as regards quality, and this being appreciated, smart advances were paid. There was evidently strong support in the room from more than one important quarter and the tone

ruled very firm. The poorer medium offerings, as well as common, were on the down grade. There was again some appalling rubbish among the lower grades which everybody could quite well do without.

"There is a fair-sized sale for next week, but quantities from now onward are expected to drop off very rapidly, and no doubt the prospect of this is tempting the buyer to come in while he can."

Chilliwack Merchants' Business Problems

R.M.A. of That Town Holds Banquet and Invites the Business Men—Value of Organization Pointed Out—One Speaker Suggested Couldn't Limit Credit Time to 30 Days.

Chilliwack, B.C., Oct. 14.—A complimentary luncheon given recently by the Retail Merchants' Association, was attended by some thirty local business men.

The object of the gathering as intimated in the invitation card, was to outline the aims of the association in its effort to solve the problems which confront the business man, to raise the standard of doing business, to improve the fraternal relations, which would permit and make easier to obtain the best results from organization not only in regard to matters of more immediate concern, but also as affecting other interests in the city and valley.

In the addresses and discussions these were well set forth, and the advantages of the business interests of the city being united for the common good, emphasized, showing the benefits which could and would accrue from a success of the association along these lines.

A luncheon was at first held after which the meeting was called to order by President W. L. Macken, manager of F. J. Hart & Co. He addressed the gathering on the subject of "Business Men and their Relation to Each Other, or our Common Interests."

He pointed out particularly the necessity for the creation of a spirit of fellowship, a discussion of common problems, and united action in the furtherance of mutual interests.

G. H. W. Ashwell, of G. R. Ashwell & Son, gave a brief outline of "Our Association, its importance, its worth and how to use it." Mr. Ashwell spoke of the value derived from attending the regular meetings, and the improved conditions and benefits shared by the members and urged all present to become actively associated.

The fact that one of the speakers was C. A. Barber, the editor of the Chilliwack paper shows a wise move on the part of the merchants. If all merchants secured the thorough co-operation of the newspapers in their town much good could be easily done towards keeping trade at home.

"The place and part our Association should take, in the larger interests of the valley," was the subject presented

by Mr. Barber. Interests in which the Association should make its influence felt and in which it could be of practical benefit were civic life and civic government, educational matters, the Board of Trade, public improvements in the municipality, the production, marketing and sale of the products of the valley, pointing out that in co-operating with these various interests, the merchant would not only render great benefit, but would also in so doing assist in the solving of his own problems.

The subject of the marketing of fruit drew forth considerable discussion, J. H. Ashwell, manager of the Chilliwack Canning and Preserving Co., emphasizing the need of co-operative handling of the fruit products. F. A. Hewer, G. P. Chamberlain and W. L. Macken also spoke on the question.

J. Burton of Denmark Q Burton answered the question "Can we make our Association a success and how?" decidedly in the affirmative. Mr. Burton had only one answer and that was an enthusiastic "yes" and pointed out how it could be done, in a way that was clear and concise. He advocated organization, co-operation and modern business methods.

"The credit business and its perplexities," met with earnest treatment by J. Hammar. Mr. Hammar essayed a large percentage of sound sense and enthusiasm and there was lots of "meat" for thought and action in the "jaw bone," as he termed it, as dispensed by a man who has had considerable experience with the methods employed by big concerns and agencies in this phase of business. Mr. Hammar advocated a 30-day limit to small credits. The credit business was poor business for both the business man and the customer, he declared.

H. J. Barber laid stress on the important features discussed. He was gradually getting his business on a cash basis by educating the people to the fact that a cash business paid both parties best.

M. H. Nelems addressed the meeting briefly on the points of the benefits possible to such an organization, and the needs of co-operation in furthering the interests of the city and valley.

Current News of the Week

Quebec and Maritime Provinces.

Onesime McAbbee, grocer, Montreal, died last week.

D. Tremblay & Co., general merchants, La Tuque, have dissolved.

John Moisan & Co., general merchants, Drummondville, Que., have dissolved, Clara Wadleigh continuing under the same style.

Among the companies that have recently been incorporated in the province of Quebec are the following: J. I. Blair & Co., grocers; Golden Ray Co., manufacturer of cleaners; Mitchell & Peniston, grocers; Viau & Frere, biscuit manufacturers, all of Montreal.

F. H. Seller, head of Beer & Goff, Charlottetown, P. E. I., died rather suddenly at Toronto on his way home from Winnipeg, where he attended the Odd-fellows convention. All the grocery stores in Charlottetown closed on the afternoon of the funeral out of respect for his memory.

The firm of Thom & Cameron, who have been represented for many years by Jones & Swan, of Barbados, have dissolved this connection, and are opening their own offices there under the management of W. W. Nurse. A representative is at present in Canada appointing agents, the Montreal district falling to J. Russel Murray, G. N. W. Building. Buchanan & Ahern, of Quebec city, have been appointed for that district, and before long the remaining portions of the country will be looked after by other agents.

Ontario.

R. Stockhill, grocer, Toronto, succeeded by J. McKenzie.

Wm. Amsbury, grocer, of Toronto, has been succeeded by R. C. Morris.

The estate of Geo. Porter, London, Ont., has been sold to W. J. Reid.

J. St. Jean, grocer, of Pembroke, Ont., has been succeeded by Lawrence Tanny.

The Toronto branch of the E. B. Eddy Co. have removed to their new building at 73 Wellington St. West.

T. B. Escott & Co., wholesale grocers, London, have sold their Owen Sound business to W. T. Harris & Co., Ltd.

E. Brown, a Galt, Ont., shoeman, claims he has invented a white paste shoe polish that will shine either black or tan shoes.

B. Gray has sold his general store business in Conn, Ont., to Donald Mc-

Fadzean who was formerly a farmer of that vicinity.

Sarnia, Ont., expects to get a new factory to establish there to manufacture jams, pressed fruits, etc. The name of the negotiating company has not been made public.

Last month 6,180 pounds of fish were confiscated by the medical health officer of Toronto, as well as considerable bread, butter, vegetables and fruit as being unfit for food.

Allan Clark, with Charlton Bros., grocers, Lakefield, Ont., is taking a week's holidays. He was in Toronto during the week, later going to Hamilton and Pickering. While in Toronto he called at the office of The Canadian Grocer.

H. B. Buell, of Syracuse, N.Y., was the speaker at the first general meeting of the Ontario Division Canadian Credit Men's Association held at McConkey's, Toronto, on Thursday night. His subject was "Credits and Credit Giving."

Western Canada.

J. W. Watson has opened a grocery store in Edmonton, Alta.

Geo. Smith, general merchant, Innisfail, Alta., is selling out.

W. Dunbar, grocer, of Winnipeg, has been succeeded by J. Waite.

A general store has been opened at Youngstown, Alta., by Hart Bros.

C. R. Pexton, general merchant, Delburne, Alta., has sold to W. N. Brokenshire.

J. M. Toombs has sold his general store at Kindersley, Sask., to Ross and Stewart.

Wm. Urquhart, general merchant, Crossfield, Alta., is disposing of his business.

W. W. McRae, general merchant, Balgonie, Sask., has been succeeded by Jones & Jones.

H. G. Smith, Limited, wholesale grocers of Regina, Sask., have been incorporated at \$250,000.

G. W. West, of "The Arcade Store," Innisfail, Alta., has sold to Chisholm & Cheekley, two Eastern men.

The City Grocery, Edmonton, Alta., under the management of Mr. Nix, is opening a branch store for groceries and meats on 24th Street. This firm has an auto delivery system.

Des Brisay's general store at Mission, B.C., was robbed of \$300 recently. The safe was blown open but the yegmen got away without anyone hearing them.

A. K. Ferguson, who has been associated with Kilgour, Rimer & Co. for a number of years, but who was appointed secretary-treasurer of the Regina branch of the Canadian Credit Men's Association, Limited, has now been transferred to head office as assistant general manager of the association. Walter Edwards, who has been operating the official assignee business of the National Trust Co., Ltd., in Regina, has been appointed to fill the position of secretary-treasurer of the Canadian Credit Men's Association, Limited, at Regina.

SMUGGLING CHARGE MADE.

Individuals Accused of Taking Orders For Goods Sold By U. S. Department Stores.

A charge comes from Deer Island, New Brunswick, and is made by a merchant, that a number of individuals there are taking orders for goods sold by one or two United States large department stores and smuggling them into Deer Island. In a letter to the Grocer the merchant says:

"I wish to ask you to write the Customs Department regarding the business being done here by individuals who are canvassing for and smuggling goods over from Sears Roebuck & Co., Chicago, and also from Larkin & Co., large dealers in toilet articles, drugs and sundries of every description.

"This business is not being done by merchants but by families who are daily on the road with order-sheets from these firms. They are a hard people to deal with and as they sell very cheap goods, it makes it difficult for us to compete."

The Grocer has placed the matter before the department as requested by the merchant and developments are now awaited.

Just before going to press The Grocer received the following letter from John McDougald, Commissioner of Customs: "The Editor, Canadian Grocer,—

"I have the honor to acknowledge receipt of your letter of the 11th instant respecting alleged smuggling of goods at Deer Island, N.B.

"The complaint will be thoroughly investigated as soon as possible and is being referred to the chief preventive officer for this purpose."



Delay in Manitoba Flour Price Change

On Account of Unsettled Wheat Market Due to Balkan Trouble—Reductions Announced in Western Canada However—Shortage of Rolled Oats at Some Centres — Big Demand for This Line.

Once again has the unforeseen interfered to delay the expected. There has been no change as yet in price of Manitoba flour as anticipated. At least there has been no general change, although there are some reports from the West of reductions by some mills, ranging from 30 to 50 cents per barrel in keeping with the basis of new wheat. A week ago dealers expected that some of the mills would lead the way at any moment, but so far there has been no announcement. The reason assigned for this is the uncertainty that has prevailed in the wheat market of late. One of the outstanding reasons for this has been the Balkan trouble in Europe which has served to somewhat upset present conditions.

"In the face of present conditions," said one miller this week, "we would be foolish to make any change, at least until things become more settled. We must take the future into consideration. There is no use in making a reduction to-day and then have to change it in a week or so to meet the changes in the raw material market. Flour was booked for a reduction but this trouble in Europe has caused millers to hold off."

The quality of the new wheat is good and much in advance of last year. East of the lakes its use is not yet general but is becoming more so. Those mills situated in the centre of supply in the West are of course able to get new crop wheat in advance of those East and this may account for lower prices being announced out there first. One of the large Canadian banks after a comprehensive examination of crop conditions in the West estimates the wheat yield at 196,000,000 bushels, and that of oats at 224,500,000 bushels.

