

CANADIAN GROCER

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

Montreal: 761-702 Eastern Townships Bank Bldg.
London, Eng.: 88 Fleet St., E.C.

Toronto: 143-146 University Ave.


Winnipeg: 34 Royal Bank Building
New York: 115 Broadway

VOL. XXV.

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No. 46

There's no disputing the fact that

KEEN'S  OXFORD
BLUE

holds pride of place for quality and economy in use. Housewives the wide world over use Keen's and nothing else. Lose no chance offering to strengthen your hold on the family trade; stock up with KEEN'S---it's always in demand.

For Sale by all the Canadian Jobbing Trade

MAGOR, SON & CO., 403 St. Paul Street, MONTREAL
30 Church Street, TORONTO

Agents for the Dominion of Canada



**A Heat-Producing Food for the
Colder Months**

That's what people begin to think of along about
November. Now is a good time to mention

Crown Brand Corn Syrup

to your customers. By the way, how about you—are you stocked?

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

YOU FIND THEM EVERYWHERE

NORTH—SOUTH—EAST—WEST

To any and every corner of the Globe they have been appreciated by the people of every civilized country.

They have even surprised the most pessimistic by their perfect condition and freshness when opened after two and three years.



The achievement is no secret, merely

**The Use of the Best Materials,
Thorough Knowledge of the Product,
and Careful Application.**

If you have any doubts as to their un-
excelled Flavor and Quality,
TRY THEM.

**Maconochie's Pickles, Pools, Fish,
Marmalade, Pan Yan Sauce and Pickle,
Worcestershire Sauce, Blonster Paste**

FOR SALE BY ALL FIRST-CLASS JOBBERS.

Maconochie's QUALITY PRODUCTS

THE CANADIAN GROCER

6---Gold Medals---6

Codou Macaroni

(A Genuine French Product)

This is manufactured in a model factory, run
on absolutely new and up-to-date lines.

It is made only from pure Taganrog
(Russian) Wheat---the only wheat
from which the finest Macaroni

can be obtained. There is
no finer quality to
be had.



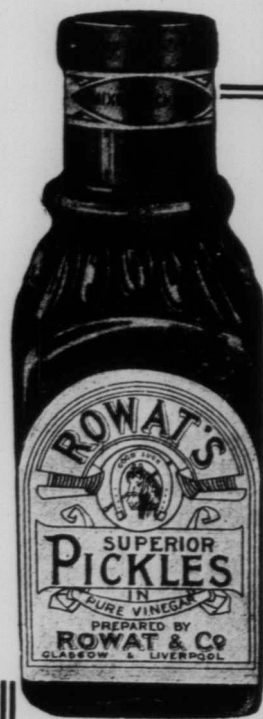
Arthur P. Tippet & Co.

Agents

Montreal

Toronto

51



Stop and Consider

what it means to have lines which will make customers! Stock

Rowat's Pickles

AND

Paterson's

Sauce

and you will materially strengthen your hold on your trade.

Rowat & Co.

Canadian Distributors

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the North-West; F. K. Warren, Halifax, N.S.; F. H. Tippet & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



"EUREKA"

Canada's Scientific and Sanitary REFRIGERATOR



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

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

WRITE FOR CATALOGUE AND PRICES.

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moosejaw, Saskatoon

By Royal



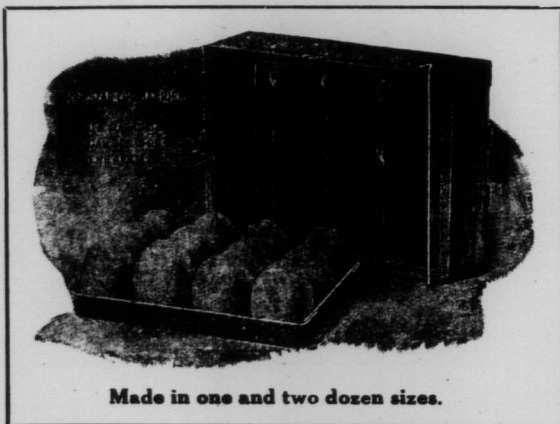
Letters Patent

NELSON'S Powdered GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use without soaking.

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

ADVERTISE YOUR STORE



Made in one and two dozen sizes.

SHOW THE PEOPLE THAT YOU ARE
WIDE-AWAKE—USE

STAR EGG CARRIERS AND TRAYS FOR SAFE EGG DELIVERY

This quick, safe, sure, sanitary STAR Egg Delivery Service will give your store the reputation of being accurate and reliable, and your ad. on every STAR EGG TRAY will push some particular specialty or drive home the idea of quality.

Write for full particulars and get our two valuable books
"SAFE EGG DELIVERY" and "SAMPLE ADS." free.

Star Egg Carriers are licensed under Canadian Patent No 96566, to be used only with trays supplied by us. Manufacturers, jobbers or agents supplying other trays for use with Star Egg Carriers are contributory infringers of our patent rights and subject themselves to liability of prosecution under the Canadian patent laws.

STAR EGG CARRIER & TRAY MFG. CO.
1550 JAY STREET, ROCHESTER, N.Y.

Scientific
Sanitary
GENERATOR

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St. Louis 3076

Winnipeg

Saskatoon

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LTD.,

BORDEN'S EAGLE BRAND CONDENSED MILK EVAPORATED MILK PEERLESS BRAND



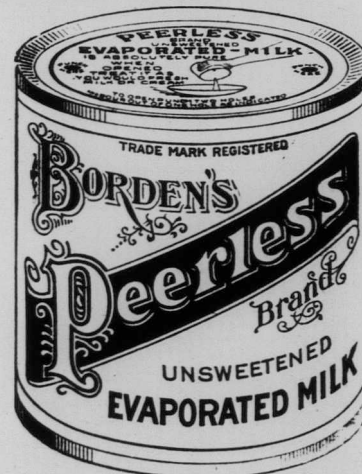
By recommending these Brands
you will please your customers.

They are the best that
Science can produce.

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

Sales Offices and Agencies:—

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



Here is the SOUP

that is rapidly becoming one of
the best sellers in the grocery.

The Advertising Campaign for

EDWARDS' DESICCATED SOUP



is now in full swing. Mrs. Edwards (the famous Trade-mark) greets you from every billboard, while big space in the daily papers is making EDWARDS' DESICCATED SOUP widely known all over the Dominion. You can take advantage of this advertising by stocking up now, displaying the Soup prominently, and mentioning it to your customers.

Novel display Cards, Window Sheets and other Sales Stimulants are included in every order. Write for a sample of each variety with prices to grocers.

**W. H. DUNN, 396 St. Paul St., Montreal; W. G. PATRICK & CO., Toronto;
W. H. ESCOTT & CO., Winnipeg.**



SANITARY CANS

FOR

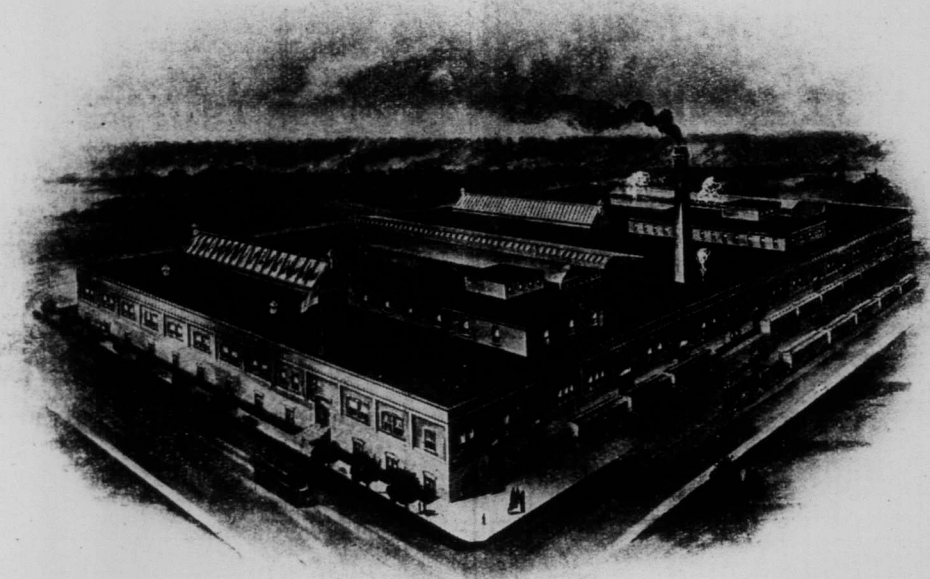
"Winter Pack"

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

Sanitary Can Co., Ltd.,

Niagara Falls, Ont.

THE CANADIAN GROCER



WAGSTAFFE'S

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

NOW READY FOR DELIVERY

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

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

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

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

WAGSTAFFE, LIMITED

PURE FRUIT PRESERVERS

Hamilton

- - -

Canada

Nowadays Home Management is a Science



No Dirt
Can Lodge
in the
"All-Metal"

**MEAKINS'
SANITARY
WASHBOARDS**

have no joints or wooden parts to catch and hold the dirt or germs, which means it is sanitary.

Meakins' Sanitary Washboards are built upon scientific principles. They are made in one piece, will not rust or corrode, have no nails to come loose or rough edges of zinc to cut hands.

Meakins' Sanitary Washboards command a steady sale, which will pay you well to stock.

Ask us for Particulars
and Prices

Meakins & Sons
Hamilton, Ont.

Good Biz!

It is always good business to sell a good article, and to sell 'Camp' is the best of business. It pays you, it pleases the public, and there is nothing like 'Camp' to turn a chance purchaser into a regular customer.

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

"CAMP"
COFFEE

ST. CHARLES MILK

Trading Under a Safe Brand

You want your name to be connected with absolutely the best grade of groceries only. That's our attitude in regard to our products, hence St. Charles Brand Evaporated Milk has a reputation that it fully deserves for purity and general goodness.

St. Charles Condensing Co.
INGERSOLL, ONTARIO, CANADA

CHIVERS' FIRST PRIZE JAMS

Gold Medal Brussels International Exhibition 1910
Grand Prix Festival of Empire, Crystal Palace, London, 1911

FRESHNESS—CLEANLINESS—PURITY

A lady in Canada writes to her friends in England, "I felt quite at home at once, as they had Chivers' Jam on the table."

FROM THE FRUIT FARM TO THE FAMILY TABLE

The Daily Chronicle (London) says: "The estate on which the fruit is grown covers upwards of 3000 acres. The gathering of the morning is made into jam during the day, thus ensuring the perfect quality of the fruit. In the factories cleanliness reigns supreme."



CHIVERS' GOLD MEDAL JELLIES

The "Court Circular" says:—"They are distinctive in character and vastly superior to any others."

FLAVORED WITH RIPE FRUIT JUICES

"Great Thoughts":—"Flavor and purity cannot be excelled."

"Grocers' Review":—"The highest possible state of perfection."



GOOD PROFITS GUARANTEED

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON

CAMBRIDGE

ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.

57 Water St.

VANCOUVER, B.C.

(British Columbia and Alberta)

THE FRANK L. BENEDICT CO.

144 Craig St. West

MONTREAL

(Canada and Newfoundland)

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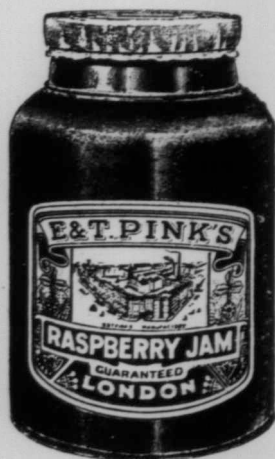
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CANADA

PINK'S JAMS

THE BEST JAMS IN ENGLAND

They are made from the finest fruits and pure sugar, and have always given satisfaction to both retailer and consumer.

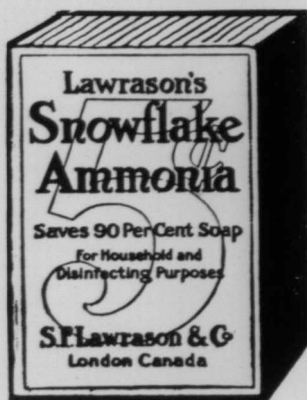


Sole Canadian Distributors

The Manufacturers' Agency Co.

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

E. & T. Pink, LONDON, ENG.



The Popular Price--5c. Large Package

We make the proud boast, and it is backed up by a guarantee of \$500, that a 5c package of

Lawrason's Snowflake Ammonia

equals in power any similar powder on the market selling for twice the price.

The largeness of the package combined with the good cleansing features make

Lawrason's Snowflake Ammonia

a popular stock. You will find it a ready seller, with a good turnover on the right side.

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

Exceedingly Popular Throughout Canada

As a Winter food, Baked Beans have a very great food value, which is well understood by Canadian housewives.

Beans baked, as are the Simcoe Brand Beans, have largely taken the place of the home baked, because they are thoroughly cooked without destroying their form, and the flavoring is much more even and rich.



“Simcoe” Brand Baked Beans



are made from selected beans, cooked by the latest scientific methods; all the sauces used are carefully prepared from ripe fruit and pure spices.

The result is a perfect can of delicious beans that you can sell to your best trade and secure repeat orders.

TRY A SHIPMENT ORDER TO-DAY.

Have you secured a copy of our “Valuable Hints on Storing Canned Goods?”

DOMINION CANNERS, Limited

HAMILTON

::

CANADA



APPROVED BY ALL AUTHORITIES

HEALTHFUL
NUTRITIOUS
DELIGHTFUL

ST. VINCENT
240 LBS
GROSS.
ARROWROOT

THE IDEAL
DIET FOR
CHILDREN
AND
ADULTS

A DAINTY
DESSERT

A NICE
BREAKFAST

ST. VINCENT ARROWROOT

has all the qualities that go to the making of a rapid seller. In number of uses it has no equal and wherever it is sold has become immediately popular with an ever widening circle of users.

The demand has always exceeded the supply. We offer enlarged supply to meet a growing demand. There's money in it for you.

Write the Secretary for information and samples.

ST. VINCENT ARROWROOT GROWERS' AND EXPORTERS' ASS'N
KINGSTOWN, ST. VINCENT, B.W.I.

"Having things when folks want 'em
brings in the money."

Our big advertising campaign this year
for

“FORCE”

has made many new customers for this
superior breakfast cereal. Are you
getting your share?

THE H-O COMPANY, Hamilton, Ont.

Sterling Vanilla Gives Best Results



PURE VANILLA

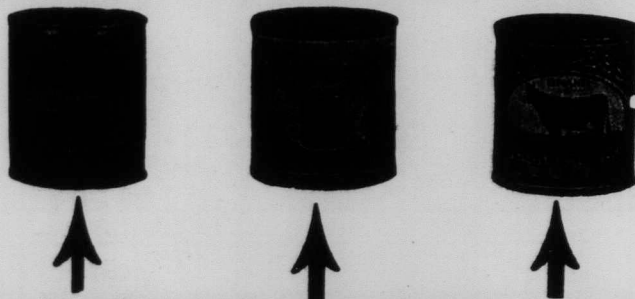
is one of the leaders of the famous line of "STERLING" and is composed of the choicest selected vanilla beans.

Its splendid qualities may be tested in the results it gives in flavoring puddings, pies, cakes, sauces, etc. Every bottle is packed with the neatness and exacting cleanly process that characterize all "STERLING" goods.

Sell one bottle to your particular customer; we are satisfied that it will bring repeat orders.

Send for prices, etc.

The T. A. LYTLE CO., Limited
STERLING ROAD, TORONTO



Three Lines You Should Know and Introduce to Your Customers

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

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

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

J. MALCOLM & SON

ST. GEORGE

ONT.