New oats are badly needed in many parts of the East and millers will be glad when supplies begin to come along in good quantities. On account of the lack of raw material there is a shortage of rolled oats at some centres. Toronto,

for instance, is particularly bad off in this respect in both package and sacks.

The demand for rolled oats has been specially good so far this fall, the cooler weather that has set in proving beneficial to trade. Dealers who are pushing rolled oats at the present time are getting good results.

MONTREAL.

FLOUR.—There is no change in local situation. There is a steady feeling in market for old crop wheat flour and no change is anticipated immediately. Towards the first of next month a reduction may take place but this depends entirely on market conditions. A good demand is coming from country points to replenish stocks which have run low owing to hand to mouth policy till now in force. It is learned that some mills have made a big hole in their stocks in order to fill demand.

Little is being done with new crop wheat flour as buyers are awaiting developments before placing orders.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	5 00	5 30
Manitoba straight patents, in bags	5 30	5 10
Manitoba strong bakers, in bags	5 10	5 70
Manitoba second, in bags	4 70	

ROLLED OATS.—A fair volume of business is passing at former prices. Some substantial orders have been booked and the market remains strong.

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

TORONTO.

FLOUR.—No change has been made in price of Manitoba flour on this market as yet. A week ago it was thought probable that a change might come at any time but the trouble in the Balkans is given as a reason for delay in read-

justing prices. Miller say there is no use setting a price until future of market becomes more settled. The use of new wheat for grinding is not yet general and this is also a cause for delay.

Winter wheat flour shows no change during the past week and there are no special features to report. Delivery of wheat is tardy and there is not much flour offered.

CEREALS.—A shortage of rolled oats still exists on this market and with some companies situation is quite acute, and they are far from able to fill their orders. This is the case in both sacks and package. Milling companies have run out of old oats and are unable to get any appreciable quantity of the new crop. Supplies from the West have been late and slow in coming forward.

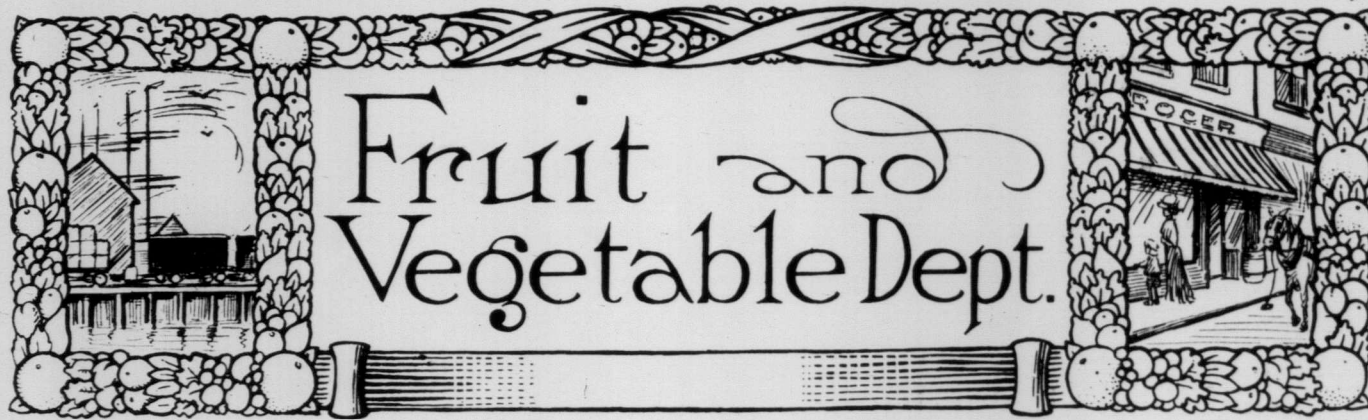
MILL FEEDS.—There is no change in prices of mill feed, bran still bringing \$23, and shorts \$27. Steadiness prevails as demand exceeds supplies.

WINNIPEG.

FLOUR AND CEREALS.—The flour market is in an unsettled condition. Some of the western mills have already announced a reduction of 50 cents per barrel, others of 30 cents. The initiative it is understood has come from one of the large milling interests in Saskatchewan. A general reduction of 50 cents per barrel is not improbable.

Flour—		
1st patents, cwt.	3 05	3 15
2nd patents, cwt.		2 85
Rolled Oats—		
20 lb. sack		0 60
40 lb. sack		1 15
80 lb. sack		2 25
Granulated oatmeal, per cwt.	2 75	2 75
Corn Meal—		
98 lb. sacks		2 30
49 lb. sacks		1 15

Experiments have been conducted this year in shipping fresh figs from California to the New York market. They arrived in first class condition. Unlike some of the other deciduous fruits, figs cannot be picked before they are ripe—they lack flavor if matured after they have left the tree—but these experiments show that ripe figs, carefully handled and quickly cooled, can be shipped across the continent in refrigerator cars. It opens the field for another fresh fruit.



Rot In Potatoes Causing Some Concern

Wet Weather Has Affected Potatoes on Low Land — Hopes That Later Stock May be Alright—New Grapefruit is of Excellent Quality—Big Crop This Year — Florida Oranges Will Also be Big Crop.

At the present time, reports of rot in potatoes from several sections are causing no little concern as to probable situation during coming winter. It is well known that the yield in Canada is large this year but there are some fears entertained that rot may reduce the amount of saleable stock considerably. Much wet weather has caused rot to set in in many low districts, at least in the early potatoes. The first shipments from New Brunswick were unfavorable in this regard and now Ontario is finding fault for the same reason and prices are firmer. It is possible that the later and better matured stock may not be affected. At least this is to be hoped.

The first shipments of Florida grapefruit received on Canadian markets were of excellent quality and this combined with low price expected this year should mean a greatly increased consumption of this line. Further reports confirm the news of a large crop. The Citrus Exchange estimates that about five times as much grapefruit will be shipped from Florida this year as last as the crop will be fully 50 per cent. bigger than any previous year. Hundreds of acres of groves which are bearing for the first time this year will ship, and the old groves, moreover, have heavy yield.

Oranges are not coming forward yet but will shortly. The orange crop is later than usual this year, being about three weeks behind last season. One estimate puts the crop fully 50 per cent. greater than last year, which would make the yield between 7,000,000 and 8,000,000 boxes as last year's yield amounted to nearly 5,000,000.

Next week should be a brisk one in fruit in anticipation of Thanksgiving. Fruit always sells more freely around a holiday. Preserving fruits are on the

wane, grapes now being the prominent line and selling well.

MONTREAL.

GREEN FRUITS. — Fruits are still moving along though the basket variety is not asked for as much as during previous weeks, due to the late preserving season being practically over. Lemons are somewhat firm while the other lines are also in a strong way.

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

VEGETABLES. — The market seems to have lost some of its sting, though dealers have no reason to complain. The potato situation is becoming easier and prices are more reasonable. Cabbage has been coming along freely while carrots are also in good supply. Spinach is not so plentiful now.

Beans, green, bags	0 75	0 75
Wax beans	0 75	1 00
Carrots, bags	1 25	1 25
Cabbage, dozen	0 60	0 75
Cauliflower, dozen	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	3 75	3 75
Radishes, dozen	0 22	0 22
Sweet potatoes, per basket	1 75	2 00
Potatoes, Green Mountains, bag	2 00	2 00
New potatoes, bag	1 00	1 00
Spinach, box	1 00	1 00
Parsnips, bag	3 00	3 75
Tomatoes	3 00	3 00
Turnips, per bag	1 25	1 25

TORONTO.

GREEN FRUITS. — Peaches for a long time held the centre of the stage on the local fruit market, but the position has now been usurped by grapes. For the past week or so the supply of

peaches has been dwindling, and this will continue until the zero mark is reached. Grapes are in good supply at 18 to 20 cents per basket.

Grapefruit made its appearance on the local market towards the end of last week. Florida being the source of supply. The advance shipments are of excellent quality. They are selling at \$5 per case of 80 and 96. Florida oranges will be in shortly and will be reasonable in price this season, as will also grapefruit.

Apples, fall stock, per barrel	2 50	3 00
Bananas, per bunch	1 50	2 00
Granberries, per bbl.	8 50	8 50
Grapes	0 18	0 20
Lemons, Verdelli	6 00	7 99
Limes, per 100	1 25	1 25
Musk melons, basket	0 25	0 35
Oranges, late Valencia, case	4 50	5 00
Imported Fruits—		
Peaches, box	1 00	1 00
Grapes, Tokay, per box	2 00	2 00
Idaho plums, box	1 25	1 25
Canadian Fruits—		
Peaches, fancy, Leno, 11 qt.	0 60	0 90
Peaches, ordinary, 11 qt.	0 20	0 40
Pears, 11 qt.	0 50	0 65
Quinces, basket	0 45	0 50

VEGETABLES.—The big feature of the week is the firmer feeling in potatoes. It is well known that there is a large crop of potatoes in all sections of Canada this year. The strength in market is due to rot which is showing up in many sections. The first shipments which were received from New Brunswick did not turn out well. The stock from Ontario is also showing signs of the same thing and dealers are wondering if the low prices which were expected this year are not going to come. Much of the stock received so far has not been fully matured and it is still possible that the later ones may not be affected. It is to be hoped so.

Cucumbers are about a thing of the past. Tomatoes are selling at 30 cents per basket. Green corn is now up to 15 cents per dozen.

Beets, new, Canadian, basket	0 30	0 25
Carrots, per dozen bunches	0 20	0 20
Cabbage, new, per crate	1 25	1 25
Celery, per doz.	0 35	0 40
Corn, doz.	0 10	0 12
Cucumbers, Can., basket	0 75	1 00
Cucumbers, picklers, basket	0 75	1 00
Marrow, bushel basket	1 00	1 00
Onions—		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Yellow onions, 100 lb. sack	2 25	2 25
Potatoes, Ontario, per bag	0 90	1 00
Peppers, green, basket	0 35	0 40
Peppers, red, basket	0 60	0 60
Tomatoes, per basket	0 35	0 40
Mushrooms, basket	1 00	1 50

WINNIPEG.

FRUITS AND VEGETABLES.—Ontario apples of first rate quality are now plentiful and cheap. Florida grapefruit is now in at \$6.50 per case. Lemons are a little dearer. Peaches and plums about over for the season. Native cucumbers are off the market and imported cucumbers are quoted at the high price of \$2.50 per dozen.

Fresh Fruit—		
Cranberries	11 00	
Florida grapefruit	6 50	
Pears	4 00	
Assorted Ont. apples	3 75	4 50
Snow apples	6 00	
Oranges, Valencia	5 50	
Bananas, bunch	3 50	8 50
California lemons, crate	2 50	2 00
Limes, box	2 00	
Washington apples	2 50	
Cucumbers, per doz.	2 50	
Grapes, blue, basket	0 30	
Grapes, Tokay, case	2 75	
Peaches	0 90	
Plums	1 10	1 20
Washington peach plums	1 50	
Cucumbers	2 50	
Celery, doz.	0 50	0 75
Tomatoes, Ont.	1 00	
Potatoes, per bushel	0 75	0 35
Jersey sweet potatoes	6 50	

CHEESE SOLD BY SHOW CARD.

You can't expect to sell the goods unless people know you have them. Grocers have been advised of the possibilities in the sale of fancy cheese but putting in a stock of itself will not work up any extensive trade. You must let people know that you have the several different varieties.

No Confirmation of Duty Removal Report

More Ontario Cannerymen Heard from and All Deny Knowledge of the Petitioners Who Are Said to Have Made Request from Government—Tone of Statements Intimate that Pack of Tomatoes this Year Will Be Larger than Last.

Since last issue of The Grocer a number of other Ontario cannerymen have been interviewed on the report that cannerymen are alleged to have asked the government to remove the duty on canned goods coming from the United States. Not one of those heard from states that there is any truth in the newspaper report so far as they are concerned.

Knew Nothing of It.

"I knew nothing of the matter," states one canneryman, "until I saw the rumor in the papers and I know nothing more now."

"There is no truth in the statement whatever as far as we are concerned. Such a step would be simply ridiculous. The cannerymen of Canada are well able to supply all the requirements of the Canadian people with good goods at a fair price."

Still another firm contradicts the rumor.

One Toronto grocer last week determined to do this by means of a show card. It referred to the different kinds of cheese handled giving their names—Pimento, Swiss, Roquefort, Gorgonzola, Limburger, Stilton and cream. This was being hung outside the door so as to catch the eye of the passerby as well as regular customers. Results were good.

A WEIGHTY PROBLEM.

Great was the pride of the old salts at St. Andrews in their ability to figure. A summer visitor passing by while a group of fishermen were listening to one of their number boasting of his prowess in juggling figures, stopped and asked if he might submit a problem, which was:

"If you were to catch two hundred pounds of cod and sold the catch at five cents a pound, how much would you make altogether?"

Receiving no immediate reply he passed on. Coming back an hour later the summer visitor found the fishermen deep in thought. Asking if they had found an answer to his question, he was asked to repeat it, which he did. A look of relief spread over the face of the old salt who had been boasting. "No wonder I couldn't answer it," he said, "all the time I was figuring on mackerel."

THE WEEKLY FISH COLUMN.

Some dealers complained bitterly this season about receiving small herring. They should remember that the fishermen do not use a whistle or "fish yell" to bring the big ones to the net.

Did you ever go fishing and get in your mess one large trout and the balance just big enough for one mouthful? Well, it is just the same with deep sea fishing.

The fisherman has no easy task. He expects consumption no matter whether his fish be large or small.

The percentage of consumption of fish in Canada is greater per capita than in the U.S.A., although the latter country can boast of 100,000,000 population.

Don't tell a customer that you can get her some brook trout. The season is over.

It is surprising how few know what a finnan haddock is. It is a fresh smoked haddock and got its name years ago when the first haddock were smoked in Findon, Scotland. The proper spelling would be "Findon Haddock," but some canny Scotelmen has dropped the "d" and thus made the pronunciation easier.

If a customer asked you for a few facts about the bloater, could you give her any? A bloater is simply the round herring bloated and smoked, while the kippered herring or kipper is merely a herring split and smoked.

Fresh halibut is becoming mighty scarce, in fact it will soon be off the wholesalers' lists, but the frozen stock can always be relied upon.

It is a little too early yet to ship frozen herring. The halibut can evidently stand a greater degree of cold than the shivering herring, as it will not thaw out so quickly. Perhaps the medical authorities will realize in the frozen halibut, at that rate, the possibilities of securing fine ice bandages for the head. That certainly would be getting fish on the brain.

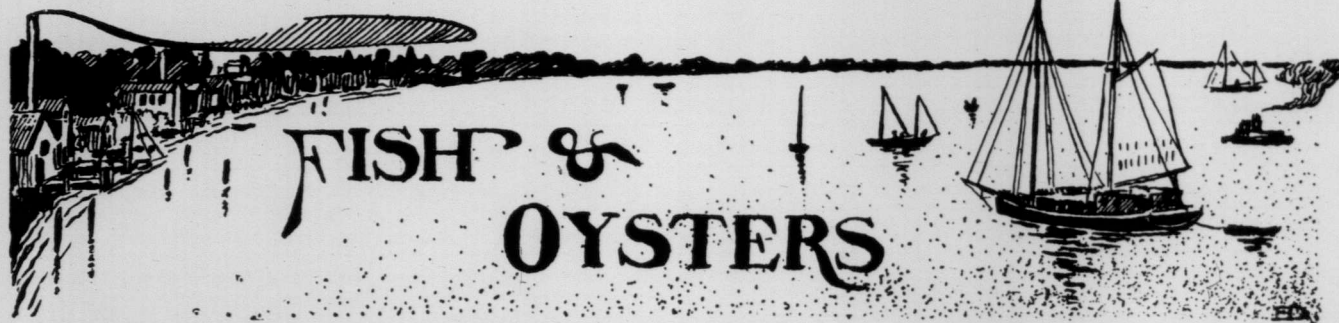
The demand for smoked fish is becoming enormous. We are not surprised. There is a good large profit for the retailer.

It looks as if smoked fish will be in heavy demand the whole year round, instead of in seasons. It is simply up to the retailer to make it so, and he can. The packers will willingly do their part.

Some lines of fish are moving up in price. They believe that the "high cost of living" fiend has no right to make "fish of one and flesh of the other."

The deep sea fishermen don't tell as many "fish stories" as the fresh water anglers, although some will tell you about landing a whale in a net!

Steak cod is very scarce just now. Stormy weather has prevented good catch.



The Oyster Trade is Off to a Good Start

Compares Favorably With Last Year in Spite of Somewhat Unfavorable Weather—Oyster Quality Was Poor at First of Season—Is Now Rapidly Improving — Retailers Have Now More Time to Give to Fish Department.

The oyster trade has already got off to a good start this season, according to reports received from different centres of the Dominion. In fact, on some markets it is stated to be slightly in advance of the same time last year, and that in spite of weather that has not been altogether favorable to demand. It is true also that quality of the oysters was not good at the beginning of the season. On account of the cold summer spawning was late and the oysters were accordingly late in attaining their growth. They are developing rapidly of late, however, and before long will have attained a prime condition. It is stated by one oyster authority that by the middle of November the quality will be better than last year. With improved quality and a run of continued cool weather, a healthy and active tone should set in. Dealers would do well to get behind this line right away, as the possibilities are already large.

There is a more active tone to the fish trade of late. Dealers are finding more time to devote to it, as other lines are not claiming so much of their attention. One dealer in Toronto, for instance, who of late has been giving the major portion of his time to fruit, has now with the dwindling of the preserving season turned more of his attention to fish. This week he received his first shipment of prepared and smoked varieties. He put a display of them in the window with a show card and the first day sold an appreciable quantity. This shows that the people are ready to buy these lines if they are presented to them.

QUEBEC.

MONTREAL. — Fresh halibut is becoming scarce, but there is plenty of frozen stock at reasonable price. Haddock and cod are also arriving freely while the smoked fish are well looked after also. Oyster season is now in full swing, both bulk and shell selling now.

FRESH AND FROZEN.

Fancy spring salmon, per lb.	0 18	0 20
Large shad herring, each	0 02	

Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04½
Smelts, fancy	0 10
Haddock	0 04½
Halibut, per lb.	0 12
Herring, frozen, per 100 fish	1 90
Mullets	0 04½
Pike, dressed and headless, lb.	0 05
Steak, cod	0 08
Mackerel	0 10
B.C. red salmon	0 10
New (Gaspe) salmon, per lb.	0 15
Qualla salmon	0 07½
No. 1 smelts, per lb.	0 09
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 09
Pure cod tablets, 20 1-lb. tablets	2 30
Whitefish, small, lb.	0 06
Barbotte (dressed) bullheads, per lb.	0 08½

Boneless cod, in blocks or pkgs., lb.	8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 90
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.	
New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
No. 1 mackerel, half bbl.	2 00
No. 1 mackerel, half bbl.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring, keg	6 50
Scotch herring, keg	1 00
Holland herring, half bbl.	5 50
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	18 00

SMOKED.	
Bloaters, box	1 10
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 18
Kippers (small), per box of 50 fish	1 10
Smoked salmon, per lb.	0 25

SHELL FISH.	
Solid meats—Standards, gal., \$1.75; selects, gal.	2 00
Boiled lobsters, per lb.	0 20

ONTARIO.

TORONTO.—The fish trade has a fairly brisk tone for this time of year, the colder weather proving beneficial. With the dwindling of preserving and pickling season, retailers have more time to give to fish department and this will be to its advantage. Fresh white fish are scarce at the present time, and some frozen stock is being used by local firms. One house reports that it will have to use frozen halibut also in a week or so. Trout and herring are plentiful, however.

It was stated by one oyster man in close touch with the situation, this week that consumption of oysters so far this season compares favorably with that of last year, in spite of fact that weather has not been altogether conducive to demand. On account of the cold weather

during the summer the oyster growth at the beginning of the season was backward, but by middle of November it is expected to be ahead of last year.

There is some difference in the prices quoted by different firms on oysters. For instance, selects range from \$1.75 to \$2.00 per gallon, those asking the higher price claiming that theirs are of better quality.

FRESH CAUGHT FISH.

White fish, per lb.	0 12
Lake trout, per lb.	0 12
Steak, cod	0 08
Haddock	0 07
Halibut	0 11
Flounders	0 07
Herrings, per lb.	0 05
Pike	0 07
Perch	0 07
Restigouche salmon	0 25
Bluefish	0 20
Striped bass	0 25
Butterfish	0 15
Sea bass	0 20
Sea herring, per 100 count	2 00

SMOKED.

Finnan haddie	0 08
Smoked fillets	0 12
Smoked bloaters, 60s	1 25
Kippers	1 35

PREPARED.

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

SALTED AND PICKLED.

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

MANITOBA.

Winnipeg.—There is a good demand for oysters which are quoted 25 cents per gal. lower than in last report. All lines of fish are in good demand with prices unchanged.