THE RIGHT THING

It Pleases Both the Trade and the Customer



Packed under official inspection in guaranteed pure olive oil, reliable in quality and moderate in price.

"ESKIMO" Sardines

will prove a particularly seasonable article at this period of the year, giving satisfaction and profit.

ORDER TO-DAY FROM YOUR WHOLESALE OR WRITE TO

MONTREAL—J. W. Windsor
QUEBEC—Albert Dunn
HALIFAX—A. B. Mitchell
ST. JOHN, N.B.—
W. S. Clawson & Co.
TORONTO—A. E. Richards & Co.
HAMILTON—
A. E. Richards & Co.

LONDON, ONT.—
Geo. L. Gillespie
WINNIPEG—W. H. Escott Co.
CALGARY—H. Donkin & Co.
EDMONTON—
Dominion Brokerage Co.
VANCOUVER—H. Donkin & Co.

**WHAT HIGHER PRICED MILL CAN WITHSTAND
COMPARISON
WITH THE
COLES ?**

We ask you this question bluntly, because we want you to ask it bluntly of yourself.

Our case is established if we induce you to make the comparison sharp, direct, and immediate.

Our line is complete and has a mill for your purpose, whether it be a hand or electric mill.

The Coles Catalogue tells you just what you want to know. Write for it now.



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.

A FOOD LUXURY

IS BOUGHT FOR
ITS QUALITY

Flour, meat, sugar and salt are staple necessities, but pickles, condiments and sauces are luxuries.

No one buys these luxuries except to make food taste better and add zest to appetite. Hence, if the quality does not please, there will be no repeat orders.

**HEINZ 57 VARIETIES
PURE FOOD PRODUCTS**

have been approved by the public for forty years and their popularity is growing. Superior quality is the reason.

Heinz Products are free from Benzoate of Soda and all other drugs. They are safe to sell and guaranteed to please your customers or money back.

H. J. HEINZ COMPANY

Members of American Association for the Promotion of Purity in Food Products

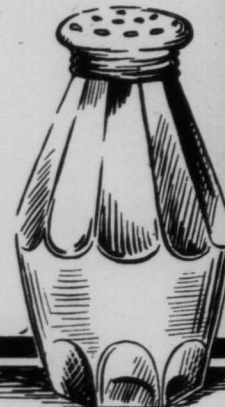
**CENTURY
SALT**



**A Preparation
of Purity**

Every step in the preparation of Century Salt for the table is taken under the strictest sanitary conditions — PURITY FIRST.

It is impossible for any foreign matter to get in during the process, and it comes to the grocer packed ready for delivery. Build up a profitable salt trade—try selling THE BEST.



**THE DOMINION SALT CO LIMITED
SARNIA ONTARIO**



The Household Favorite

There is continued satisfaction to the users of a match that is found to be perfect in every particular.

THE DOMINION MATCH

has all the features that keep it as the foremost staple.

The heads will not splutter when struck, and is absolutely silent in the operation.

Stock a favorite with all householders—and a line that will besides pay you—financially.

**THE
DOMINION MATCH CO., LIMITED
DESERONTO, ONT.**

Or The Canada Brokerage Company, Limited, Toronto, Ont.
Snowden & Ebbitt, Montreal, Quebec.
The A. Macdonald Co., Winnipeg, Man.

“WOULDN'T ITS”

WOULDN'T IT be worth your while to sell
MINCEMEAT in sealed containers?

WOULDN'T IT protect your reputation, your cus-
tomers and your pocket?

WOULDN'T IT add to the appearance of your
store?

WOULDN'T IT be more pleasant for your clerks?

**WOULDN'T THERE BE GREATER SATIS-
FACTION ALL AROUND.**

SEE CLARK'S NEW SIZE CAN.

Your wholesaler has them.

Clark's Mincemeat

is absolutely guaranteed



W. CLARK

MONTREAL

Manufacturer of the

Celebrated Pork & Beans



JAM THAT IS REAL JAM

Prepared from the freshly gathered fruit and finest refined sugar, containing no glucose nor chemical preservatives—that's the kind made by

John Gray & Co. Ltd., Glasgow, Scotland

Our reputation of over one hundred years is at the back of every sale. Our guarantee of Purity is on every jar.

There's but a small difference between the price of this jam and the poor sorts, but a great difference in quality.

It has the Flavor of the Fresh, Ripe Fruit

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

100%

PURE



"Pride of

Canada"

MAPLE SYRUP

In many cases manufacturers claim that their respective products are 100% pure, but often a test on the part of the purchaser finds them far from it.

You Are the Judge

and we leave it entirely in your hands to decide whether "PRIDE OF CANADA" is the purest Maple Syrup on the market or not. We emphatically state that it is and can prove it. But we would rather have you investigate yourself.

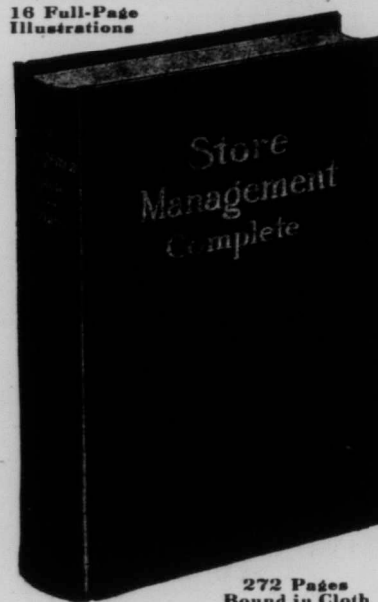
Send a Small Trial Order.

The Maple Tree Producers' Assoc.

LIMITED
MONTREAL (Head Office) TORONTO (Branch)

Store Management—Complete

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

\$1.00 POSTPAID

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

THIRTEEN CHAPTERS
Here is a sample:

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

ABSOLUTELY NEW

JUST PUBLISHED

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

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

Tartan
BRAND

THE SIGN OF PURITY

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

Wagstaffe's Jams, Jellies, Marmalade.

Imperial Vinegar.

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

Phone 3595. Exchange to all departments.

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

The Sugar that has Stood the Test of Time

Redpath

Extra Granulated Sugar

First made in 1854 by John Redpath and to-day by the largest and best equipped Sugar Refinery in Canada.

It is a matter of pride with us to turn out nothing but the best. We will stop business when we stop doing that.

All Grocers who have regard for the best and most permanent custom will give "Redpath" Sugars first place.

Extra Granulated
Extra Ground
Powdered
Golden Yellow.

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

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

Established in 1854 by John Redpath

DRIED FRUIT OF QUALITY

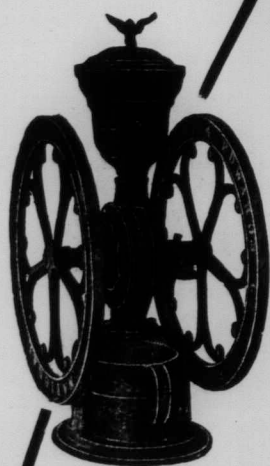
This Mark



**on every Box
Insures the best**

Place Order Now for Fall Delivery

All First-Class Jobbets Handle



Built on Merit

The easiest running, quickest grinding and most attractive mill for your store is the

**ELGIN
National Coffee Mill**

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue:

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

MADE BY

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

-QUINQUINOL-

(Pronounced Kin-Kin-al)

is the most up-to-the-minute preparation on the market to-day and offers you the means of securing that Stock Food business which you know will prove most profitable.

3 - Diplomas - 3

awarded at the most important Exhibitions and recommended strongly by the Minister of Agriculture.

Its Uses

Can be effectively used in the food of Cattle, Horses, Poultry, Hogs, Dogs, etc. Try it yourself in your own horse's food. See the fine coat it will have in due course.

50% Profit Clear

Cost to you..... \$4.00 per dozen gallon tins
Cost to consumer.... 6.00 " " " "

It is Different

from other Stock Foods, being put up in fancy tins and thus kept secure from vermin or moisture.

One dealer only wanted in each town. Write for territory and further particulars to

The American Pure Food Company
MONTREAL

If it's CUSTOMERS you want, Sir—

You certainly want H.P. SAUCE to bring them in.

In many ways H.P. is unique, its flavor is unique, its deliciousness is unique, its value is unique--it makes customers--it makes business--it makes profits--

Why Not Sell it?

H.P. SAUCE

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



THE
"WALKER BIN"
SYSTEM



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

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

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

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

Walker Bin & Store Fixture Co.
LIMITED

REPRESENTATIVES:—

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

Berlin, Ontario



RIDEAU HALL COFFEE

has the distinction of being a line that will secure
new trade for you, besides keeping it. Its per-
fect blending and roasting have given it an en-
viable reputation among coffee experts.

Besides, it gives you a decent margin of
profit. This profit is all profit. There is nothing
to be subtracted from it at the end of the
season. No bad or unsaleable stock. No time or
trouble spent in persuading people to have it.
Rideau Hall Coffee sells all the year round.

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

Fresh Cow's Milk - Evaporated



In every detail the greatest care is given in the preparation of

Canada First Evaporated Milk

Absolute cleanliness and purity are preserved, and each can is guar-
anteed pure and fully sterilized.

You can stake your reputation on its purity and perfection. The profit
is a good one. See to your stocks to-day.

Made in Canada by Canadians

THE AYLMEY CONDENSED MILK CO., Limited
Head Offices, HAMILTON, ONT.

Aylmer, Ont.

We
to \$8



“That was a two-dollar bill I gave you!”

“You’re mistaken, sir, but—

“I am NOT—and I want my correct change.”

Angry discussion follows. Everyone is familiar with scenes of this kind.

But did you ever notice that disputes of this kind always occur in stores that haven't a National Cash Register?

It is because the National Cash Register protects customer, clerks and merchant against mistakes and misunderstandings of all kinds, that it is considered so essential a part of the equipment of every well-conducted store.

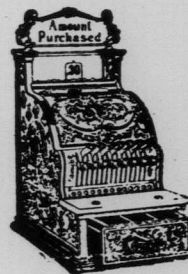
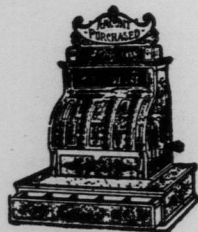
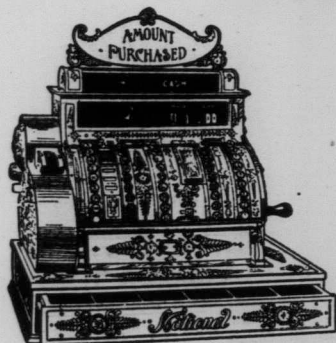
Successful Merchants Put a Receipt in Every Parcel.

For Free Booklet and Price List, Write

NATIONAL CASH REGISTER CO.

Head Office for Canada and Canadian Factory, TORONTO

F. E. MUTTON, Manager in Canada



We manufacture Cash Registers in various styles and prices to suit every pocket and every business from \$13 to \$870. We guarantee to supply a better Cash Register for less money than any other concern in the world.

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

FURUYA & NISHIMURA

SHIDZUOKA

NEW YORK

CHICAGO

MONTREAL

GET READY

for big sales of

Macaroni, Vermicelli and Spaghetti

There's a growing demand for these lines and you should be in a position to meet it.

L'ETOILE (Brand)

will always give satisfaction because the goods are not only of the highest grade, but because they are carefully packed and attractively too.

Educate Your Customers

to the use of our goods. Don't wait till you're asked. Rather point them out.

Remember the name---L'Etoile

WRITE

Gie Francaise des Pates Alimentaires

6-9 HARMONY STREET, - MONTREAL

ARE YOU INSURED

AGAINST ADULTERATION
on the spices you handle?

The Government Form of Warranty
is your only safe insurance,
and is attached to every

TIN - PAIL - BOX - PACKAGE
AND BARREL OF

White Swan Brand of Spices

YOU ARE ENTITLED TO THIS BY LAW

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

New PEAS (with MINT) in Cooking Nets (Farrow's Patent)



You may have new peas now, or at any time of the year, if you buy Farrow's "Patent Net" Peas and cook them as directed.

FARROW'S 'Patent Net' PEAS

are the finest early green peas, gathered at the beginning of the season when peas are sweetest, most tender and delicious. Our process preserves ALL their natural flavour. When cooked they are so delicious and tender that you cannot detect them from fresh garden peas. They are very easily cooked and remarkably cheap -- a 10 cent Net provides liberal portions for 8 people. Farrow's "Patent Net" Peas are English grown, absolutely pure, free from all preservatives and colouring matter.

The grandest 10 cent line the Old Country has ever sent us.

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T. A. MacNab & Co., Cabot Bldg., St. John's, Newfoundland.
W. A. Simonds, 89 Union Street, St. John, N.B.
Ruttan & Chapman, Fort Garry Court, Main St., Winnipeg.
Ross & Lafamme, 400 St. Paul St., Montreal.
C. E. Cheate & Co., Pickford & Black's Wharf, Halifax.

No Mystery Why
CONTINENTAL GERM-PROOF BAGS

are best
 HIGH-GRADE MATERIALS AN UP-TO-DATE FACTORY FLOODED WITH SUNLIGHT INTELLIGENT WORKERS

Make the most Sanitary Wrapping for parcels.

Every bag is stamped with our name and address as well as with one of the QUALITY marks—
 GOVERNOR—PREMIER—COLONIAL.

The Continental Bag & Paper Co., Limited, ^{SOLE} MANUFACTURERS Ottawa, Canada

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS, LIMITED

Tel. Address: "Laminated," London. LIMEHOUSE,
 A.B.C Codes used 4th and 5th Editions LONDON, E., ENG.
 Canadian Agents HUGH LAMBE & CO. TORONTO
 J. HUNTER WHITE, ST. JOHN, N.B.
 CECIL T. GORDON, MONTREAL



Cocoanut

THAT SELLS
McLean's

"WHITE MOSS"

sells because of its rich, nutritious flavor, its long fine cut shreds.

Canadian Cocoanut Co., ^{SOLE MAKERS.} MONTREAL

SATISFACTION-GIVING SALT

PURITY SALT



has a reputation for absolute purity and superior quality that makes it easy to sell. Little known brands take time and talk to make a sale, and the busy merchant has no time for either. He prefers the salt that people buy without urging—and so he sticks to Purity.

The Western Salt Co., Limited, ^{Mooretown,} Ontario



THE LINE OF SUSTAINED PROFIT

Especially in your brands of Canned Fish, care in selection is essential! And you'll find

"KING OSCAR" BRAND

NORWEGIAN SARDINES

always uniformly pure, sweet and well packed. They are genuine satisfaction-givers and profit-producers.

It will pay you to feature "King Oscar" Brand.

Ask your wholesaler for them

John W. Bickle & Greening (J. A. Henderson) Hamilton, Ont.



By Special royal permission.

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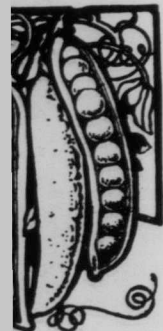
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AW

GH

OU

US



undland.
 in St., Winnipeg.
 Montreal.
 ck's Wharf, Halifax

Tastes Like home-made

Taste a pie made with good home-made mincemeat. Then taste one made with Shirriff's mincemeat. They will both be equally delicious.

The most painstaking housewife could use no greater care or cleanliness than we observe in the preparation of

Shirriff's Mincemeat

We use the finest ingredients. The fruit is carefully selected, and the spices high-class. Many home-cooks would like to use our recipe.

There is real pleasure for you in selling mincemeat that will give your customers complete satisfaction, and that will add to the prestige your store enjoys as the home of high-class products.

You can sell Shirriff's mincemeat at an attractive price, too, and clear a good margin of profit. It's put up in 6, 12, 28 and 65 lb. wooden pails.

Now is the time to send us an order. We will ship promptly.

Imperial Extract Co.

TORONTO

Makers of Shirriff's Extracts



End Your Accounting Troubles

This is an illustration of a McCaskey Gravity Account Register. It is built of wood and steel, but when operated it equals human intelligence.

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

will tell you more about the details of your business (the things you should know) in five minutes than you can get from a set of books in hours.

The McCaskey System cuts out useless copying and posting from one book to another and the information it gives you about your business is reliable and can be depended upon.

With The McCaskey in your store you can tell at a glance the total amount due you on each account receivable.

At a glance you can learn what twenty customers owe, when they made their last purchase and what they bought.

The McCaskey collects money automatically.

The McCaskey prevents errors and disputes with customers over their accounts.

The McCaskey gives every customer an itemized statement of his account with each purchase and shows his total indebtedness to date.

The McCaskey limits credits, prevents overbuying and overselling.

With The McCaskey you can prove your loss to the penny if you are visited by fire.

Over seventy thousand merchants in all lines of business are using The McCaskey System.

We'd like to send you more information. Drop a postal card to-day.

Dominion Register Co.

LIMITED

90-98 Ontario St.

Toronto, Canada

England - Dominion Register Co., Ltd. - 519-521 Corn and Produce Exchange, Manchester.

Australia - New Zealand.

The McCaskey Register - Alliance, Ohio.

Branches:— Boston, New York City, Pittsburg, Chicago, Minneapolis, San Francisco, Kansas City, Memphis, Atlanta, Washington.

THE LARGEST MANUFACTURERS OF CARBON COATED SALESBOOKS IN THE WORLD

Our Second Shipment of
NEW SHELLED WALNUTS

300 cases due now

Ex. S.S. "Empress of Ireland"

Ex. S.S. "Lake Manitoba"

This includes a consignment of our



Brand Registered

which has already shown unusually fine quality this season.

We also have

2000 cases

NEW SHELLED ALMONDS

Ex. S.S. "Serra," S.S. "Jacona" and S.S. "Empress of Ireland."

This shipment includes

2 CROWN, 3 CROWN, 4 CROWN and 6 CROWN

Write now for Prices and Quotations

W. G. PATRICK & CO.

IMPORTERS

Toronto

Montreal

Winnipeg

Vancouver

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES

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

Wholesale
Grocery Brokers
137 BANNATYNE AVENUE **WINNIPEG**
COVERING
Manitoba and Saskatchewan
CORRESPONDENCE SOLICITED

WATSON & TRUESDALE

Wholesale Commission Brokers and
Manufacturers' Agents.
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited

WINNIPEG

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

**WINNIPEG
TOMLINSON, SEMMENS & CO.**

WHOLESALE GROCERY BROKERS
Office and Track Warehouse, - 92 Alexander St. E.
Correspondence solicited on domestic and
foreign lines. P.O. Box, 1502

FRANK H. WILEY

MANUFACTURERS' AGENT
and
IMPORTER
Henry Ave., **WINNIPEG.**

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs
Brokers and Manufacturers' Agents. Cars Dis-
tributed, Warehoused and Forwarded. Warehouse
on Transfer Track. Business solicited. Our posi-
tion is your opportunity.
SASKATOON, - WESTERN CANADA

MOOSE JAW

WHITLOCK & MARLATT

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

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Box 1036, Regina
IMPORTER, WHOLESALE
BROKER, and MANUFACTURERS'
AGENT
Trade Established 12 Years.
Domestic and Foreign Agencies Solicited

DISTRIBUTORS, LIMITED

P. O. Drawer 99
EDMONTON, ALBERTA
Manufacturers' Agents, Commission Mer-
chants, Warehousemen.
Track connection with all Railroads.

TORONTO

HEADQUARTERS FOR

Evaporated Apples

When wanting, wire us
for quotations.

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Wholesale Grocery Brokers
TORONTO

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers
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TORONTO
Grocery Brokers and Agents.
Established 1885

MacLaren Imperial Cheese Co.
Limited

AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale
Grocery Brokers
TORONTO Ont. DETROIT, Mich.

Headquarters for
New Orleans Fanny Molasses

Barrels and Half Barrels
PRICES RIGHT
LIND BROKERAGE CO.
73 Front St. East - TORONTO

MONTREAL

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen
17 St. Sacramento Street, Montreal
TEL. MAIN 778 BOND 28

MARITIME PROVINCES

J. W. GORHAM & CO.

Manufacturers' Agents and Grocery
Brokers
HALIFAX - NOVA SCOTIA
We are open for a few high class specialty
lines

H. R. SILVER, LTD.

MANUFACTURERS' AGENTS
AND GROCERY BROKERS
HALIFAX - NOVA SCOTIA
First-class frost-proof storage facilities.
Correspondence solicited on Domestic and
Foreign lines.

J. A. TILTON

WHOLESALE GROCERY BROKER
ST. JOHN, N.B.
Correspondence solicited with Houses
looking for first-class grocery connections.

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery
Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

NEWFOUNDLAND

T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful at-
tention to all business. Highest Canadian and foreign
references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

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McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents
852-6 CAMBIE ST., VANCOUVER, B.C.
Can give strict attention to a few first-class Gro-
cery Agencies. Highest References.

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 J. SOUBLIERE, Limited**
 Wholesale Brokers and
 Manufacturers' Agents
 Canadian, British and Foreign Agencies Solicited
 Sussex Street, Ottawa, Canada

THE PEOPLE OF
JAMAICA
 are now buying things in the
 United States which they ought
 to buy in Canada. They don't
 know what we can do. A small
 advertisement in the

KINGSTON
"GLENER"

might bring inquiries. Better
 write for rates to

I C STEWART, Halifax

No Odor



it drives them up **Common Sense**
KILLS { Roaches and Bed-Bugs
 Rats and Mice

All Dealers and 381 Queen St. W., Toronto, Ont.
 Dealers find Common Sense a very good seller, for
 the reason that it gives general satisfaction and each
 customer tells others about same. Write for prices.

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

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

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

The Condensed Ads. in this
 Paper will bring good results



**A Good Profit
 Assured**
 Satisfaction Warranted
 in the sale of the well-known
 long shredded brand, the

**WHITE DOVE
 COCOANUT**

Once carried in stock always
 carried, and readily sold at a
 fair profit and to the entire
 satisfaction of the consumer.
 Write for particulars to

W. P. Downey
 MONTREAL



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

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

If you have
OTHER FISH TO FRY
 or have not the inclination to attend to
 your advertising, we can serve you
 properly. This important branch of
 your office work must not be neglected.
 A firm is known by the advertising it
 does.
 Typewritten Circulars and Form Let-
 ters are far better Result-producers
 than printed or written ones; they are
 more "personal" in appearance and
 consequently much more effective. They
 are invaluable for advertising, collect-
 ing, etc., and are great savers of time
 and labor. The 20th Century Grocer
 has not the time to look after every de-
 tail of his business personally. Would
 you not be benefited by a stock of
 these, compiled to suit your purposes?
 If interested in the above matters, or
 in Rubber Stamps, write
THE STANDARD AGENCY.
 Box 464. Fredericton, N. B.

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

There is
JELLY
 Business
 to be done all year
 round, and you
 should not overlook
 this point. Keep
 your stocks up, BUT
 have the right kind.
 That is, of course,

"Club Jelly"
POWDER

Do you know why?
 Because it is abso-
 lutely pure, and is
 known amongst
 consumers as the
 "Double Event"
 Package. It con-
 tains a powder which
 makes a delicious
 custard, in addition
 to the jelly powder.
 Talk this point to
 your customers.

WRITE
S. H. Ewing & Sons
 Montreal - Toronto

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

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

McDOUGALL
 Insist upon having them
 D. McDOUGALL & CO. Ltd., Glasgow, Scotland
CLAY PIPES

Every pound of

Chase & Sanborn's COFFEE

you sell is an investment in your customers' good will that will pay constant and permanent dividends.

CHASE & SANBORN
MONTREAL

The Lines in Constant Demand!

ROWAT'S PICKLES AND PATERSON'S SAUCE

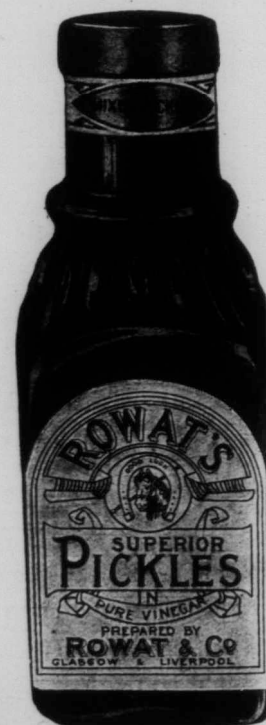
Are you handling these ready sellers?

Rowat & Co.

GLASGOW - - - SCOTLAND

Canadian Distributors:

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





Send in your order to-day. We guarantee the sale as well as the quality.



“Melagama”

TEA and COFFEE

Are profitable for the grocer to handle, because they are ready sellers and always give satisfaction.



Minto Bros.

Toronto



ENERGETIC CLERKS

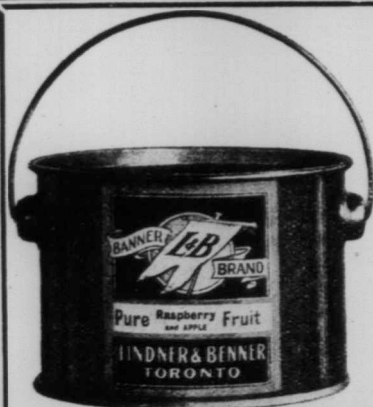
who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., ¹⁴³⁻¹⁴⁹ University Ave., Toronto, Can.



Banner Brand Sells on Merit!

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

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

Lindner & Benner, Toronto

Western Agents—Laing Bros., Wholesale Grocers, Winnipeg

Some Lines You'll Need For Christmas Trade

Table Raisins—Our stocks are about complete. On account of the orders booked early, the assortment will not remain long unbroken. **BOOK YOUR ORDERS NOW.** Fancy boxes---3, 5½ and 22 lbs.---lb. cartons.

We have a new line of **CONFECTIONERY**, manufactured by **NEEDLERS, Hull, Eng.** Put up in handsome clear glass jars. ¼ lb. each. In price, 18 to 25c. lb.

Wade's Catsup A high class imported bottled catsup that can be sold as a 10c. retailer.
PINTS We have only a limited quantity to offer. This cannot be duplicated this season.

You Should Place Your Orders Early

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

**WE
WANT
A
MAN**

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than \$100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

"SALADA"

and what it means to you.

"SALADA" makes satisfied customers—it gives them the finest Tea possible—of absolutely uniform quality.

"SALADA" makes quick Sales—the public do not hesitate to buy what they know is the best for freshness, goodness and fine flavor.

"SALADA" makes good profits—in actual cash, and extra profits in the number of tea sales won from the peddler who cannot buy "SALADA."

"SALADA" is a credit to your recommendation.

"SALADA" TEA COMPANY

TORONTO

MONTREAL

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Profitable Discussion on Store Management—Furniture and Fixture, Loss and Gain, and Suspense Accounts Dealt With—Opinions on Charging Interest on Capital Invested—Charging Equipment up to Advertising.

By Henry Johnson, Jr.

On October 27 I reviewed the very remarkable statement of the concern whose further communication I have to talk about this week. You will remember that this company is doing business on a total expense of 6.63 p.c., in which connection I may say that I have just heard from one well-posted man in another section of the country who says that my stated average of expense for the entire country is too low. That instead of $14\frac{1}{2}$ p.c., as I have it, the ratio is nearer $17\frac{1}{2}$ p.c., and that, too, without any allowance for interest on invested capital. Take 6.63 p.c. from $17\frac{1}{2}$ p.c., leaving 10.87 p.c., and you can see how one man could sell goods at less than cost plus the other man's expense and still have vastly more than the usually sufficient net profit remaining. But here is the letter:

Henry Johnson, Jr., Canadian Grocer:

Dear Sir,—In further explanation in regard to our resources, as per your edition of The Grocer under date of Oct. 27, wish to say: The item of store building of \$1260 is net cost as our books show after crediting the account with what rent it might bring were we to rent it, and charging a certain percentage for depreciation in value. Of course, your idea is a good one, and correct, to hold the building and the ground as a resource at a fair value. The reason for the value of the building being low is, we may have cut too deep in the depreciation each year, but we put it low enough—at a figure that could be realized any time. As a business place it would be safe at \$2000.

In regard to the suspense account, this is wiped out each year into loss and gain. Should any of the old accounts be paid later, that amount would be credited to loss and gain.

Regarding the furniture and fixtures, we deduct a certain percentage each year for depreciation in value, and charge said depreciation to loss and gain, leaving the net value as a resource. Think our loss and gain account showed that some time ago. You have evidently not understood our statement fully. The fair value of F. and F. should appear as a resource. We have in the course of many years deducted a certain percentage as depreciation in value and have it to-day low enough without a doubt.

There is one point we wish to ask. Is it customary to charge interest on capital invested? We think this is not

correct. We never heard that any corporation charges any interest against the business and at the end of the year declares a dividend of, say, 4 p.c., and another dividend of, say, 6 p.c., as interest. As a rule, if they declare 10 p.c., they declare a straight 10 p.c. dividend, or are we wrong on this point?

In addition we beg to say that we do not deliver any goods. In fact, as stated before, this is a small country town and our trade is mainly with farmers. We think we have answered your questions fully and hope to hear more from you through the columns of The Grocer, or otherwise.

C. M. S.

Nov. 1, 1911.

• • •
This man's ideas are clear enough and he knows just what he is doing, so it matters very little that some of his manners of expression are slightly obscure. Undoubtedly he knows what is a tangible resource, so it does not matter whether he lists those things clearly or not—so long as he has plenty of the tangible stuff any way he expresses it.

The building apparently has been handled just like furniture and fixtures; depreciation charged against it and the principal sum thus systematically reduced, as he says, to such a point as might be realized at any time. This is O.K. so long as the concern has no intention of so realizing; yet it would be better business to make all proper charges, and make them liberally. Then put in the property at its fair present value. If there be a surplus resulting from such treatment, such surplus should go to the credit of L. and G. account.

The Suspense Account.

"Suspense" is evidently a convenient way of keeping track of such accounts as are so doubtful as not to be properly accountable as resources, and yet in this way they are kept track of so that, should unexpected payments be made, the money can be handled through the books without any disturbance of the system—going, naturally, to the credit of L. and G. account. It is a good scheme.

Advertising Equipment.

The statement about furniture and fixtures is mixed somewhere. If \$150 is the present valuation, after such liberal deductions as have been annually made, then \$150 is a resource: but \$150 can-

not be put among the resources if it is, as he says, "depreciation." I think that the \$150 is what he now has left as the remaining investment in F. and F., after all the deductions. Throughout the letter "a certain per centage" is referred to. If not considered as a private matter, why not state what that percentage is? I should like to have the ideas of such a successful man. My plan is to deduct 10 p.c. each year from the face of my F. and F. account. If I buy an entirely new appliance, I consider its character. If it is of a nature to be seen by the public, creating a favorable impression and hence having some advertising value, I charge 33 1-3 p.c. to 50 p.c. against advertising, and the remainder against F. and F. If it has no advertising value, it all goes in to F. and F. If it is something to replace any outworn or discarded appliance, I charge it all to expense and credit expense with anything I may realize from the old fixture or appliance. By this treatment I feel that my F. and F. account is always automatically kept in very conservative condition, showing inside figures which I may fairly call a resource. On wagons, horses, autos, harness, and all delivery equipment, I charge off 20 p.c. annually, since here the deterioration is much greater. I should like to hear from others on this.