Fish—	
Oysters, per gal.	2 75
Fresh salmon	0 15
Lake Winnipeg whitefish, lb.	0 08½
Fresh pickerel	0 08½
Steak, cod	0 10
Trout	0 12
Halibut	0 10½
Finnan haddies	0 08
Bloaters, per box	1 50
Holland herrings, keg	0 72
Kippered herrings, box	2 00
Labrador herrings, half barrel	3 80
Mackerel, salt, keg	2 75

It was stated by one oyster man in close touch with the situation this week that consumption of oysters so far this season compares favorably with that of last year, in spite of fact that weather has not been altogether conducive to demand. On account of the cold weather during the summer the oyster growth at the beginning of the season was backward, but by middle of November it is expected to be ahead of last year.



Produce & Provisions



Speculation as to the Future of Butter

Opinions Vary Considerably—Some Think Large Fall Make Will Ease Prices—Others Think Demand From West Will Prevent any Accumulations—Egg Receipts Falling Off — Hogs Considerably Below High Mark.

There is much speculation as to the future of the butter market and opinions expressed vary to no little extent. A general steady feeling was reported in last issue, and it still continues with a tendency to higher quotations at some centres. There are many reasons given why the market should rule one way or the other during the balance of the fall.

There are those who are inclined to think that with the closing of cheese factories and a turning to production of butter there should be tendency to easiness. The making of cheese is generally given up about beginning of November and if the flow of milk continues on a fair scale there should naturally be more butter made. This will depend on the character of the weather after the first of the month. An open fall might probably mean that these predictions would come true.

On the other hand it is argued by certain dealers that the demand from the West will take care of any surplus stocks in the East and prevent accumulations that might cause easier turn in market. Then against this it is argued that the West has already a considerable quantity in store in the East, particularly in Montreal, and that it is a question as to whether they will want much more as New Zealand will shortly enter as a factor into the Western supply. In fact Vancouver is reported to have already ordered a considerable quantity from this direction. Thus, with so many things entering into the situation it is difficult to size the future up with any degree of certainty.

Egg supplies continue to show falling off at practically all centres and accordingly there is a general steadier feeling at most centres which in some cases is likely to turn into an advance. On all markets it is necessary for dealers to do considerable scouting in order to fill their orders while in some instances it

has been necessary to break into storage stocks in order to fill demands. This is certainly starting in rather early on storage stocks and would seem to indicate we are going to see high prices for eggs this year. It will be remembered that prices were well up into the jewelry class last year.

Poultry and more especially turkeys will receive considerable attention during coming week in view of Thanksgiving demand. There are different opinions expressed as to possible supplies. It seems that this holiday comes a little too early for turkeys to be in the best of condition. This is not so some years, however.

MONTREAL.

PROVISIONS.—Market is steady for all lines and amount of orders being booked is considered quite satisfactory considering. Plate beef has been in request but packers say that with price of beef so high it is absolutely impossible to fill orders at prices mentioned by inquirers. Even at \$17 or \$18 a barrel packers would hardly come out on the right side.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14¼
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18½
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18
Breakfast bacon, English, boneless, per lb.	0 14½
Windsor bacon, skinned, backs, per lb.	0 14½
Spiced roll bacon, boneless, short, per lb.	0 26
Boiled ham, small, skinned, boneless	8 60
Hogs, live, per cwt.	12 50
Hogs, dress, per cwt.	12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 10¾
Cases, tins, each 10 lbs., per lb.	0 14½
Cases, tins, each 5 lbs., per lb.	0 14½
Cases, tins, each 3 lbs., per lb.	0 14½
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 14¼
Tubs, 50 lbs. net, per lb.	0 10¾
Tierces, 375 lbs., per lb.	0 11
One pound bricks	0 13½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 14¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10¾
Pails, wood, 20 lbs. net, per lb.	0 10¾
Pails, tin, 20 lbs. gross, per lb.	0 14¼
Tubs, 50 lbs. net, per lb.	0 10¾

Tierces, 375 lbs., per lb.	0 10¼
One pound bricks	0 11
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	27 00
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl.	25 50
Clear fat backs	25 50
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11
Plate beef, barrel	17 00
	18 00

BUTTER.—The strong feeling which has prevailed in market for the past few weeks is the chief feature to-day and there does not seem any possibility of a lowering just now. Prices are working towards higher level. The chief cause is of course, the dropping off in supplies, over 40,000 packages being the amount of deficiency to date below corresponding period of last year. Of course the population is growing, and consumption naturally increases, but even so wholesalers are at a loss to know just what to attribute the large drop in the make to. Local demand is good and with big demand from outside sources it looks as if higher prices will be in force next week.

Creamery blocks	0 30
Dairy tubs, lb.	0 25

EGGS.—Prices are still moving upwards and it looks as if record prices will be reached this year. Wholesalers have been disappointed over the continued dropping off in supplies and no relief seems in sight just now.

New laid eggs, per doz.	0 34
Selects	0 31
No. 1's	0 28

POULTRY.—Demand is becoming more marked and with a little extra supply market has presented more activity this week. Turkeys are most in demand and full price is being paid, the other lines being asked about but not so extensively.

Turkeys, No. 1, per lb.	0 25
Turkeys, No. 2, per lb.	0 22
Chickens, per lb.	0 18
Pheasants, per lb.	0 15
Ducks, per lb.	0 25
Geese, per lb.	0 15

TORONTO.

PROVISIONS.—The firmer feeling that was reported in short cut pork last week continues and some firms are

quoting still higher figures. One firm reports good demand for this line and quotes it at \$26 to \$28 per barrel. Supplies are now in somewhat better condition than a short time ago but there is still a shortage of backs and long clear. However, most houses are able to fill orders.

The improved hog movement reported last week has continued and prices have during the week registered decline, being quoted this week at \$7.90 at country points. There is still a slight undertone of easiness.

Smoked Meats—		
Light hams, per lb.	0 17½	0 18
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 16
Backs, plain, per lb.	0 21	0 21
Backs, pea meal	0 21	0 22
Breakfast bacon, per lb.	0 18½	0 19
Roll bacon, per lb.	0 14½	0 15
Shoulders	0 11½	0 12
Pickled Meats—less than smoked.		
Heavy mess pork, per bbl.	20 00	20 50
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon	0 15	0 15½
Lard, tierces, per lb.	0 14½	0 14¾
Lard, tubs, per lb.	0 14¾	0 15
Lard, pails, per lb.	0 15	0 15¼
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	8 25	
Live hogs, at country points	7 90	
Dressed hogs	12 00	12 50

BUTTER.—There is a somewhat firmer feeling in butter this week as shown in just slightly higher figures that are being quoted by a few houses. Creamery prints are this week quoted at 28 to 30 cents. There are still those inclined to think that when factories begin to change from cheese to butter there will be an easier turn in the latter article. Still the opinion is expressed by some that the demand from the West will prevent any accumulations here. The West, however, has a considerable quantity in store in Montreal now.

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

EGGS.—Egg receipts are not coming along as freely as they have been and it is only with difficulty that wholesalers are able to fill demands. It is reported that some dealers have had to call storage stocks to the rescue but most firms are able to fill orders from current receipts. It is a feature of satisfaction that the quality of present arrivals is better than some time ago. This is due to cooler weather.

New laid eggs, per doz.	0 27	0 29
Fresh eggs, per doz.	0 25	0 26

CHEESE.—As noted last week there is an easier feeling in cheese. This is shown in lower quotations at country boards but local prices remain unchanged. There will probably be a tendency to change from production of cheese to butter if present basis of prices continues. Indeed a few factories have already made the change.

Cheese—		
Large	0 14½	0 15
Twin	0 15	0 15¼
½ Twin	0 15¼	0 15¾
Stilton	0 16	0 17

POULTRY.—Next week will be one of considerable importance in poultry in anticipation of the Thanksgiving trade.

Turkeys are particularly connected up with this holiday, but other lines should also be in demand. Dealers seem to be a little uncertain as to how supplies will be as different reports come in from country points. As dealers have just been paying what they thought poultry was worth for storage purposes, the tendency has been slightly easier of late and it is probable that price may show a slight advance during the coming week.

LIVE POULTRY (prices paid to country merchants):		
Spring chickens	0 11	0 12
Spring ducks	0 10	0 11
Old fowl	0 08	0 09
Roosters	0 07	0 08
WHOLESALE PRICES (to city retailers):		
Spring chickens, dressed, lb.	0 17	0 20
Spring ducks, dressed, lb.	0 12	0 18
Fowl, dressed	0 12	0 14

HONEY.—There is no change in the general situation. Demand is on a fair scale.

White clover honey, in combs, No. 1, doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12	
Clover honey, 10-lb. pails, per lb.	0 12½	
Clover honey, 5-lb. pails, per lb.	0 12¾	
Buckwheat, 60-lb. tins, lb.	0 07	0 08

Good Trade in Fresh Sausage Possible

Now That Weather is More Conducive to Their Handling and Sale—Many Grocers Featuring Them — One Village Grocer Has Already Worked up Good Trade This Fall—How His Order Takers Use This Line to Advantage.

There are many grocers who handle fresh sausages during the entire year but there are others who are inclined to give up the handling of them during the summer months. Because of the higher temperature unless the grocer has proper storage and display facilities, he will find it difficult to keep them in good condition and at the same time show them in an efficient manner. At least, this seems to be the case with a good many.

Now, however, with the weather becoming cooler, the season for fresh sausages is opening up in full force again. This time of the year is particularly conducive to the sale of this line and those dealers who handle them regularly are putting greater efforts behind them while many dealers who handle them at no other time of the year are taking them up.

Bring Other Trade.

Most dealers find them an excellent line to carry in their provision department. People are always on the lookout for what they term "a change" in the meat line. This serves the purpose admirably. When people get to know that the dealer handles them regularly, they will make a point of coming for them and generally when they are enticed into the store to buy this line, they find something else they need. Thus they are important from the fact that they draw other trade as well as the trade in themselves.

How Grocer Worked Up Trade.

A dealer in Havelock, Ont., a village 100 miles east of Toronto, has already worked up a considerable trade in fresh sausage this fall. He began early in September to handle this line which he gets in at regular intervals by express. The first shipment moved slowly but he began to announce to his customers that he would be receiving them on certain days each week and he has now no trouble in disposing of them. They are

a line that must be sent out quickly or the quality will become slightly impaired. They are generally shown on the counter with a price card attached. A provision ad. which this dealer has recently been running in the local paper also makes mention of them.

Help to Order Takers.

This dealer takes orders from his customers twice a week and his order men find this line an excellent leader in getting an order started. Frequently if the order taker can get one article on his list others will follow when they otherwise would not. For instance, if a housewife thinks she does not require anything, sausages are mentioned to her. Frequently this line appeals strongly and with the order started, other articles will probably follow. "Specials" of this nature can be turned to good use in order taking.

Packed in Cartons.

A new method of packing sausages has been adopted by some manufacturers who are now putting them up in one pound cartons. The feature about such a method is that it impresses customers with the sanitary handling and in addition the grocer is assured that he is selling a pound for every pound purchased.