Here are my actual figures for the past five years:—

2359.21	less	235.92	leaves	2123.29
2123.29	less	212.33	leaves	1910.96
1910.96	less	191.09	leaves	1719.87
1719.87	less	171.98	leaves	1547.89.
1547.89	less	154.79	leaves	1393.10

Interest on Capital.

It is an open question whether interest on invested capital should be charged. Most men with whom I talk agree with me that it should be; yet it is true that corporations, so far as I am informed, do not—that is to say, they do not call it interest. Maybe the corporation way of getting around this is the "sinking fund" or "surplus fund."

I hold that the fact that I happen to own the capital of my business does not matter—that the business is a borrower of that sum from me; hence, must pay me the going rate, say, 6 p.c.; so I charge 6 p.c. into the expense account so that interest is paid before I show

(Concluded on page 31.)

Grocers Discuss the Dollar a Dozen Lines

Claim That Retailing Them at Ten Cents is Not Profitable—Opinions Differ as to Number of Dollar Lines on Market—What One Merchant Says About "Forcing" the Dealer—Up to Manufacturer, he Says, to Co-operate With Retailer.

(Special to The Grocer.)

Chatham, Ont., Nov. 16.—The old complaint, voiced at the Association meeting some months ago, to the effect that there is no profit whatever for the retailer in the handling of many ten-cent lines, is frequently met with among the grocers of this city.

"Apparently, the complaints made by the retail merchants in their convention haven't had the desired effect," stated one grocer this morning. "The same trouble is still met with in connection with many ten-cent lines. We are charged \$1 a dozen for goods that sell at 10c each. There are jams, for instance, and some canned goods—just to specify a couple of a host of lines.

"And that isn't all. Unless we buy in exceptionally large quantities, there is freight to pay as well. Pay \$1 a dozen, add, say, 5c on the dozen for freight, and with the goods retailed at \$1.20, there is only 15c profit on the \$1.20 sale. In addition to that, there is always some percentage of loss from breakage or deterioration—that loss is bound to occur, no matter how careful we are. When you calculate that it costs between 15 and 16 per cent. to do business, you will see that we're simply doing business in these lines for the benefit of the manufacturers. There's nothing in them for the retailer.

Cutting Out Unprofitable Lines.

"We're simply cutting out these lines wherever we can," added the merchant. "We're not pushing them. Why should we?"

Another grocer interviewed, took a more optimistic view of the situation.

"We have noticed a great improvement in regard to ten-cent lines," he stated. "In many of them the \$1 a dozen price is no longer asked. The discussion at the convention appears to have done considerable good. Either that, or the difficulty is working out its own solution. Of course, in quite a few lines the grocer can secure a somewhat better price by buying in larger quantities. I very rarely purchase anything in small lots. The large buyer, therefore, would feel the force of the situation less than the small buyer.

"Nevertheless, there are still a number of lines where the \$1 a dozen price holds good. I do not think the manufacturers in the long run gain anything by insisting on that price. In fact, it is a suicidal policy to pursue. There is absolutely no profit for the retailer in goods bought at \$1 a dozen and sold at

10c each. Such figures simply mean that I am taking the profit from some other line of goods to help make up the loss on the ten-cent line. That's just what the whole proposition comes down to.

Where Selling Power Goes.

"And the minute a merchant realizes this fact, he does what is the only natural thing for him to do under the circumstances—he puts the \$1 a dozen line of goods away back somewhere, and pushes something else. He sees that he is just keeping the \$1 a dozen line as an accommodation for his customers—and he keeps them as an accommodation, accordingly, and devotes his selling energies to something which offers a fairer margin. There are some lines," he added, indicating a particular shelf. "We never mention them except when the customer asks for them. We could sell twice as many—more than twice as many—if it was worth while to push them."

Complaint is also made with regard

to the close margins on higher priced lines, in which, the articles being patented, the manufacturers have a monopoly. In one instance the line, which retailed at 15c a package, cost \$1.50 a dozen, plus freight.

"Doubtless," said one grocer, "there are retailers who never stop to look into this question, and who think that because they sell a lot of a certain article, they're making money on it, despite the narrow margin. But the grocer who figures the cost of doing business, and makes allowance for freight, breakages and other incidentals, looks at it from a different point of view. He feels that he is making money on one line of goods only to lose it on another, and as far as possible he cuts out the losing line.

Advertising to Consumer.

"Some of these lines are widely advertised. Their men have told me, 'We'll advertise this so much that you'll simply have to handle it, whether you want to or not.' Well, advertising is a very helpful item in business; but the manufacturer gets the best results where the retailer is cordially co-operating with him by pushing his goods. The manufacturer with his newspaper and magazine and bill board advertising, yoked to the retailer with his personal

CARTOON TALKS ON SERVICE



The Dust Cloth is Used for More Purposes than one in Some Stores. This cartoon Shows the Carving Knife Getting Acquainted.

canvass of every customer, form an ideal business getting team. But the retailer isn't going to pull with the manufacturer unless he gets a fair share of the fodder. The manufacturer will triple the results from his advertising if he gets the retailer working hand in

glove with him, by allowing the retailer a fair margin of profit."

The consensus of opinion among the grocers here is that the wholesalers are not to blame for the close margins, the feeling being that the difficulty is up to the manufacturers for solution.

Quebec Dealer Asks Important Question

How Can One Tell When an Egg is Fresh?—Shaking it Not Safe Method—The Candle Must be Used to Determine Amount of Air Space.

Editor Canadian Grocer :—Please tell your readers how to detect fresh eggs from other good eggs.

A. FILION.

No. 4 Fullum St., Montreal.

Editorial Note.—The method sometimes used to test the age of an egg by shaking it, is hardly dependable. The

fact of the matter is, that even a comparatively fresh egg it subjected to enough force will shake. The ligaments which hold the yolk in place may thus be broken, and the egg, will of course, "shake."

"Candling" is the popular method used by dealers to ascertain the age of an

egg. For this purpose, any simple lamp, provided with a reflector and if possible enclosed, all but a space in which the egg may be placed for examination is used. Thus the transparency of the egg and the make up of the interior may be seen, by placing the egg in this opening.

Every egg has at the big end an air space. This is the germinal spot. When new laid, this space is very small, and in some cases scarcely discernible. In a new laid egg, according to one expert egg candler, it will not be larger than a five cent piece. There is a constant evaporation going on in every egg, so that as the egg ages, there is a shrinkage, which makes itself apparent in the size of the air space at the big end. This is the cue to the testing of eggs.

It requires some little practice to tell just at a glance the condition of an egg. The inexperienced may need to have considerable time to clearly discern the air



The First Prize Exhibit at Recent Great Northern Exhibition, Collingwood, Ont. This Presents Some Good Window Dressing Suggestions.

space at the end. However, if it has passed out of the new laid stage it will be there. One candler says that if the surface of the air space does not exceed the size of a 25 cent piece, he considers it a good egg.

Watch for the Dark Spot.

The candler, will at times, find a dark spot, which moves around when the egg is shaken. Such an egg is certainly not first-class. In stale eggs, the yolk is darker in color, and air cell is large. The first stage of decay is evidenced when the yoke has penetrated the white and settles into a dark cloudy mass.

The above method, it might be said, is

perhaps more for ascertaining the condition of an egg than its age. The evaporation is, of course, much greater in warm weather than in cold, or in hot temperature than in a cold one.

For instance, an egg in cold storage for six months may not have as large an air space as another only five weeks old that has been in a warm temperature. The fact of the matter is, it is in a better condition. Thus is shown the value of cold storage in preserving the quality.

While it may take an expert accustomed to handling eggs to tell the age of one, the ordinary person can get a very good idea of it's state or condition by the above method.

Prevention of Frost on Show Windows

If the Air on the Inside and Outside of Glass Could be Kept at Equal Temperature There Would be no Frost—How to Accomplish This.

Frosted windows will soon be a difficulty with which the grocer will have to contend. That is, unless preventative measures are now taken before the season arrives. The solution of the problem will be made more easy by an explanation of just why frost does form.

The accumulation of frost upon the inner side of the plate glass is caused by the warm air of the interior laden with moisture coming in contact with the glass chilled by the freezing atmosphere on the outer side. The moisture in the air is thus condensed into steam which will gradually freeze.

Using Glycerine.

One method of keeping the frost from forming on the window, is by mixing 4 parts of cheap glycerine and 6 parts of methylated or other spirit together and rubbing over the inside of the window every couple of weeks during the winter. In very severe weather, the window may be sponged with a small quantity of alcohol.

However, this method is somewhat unsatisfactory. If the air on the inside and the outside of the glass could be kept at the same temperature there would be no frost. Some merchants box up or enclose their windows. Others already may have their windows enclosed and still have frost form. This may be due to the fact that the enclosure is not air proof and the warm air in the store escapes into this enclosure.

Use of Ventilators.

Then again there should be ventilation by openings at the top and bottom of the window, the top ones being more numerous or larger. These ventilators should be covered with fine gauze to keep out the dust.

One dealer in men's wear, known to the writer, had uncovered ventilators (holes about an inch in diameter) at the bottom. He had a display of ties in the window. One night an ingenious youth by means of a wire helped himself to a half dozen of the choicest. Thus one reason for covered ventilators.

It might be explained that these ventilators allow the warm air to pass out at the top and the cold air to come in at the bottom, thus keeping the temperature at a level with the outside air.

Caused by Cellar Dampness.

A certain dealer traced the frost on his window to the dampness of his cellar which a poorly constructed window floor allowed to come upward in contact with the window. The window floor should be as nearly air-tight as possible.

Burning Gas.

Then there are other expedients which the dealer may call into play. One plan is to insert close to the window bottom, a gas pipe perforated with minute holes about an inch apart. When lighted they warm the air and keep the inside of the window warm and clear.

Electric Fan Circulates Air.

Everyone knows that neither dew nor frost is observed on the ground on the morning after a windy night. With the air in motion, the moisture will not collect either upon the ground or glass. This same principle has been used in windows by merchants who have placed an electric fan in operation to prevent frost. One difficulty with the fans is that the agitation of the air is not uniform and therefore not always sufficient to prevent the accumulation of moisture in spots.

It is a great annoyance to a merchant to have an attractive window display obscured by frost. He should take some means to prevent it.

BACK FROM THE MERCANTILE GOLD MINE.

(Continued from page 28).

any net profit. Thus, when I show 24½ received 6 p.c. interest on that capital.

An Opinion That Differs.

One very well posted man tells me that I am wrong. He says: "It does not matter whether you can or cannot invest that money so as to forget it and yet regularly draw your 6 p.c. The fact is, that you have NOT so invested it, but have put it into the grocery business. Thus your net annual profit has not been 24½ p.c., with 6 p.c. interest, but it HAS been 30½ p.c. This because 30½ p.c. is what your business has yielded you. Had it not paid more than 5 p.c., then 5 p.c. would have been your earnings—hence, as the thing stands today, you have earned, and received, 30½ p.c., and it is all properly net profit. You can say that it has paid you 24½ p.c. better to leave it in groceries than it would have done to put it into bonds, but the fact will remain as I have stated it."

To Avoid Self-deception.

I continue to charge the interest, however. First, because I think it is right and good business; but more especially because I like to "bleed" and trim everything down to the bone, so as to avoid the too common trouble of self-deception which leads so many merchants astray.

This is another moot question which I should much like to have fully discussed. I believe an exchange of views hereon will be of the utmost benefit to all of us.

OBJECTS OF NATIONAL ORGANIZATION.

The objects of the National Federation of Retail Merchants, organized recently in the United States, and which includes all the states of the union, has for its purposes:—

I.—To safeguard and serve the interests of all retail merchants.

II.—To oppose all unjust legislation inimical to retail merchants.

III.—To promote all just legislation designed for the benefit of retail merchants.

IV.—To demonstrate the necessity of retail merchants to manufacturers, wholesalers and consumers.

V.—To co-operate with all other organizations having for their object the advancement of the best interests of commerce.



Good Window

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John Bayne MacLean - - President.

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SITUATION OF ROQUEFORT CHEESE.

The Roquefort cheese market in France is in an interesting condition and should be studied carefully by dealers who handle this popular line of cheese.

During July and August shippers in France were quoting Roquefort cheese ranging from 210 to 230 francs. (A franc is valued at about 18 cents.) Orders were naturally taken from Canadian and United States houses for thousands of fardeaux of the cheese at this price which was a little higher than previous years on account of the severe drought and also the foot and mouth disease among the herds. The farmers lost about 60 per cent. of their cattle and this tended to advanced the price which is now 280 francs.

Even now one cannot procure very much of the cheese as conditions practically brought on bread riots. The Chamber of Commerce in Paris tried to pass a law prohibiting export of dairy products for certain length of time. Manufacturers explained that on account of their contracts abroad it would be unfair to them to do so.

It is calculated that it will take about four years before conditions are normal again, and as the import of Roquefort cheese into Canada and the United States has grown with a marvellous pace, it will naturally affect matters here considerably.

SELLING SYRUP AT A LOSS.

From an Ontario town comes a report that one grocery dealer is selling five pound pails of a certain syrup at 25 cents. All the rest of the dealers in the same town are asking 30 cents for the same size and the same brand, and are making just a fair profit at the latter figure. As far as that one line is concerned, these dealers are working under great difficulties indeed.

The cost of this article is \$2.75 per case, or, 23 cents per tin. There is the freight, unless it is purchased in 5 case lots. If this dealer will add the expenses of selling the goods, he will find he is losing money on every sale. Still he continues, and not only is he not making any profit himself, but he is spoiling the trade for the other dealers. Surely "a dog in the manger" policy.

This is the sort of merchant who is demoralizing the grocery trade, by selling goods which spells loss at every sale, at a price which other dealers cannot meet.

EARLY BORDEAUX WALNUTS.

The explanation of the arrival of this season's Bordeaux shelled walnuts at an earlier date than in former years will be of interest to the trade who like to know the why and the wherefore of the markets.

Usually, Grenoble walnuts have arrived about the 20th or 25th of November, with Bordeaux coming one or two weeks later. The latter have been on the market for a short time past because of the artificial kiln-drying process through which they have passed, instead of being left to dry through the influence of Nature, i.e., sun-dried in the fields after being gathered. In order to expedite delivery, a certain quantity have been kiln dried in their shells which were afterwards removed and this seasons first shipments were ready for the market much earlier than usual.

The price to the wholesale trade is now 6 or 7 cents more than the price for January delivery. The quality of the nuts, it is claimed, has not suffered, although it is a question how long they would continue to give satisfaction after this treatment. The method is more or less of an experiment, but its main purpose has been attained, and the crop dried in the ordinary way will be on the market in but a short time.

THE DEALER'S PROFIT.

The dealer is not a slot machine. That he uses his power to sell goods in which his interests are bound up is beyond contradiction—even if those goods are not well known to the consumer.

The reason is, he has the confidence of the people of his community. He is considered an authority on food products by his customers and his advice is taken.

In order to live, the dealer must get a fair profit. Is he likely, therefore, to oppose his own interests by stocking, displaying, advertising and handing out those goods which do not bear him a just profit, turnover considered? Manufacturers have found this out in many cases to their sorrow. While at first they may make some success and a good margin of profit, there can be no permanent success without the expenditure of huge sums of money in a campaign to "force" the dealer.

The Canadian retailer is as big and broad a class as exists anywhere in the community. Only the weaker section of the trade will conform to the manufacturer's wishes when he tries to force it to sell at a loss. The manufacturer who allows a fair profit to the dealer, who co-operates with him in every way, and who interests his customers in his product, is the one who reaps permanent advantages. When such goods are asked for, the dealer has no right to substitute if their quality is known, but he certainly cannot be supposed to get behind any product the manufacturer of which uses him merely as a tool to hand over the goods when called upon.

Let all retailers assert their rights in this connection and secure their just dues.

SEASON FOR BEEF EXTRACTS AND COCOA.

It is now time to change the goods you have been suggesting over the telephone and likewise over the counter. It is taken for granted, that every grocer employs this method, and now that the seasons are chang-

ing, it is necessary to talk fall and winter goods, leaving summer lines for next year.

One grocer known to the writer, has been quietly calling the attention of his customers to the change in the kind of goods now seasonable, even though they realized it as well as he. But it presents the opportunity of suggesting beef extracts, or cocoa, or rolled oats, or flour, or one of a great many articles that will now sell with little effort.

This grocer stated he found the average customer's reply along this line. "Yes, I believe I do need a package of that (or a bottle of something else), I had better take it." It is the wise grocer, who at least keeps up with the times.

JUDGING THE VALUE OF CLERKS.

There are many points which have to be taken into consideration by a merchant in judging the value of a clerk. Surface appearances are liable to be made the basis of judgment by many dealers, but the good business man will look beyond that, if he wishes to accurately gauge in dollars and cents the value of a certain clerk to him.

For instance, we find a clerk who is quick at weighing and wrapping parcels, but cases are known where it would be much better if he were slower and more accurate. He works quickly, but perhaps, he does so at a loss in profit through inaccurate weighing.

The amount of sales of employes will not give a correct idea of their worth. It is not always the clerk with the largest sales who is the most valuable. The clerk with the largest sales, who builds for future business as well as present, and who combines with his large sales, a degree of carefulness, which means the maximum of profit, and the minimum of leaks connected with such sales, is the valuable asset of the sales force.

SECURING EFFICIENT HELP.

"How many people do you discharge for inefficiency in the course of a year?" was the question put by The Grocer to the head of a busy section in a large store recently. His reply was somewhat unexpected. "During the present year," said he, "I have only had to discharge three people for downright inefficiency. They were likely-looking people when they came, and in spite of the interest that we exercised in their behalf, they went wrong chiefly on little things that lost customers. A manager feels his responsibility in such cases for he likes to feel that he can depend upon himself in making selections for his staff.

"Where so many are employed, vacancies will occur from uncontrollable causes, but we have many applicants. General appearance, manner, personality, evident temperament, the person's idea of employment, his or her ideals and numerous little things aid decision. It is often the case that a man's reason for leaving his former position stamps him as an uncertainty or one likely to shift on the slightest whim, and that fact alone is a good key to his efficiency.

"There was a time when the head of the firm, on hearing of a new employe, approached him in the role of a customer enquired for some article, and based his own opinion on the way the man waited upon him. But the business is too large for that now. We list all applicants and keep a record of particulars concerning them as one means of aiding decision. Much depends upon the manager himself as to development and continued efficiency of

an employe. By his attitude, his actions, his interest, his tact or the want of it he can often make or mar a young salesperson's career."

THE COUNTRY DEALER'S CHANCE.

It may not be necessary to point out to those grocers who are close to a farming district that there is a splendid opening for them now in the handling of new laid eggs. The large cities find it next to impossible to secure supplies. There is the usual demand and even if the price is reaching the abnormal there are many purchasers of new laid eggs no matter what the price may be.

In addition, there is no difficulty in making arrangements with city firms who would be glad to accept anything the grocer has to offer in this line. Many grocers are already doing all that is possible in this regard but there may be some who have not yet taken it up.

CRANBERRIES THE YEAR ROUND.

Cranberry sauce is now to be a possibility all the year round. Another acquisition to the list of evaporated fruits has been made. This year marks the introduction of evaporated cranberries to Canadian markets.

They are evaporated in a somewhat similar manner to other fruits and it is claimed for them that they retain all the medicinal and food qualities possessed by the fresh article.

THE WESTERN WHEAT CROP SITUATION.

Considerable apprehension at the present time is prevailing throughout the three western provinces as a severe snow-storm has passed over the entire west, and anywhere from three to eight inches of snow has fallen. The weather has also become extremely cold and from many points temperatures of from 10 to 20 below zero are reported.

As is well known, a large quantity of grain is yet to be threshed in Alberta and Saskatchewan. The arrival of this snow-storm will, therefore, have a very detrimental effect on prevailing conditions. During the last three months considerable stacking has been indulged in, and while this should have a good effect, it will doubtlessly have the reverse, as there are few in western Canada who know how to stack properly, and the result is that stacks have been built in a very loose way. Snow flurries will, therefore, be able to descend between the loose sheaves and the result is that if a thaw occurs ice will be formed and the grain will start germinating in the stack. There are also many thousands of bushels out in the field in shocks to be threshed.

Many, in spite of the snowfall and cold weather, have been threshing during the last two days, and this method seems advisable, as the grain will be marketed at once, and high prices are prevailing, so that in spite of the fact that the grade will be seriously damaged, a fair price will yet be secured. If the grain is left till some time later there is a chance that a greater loss will be sustained.

* * * *

Dealers and clerks are urged to remember The Grocer's Christmas Window Dressing and Ad-Writing Contest, announcement of which has been made fully in our last two issues. Make your plans early to enter these contests. Prepare a good, practical, selling window, and let us have a good photograph—one that will do justice to the window—before the last day of the year.

A Plea for Better Working Conditions

One Dealer Who is Firm Believer in Early Closing—Time Something was Done—Willing to Give Time and His Share of Money to Place Grocery Business on Better Basis.

By J. L. Casey.

I have always taken a great interest in your articles dealing with early closing amongst retail grocers. While I am not attached to any of the present organizations or movements, aims of which are to establish an earlier and more uniform hour for the closing of retail stores, I have taken action on my own account, closing at 6.30 p.m.

I have reason to feel assured from my experiences of the past two winters, and the words of encouragement I have already received this season, as well as new business from numerous residents of this vicinity, that I will reap a great gain financially as well as physically.

Eight Stores in Three Blocks.

On College street, in vicinity of my store, we have eight grocery stores within three blocks, something which very

This season, so far, with the exception of one who has stood by the agreement all through, they are all remaining open at night.

Since I began early closing I have had people, who are not my customers, come in and strongly express their approval of the movement.

Improve Working Conditions.

The working hours and conditions of every other line of work in the city have been improved during the past few years, and in my opinion it is about time we would do something for ourselves. We have been slaves long enough, and unnecessarily so. A little less greed and more confidence in ourselves, is what we need, and these can only be brought about by more recreation for



Front View of J. L. Casey's Store, on College St., Toronto. Mr. Casey, on the Right, is a Strong Advocate of Early Closing.

few sections of Toronto can boast of. Two years ago I made an effort to have these grocers agree upon a uniform hour for closing during the winter season. It was agreed upon, some closing at 6.30 p.m. and some at 7 p.m. However, it was only a short time till some of the number failed to keep their word. Last winter a few closed at 6.30 p.m.

grocers and employes. Men in all other lines of business have time for recreation, and when I find there is no time for it in the grocery business I will get out of it and go at something else.

I will gladly give my time and my share of money in support of any action that will bring about shorter hours for grocers.

Grocers' Letter Box

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

Editor Canadian Grocer:—Would you kindly inform me as to whether there is a paper published in England similar to The Canadian Grocer, and as to where I would be able to secure a copy?

Trusting that I am not asking too much, and thanking you in anticipation of an early reply, I am,

Simcoe, Ont., Nov. 11, 1911.

R. M. HAMILTON.

Editorial Note.—The Grocers' Journal, 29 Reed Lane, London, Eng., E.C.; Grocery, 150 Holborn, London, Eng., E.C., and The Grocer, London, Eng.

Editor Canadian Grocer:—Kindly give us the address of the firm who manufactures clothes lines, you have advertised in The Grocer.

TOOMBS & SON.

Moncton, N.B.

Editorial Note.—The Hamilton Cotton Co., Hamilton, Ont.

Editor Canadian Grocer:—Kindly advise by return mail the price and who publishes The Canadian Miller.

Peterborough, Ont. T. B.

Editorial Note.—Subscription price is \$1; it is published by Biggar Wilson, Confederation Life Building, Toronto.

GROCERY TRADE TALK.

Items of Interest to Readers Gathered From Here and There

An order-in-council has been passed abolishing the close season for white-fish during the month of November in the waters of Lake Erie off the counties of Norfolk and Elgin.

At the "Land Show" held at Madison Square Garden, New York, the \$1000 in gold for the best exhibit of spring or winter wheat was won by Seager Wheeler of Rosthern, Sask.; W. Z. Glass of McLeod, Alta., being alternate. Asabel Smith of British Columbia won the \$1,000 silver trophy for the best potatoes.

William Anderson, grocer, Chatham, Ont., has announced his candidature for the mayoralty for 1912. Ald. Anderson has been a member of the city council for the past three years, having been chairman of the finance and property committees. Prior to entering the city council he served for a number of years on the Chatham Public Library Board, of which he was chairman. Incidentally, he is and has been for many years a reader of The Canadian Grocer. Ald. Anderson is generally regarded as one of the ablest men in Chatham's municipal life.

The Markets---Rice Advances Again

Goes up Another 10c per Cwt., Making a Total Advance of 75c in Past Three Months—Valencia Raisins Hold Strong Position—Tea Has Been Firming up—Goods Being Rushed Out Before Close of Navigation—Collections Generally Fair.

QUEBEC MARKETS.

POINTERS—

Rangoon Rice—Up ten cents.
Carolina Rice—Slight reduction.
Valencia Raisins—Advancing.
Currants—Up ½c per lb.

Montreal, Nov. 16.—There are a number of features to the market this week that should receive the attention of the trade. Another advance in the price of Rangoon rice illustrates the strength of this market. It has been pointed out in these columns in past reports that conditions in countries of production of rice warranted high markets and it is to be hoped that the trade acted when the first signs of an advance were noticed. Just now, there is no sign of weakness in eastern rice market.

Advances in dried fruits, currants and Valencia raisins particularly, just as the new goods are arriving will be at least gratifying to those who gave their orders early. In the primary market raisins are four shillings higher than the figures quoted but a short time ago. Some houses report a heavy demand for figs and Malaga raisins. One wholesaler could handle fifty per cent. more figs than ordered, and stocks were sold before the fruit arrived and orders were as heavy as usual. Some Malaga raisins are also cleaned out with some jobbers.

It was learned that in several cases, apricots, pears and peaches are being passed over this year owing to prices. In spite of everything, however, it looks as if Christmas trade is going to hold its own. In fact, there is an exceedingly heavy business passing and though dried fruits are inclined to be high there are no indications that the Christmas cake and pudding are going to be skimmed in the matter of dried fruits.

Sugar.—This market seems to be marking time. There is nothing new reported for the week. No ground has been gained, but there has been another slight indication of a weakening in the situation. It is not marked, but a sugar reduction seems to be more and more merely a matter of time.

Granulated, bags	5 85
" 20-lb. bags	5 90
" Imperial	5 70
" Beaver	5 75
Paris lump, boxes, 100 lbs.	6 55
" " 50 lbs.	6 85
" " 25 lbs.	6 95
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	6 55
" " 100 lb. boxes	6 65
" " 50 lb. "	6 75
" " 25 lb. "	6 85
" " 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37½

Extra ground, bbls.	6 30
" " 50-lb. boxes	6 20
" " 25-lb. boxes	6 70
Powdered, bbls.	6 10
" " 50-lb. boxes	6 30
Phoenix	5 85
Bright coffee	5 60
No. 3 yellow	5 60
No. 2 "	5 60
No. 1 "	5 45
Bbls. granulated and yellow may be had at 5c. above bag prices	

Syrups and Molasses.—A good demand is reported for syrups, and molasses are firm at the last advance. There is a fair enquiry for the latter and the market is quite steady.

Fancy Barbados molasses, puncheons	0 36	0 38
" " barrels	0 39	0 41
" " half-barrels	0 41	0 43
Choice Barbados molasses, puncheons	0 32	0 34
" " barrels	0 34	0 37
" " half-barrels	0 36	0 39
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrup, bbls.	0 03½	0 03½
" " 4-bbls.	0 03½	0 03½
" " 2-lb. pails	1 75	1 75
" " 3½-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 75
" 5-lb. " 1 doz. "	2 65	2 65
" 10-lb. " ½ doz. "	2 65	2 60
" 20-lb. " ¼ doz. "	2 60	2 60

Dried Fruits.—A feature of the market is general upward tendency noticeable in a number of the new fruits of the season. To begin with, Valencia raisins and currants have been advanced ½ cent per pound, and some of the jobbers are sold out of figs. In regard to currants the situation is represented as being firm. New stocks have arrived but a combination of conditions have already resulted in higher prices. Valencia raisins for instance show an advance of one cent a pound in some lines but jobbers are not probably taking a full profit. However, an advance of one-half cent is a reality. Currants are also higher to the same extent. Some lines of Malaga raisins are already exhausted in some houses and figs are entirely gone with others. It is generally admitted that those who have bought sparingly or who have deferred purchases until now will have to pay the higher prices and the future appears very firm.

It must be remembered that wholesalers have not curtailed their purchases and at that rate of sales up to the present retailers seem to have disposed of their goods or are likely to. Travelers report a certain anxiety among the trade. Those who have given their orders are particularly eager to receive their supplies because of the market conditions, evidently desiring to be absolutely sure of their goods.

Then those who did not buy early want to order now, but in the face of this supplies are not coming in as quick-

ly as they should. Hence the reason for a certain uneasiness noticed here and there. A representative of one large house states they are not handling evaporated peaches, pears and apricots because of the high prices.

Evaporated apricots	0 22	0 24
Evaporated apples	0 10½	0 11½
Evaporated peaches	0 18	0 19
Evaporated pears	0 18	0 19
Currants, fine filiatras, per lb., not cleaned	0 07½	0 08½
" " cleaned	0 07	0 08
" " 1-lb. packages, fine filiatras, cleaned	0 08½	0 09½
" " Filiatras, per lb.	0 09	0 09½
" " Vostizzas, per lb.	0 09½	0 11½
Dates, 1-lb. packages	0 07½	0 08
Dates, Hallowee, loose	0 06½	0 07
Figs		0 11

Figs, 3 crown	0 07½	0 10½	Figs, 7 crown	0 10	0 15
Figs, 4 crown	0 08	0 11½	Figs, 9 crown	0 14	0 17
" 5 crown	0 08½	0 13	Comadre figs,		
Figs, 6 crown	0 09	0 14	about 33-lb mats	1 30	1 40

Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07	0 07½

Prunes—		
30-40	0 15	0 16
40-50	0 13	0 14
50-60		0 12
60-70	0 11	0 11½
70-80	0 10	0 11
80-90	0 10	0 10½
90-100	0 09	0 09½

Raisins—		
Choice seeded raisins	0 10½	0 11½
" fancy seeded, 1-lb. pkgs.	0 08½	0 10
" loose unseeded, 4-crown, per lb.	0 08	0 08
" " 4-crown, per lb.	0 09	0 09
Select raisins, 7-lb. box, per box		0 63
Sultana raisins, loose, per lb.		0 12½
Sultana raisins, 1-lb. cartons	0 13	0 13
Malaga table raisins, Muscats, per box	2 50	5 75
Malaga table raisins, clusters, per box	0 80	1 00
Valencia, fine off stalk, per lb.	0 07½	0 08
" select, per lb.	0 08	0 09
" 4-crown layers, per lb.	0 08½	0 09

Nuts.—New walnuts have arrived and there is a good demand for this time of the year both for almonds and walnuts. The season is rapidly approaching when nuts will be given more attention and arrangements should not be left until the last for securing supplies.