At any rate perfect cleanliness should be observed by every grocer who handles this line. It appeals to the customer, or at least unsanitary handling has the directly opposite result. Sausage should be kept at such a temperature that the quality will not be impaired. They should be cleared out before this is possible.

For the dealer who has not a set trade, it is best to get shipments at regular times and with which customers are made acquainted so that they may be sold out in the shortest time possible. To avoid the trouble of ordering for each day, most companies book orders to be sent out on these certain days.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

ROYAL BAKING POWDER.
Sizes. Per doz.
Royal—Dime 0 95
" 1/4-lb. 1 10
" 6-oz. 1 95
" 1/2-lb. 2 55
" 12-oz. 3 85
" 1-lb. 4 90
" 3-lb. 13 60
" 5-lb. 22 35

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

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

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

COOK'S FRIEND BAKING POWDER.
Cartons— Per doz.
No. 1, 1-lb., 4 dozen 2 40
No. 1, 1-lb., 2 dozen 2 50
No. 2, 5-oz., 6 dozen 0 80
No. 2, 5-oz., 3 dozen 0 85
No. 3, 2 1/2-oz., 4 dozen 0 45
No. 10, 12-oz., 4 dozen 2 10
No. 10, 12-oz., 2 dozen 2 20
No. 12, 4-oz., 6 dozen 0 70
No. 12, 4-oz., 3 dozen 0 75

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

BLUE.
Keen's Oxford, per lb. 0 17
In 10-lb. lots or case 0 16
COUPON BOOKS—ALLISON'S.
For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. \$2, \$3, \$5, \$10, \$15, and \$20. All same price, one size or assorted.

UN-NUMBERED.
Under 100 bookseach 0 04
100 books and over, each 0 03 1/2
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book 1/2 cent.

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

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

DOMINION CANNERS.
Aylmer Jams. Per doz.
Strawberry, 1912 pack\$ 2 15
Raspberry, red, h'vy syrup 2 15
Black currant 2 00
Red currant 1 85
Peach, white, heavy syrup 1 50
Pear, Bart., heavy syrup 1 77 1/2
Jellies.
Red currant 2 00
Black currant 2 20
Crabapple 1 65
Raspberry and red currant 2 00
Raspberry and gooseberry. 2 00
Plum jam 1 55
Green Gage plum, stoneless 1 65
Gooseberry 1 85
Grape 1 55

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

Pure Preserves—Bulk.
5 lbs. 7 lbs.
Strawberry 0 69 0 95
Black currant 0 69 0 95
Raspberry 0 69 0 95
14's and 30's per lb.
Strawberry 0 13
Black currant 0 13
Raspberry 0 13
Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.
THE COWAN CO., LTD.
Cocoa—
Perfection, 1-lb. tins, doz.. 4 40
Perfection, 1/2-lb. tins, doz. 2 35
Perfection, 1/4-lb. tins, doz. 1 25
Perfection, 10c size, doz... 0 90
Perfection, 5-lb. tins., per lb. 0 35
Soluble, bulk, No. 1, lb... 0 20
Soluble, bulk, No. 2, lb... 0 18
London Pearl, per lb. 0 22
Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened—Chocolate—
Supreme chocolate, 1/2's 12-lb. boxes, per lb. 0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.. 1 80
Perfection chocolate, 10c size, 2- and 4 doz. in box per doz. 0 90
Sweet Chocolate— Per lb.
Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes 0 40
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes 0 35
Diamond, 8's, 6 and 12-lb. boxes 0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24
Diamond, 1/4's, 6 and 12-lb. boxes 0 25

Icings for Cake—
Chocolate, white, pink, lemon, orange, maple, almond, cocoa-nut, cream, in 1/2-lb. packages, 2 doz. in box, per doz.. 0 90
Chocolate Confections—Per lb.
Maple buds, 5-lb. boxes ... 0 36
Milk medallions, 5-lb. bxs. 0 36

Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 25
Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil Wafers, No. 2, 5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes ... 0 36
Lunch bars, 5-lb. boxes ... 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box.. 1 35
Nut milk chocolate, 1/2's, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPS'S.
Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
In 1/4, 1/2 and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO'S.
G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Pesse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.
Elite, 10c size (for cooking) dozen 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
" breakfast cocoa, 1/4's and 1/2's 0 36
" No. 1 chocolate 0 30
" Navy chocolate, 1/2's .. 0 26
" Vanilla sticks, per grs 1 00
" Diamond chocolate, 1/2's 0 24
" Plain choice chocolate liquors 20 30
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.
Premium No. 1, chocolate, 1/4 and 1/2-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, 1/4, and 1/2-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, 1/4, and 1/2-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5, cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, 1/2-lb. pkgs., 6-lb. bags, 32c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.
The above quotations are f.o.b. Montreal.

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

1/2-lb. pkgs. White Moss ... 0 27
1/4-lb. pkgs. White Moss ... 0 28
1 and 1/2-lb. pkgs., assorted 0 26 1/2
1/4 and 1/2-lb. pkgs., asstd. 0 27 1/2
1/4-lb. pkgs., asstd., in 5-lb. boxes 0 28
1/2-lb. pkgs., asstd., in 5-lb. boxes 0 29
1/4-lb. pkgs., asstd., 5, 10, 15-lb. cases 0 30
Bulk—
In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.

Pails Tins Bbls.
White Moss, fine strip 0 19 0 21 0 17
Best shredded 0 18 0 16
Ribbon 0 19 0 17
Macaroon 0 17 0 15
Desiccated 0 16 0 14

CONDENSED AND EVAPORATED MILK.
BORDEN MILK CO., LTD.
Per Case
East of Fort William, Ont.
Eagle Brand, each 4 doz. \$6 00
Gold Seal Brand, each 4 dz 5 25
Challenge Brand, each 4 dz 4 50
Peerless Brand, "Hotel," each, 2 doz. 4 25
Peerless Brand, "Tall," each 4 doz. 4 50
Peerless Brand, "Family," each 4 doz. 3 90
Peerless Brand, "Small," each 4 doz. 2 60
St. Charles Evaporated Milk (baby size) 2 00
St. Charles Evaporated Milk (family size) 3 90
St. Charles Evaporated Milk (hotel size) 4 25
Silver Cow Milk 5 40
Purify Milk 5 25
Good Luck Milk 4 50
Reindeer Brand (4 doz. in case) 5 75
Mayflower Brand (4 doz. in case) 5 25
Clover Brand (4 doz. in case) 4 50
Reindeer Jersey Brand, Family (4 doz. in case) 3 90
Reindeer Jersey Brand, tall (4 doz. in case) 4 50
Reindeer Jersey Brand, Hotel (2 doz. in case) ... 4 25
Reindeer Jersey Brand, Gallon (1/2 doz. in case)... 4 75

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

COFFEE.
(Combined with Milk and Sugar)
Reindeer Brand (2 doz. in case) 5 00
Regal Brand (2 doz. in case) 4 50

THE CANADIAN GROCER

Reindeer Brand, in glass jars (2 doz. in case) 6 20

COCOA.

(Combined with Milk and Sugar)
Reindeer Brand (2 doz. in case) 4 80

COFFEES.

EBY-BLAIN, LIMITED.
Standard Coffees.

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

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

Package Coffee.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb. ... 0 32
Mo-Ja, ½-lb. tins, lb. 0 30
Mo-Ja, 1-lb. tins, lb. 0 28
Mo-Ja, 2-lb. tins, lb. 0 28
Cafe des Epieures, 1-lb. fancy glass jars, per doz., \$3.60.
Cafe l'Aromatique, 1-lb. amber glass jars, per doz., \$4.00.
Presentation (with tumblers) \$3 per doz.

MINTO BROS

MELAGAMA BLEND.

Ground or bean— W.S.P. R.P.
1 and ½ 0 25 0 30
1 and ¼ 0 32 0 40
1 and ½ 0 37 0 50
Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

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

CEREALS.

Grape Nuts—No. 22, \$3; No. 23, \$1.50.
Post Toasties—No. T3, \$2.85.
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

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

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.) .. 1 00
Small (each 2 doz.) 2 40
Medium (each 1 doz.) 4 50
Large (each ½ doz.) 8 25
MacLaren's Roquefort—
Small (each 2 doz.) 1 40
Large (each 1 doz.) 2 40
MacLaren's Canada Cream—
Small (each 1 doz.) 0 90
Medium (each 2 doz.) 1 35
Large (each 1 doz.) 2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

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

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.

No. 1, 4 doz. in case 0 60
No. 2, 2 doz. in case 0 95
No. 3, flats, 2 doz. in case 1 15
No. 3, talls, 2 doz. in case 1 35
No. 6, 1 doz. in case 4 00
No. 12, ½ doz. in case 6 50

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

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

Per case

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

MINERVA PURE OLIVE OIL.

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

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

BASSIN DE VICHY WATERS.

La Capitale, 50 qts. 5 00
La Neptune, 50 qts. 6 00
St. Nicholas, 50 qts. 7 00
La Sanitas Sparkling, 50 quarts 8 00

La Sanitas Sparkling, 100 pints 9 00
La Sanitas Sparkling, 100 splits 4 00
Lemonade Savoureuse, 50's 7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.
Case 12 lbs. 2½-lb. bars, lb 0 08½
Case 25 lbs. 1½-lb. bars, lb 0 07½
Case 50 lbs. ¾-lb. bars, case 3 50
Case 200 lbs. ¾-oz., case. 3 75
"La Lune," 65 p.c. olive oil.
Case 25 lbs., 11-lb. bars, lb. 0 07
Case 12 lbs., 2½-lb. bars, lb. 0 08
Case 50 lbs., ¾-lb. bars, case 3 25
Case 100 lbs., ¾-oz. bars, case 1 80
Case 200 lbs., ¾-oz. bars, case 3 40

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

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

CANNED HADDIES, "THIS-TLE" BRAND.

A. P. TIPPET & CO., Agents.

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

INFANTS' FOOD.

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

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.
Tierces, lb. 0 10
Tubs, 60 lbs. 0 10¼
Pails, 20 lbs. 0 10¼
Tins, 20 lbs. 0 10
Cases, 3 lbs., 20 to case 0 11
Cases, 5 lbs., 12 to case 0 10¼
Cases, 10 lbs., 6 to case 0 10¼
F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces 0 10
Tubs 0 10¼
20-lb. pails 0 10¼
20-lb. tins 0 10
10-lb. tins 0 10¼
5-lb. tins 0 11
3-lb. tins 0 11
1-lb. cartons 0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case) \$1.90 \$1.80
2 lb. glass (1 dz case) 3.20 3.00
4 lb. tin (1 dz case) 5.50 5.35
7 lb. tin (½ dz case) 8.60 8.35
"IMPERIAL SCOTCH."
1 lb. glass (2 dz case) \$1.60 \$1.55
2 lb. glass (1 dz case) 2.80 2.70
4 lb. tin (1 dz case) 4.80 4.65
7 lb. tin (½ dz case) 7.75 7.50

MUSTARD.

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

D. S. F., 1-lb. 5 00
F. D., ¼-lb. 0 85
F. D., ½-lb. 1 45
Per jar

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

Ontario Prices.

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

4-lb. box "Special," per box 0 22
8-lb. box "Special," box... 0 44
5-lb. box "Standard," box 0 27½
10-lb. box "Standard," box 0 55
60-lb. cases or 75-lb. bbls., per lb. 0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb. 0 06

Globe Brand.

5-lb. box "Standard," box 0 30
10-lb. box "Standard," box 0 60
25-lb. cases (loose), per lb. 0 06
25-lb. cases, 1-lb. pkgs., lb. 0 04½

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER-ED.

Assorted case, contains 2 doz. 2 50
Straight.

Chocolate contains 2 doz. 2 50
Vanilla contains 2 doz. 2 50
Strawberry contains 2 doz. 2 50
Lemon contains 2 doz. 2 50
Unflavored contains 2 doz. 2 50
Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, \$10.75 per gross. Imperial Sterilized Gelatine. Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POW-DERS.

A. P. TIPPETT & CO., AGENTS.
Crisle soap, per gross ... \$10 20
Florola soap, per gross... 12 00
Straw hat polish, per gr. 18 20
SNAP HAND CLEANER.
3 dozen to box 3 60
6 dozen to box 7 20
30 days.

RICHARDS PURE SOAP.

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

FELS NAPTHA.

Prices—Ontario and Quebec:
Less than 5 cases \$ 5 00
Five cases or more 4 95
SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.
1-16 gall., doz. \$ 2 00
¼-gall., doz. 6 00
½-gall., doz. 10 00
1 gall., doz. 19 20
1-16 gall. gross lot 30 00

The Proper Care of Oysters

There are many false ideas with reference to this subject. There is one thing the dealer should firmly establish in his mind that he does not require expert knowledge, and that he should not fuss with his oysters. All they want is to be left alone with lots of ice on them. There is absolutely nothing else you can do for them; never wash or put fresh water in them, neither should you put your ice among the oysters; keep them in a compartment pack-

age, preferably a Display Case, where ice and water will be separated from your oysters. Sell them as you receive them and get a price that will afford your doing so. When you add water to cheapen your oysters, you are short-changing both the customer and yourself. If it was a case where the water simply took up the space on so many oysters, it would not be so bad, but as soon as you put fresh water among your oysters you immediately depreciate materially every oyster the fresh water comes in contact with, so that what you give your customer is not as good; you have really not treated him as fairly as though you simply took a few oysters out of his pint or quart package. The dealers who are making money out of the oyster business to-day are those who are getting the price, and put the stock out the best they know how.



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

We are the only exclusive oyster house in Canada. We devote our time and energy to the one thing we know best. If you desire information pertaining to the proper handling of oysters, forward us your enquiries. We will reply to the customers of our competitors with the same courtesy that we extend to our own patrons. We are anxious to have oysters properly handled and in this way increase their consumption.

CONNECTICUT OYSTER CO.

50 JARVIS STREET

TORONTO

THE CANADIAN GROCER

"SOCLEAN."
THE DUSTLESS SWEEPING COMPOUND.
 25c Pail, 2 doz. in case (4 1/2 lbs.) enlarged size \$1 50
 40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
 75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.) 6 75
"ANTI-DUST" SWEEPING POWDER.
 Size No. 1, 3 doz. crates, per doz. \$ 1 50
 No. 2, 1 and 2 doz. crates, per doz. 3 00
STARCH.
EDWARDSBURG STARCH CO.
 Boxes Cents
 Laundry Starches—
 40 lbs., Canada Laundry... .07 1/4
 40 lbs., Canada white gloss, 1 lb. pkgs.06 1/4
 48 lbs., No. 1 white or blue, 4 lb. cartons07
 48 lbs., No. 1 white or blue, 3 lb. cartons07
 100 lbs., kegs, No. 1 white06 1/2
 200 lbs., bbls., No. 1 white06 1/2
 30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.07 1/2
 48 lbs., silver gloss, in 6-lb. tin canisters08
 36 lbs., silver gloss 6-lb. draw lid boxes08
 100 lbs., kegs, silver gloss, large crystals07
 28 lbs., Benson's satin, 1-lb. cartons, chromo label07 1/2
 40 lbs., Benson's Enamel (cold water), per case ... 3 00
 20 lbs., Benson' Enamel (cold water), per case ... 1 50
 Celluloid—boxes containing 45 cartons, per case 3 60
 Culinary Starch.
 40 lbs. W. T. Benson & Co.'s prepared corn07 1/2
 40 lbs. Canada pure corn starch (20-lb. boxes 1/4c higher.)05 1/2
BRANTFORD STARCH.
 Ontario and Quebec.
 Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs.... .05 1/4
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs.06 1/2
 First Quality White Laundry—
 3-lb. canisters, cs of 48 lbs.07 1/4
 Barrels, 200 lbs.06 1/2
 Kegs, 100 lbs.06 1/2
 Lily White Gloss—
 1-lb. fancy cartons, cases 30 lbs.07 1/4
 6-lb. toy trunks, lock and key, 8 in case08 1/4
 6-lb. toy drums, with drumsticks, 2 in case... .08
 Kegs, extra large crystals, 100 lbs.07 1/4
 Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case 3 00
 Celluloid Starch—
 Boxes containing 45 cartons, per case 3 75
 Culinary Starches—
 Challenge Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .06
 Brantford Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .07 1/4
 "Crystal Maize" Corn Starch—
 1-lb. pkts., boxes 40 lbs... .07 1/4
 (20-lb. boxes 1/4c higher than 40's.)

OCEAN MILLS, MONTREAL.
 Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 5-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.
SOUPS—CONCENTRATED.
CHATEAU BRAND.
 Vegetable, Mutton Broth, Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.
 No. 1's, 95c per dozen.
 Individuals, 45c per dozen.
 Packed 4 dozen in a case.
SYMINGTON'S SOUPS
 Quart packets, 9 varieties, doz. 0 50
 Clear soups in stone jars, 5 varieties, doz. 1 40
SODA—COW BRAND.
 Case of 1-lb., containing 60 packages, per box, \$3.00.
 Case of 1/2-lb., containing 120 packages, per box, \$3.00.
 Case of 1-lb. and 1/2-lb., containing 30 1-lb. and 60 1/2-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.
SYRUP.
EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 55
 5-lb. tins, 1 doz. in case... 2 90
 10-lb. tins, 1/2 doz. in case, 2 80
 20-lb. tins, 1/4 doz. in case, 2 75
 Barrels, 700 lbs. 3 1/2
 Half barrels, 350 3 1/4
 Quarter barrels, 175 4
 Pails, 38 1/4 1 90
 " 25 lbs. each 1 35
LILY WHITE CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 90
 5-lb. tins, 1 doz. in case... 3 25
 10-lb. tins, 1/2 doz. in case, 3 15
 20-lb. tins, 1/4 doz. in case, 3 10
 (5, 10 and 20-lb. tins have wire handles.)
BEAVER BRAND MAPLE SYRUP.
 2-lb. tins, 2 doz. in case... 3 50
 5-lb. tins, 1 doz. in case... 4 00
 10-lb. tins, 1/2 doz. in case... 3 95
 20-lb. tins, 1/4 doz. in case... 3 90
 (5, 10 and 20-lb. tins have wire handles.)
 Terms: 30 days net. No discount for prepayment.
 Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.
 To points beyond North Bay we prepay freight to North Bay only.
MOLASSES.
DOMINION MOLASSES CO.
 Gingerbread Brand (Toronto).
 2's—2 doz. to case, per doz. 0 93
 3's—2 doz. to case 1 45
 Winnipeg. Per doz.
 2's—Tins, 2 doz. cases..... 1 20
 3's—Tins, 2 doz. cases..... 1 75
 5's—Tins, 1 doz. cases..... 3 20
 10's—Tins, 1/2 doz. cases... 5 30
 20's—Tins, 1/4 doz. cases... 19 40
 Pails—1's each 0 65
 Pails—2's each 1 12

Pails—5's each 2 55
DOMOLCO BRAND.
 Maritime Provinces and Ontario:
 2's, 2 doz. case, per doz.... 1 35
 3's, 2 doz. case, per doz.... 1 95
 5's, 1 doz. case, per doz.... 3 75
 10's, 1/2 doz. case, per case. 3 40
 20's, 1/4 doz. case, per case. 3 05
 Western Prices—Sudbury to Victoria.
 2's, 2 doz. case, per doz.... 1 60
 3's, 2 doz. case, per doz.... 2 35
 5's, 1 doz. case, per doz.... 4 00
 10's, 1/2 doz. case, per case. 4 15
 20's, 1/4 doz. case, per case. 3 80
SAUCES.
PATERSON'S WORCESTER SAUCE.
 1/2-pint bottles 3 and 6 doz. cases, doz. \$0 90
 Pint bottles, 3 doz. cases, doz. 1 75
 H. P.
 H. P. Sauce— Per doz.
 Cases of 3 dozen \$1 90
 H. P. Pickles—
 Cases of 2 doz. pints ... 3 35
 Cases of 3 doz. 1/2-pints. 2 25
HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.
 Large, packed in 3-doz. case \$2 25
 Medium, packed in 3-doz. case 1 40
HOLBROOK'S IMP. WORCESTER SHIRE SAUCE. Per doz.
 Rep. 1/2 pints, packed in 6-doz. case \$2 25
 Imp. 1/2-pints, packed in 4-doz. case 3 15
 Rep. qts., packed in 2-doz. case 6 50
STOVE POLISH.
JAMES DOME BLACK LEAD.
 6a size, gross \$2 40
 2a size, gross 2 50
NUGGET POLISHES. Doz
 Polish, Black and Tan 0 85
 Metal Outfits, Black and Tan 3 65
 Card Outfits, Black and Tan 3 25
 Creams and White Cleaner 1 10
TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.
 Chewing—Black Watch, 6s... 44
 Black Watch, 12s 45
 Bobs, 6s and 12s 46
 Bully, 6s 44
 Currency, 6 1/2s and 12s.... 46
 Stag, 5 1-3 to lb. 38
 Old Fox, 12s 44
 Pay Roll Bars, 7 1/2s 56
 Pay Roll, 7s 56
 War Horse, 6s 42
 Plug Smoking—Shamrock, 6s, plug or bar 54
 Rosebud Bars, 6s 54
 Empire, 6s and 12s 44
 Ivy, 7s 50
 Starlight, 7s 50
 Cut Smoking—Great West Pouches, 8s 59
 Regal Cube Cut, 9s 70
TEAS.
THE "SALADA" TEA CO.
 East of Winnipeg.
 Wholesale R't'l
 Brown Label, 1's and 1/2's .25 .30
 Green Label, 1's and 1/2's .27 .35
 Blue Label, 1's, 1/2's, 1/4's and 1/8's 30 .40
 Red Label, 1's and 1/2's... 36 .50
 Gold Label, 1/2's 44 .60
 Red-Gold Label, 1/2's 55 .80
LUDELLA CEYLON TEA.
 Orange Label, 1/2's 24 .30