Almonds, shell		
Brazilis	0 17½	0 18½
Filberts, Stony, per lb.	0 11½	0 13½
" Barcelona, per lb.	0 14	0 12½
Parragona Almond, per lb.	0 14½	0 15
Walnuts, Greenoles, per lb.	0 18	0 19
" Marbets, per lb.	0 13	0 14
" Cornes, per lb.	0 10	0 11
Hungarian	0 13½	0 15

Almonds, 1-crown selected, per lb.	0 55	0 37
" 3-crown	0 32	0 34
" 2-crown	0 31	0 32
" (in bags), standard, per lb.	0 27	0 28
Cashews	0 15	0 17

Peanuts—		
American		
Coon, roasted	0 09	0 09½
Coon, green	0 08	0 08½
Diamond G, roasted	0 10	0 10½
Diamond G, green	0 08	0 09
Bon Ton, roasted	0 12½	0 13½
Bon Ton, green	0 11	0 11½
Sun, roasted		0 11
Sun, green		0 10
Spanish, No. 1	0 12	0 12
Virginia, No. 1	0 13	0 15
Pecans, jumbo	0 16	0 18
Extra large pecans	0 15½	0 17½
Pistachios, per lb.		0 75

Walnuts—		
Bordeaux halve, bright	0 24	0 36
Broken	0 28	0 30

Peel.—An advance of one cent a pound in peel has been announced this week, an evidence that supplies are not likely to show a surplus over the expected demand. Fall cooking and the anticipated

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Gal.—Currants, black, standard	5 27½	5 30
Gal.—Currants, black, solid pack	8 27½	8 30
2s—Currants, red, heavy syrup	2 27½	2 30
Gal.—Currants, red, standard	5 27½	5 30
Gal.—Currants, red, solid pack	8 27½	8 30
2s—Gooseberries, heavy syrup	2 21	2 27½
Gal.—Gooseberries, standard	7 10	7 02½
2s—Lawtonberries (blackberries), h. syrup	1 77½	1 80
2s—Lawtonberries, preserved	1 87½	1 90
Gal.—Lawtonberries, standard	7 02½	7 05
2s—Pineapple, sliced, heavy syrup	2 25	2 25
2s—Pineapple, grated, heavy syrup	2 25	2 25
2s—Pineapple, whole, heavy syrup	2 25	2 25
3s—Pineapple, whole, heavy syrup	2 32½	2 35
2s—Raspberries, black heavy syrup	2 25	2 25
2s—Raspberries, black, preserved	2 35	2 37½
Gal.—Raspberries, black, standard	7 25	7 27½
Gal.—Raspberries, black, solid pack	9 50	9 52½
2s—Raspberries, red, heavy syrup	2 25	2 27½
2s—Raspberries, red, preserved	2 25	2 27½
Gal.—Raspberries, red, standard	7 25	7 27½
Gal.—Raspberries, red, solid pack	9 50	9 52½
2s—Rhubarb, preserved	1 24	1 55
3s—Rhubarb, preserved	2 27½	2 30
Gal.—Rhubarb, standard	3 52½	3 75
2s—Strawberries, heavy syrup	2 05	2 25
2s—Strawberries, standard	7 25	7 27½
Gal.—Strawberries, solid pack	9 50	9 24

VEGETABLES

2s—Beans, red kidney	1 15	1 00
2s—Beans, hi od red Simcoe	1 30	1 30
3s—Beans, whole, blood red Rosebud	1 35	1 40
3s—Beans, sliced, blood red Simcoe	1 40	1 40
3s—Beans, whols, blood red Simcoe	1 55	1 55
3s—Beans, whole, blood red Rosebud	1 40	1 40
3s—Cabbage	1 10	1 10
2s—Carrots	1 10	1 10
3s—Carrots	1 67½	1 67½
2s—Cauliflower	2 10	2 10
3s—Corn	1 05	1 10
2s—Corn, fancy	1 07½	1 10
Gal—Corn on cob	4 80	4 80
3s—Corn on cob, golden dwarf	1 80	1 80
2s—Parsnips	1 15	1 30
3s—Parsnips	1 30	1 30
Gal—Pumpkins	3 12½	3 12½
3s—Squash	1 15	1 15
Gal—Squash	3 35	3 35
2s—Succotash	1 15	1 15
2s—Tomatoes	1 60	1 07½
3s—Tomatoes	1 75	1 75
Gal—Tomatoes	4 80	4 80
3s—Turnips	1 15	1 15

Group B is 2½ p.c. less than Group A.

2s—Asparagus Tips	2 52½	2 55
2s—Beans, crystal wax	1 10	1 25
2s—Beans, golden wax, midget, Auto brand	1 30	1 30
2s—Beans, golden wax	1 10	1 25
3s—Beans, golden wax	1 37½	1 40
Gal—Beans, golden wax	4 25	4 25
2s—Beans, refugee or valentine (green)	1 10	1 25
3s—Beans, refugee (green)	1 37½	1 40
2s—Beans, refugee midget, Auto brand	1 31	1 31
2s—Peas, extra fine sifted size 1	1 75	1 77½
2s—Peas, sweet wrinkle, size 2	1 40	1 40
2s—Peas, early June, size 3	1 30	1 30
2s—Peas, standard, size 4	1 30	1 30
2s—Spinach, table	1 27½	1 30
3s—Spinach, table	1 77½	1 80
Gal—Spinach, table	5 30	5 32½

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

ONTARIO MARKETS.

POINTERS—

Tea—Higher.
Valencia Raisins—Firmer.
Peels—High.
Rangoon Rice—10c higher.

Toronto, Nov. 16.—In the amount of new business, there is perhaps not so much briskness present this week in wholesale circles. However, jobbers are busy in getting out goods which have been ordered ahead. Some firms have been particularly busy this week in rushing out goods that must go before the close of navigation. Collections are generally termed fair.

There are still many complaints from wholesalers of slow delivery of goods by the railroads, putting them to considerable inconvenience.

Sugar.—The sugar market at the moment is holding fairly steady. Indeed European beet quotations are somewhat higher than a week ago. Raws in New York are however shaping more towards the level of quotations for new crop cane. The price of refined in New York has been reduced considerably in order to conform to the raw sugar market, but there has been no change in Canadian prices. The fact of the matter is that United States prices have to come down a good deal in order to reach the level of Canadian figures. When local prices will be affected is a matter of conjecture. Trade is normal to light, as high prices are no doubt curtailing demand to some extent.

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

Syrup and Molasses.—The cooler weather is beneficial to the syrup trade and those retailers who are featuring it are finding a ready response from customers. This briskness is passed on to the wholesale trade. Molasses show no change in price. Present quotations seem to be well within the ideas of wholesalers. Perhaps the trade in this line is normal for the season, but the same big demand found in other districts is not present here.

Syrups	Per case	1/2 gals., 24 to case	5 40
2-lb. tins, 2 doz		1/2 gals., 24 to case	3 00
in case	2 40	Maple Syrup—pure	
5-lb. tins, 1 doz		Gallons, 6 to case	6 60
in case	2 75	Gallons, 12 to case	7 25
10-lb. tins, 1/2 doz		Quarts, 24 to case	7 25
in case	2 65	Pints, 24 to case	4 00
20-lb. tins, 1/2 doz		Qt. bottles, 12 to case	3 50
in case	2 60	Molasses, per gal—	
Barrels, per lb.	0 03½	New Orleans	
Half barrels, lb.	0 03½	medium	0 30 0 35
Qtr. barrels, lb.	0 03½	New Orleans	
Pails, 3 1/2 lbs. ea.	1 75	barrels	0 28 0 32
Pails, 2 1/2 lbs. ea.	1 25	Barbados, extra	
Maple syrup—Compound		fancy	0 45
Gallons, 6 to case	4 80	Porto Rico	0 45 0 52
1/2 gals., 12 to case	5 40	Muscovado	0 30

Dried Fruits.—With but an odd exception the market on dried fruits both here and at primary points holds a position of steadiness. Indeed this steadiness in some cases has turned into considerable strength. Valencia raisins are prominent in this regard. Since the opening prices, values in the primary market have advanced about 2½ cents per pound. Locally the situation is one of firmness. Currants are also holding steady.

Peels are also quite high in price. Supplies do not seem to be overly large. Citron is held higher this week at 15 to 17 cents.

Prunes at coast points are strong as are also apricots and peaches. Seeded raisins, however, continue to ease off.

The first steamer with dates has not arrived as speedily as expected, being detained by stormy weather on the Atlantic. One broker pointed to the increased use of dates in this country as well as the fact that they are a summer as well as a winter seller now, this being made possible by the package article. He reported a big demand from May until November, whereas previously there was little or no demand during these months.

Apricots—			
Choice, 25 lb boxes	0 23	0 24	
Fancy	0 23	0 25	
Candied Peels—			
Lemon	0 10 0 11	Citron	0 15 0 17
Orange	0 10 0 12½		
Figs, 2 to 2½ inches, per lb.	0 12½	0 13½	
Tapioca	0 04½	0 05½	
Bag figs	0 04½	0 07	
Dried peaches	0 17	0 18	
Dried apples	0 09	0 09½	
Evaporated apples	0 11		
Currants—			
Fine Filiatras	0 07½ 0 08	Vostizzas	0 10 0 12
Patras	0 08 0 08½		
Uncleaned ½ cent less			
Raisins—			
Sultana	0 11 0 12		
fancy	0 12 0 13		
extra fancy	0 14 0 16		
Valencia selected	0 08 0 08½		
Seeded, 1 lb packets, fancy	0 10		
16 oz. packets, choice	0 09½ 0 09½		
New Dates—		Package dates,	
Halloweens—		per lb.	0 07½
Full boxes	0 07½	Fards choicest	0 09½ 0 10½
Half boxes	0 08		

Tea.—Tea values continue on the ascendancy and this has been more marked of late. A local tea firm reports that on Oct. 14 the tea market in London, Colombo and Calcutta advanced a full half pence per pound. On the 21st, it went one farthing higher, while at last Tuesday's auction it advanced a further half pence, making a two and a half cent a pound increase in three weeks. "Before this last half pence advance," says this firm, "London circulars said that teas were higher than they have been for 25 years."

The fall is coming on early in India, thus adversely affecting the quality of the tea produced from now on, which will also add somewhat to the firmer tendency.

Another report says: "Finest tippy sorts, now in much smaller compass than was the case at the end of September, are, in a great number of instances, 1d. to 2d. per lb. dearer than then. In some cases, invoices now selling are literally pence per pound inferior for tip and quality, but are realizing almost identical prices."

Coffee.—While coffee options continue to shoot up and down, the spot market both here and at the big coffee centres holds a steady position. There are no special features.

Chicory is considerably higher at present than in normal times and prices are well maintained. This commodity comes from Europe. A month or so ago, opening prices lower than had been

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ruling were named, but before they really reached buyers they were cancelled, and a figure well maintaining present prices was named. Thus is shown the state of the market.

Rice, roasted.....	0 22	0 23	Mocha, roasted.....	0 30	0 2
Green Rio.....	0 20	0 21	Java, roasted.....	0 32	0 35
Santos, roasted.....	0 24	0 25	Mexican.....	0 27	0 28
Maricao,	0 24	0 25	Guatemala.....	0 24	0 25
Bogotas.....	0 26	0 27	Jamaica.....	0 24	0 25
			Chicoory.....	0 12	

Spices.—Spice prices are unchanged but on the whole steady. Nutmegs and ginger are most prominent in this behalf. Pepper holds well. New crop cloves point downward, but they are some distance away as yet. Trade is moderate.

	Thf	1/2 lb. pcks.	1/2 lb. cts
Allspice.....	15-18	60-70	70-80
Cassia.....	24-32	85-115	95-125
Cayenne pepper.....	22-31	80-105	90-115
Cloves.....	22-29	75-90	85-110
Cream tartar.....	28-30	90-100	
Curry powder.....	25-30		
Ginger.....	22-24	65-85	75-95
Mace.....	50-55		4-2 1/2
Nutmegs.....	39-60	90-100	1 00-1 50
Peppers, black.....	22-30	67-75	8-9 1/2
Peppers, white.....	29-30	90-1 00	1 05-1 15
Pastry spice.....	17-27	65-95	75-110
Pickling spice.....	18-22	75-90	75-90
Turmeric.....	16-19		

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

Rice and Tapioca.—The strength of the rice market was well pointed out in our last issue. This week an advance of 10 cents per cwt. in Rangoon and standard B is announced. Those who followed the advice given in past few months will have found it profitable. Since the middle of August there has been an advance of 75 cents per cwt.

Trade is fair considering the present high prices.

Standard B, from mills, 500 lbs. or over, f.o.b.		
Montreal.....	3 65	
Rice, standard B.....	3 75	
	Per lb.	
Rangoon.....	0 03 1/2 0 04	
Fancy Rangoon.....	0 05	
Patna.....	0 05 1/2 0 06	
Japan.....	0 05 0 07	
Java.....	0 06 0 07	
Carolina.....	0 08 0 10	
	Sago, medium	
	brown.....	0 05 1/2 0 06
	Tapioca.....	
	Bull's, double	
	cast.....	0 08
	Medium pearl.....	0 06 1/2 0 07
	Flake.....	0 08
	Seed.....	0 06 1/2 0 07

Nuts.—New crop almonds have arrived. Prices are quite high and the market is firm. Walnuts will not be in until the end of the month. Present stocks here are pretty well cleaned up. The yield of walnuts this year is said to be quite good and prices will be a little lower than last year. Brazils are scarce and high, being several cents above the price ruling at this time last year. Peanut prices have been issued and while they are just slightly higher than last year's opening price, they are below the values that have been ruling during the past few months.

Almonds, Formigetta.....	0 16
" Tarragona.....	0 15 1/2 0 16
" shelled.....	0 36 0 38
Walnuts, Grenoble.....	0 16 1/2 0 17
" Bordeaux.....	0 15
" Marotta.....	0 15 0 16 1/2
" shelled.....	0 38 0 40
Fliberts.....	0 12 0 12 1/2
Pecans.....	0 18 0 20 1/2
Brazils.....	0 18 0 19
Peanuts, roasted.....	11 0 14

Beans.—There is no change in bean prices. The market appears steady.

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

MANITOBA MARKETS.

POINTERS—

Syrup.—Weak.

Molasses.—Steady.

New Figs.—Supplies arrived.

Winnipeg, Nov. 16.—During the last three days a severe storm has passed over the entire West leaving a coating of anywhere from five to six inches of snow throughout the country. The result is, that threshing operations have been seriously handicapped, and considerable loss is looked for by those farmers who have grain yet to be threshed. In spite of these conditions, however, trade in general lines continue to be active, and shipments are going out steadily just as usual. Practically all the rivers are frozen over, and sleighing will be general in a short while, many waiting at the present time to see whether winter really intends to set in or not, at present.

Travelers have been able to move quite freely, however, as the storm was not severe enough to delay trains and block roads, and as a result, those farmers who had their grain threshed during the fine weather have been hauling their wheat to the elevators, and taking home large supplies from the grocery store. The result is, that the tone of the trade is healthy, and many of the notes which were held over a month or two by wholesalers have been taken up, and it would appear as if they will all be looked after. However, one or two firms report that their collection department has not by any means cleared up past debts yet.

Sugar.—The sugar market continues to remain weak, and the reduction in prices which was expected last week has not taken place. Stocks of sugar in the city are low, and as one wholesaler stated this morning, jobbers could not afford to load up with supplies with the market in the present condition. The reduction is looked forward to daily, and is confidently expected that they will be prevailing next week.