Brown Label, 1/2's and 1's .28 .40
 Brown Label, 1/4's 30 .40
 Green Label, 1/2's and 1's. 35 .50
 Red Label, 1/2's 40 .60
MELAGAMA TEA.
MINTO BROS.
 45 Front St. East.
 We pack in 60 and 100-lb. cases. All delivered prices.
 Wholesale R't'l
 Brown Label, 1-lb. or 1/2. .25 .30
 Red Label, 1-lb. or 1/2. 27 .35
 Green Label, 1's, 1/2 or 1/4 .30 .40
 Blue Label, 1's, 1/2 or 1/4. 35 .50
 Yellow Label, 1's, 1/2 or 1/4 .40 .60
 Purple Label, 1/4 only ... 55 .80
 Gold Label, 1/4 only 70 1.00
"KOLONA" TEA.
 Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.
 Orange Label, 1's 23 .30
 Black Label, 1-lb. retail at 25c 20
 Black Label, 1/2-lb., retail at 25c 21
 Blue Label, retail at 30c 24
 Green Label, retail at 40c... 30
 Red Label, retail at 50c 35
 Brown Label, retail at 60c... 42
 Gold Label, retail at 80c.... 55
JAMS AND JELLIES.
T. UPTON & CO.
 Compound Jams—Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, \$1 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 tin pails, 6 pails in crate, 52 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.
 Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 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 1/4c per lb. Packed in assorted cases or crates if desired.
 Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42 1/2c per tin; No. 7 tins, 12 in case, 57 1/2c per tin; No. 7 wood pails, 6 in crate, 57 1/2c per pail; 30-lb. wood pails, 8c per lb.
JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.
 White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen \$0 90
 List Price.
 "Shirriff's" (all flavors), per doz. 90
 Discounts on application.
YEAST.
 White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 15

GUNNS QUALITY MAPLE LEAF BREAKFAST BACON

APPETIZING AND SATISFYING

Selected from choice, well nourished young pigs, in perfect condition. Each piece square trimmed and nicely streaked with lean. Cured in its own juices in hermetically sealed boxes, which gives it a most delicious flavor impossible to produce in the old way. No breakfast complete without it. Fried to a delicate brown and served crisp with Gunns Quality Marked Eggs makes a dish that will arouse and satisfy any palate. Specify Maple Leaf brand when ordering. It will help to build up your provision department.

GUNNS LIMITED

Pork and Beef Packers, Cotton Oil Refiners

WEST TORONTO,

ONTARIO

F. W. FEARMAN CO. Limited HAMILTON

For nearly sixty years we have been curing Bacon at Hamilton, Ontario. Today our trade extends from St. John's, Newfoundland, to Vancouver, B.C., and in all this vast territory there is no finer product than Fearman's "Star Brand" Breakfast Bacon.

If you have not tried this in your provision department, send us a sample order, and we know you and your customers will be pleased with the result.

All meats cured under Government inspection.

The quality of

WETHEY'S

Condensed

Mince Meat

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

WHAT ABOUT YOURSELF?

Are you one of its friends?

If not, now is the time to get acquainted

All Jobbers. 3 doz. to a case.

WRITE US

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

Macaroni and Cheese

Will be a favorite dish this Fall, and dealers should push macaroni to some extent just now.

All Kinds of Cheese

Roman Parmesan
Swiss Gorgonzola
Etc., Etc.,

on hand. We just want your request.

The best of macaroni at thoroughly reasonable prices.

Write

H. E. VIPOND

197 St. Paul St., MONTREAL

Georgian Bay Apples

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

Prompt attention and first-class service.

WRITE AT ONCE

LEMON BROS.

Owen Sound, Ontario

The Probs:

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

**"St. Nicholas"
"Home Guard"**

Order them from your wholesaler.

J. J. McCABE

Agent

Toronto, - Canada

Thorne's

Clear Gums

AND FRUIT PASTILLES

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

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

Prices and samples from

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



Every Box a Trade Bringer

Prevail upon your customers to take a box of

White Dove Cocanut

as a trial. Its genuinely good quality will make it exceedingly popular, and serve you as a good trade bringer.

The demand is great—the profit is good — Order NOW.

W. P. Downey
MONTREAL, QUE.

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

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IT WILL PAY YOU TO SEND AT ONCE.

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FLORIDA GRAPE FRUIT

First car in for season
Fruit ripe and fully matured

Florida Grape Fruit promises to be very
fine this season.

TRY A BOX OR TWO. ALL SIZES.

WHITE & CO., LTD.

TORONTO and HAMILTON

Fancy Fruits, Fish, Oysters, etc.

CAPE COD CRANBERRIES

Fancy Jersey Sweet
Potatoes

Florida Grape-Fruit

These seasonable lines you should now be
selling at a good profit. Let us supply you
with the best quality.

New Dates, New Figs

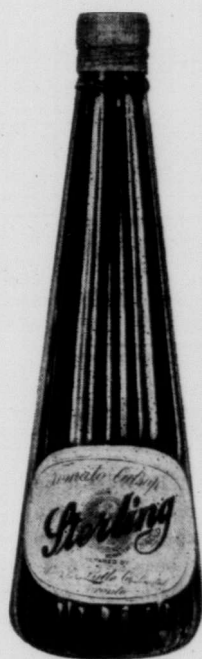
Let us have your orders now for shipment
from first arrivals. Figs expected this week.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



Your Displays ARE VALUABLE

Not only are your window displays important, but your counter and interior displays are invaluable for introducing. Use "Sterling" goods to improve your counter and window exhibits, and you will find the result very satisfactory. Moreover, "Sterling" Brand products appeal to the taste when once used. Every bottle of "Sterling" pickles, chow chow, catsup, is a long-remembered advertisement for you.

THE
T. A. LYTLER CO., LTD.

Sterling Road

TORONTO, - - - - - ONT.



The C. BORGEN PACKING CO.

STAVANGER - NORWAY

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

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

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



MOVE ON

to progress and prosperity by handling only the best lines obtainable. A line that can be relied on for satisfaction - giving qualities.

MEADOW CREAM SODAS

are rich, crisp and light; average about 50 to the pound. Just a little more care in the baking, with the best ingredients, is the secret of their popularity—the public like them and the dealer likes to handle them—they mean money in the pocket.

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

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



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

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

Made all sizes and prices for every purpose.

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

SOCLEAN

(The Original Dustless Sweeping Compound)

MORE PROFIT TO THE DEALER

Soclean pays a liberal profit at every sale, and it has proven a repeating seller and trade winner everywhere. Are you in on this profit producing line? Display it, introduce it, and you will be the gainer.



MORE VALUE TO THE CUSTOMER

We could not improve the quality, so we improved the quantity. The 25c package has been enlarged and the 50c and \$1.00 packages have been reduced to 40c and 75c respectively. Your patrons appreciate the merits of Soclean, they will appreciate these values.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

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

"Babbitt's"
Is
The Original
Soap Powder

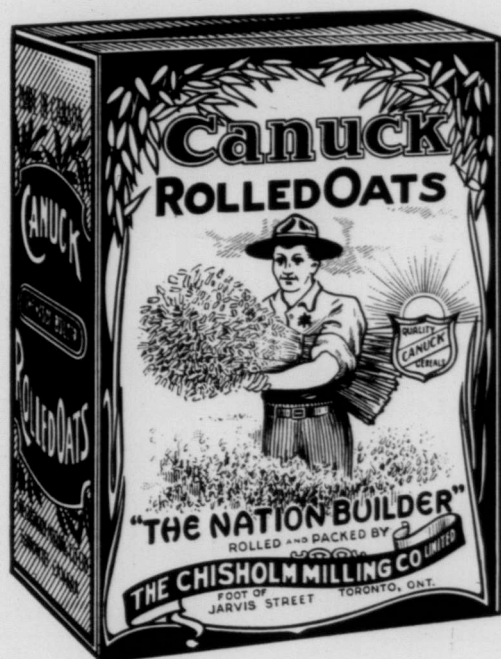


Purest, Strongest, Best Selling

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While any soap powder is expected to have cleansing power, BABBITT'S has more because of its concentrated form, so it gives more satisfaction and sells best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK



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

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

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

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

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto



We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT, Limited
Manufacturers MONTREAL



McLean is the **NAME**
White Moss is the **BRAND**

Join them when ordering and avoid mistakes.

Canadian Coconut Co., Montreal



Better Service Means More Trade

THE MCGREGGOR PATENT BAG HOLDER is the biggest step to quick service of your customers, and quick service is probably the remaining thought of every trader to your store. Make it a favorable one.

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



**Stuhr's
DELICACIES.**

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

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

Frequency of Sailings

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

For further particulars apply to

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



OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

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.

Fruit Jars

PROMPT SHIPMENT

**"Perfect Seal,"
"Schram," "Gem"
or "Crown"**

ALL SIZES.

ORDER NOW.

Walter Woods & Co.
HAMILTON - WINNIPEG

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The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag *ever* manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags
OTTAWA - ONTARIO

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LAWRASON'S
is like

Porridge
Without
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Lawrason's Snowflake BATH POWDER AND WATER SOFTENER (PERFUMED ANTISEPTIC)

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Write at once

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

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Jam

Jam

"King" Compound

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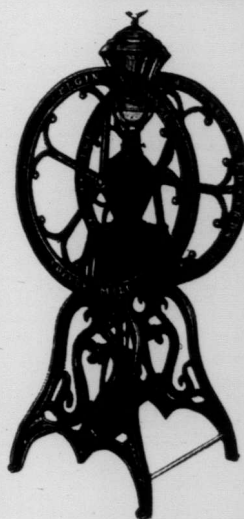
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KING OSCAR BRAND SARDINES

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“The powder that makes microbes impossible”

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Packed in artisti-
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The surest exterminator of the detestable roach
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Put up in neat tin with funnel attached, through
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Big Profit All Round.

Write for Territory.

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Write us about other lines.

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WHICH HAS THE LARGEST SALE IN CANADA.

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For sale by the jobbing trade everywhere.

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"Pray, great chief, why do you keep me tied up so long?"

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"A thousand pardons, my dear missionary, but we are waiting for the consignment of paper bags from Montreal."

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There is a good demand for Ermaline Bags, and you might as well get the profit.

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 Write now.
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We are still open for a few good Agencies

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PEA BEANS**

In 220 lb. sacks. For price on
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Fine **FILIATRA CURRANTS**,
Greek cleaned, in half cases,
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Wholesale Grocery Brokers. Fully
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First-class frost-proof storage facilities.
Correspondence solicited on Domestic
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Manufacturers Agents and
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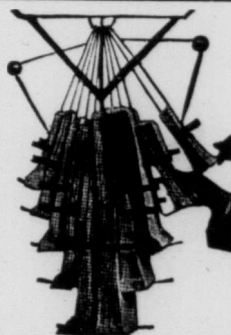
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Correspondence solicited with brokers
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Manufacturers and Buyers of Dried,
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Ingersoll, - - - - - Ontario
Established 1886.



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Bag Holder

Occupies no counter
space. The bags are
held in position by a
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sary. Handy, Saves
Time. Will last a life-
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Ask your jobber or
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SHIP YOUR CARS TO FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland
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Mathieu's Nervine Powders



are a simple but effective remedy
in all forms of headaches—a reme-
dy which every merchant can re-
commend as a quick and sure
cure.

Try *Mathieu's Nervine Powders*
yourself at our expense as per cou-
pon attached, if you don't know
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aches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of
Tar and Cod Liver Oil has become famous and this sister preparation
—Nervine Powders, is rapidly winning its way.

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

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

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

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

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a firm advertises in trade papers it
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glance through it, I find that the
best people, the successful firms,
are represented in such a way as to
reflect their importance in the
trade."



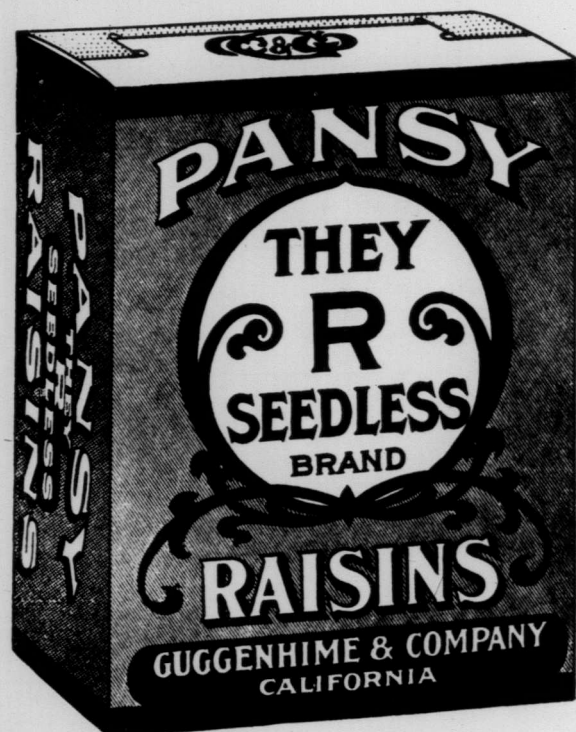
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Is an original flavoring,
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WHY
NOT

sell your customers Jams and Jellies
that are richest in fruit, most delicious
in flavor and fullest in quantity?

**L. & B. BANNER BRAND
JAMS and JELLIES**

contain all these good qualities---Packed in 2, 5
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THEY ARE SUPERB.

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TEAS!!
TEAS!!**

Your stocks of teas are probably running
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for samples of the undermentioned. We
have some surprising bargains.

JAPAN TEA.

From 18 to 50c, in 5, 30, 40, 80, 90 lbs. boxes.
Fannings and Siftings from 10 to 15c in 70
and 80 lbs.

CEYLON AND INDIAN.

Black Teas

From 23 to 42c in 50 and 90 lbs. boxes, and
in 5, 30, 50 lbs. sealed tins.

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From 15 to 25c in 80 lbs. boxes.

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Imperial Pea Leaf Pin Head
From 15 to 37½c, in 30 to 45 lbs. boxes.

YOUNG HYSON.

From 15 to 18 cents.
Insist on "VICTORIA" and "PRINCESS
LOUISE" Japan Teas, packed in 5, 30, 80,
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The best on market.

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Write, Phone, Wire

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568 St. Paul Street

Montreal

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

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

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

Get in touch with us.



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

Place Your Christmas Window in the Contest

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

Selling Power, Attractiveness and Originality

will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

Photographs must be mailed before December 31. See that photographer gets good picture and give description of the window when sending photograph.

The Prizes

Towns and Cities over 10,000 Population				Centres under 10,000 Population			
1st	-	-	\$5.00	1st	-	-	\$5.00
2nd	-	-	3.00	2nd	-	-	3.00
3rd	-	-	2.00	3rd	-	-	2.00

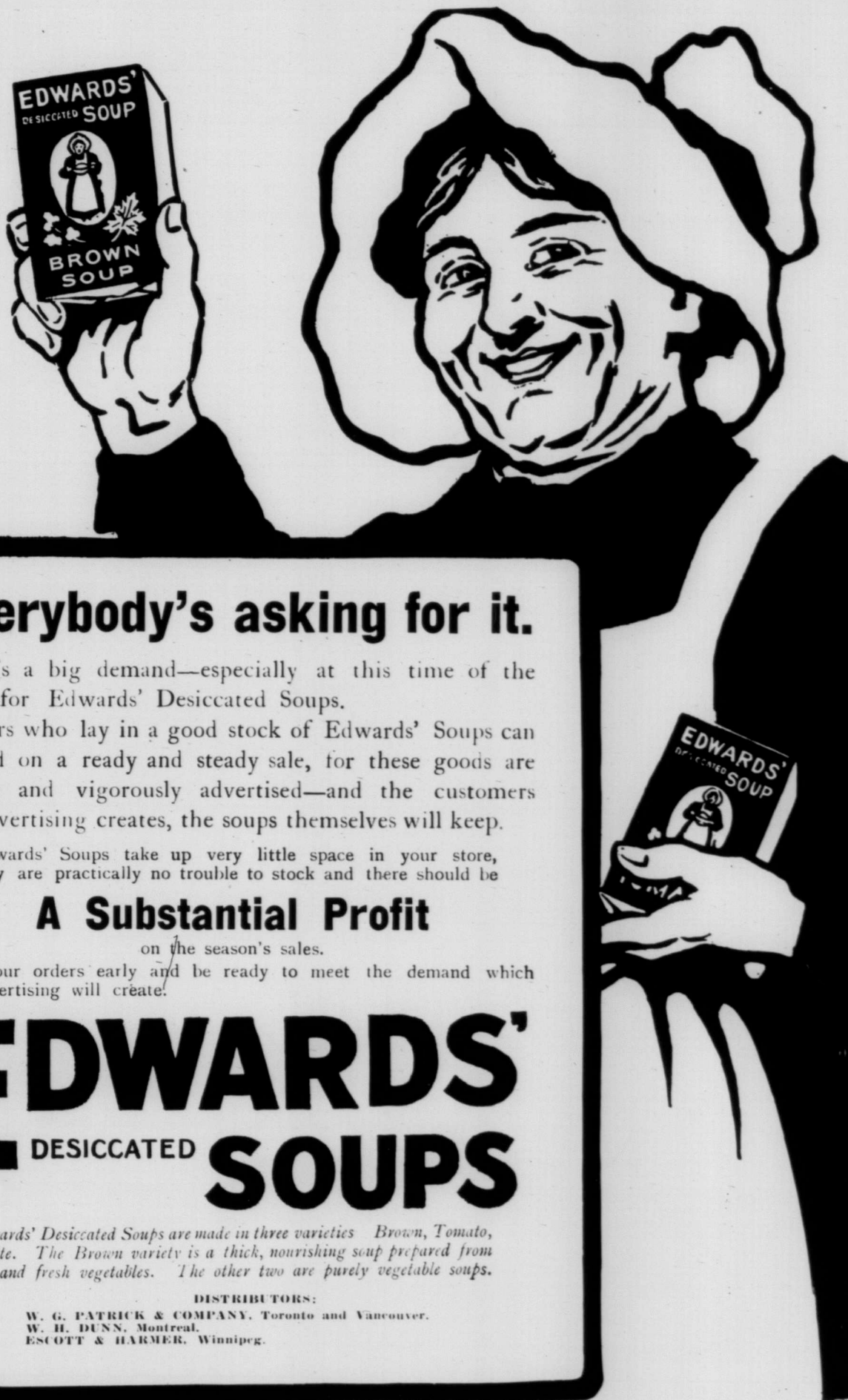
The Christmas Ad.-Writing Contest

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

ADDRESS:

The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto



Everybody's asking for it.

There's a big demand—especially at this time of the year—for Edwards' Desiccated Soups.

Grocers who lay in a good stock of Edwards' Soups can depend on a ready and steady sale, for these goods are widely and vigorously advertised—and the customers the advertising creates, the soups themselves will keep.

Edwards' Soups take up very little space in your store, they are practically no trouble to stock and there should be

A Substantial Profit

on the season's sales.

Send your orders early and be ready to meet the demand which the advertising will create.

EDWARDS'

DESICCATED

SOUPS

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

DISTRIBUTORS:

W. G. PATRICK & COMPANY, Toronto and Vancouver.
W. H. DUNN, Montreal.
ESCOTT & HARMER, Winnipeg.



You Can Corner *the Fig Market*

By purchasing the **CAMEL BRAND** of Smyrna Figs you will be able to secure the fig business in your locality because of the superiority of the goods.

Camel Figs are the only ones put up by the well known packer, Aram Hamparzum. His name on each box guarantees the choice quality of the figs and the absolute cleanliness of the package. Dealers who have had opportunity to realize how easily they sell, and consumers who have tasted the delicious fruit, are alike insistent that no figs on the market equal the Camel Brand.

Representatives in Canada are:

MONTREAL, QUE.—W. C. Christmas.
TORONTO, ONT.—Eugene Moore.
WINNIPEG, MAN.—Escott & Harmer.
CALGARY, ALTA.—Gilbert F. Cardell.
ST. JOHN, N.B.—E. T. Sturdee.
LONDON, ONT.—Geo. H. Gillespie.
HAMILTON, ONT.—J. W. Bickle & Greening.
HALIFAX, N.S.—J. W. Gorham & Co.

Sole Distributors for Canada and the United States

THE HILLS BROTHERS CO.

NEW YORK CITY, U.S.A.

Packers of the popular
"ROYAL EXCELSIOR" and "DROMEDARY"
Package Dates