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

Syrup and Molasses.—There is nothing new in these lines, prices remaining steady, and showing no signs of declines as yet. The demand is reported to be holding firm, and while no exceptional boom is expected this year, it is the

opinion that the increased trade will take place in these lines.

Syrups—	
24 2-lb. tins, per case.....	2 33
12 5-lb. tins, per case.....	2 08
6 10-lb. tins, per case.....	2 56
3 20-lb. tins, per case.....	2 57
Half barrels, per cwt.....	4 00
Barbadoes molasses, in half barrels, per gallon.....	0 62
New Orleans molasses, half barrel, per gallon.....	0 45
New Orleans molasses, per barrel, per gallon.....	0 47

Dried Fruits.—New figs have arrived on the market and are being offered at fairly firm prices, namely the 10 cent basis. The quality is exceptionally good and the wholesalers report that a good trade should be noticed in these lines. Other lines remain steady, the decline in new prunes having not taken place as yet, while the Valencia raisins are still quoted at the \$1.75 basis.

New prunes.	Per lb.	Valencia raisins.
90-100s, 25, s.p.....	0 05 1/2	Fine on stocks, 28s,
90-100s, 10s, s.p.....	0 04 1/2	s.p., per box.....
80-90s, 25s, s.p.....	0 09	Fine selected, 28s,
80-90s, 10s, s.p.....	0 10	s.p., per box.....
70-80s, 25s, s.p.....	0 09 1/2	4 crown layers, 28s,
70-80s, 10s, s.p.....	0 11	s.p., per box.....
60-70s, 25s, s.p.....	0 10	4 crown layers, 14s,
50-60s, 25s, s.p.....	0 10 1/2	s.p., per box.....
40-50s, 25s, s.p.....	0 11 1/2	4 crown layers, 14s,
		s.p., per box.....
		No plus ultra, 28s,
		s.p., per box.....

New Figs—	
Camel 3-crown table figs.....	0 10
" 4-crown table figs.....	0 11
" 5-crown table figs.....	0 11 1/2
" 6-crown table figs, about 10 lbs.....	0 12 1/2
" 6-crown table figs, about 50 lbs.....	0 12 1/2
" 7-crown table figs, about 150 lbs.....	0 12 1/2
" 8-crown table figs, about 10 lbs.....	0 10

Evaporated Apples.—Conditions remain unchanged from prices quoted last week, and just a steady trade is being done in this line. Prices are still on the basis of 11 and 11 1/2 cents per pound.

Brazil Nuts.—Owing to a shortage of crops at the source, Brazil nuts have advanced this week to 18 cents. The stocks are fairly low and the demand is being increased with the Christmas season drawing near. It is expected that a large trade will be done this year. Shelled walnuts are also in good demand, and are being quoted at the present time on the 36 cent basis.

Coffee.—The coffee market is perhaps strongest of any prevailing at present time, as it shows absolutely no signs of declining. Standard Rio is rather scarce, and is quoted as high as 17 1/2 to 18 cents by some dealers. The prevailing price, however, may be taken as the former. All other coffee lines are strong and further advances are looked for.

Coffee, standard Rio, 0 17 1/2	Coffee, choice.....	0 17
	Coffee, extra choice.....	0 18 1/2

Beans and Peas.—The market is easy this week, but no reduction has taken place in prices prevailing last week. As stated before, stocks in the city are large enough to supply the demand for the present time at any rate, and until these begin to decrease in size to any extent, it is not expected that any tightening of the market will be noticed.

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

WINNIPEG.

Fresh Fruit.—Several new lines have been offered trade during last week, in-

trade will

.....	2 33
.....	2 68
.....	2 57
.....	4 00
.....	0 62
.....	0 45
.....	0 47

have arrived g offered at the 10 cent ionally good that a good these lines. en decline in en place as ins are still

.....	0 10
.....	0 11
.....	0 11 1/2
.....	0 1 1/2
.....	0 1 1/2
.....	0 1 1/2
.....	0 1 1/2
.....	0 1 1/2
.....	0 1 1/2
.....	0 1 1/2

tions remain d last week, being done on the basis and. shortage of nuts have ad- s. The stocks and is being tmas season ted that a s year. Shell- demand, and sent time on

t is perhaps g at present y no signs of is rather gh as 17 1/2 to The prevail- taken as the es are strong oked for.

.....	0 17
.....	0 18 1/2
.....	2 45
.....	2 55
.....	2 65
.....	2 60

w lines have ast week; in-

cluding California navel oranges at \$5 per case, Montana crab apples at \$2 to \$2.25 per case, Malaga grapes, \$6 per keg; Washington pears, \$4.25 per keg; and Florida grape fruit at \$6.50 per case. Some other lines show sharp advances with the arrival of snow, Valencia oranges going up to 50 cents to 75 cents per case. Cape Cod cranberries are off the market, but their place has been taken by Jersey cranberries at \$12 per barrel.

Bananas, bunch.....	2 75	3 50
Valencia oranges.....	0 75	6 00
Cal. navel oranges, per case.....	.....	5 00
California lemons, crate.....	.....	7 00
Mont. crab apples, per box.....	2 00	2 25
Cal. To-ay grapes, case.....	.....	2 50
Malaga grapes, per keg.....	.....	6 00
Jersey cranberries, bbl.....	.....	12 00
Washington pears.....	4 25	.....
Florida grape fruit, per case.....	.....	6 50
Apples, assorted Canadian varieties, per bbl.....	4 50	5 50

Green Vegetables.—This week shows a general advance of about 5 cents per dozen in native grown lines that are on the market. The supplies of many home grown vegetables have been completely exhausted, and, as a result, imported goods are taking their places. Those lines which have been brought in from the south, are mint, onions, lettuce, head lettuce, and cucumbers, and consequently prices have advanced considerably. The greatest change is noticed in mint. Lettuce also shows an increase from 25 cents to 40 cents per dozen. Other lines show similar advances. Celery is of course in great demand, and between two to three car loads are brought in every week in Winnipeg from Michigan. This is causing considerable attention, and the government, it is reported, will endeavor to do something in the near future to encourage the growth of this line, as ideal soil can be found within a few miles of Winnipeg.

Native parsley, per doz.....	0 3
Native lettuce, per doz.....	0 30
Native watercress, doz.....	0 35
Native radishes, per doz.....	0 35
Native celery, doz.....	0 40
Imported mint, per doz.....	0 60
Imported onions, doz.....	0 40
Imported lettuce, doz.....	0 40
Imported head lettuce, doz.....	2 00
Imported cucumbers, doz.....	3 00
Native Brussels sprouts, lb.....	0 25
Native vegetable marrow, doz.....	0 75
Native pumpkins, per lb.....	0 01 1/2
Native citron, lb.....	0 02
Native hubbard squash, lb.....	0 02

Potatoes.—Although not actually quoted higher, there is a stiffer feeling in the potato market, and receipts in car lots are limited. The sharp weather which arrived last week caught many cars in transit, and as a result they have had to be picked over, resulting in severe shrinkage. Shippers who do not like to be caught like this are consequently a little nervous, and receipts during the last few days have been light. If the cold weather has set in definitely, it will no doubt have the effect of advancing prices.

Manitoba, 5 to 10 bus.....	0 70
Manitoba, 10 to 20 bus.....	0 70
Buying price, carlots, f.o.b. Winnipeg.....	0 50
Virg. sweet potatoes, bbl.....	4 25
Jersey sweet potatoes, bbl.....	6 50

WINNIPEG.

Butter.—Creamery butter has taken an advance of 4 cents per pound during last two weeks, and Manitoba fresh made creamery bricks are now quoted at 34 cents per pound, and boxes at 33 cents. Manitoba storage boxes are quoted at 29 to 30 cents. Supply of milk is inadequate to demand, and as a result, several hundred gallons are brought in daily from Minneapolis. Supply of dairy butter is also very light, but prices have not advanced, quotations being:—Strictly No. 1 delivered Winnipeg, 21 cents per pound; No. 2 delivered Winnipeg, 18 cents; No. 3, 15 1/2 cents per pound; and No. 4, 13 1/2 cents per pound.

Eggs.—Eggs have also advanced; 25 cents per dozen now being offered to shippers. Guaranteed strictly fresh laid are retailing at 60 cents per dozen in the city, and will go higher if a severe winter prevails.

NEW BRUNSWICK MARKETS.

St. John, Nov. 16.—Not for many months has the market been so quiet as has been the case during past week, when practically no changes of importance took place, with exception of anticipated advance in molasses. Several weeks ago a local wholesaler predicted that before Christmas molasses would be selling at 40 cents, and his prophecy has been realized more than a month ahead of the allotted time. It has become known that stocks are much lower than was thought at first, and because of this, an increase of 4 cents has taken place during the week. In casks, fancy Barbados is now bringing 40 cents, and wholesalers are none too willing to dispose of more than two or three casks at less than 41 cents. On account of scarcity of Barbados, it is believed quite possible that before next February or March, when new molasses comes on the market, further increase will have been made.

Bacon.....	0 15	Eggs, henery.....	0 28	0 30
Beans, hand.....	.....	Eggs, case.....	0 23	0 24
picked, bus.....	2 50	Fin. Haddies.....	4 40	4 50
Beans, yellow.....	.....	Fish, cod, dry.....	6 25	6 50
eye, bus.....	2 60	Flour, Manitoba.....	6 45	6 50
Butter, dairy.....	0 21	" Ontario.....	5 60	5 65
lb.....	0 21	" ".....	.....	0 15
Butter, creamery, lb.....	0 24	Lard, compound.....	.....	0 11
" ".....	0 24	" ".....	0 11	0 11 1/2
Buckwheat, west, gray, bag.....	2 65	" ".....	0 12 1/2	0 13
Cheese, new, lb.....	0 15 1/2	" ".....	.....	4 50
Currants, 1's, lb.....	0 08 1/2	" ".....	.....	4 50
Canned goods—	.....	" ".....	.....	0 40
Beans, baked.....	1 15	" ".....	.....	5 75
Beans, string.....	1 02 1/2	" ".....	.....	6 35
Corn, doz.....	1 00	" ".....	.....	22 00
" ".....	1 20	" ".....	.....	22 50
" ".....	1 25	" ".....	.....	21 25
" ".....	1 30	" ".....	.....	1 50
" ".....	1 80	" ".....	.....	0 10 1/2
Peaches, 2's, dozen.....	1 95	" ".....	.....	0 03 1/2
" ".....	3 00	" ".....	.....	7 75
" ".....	3 05	" ".....	.....	7 25
Raspberries, dozen.....	2 05	" ".....	.....	6 10
Strawberries.....	1 85	" ".....	.....	5 90
Tomatoes.....	1 75	" ".....	.....	5 80
Clams.....	4 00	" ".....	.....	5 50
" ".....	5 25	" ".....	.....	5 50
" ".....	1 80	" ".....	.....	7 00
" ".....	3 75	" ".....	.....	6 10

LIKE COLLECTION DEPARTMENT.

British Columbia Dealers Getting After the Slow Pays.

Vancouver, B.C., Nov. 16.—(Special)—The collection department, established in connection with the Vancouver Retail Grocers' Association, is proving quite a success. Lots of business is being turned in and department will be self-sustaining, besides giving better returns to the dealers. This is one of the best propositions that the association has taken up, they claim. In the first place, before the account is turned in, notice is sent to the customer, and the fact that official collection will be made, with perhaps an added cost, often influences prompt payment. With a central department, too, the work can be done much better and cheaper, and a tab kept on those who do not pay.

This department will be of great assistance to association work, and R. D. Dinning, the secretary, is making an effort to have the other retail dealers send in their lists of collection. This will mean that at the central office will be the names of all those who buy from both hardware dealers and grocers, and who do not pay promptly. Mr. Dinning is secretary of both the Grocers' and Hardwaremen's Associations, and this joint list will include most of the people in the city who are prone to let merchants wait, while they spend money in something else.

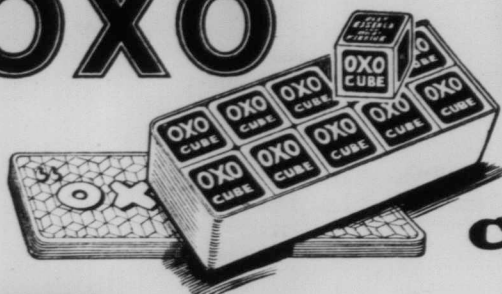
The Retail Grocers' Association here is active, and that such good work is being done, is causing the merchants to take an interest in it. Since Thomas Duke has retired from the presidency, owing to his having sold out his business, Walsh has been elected to the principal chair.

WHOLESALE TALK TO RETAILERS.

London, Ont., Nov. 16.—(Special)—The Retail Grocers' Association held a successful smoker last Wednesday night in Duffield Hall. Speeches were made by a number of wholesale grocers, including Wm. Turnbull of Edward Adams & Co., Jno. Dillon, of A. M. Smith & Co., Jno. Garvey, and A. McPherson, of Elliott, Marr & Co.

They explained the folly of price-cutting, and urged the retailers to have more confidence in each other. Cyril Hayes, former secretary of the association, gave a recitation. Solos were given by Messrs. Dreunan and Webb. President McLeod was in the chair. Harry Ranahan moved a vote of thanks to the wholesalers for their good advice. Thos. Shaw in seconding it, urged the grocers to turn out to all the meetings and discuss all the numerous grievances that crop up from time to time.

OXO



Commands Large Winter Sales in cubes —The Right Amount for a cupful

Now is the time to place your heaviest winter orders through your jobber or direct. There is a large demand for **OXO Cubes**. Its high qualities as a food are being told the public in extensive advertising. Its wide range of usefulness in the kitchen is becoming more widely known daily.

Suggest it to your customers—once they try it, you will find it will be the means of many repeat orders.

You can build up and increase a very ready turnover with this line that will mean extra business and extra profit. Your customers are satisfied, and you are handling an easy, attractive and well packed article. There is no article that can compete with it. Get your share of our business.

PUT UP IN 10c. and 25c. BOXES

CORNEILLE DAVID & CO.

25 Lombard St., TORONTO 334 Clarence St., LONDON, ONT.
52 Nicholas St., OTTAWA 41 Common St., : MONTREAL
ST. JOHN, N.B.

CURRANTS

We are proprietors of

“AFRODITE” brand, the best AMALIAS
currant on the market,
“NAUSICAA,” fine FILIATRA dry,
cleaned, carton currants,
“VICTORIA,” fine FILIATRA dry,
cleaned, carton currants,

and importers and distributors of
Highest-grade PATRAS and VOSTIZZA
currants.

We aim to give the trade the best grades
of currants obtainable from season to season.
We solicit the opportunity to quote on
your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

JAMES S. MacDOUGAL, London
A. B. LAMBE & CO., Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax
W. H. ESCOTT CO., Winnipeg, Man.
McKELVIE & CARDELL, LTD.,
Calgary, Alberta
W. S. CLAWSON & CO., St. John, N.B.

GREEK CURRANT CO.

124 WARREN STREET NEW YORK
THE LARGEST CURRANT HOUSE IN GREECE



“The King of all Package Cheese”

This is what Meadow-Sweet is styled by a prosperous dealer.

He gave us a small trial order. Now he sells dozens a week and makes good profit.

MEADOW-SWEET : RETAIL 10c.

We are perfectly sure you can sell at least two packages a week to 90% of your customers. 20 cents a head is not much, but multiply the amount by the number of your customers. Nice total, eh?

FRESH, NIPPY, APPETIZING

Make it your leader. Others have done it.
Are now well pleased.

Meadow-Sweet Cheese Co., Montreal

AGENTS: Laing Bros., 307-309 Elgin Ave., Winnipeg, Man.
Fred Coward, 402 Spadina Ave., Toronto; W. Durance, Hamilton,
Ont.; Bellefeuille & Giroux, Three Rivers, Que.; Dominion Fish &
Fruit Ltd., Que.; Densult Grain & Provision Co., Sherbrooke, Que.;
McLeod & Clarkson, Vancouver, B.C.; W.A. Simonds, St. John, N.B.
Ottawa Cold Storage Ltd., Ottawa, Ont.

C. C. Koopman, Amsterdam—Rotterdam

Agent, Broker and Commission Merchant
in all kinds of Dried and Evaporated Fruits

Cable Address: "Nimrod, Amsterdam"
Post Box, Amsterdam, 149.

Cable Address: "Diana, Rotterdam"
Post Box, Rotterdam, 225.

Sundried and Evaporated Apples, Waste and Chops

a specialty. Correspondence and offers solicited. Liberal advances on consignments. Offers wanted f.o.b. shipping ports, payment against shipping documents in New York. Ask for reports about every article you wish to sell. Highest references on application.

ROYAL



SHIELD

BRAND

TEAS

Campbell Bros.

& Wilson, Limited WINNIPEG

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

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

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

TWO CENTS PER WORD

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

Montreal Traveler on Early Closing

Cites Case Where a Grocer is Being Discriminated Against—
Closes Two Nights When Other Merchants Selling Similar
Goods May Keep Open.

(By T. H. H.)

A down-town Montreal grocer discussed the early closing situation, so far as he is concerned, with the writer recently, and the conditions with which he has to contend are undoubtedly common to quite a number of the trade. He cited some experiences to illustrate the unfairness of compulsory early closing in particular cases. His store is closed on Wednesday and Thursday evenings. A few doors along the street is a nameless sort of a shop in which is sold cooked meats, canned goods, pickles, olives and cakes and confectionery. On the same side of the street at the corner is a Greek "confectionery" store. Here one may buy grapes, oranges, bananas, figs, dates, chocolates, nuts of all kinds and other lines the grocer carries. Across the street a restaurant sells all kinds of

liquids, but this grocer states early closing cuts off his chance of securing share of this trade. Then there is the small butcher shop which remains open as long as the proprietor desires and retails butter, eggs, canned goods, pickles, bacon, ham and other articles.

"About the only articles these stores do not handle are the dirty and heavy goods," said the grocer in question. "They do not carry molasses, coal oil, potatoes, sugar, soap, etc."

The authorities have accepted this grocer's license money to sell ales, wines and liquors, and yet he declares he must close his store on certain nights because he is a grocer. The Greek candy store, the provision man, the butcher and the provision-confectioner are all permitted to remain open. The grocer alone must close.

This situation may not strike upon a responsive chord in those grocers whose

business is finished at six-thirty. Some of the trade have little or no demand at night, and it would simply be a waste of money to keep lights burning for a few straggling customers. There is, however, the man who puts quite a dependence upon the custom that comes his way after six o'clock. In the city these grocers are more numerous than one might imagine.

The writer strongly favors early closing, but it is scarcely fair to legislate against the grocer and permit this horde of nameless shops to sell the very goods that form a large percentage of the grocer's stock and trade.

Women are

being converted to the "Fels-Naptha way" of washing every day in the year.

Won't you do your part by displaying Fels-Naptha soap and giving it the push of your salesmanship?



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

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

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

TEST US

Drop us a postal card.

Tell us your wants.

We have—

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

Also our condensed in cartons.

J. H. Wethey, Limited

ST. CATHARINES, ONTARIO

"THE MINCE MEAT PEOPLE."

There is Health and Strength in Every Cup of **EPPS'S COCOA**

The favorite with young and old. Delicious, fragrant, "Epps's" contains the maximum of nourishment in Cocoa. "Epps's" stands for excellence

EPPS'S MILK CHOCOLATE

of unsurpassed quality at a popular price.

Special Agents: WILLSON & WARDEN, Toronto.
J. W. GORHAM & CO. Halifax, N.S.

Manitoba: BUCHANAN & GORDON, Winnipeg
C. A. MUNRO, St. John, N.B.

No doubt the phenomenal growth and development of the Canadian West

have caused you much thought as to representatives in that fast growing and ready market.

We will represent you at each pulsating distributing centre. We have large track warehouses and ample storage accommodation for all classes of merchandise.

We will handle your products for you on a reasonable commission basis.

We have the experience, the business ability and the financial standing to do so successfully.

Let us advise you of the Western prospects of YOUR line—drop us a card and get in touch with us at once.

Much depends on it for you.

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

- ☐ RICE at 3½c per pound is good buying, in 100-pound bags and sacks of about 225 pounds. We purchased freely in this line several months ago when markets were more favorable.
- ☐ NEW CURRANTS, RAISINS, FIGS, PEELS, NUTS, now in stock at interesting prices.
- ☐ JAPAN TEA, very choice quality, early May pickings, in ½ chests of 80 pounds at 19c per pound. You will find this tea difficult to match in the regular way for less than 22c per pound.
- ☐ CEYLON and INDIAN BLACK TEAS, very choice cup quality, in ½ chests and chests, at from 17 ½c to 19c per pound.
- ☐ We get the business because we have the values.

R. SIMPSON & CO.,

Importers of Teas, Coffees, Spices, Etc. Wholesale Grocers.

29-31 Charles St.,

Hamilton, Ont.

One of our seasonable
Specialties

MINCEMEAT

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

ROYAL Brand—put up especially for
regular trade.

In all standard packages.

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

No other quite so good!

GUNNS Packers
Limited Toronto

MINCE MEAT

Purity is the first consideration in the
Mince Meat which we offer you.

Fresh Beef, Good Apples and Finest
Dried Fruits only are used in making it.

The most scrupulous cleanliness is
required in putting it up.

5-lb. tins; 12-lb., 25-lb. and 75-lb. pails.

MADE UNDER GOVERNMENT
INSPECTION

F. W. Fearman Co.
HAMILTON LIMITED

Reindeer-Jersey Evaporated Milk

(UNSWEETENED)



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

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



Truro,

Nova Scotia



"GLOBE" MACARONI

The Scientifically
Manufactured Food

makes good by its purity and high
quality.

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

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

A SPLENDID
STAPLE LINE

D. SPINELLI & CO.
MONTREAL REGISTERED QUEBEC

New Laid Eggs are Scarce and High

Production Small and Prices Soaring—Storage Stocks in Good Demand—Live Hogs Still Holding Firm Tendency Under Limited Supplies—Lard and General Provisions in Good Demand—Butter Holds Steady—Export Demand Has Fallen off.

If the housewife wishes to keep the cost of Christmas cake within reasonable amount, her recipe must call for only a limited number of eggs. This commodity at all centres has been advancing with marked rapidity for the new laid article, and now on the threshold of the big baking season, the price is not only high, but article itself is scarce. With the moulting season for the egg producers not quite past, the production is small. Storage stocks being more reasonable in price are in good demand, and the supplies laid away in past months are being well cut into.

Live hogs continue with the hardening tendency in price they assumed last week. Quotations are generally a little higher under more stinted supplies, and steady demand from packers. The high price of feed is said to have induced free deliveries of September and October, and there are those who hint this will be shown by small receipts later on.

The demand for provisions is on the whole fair. True, it is, that smoked goods are not getting the attention which was theirs in past months, but this is well made up by increased activity in other lines, most noticeably the heavier pork products. Lard is in good demand. This is attributed partly to the high price of butter, and partly to increased cooking, which the housewife at this season of the year indulges in.

Butter is holding a position of steadiness. Receipts are at present on moderate scale. In some districts the yield has been slightly increased, due to the closing down of cheese factories. The demand from England has fallen off of late on account of difference in values existing, but there is good domestic trade.

MONTREAL.

Provisions.—Slightly lower prices for pure lard are quoted this week. Lard is in good demand, a sign of more activity in the pantries throughout the country. Some lines of hams are a little lower also. Sales in these lines are not as heavy as earlier in the season, but are made up by heavier demand for pork, which during the winter is a leading "seller."

Pure Lard—	
Bases, 50 lbs., per lb.	0 19½
Cases, tins, each 10 lbs., per lb.	0 12½
" " " " 5 " "	0 12½
" " " " 3 " "	0 12½
Pails wood, 30 lbs. net, per lb.	0 12½
Pails tin, 20 lbs. gross, per lb.	0 11½
Tubs, 50 lbs. net, per lb.	0 12½
Tierces, 37½ lbs., per lb.	0 12
One pound bricks	0 13
Compound Lard—	
Bases, 50 lbs. net, per lb.	0 08½
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 09½
" " " " 5 " "	0 09½
" " " " 3 " "	0 09½

Pails, wood, 30 lbs. net, per lb.	0 09½
Pails, tin, 20 lbs. gross, per lb.	0 08½
Tubs, 50 lbs. net, per lb.	0 08½
Tierces, 37½ lbs., per lb.	0 08½
One pound bricks	0 10
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	24 00
Bean pork	17 50
Canada short cut back pork, bbl. 45-55 pieces	23 00
Heavy short cut clear pork, bbl.	22 50
Clear fat backs	23 00
Heavy flank pork, bbl.	22 00
Plate beef, 100 lb bbls.	7 10
" " 200 "	14 50
" " 300 "	21 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 11
Long clear bacon, heavy, lb.	0 10½
Long clear bacon, light, lb.	0 11½
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 11½
Large sizes, 18 to 25 lbs., per lb.	0 13
Medium sizes, 13 to 18 lbs., per lb.	0 14½
Extra small sizes, 10 to 13 lbs., per lb.	0 14½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 14
" " small, 9 to 12 lbs., per lb.	0 15½
Breakfast bacon, English, boneless, per lb.	0 14
Windsor bacon, skinned, backs, per lb.	0 16
Windsor roll bacon, boneless, short, per lb.	0 12
Boiled ham, small skinned boneless	0 24
Hogs, live, per cwt.	6 50
dressed, per cwt.	9 25

Eggs.—With new laid eggs as scarce as May flowers (almost), it is not remarkable that price is up to 50 cents a dozen. There is a fair demand, but there is an exceedingly limited supply. Selects quoted at thirty cents are of fair quality.

New laids	0 50
Selects	0 30
No. 1	0 26

Honey.—There is a steady trade in honey. It is of the usual order.

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

TORONTO.

Provisions.—About only feature of change in evidence this week is further tightening in live hog prices. Values this week are 40 cents per cwt. higher than a week ago, country point quotations ruling at \$6.40, as compared with \$5.75, but two weeks ago. This is only reflection of the change in size of arrivals during this period. Prices are steady at present figures.

Provision prices are unchanged. The demand for smoked meats is still slacker. On the whole, trade is fair, lard at present moving quite free.

Smoked meats—	
Light hams, per lb.	0 15 0 16
Medium hams, per lb.	0 14½ 0 15½
Large hams, per lb.	0 14 0 15
Backs, plain, per lb.	0 17 0 18
" pea meal	0 20
B breakfast bacon, per lb.	0 16 0 17
Roll bacon, per lb.	0 10½ 0 11
Shoulders	0 10½ 0 11
Pickled meats—1 cent less than smoked.	
Long clear bacon, per lb.	0 12 0 12½
Heavy mess pork, per bbl.	19 00 20 00
Short cut, per bbl.	21 00 22 00
Cooked hams	0 22 0 24
Lard, tierces, per lb.	0 11 0 11½
" tubs	0 11½ 0 11½
" compounds, per lb.	0 09 0 09½
Live hogs, at country points	6 40
Live hogs, local	6 75
Dressed hogs	9 00 9 25

Butter.—A little freer delivery of butter is reported, explainable by the closing of cheese factories in certain sections of country. However, receipts have not

been heavy enough to have any weakening effect on prices. In the face of good demand, values hold steady.

Per lb.	
Fresh creamery print	0 28 0 30
Creamery solids	0 27 0 28
Farmers separator Butter	0 26 0 28
Dairy prints, choice	0 25 0 27
No. 1 tubs or boxes	0 22 0 24
No. 2 tubs or boxes	0 19 0 21

Eggs.—New laid eggs are scarce article of diet at present time, and prices rule high. This week quotations range from 35 to 40 cents per dozen. Considerable storage stocks are moving out at the present figure.

Storage eggs	0 24 0 26
New laid eggs	0 35 0 40

Cheese.—About all that can be said of cheese is that prices are holding steady with nothing just at the moment pointing to any great change in either direction.

New cheese—	New twins	0 15½ 0 16½	
Large	0 15 0 17½	Old Stiltons	0 16½
Old cheese	0 17		

Honey.—Dealers' ideas of the value of comb honey are higher. No 1 comb is being generally held at \$2.50 to \$3 per dozen. Trade is on a moderate scale.

Clover honey, strained, 60-lb. tins	0 12
Clover honey, No. 1 comb, 14 oz. per doz.	2 50 3 00

Poultry.—There is not a great deal being done in poultry just now. Supplies seem to be adequate for the demand, although the quality is not always the

WE BUY

Poultry

Canadian Produce Co., Limited
113 Jarvis Street
TORONTO

FINEST

ENGLISH KIPPERS

AND

EUROPEAN GAME

Venison Exporters

CORRESPONDENCE INVITED

ROBERT ISAAC, Ltd.

23 Gt. CHARLOTTE ST.
LIVERPOOL, England

best to be desired. Prices rule about the same as a week ago.

The Canadian Produce Co. quote:—
Chickens, over 4 pounds each, crate fed and fat, dressed only, 14c. per lb.; chickens, well fed and plump, 11c.; ducks, young, 1911 hatched, over 4 pounds each and fat, 10c.; hens, fat, live only, 6c.; ducks, old, fat, 8c.; turkeys, young, over 7 pounds each, well fed and plump, 16c.; geese, young, over 7 pounds each and fat, 9c.; pigeons, live only, 20c. per pair. Good quality dressed poultry: Fowl, 9c. to 11c.; chickens, 12c. to 14c.; ducks, 12c. to 14c.; geese, 11c. to 12c.; turkeys, 17 to 20c.

Fowl, live. 0 06 0 8	Ducks, live. 0 10 0 1'
Chicken, live. 0 9 0 10	Geese, live. 0 69
	Turkeys, live. 0 15

E. A. White, Halifax, who has been representing the Surprise Soap Co., of St. Stephen, N.B., in Nova Scotia, for several years, will resign soon and move to Montreal to become sales manager of the Snap Co., Limited, manufacturers of Snap Hand Cleaner. Mr. White's many friends in and throughout the Maritime Provinces are wishing him every success. Snap is a good article, and under his management should boom greater than ever.—Advt.

CURRENT SITUATION FROM HEADQUARTERS

Strong Demand This Season—More Than 8,000 Tons Sent Abroad in Excess of This Time Last Year—Probable Size of the Crop.

Patras, Greece, Nov. 1.—Owing to the short crop of currants and an unusually strong demand from abroad—so far more than 8,000 tons have been shipped this season in excess of last year's by this time—the currant market has been almost throughout the season firm with prices advancing.

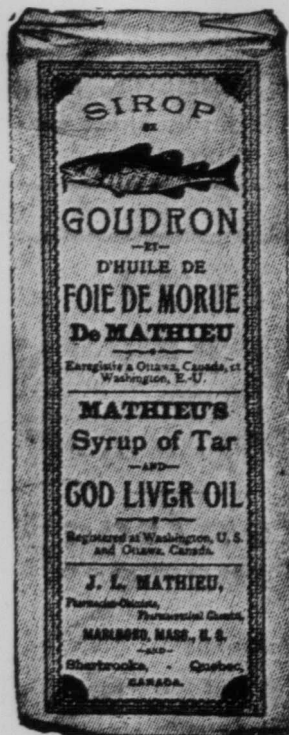
A peculiar feature this season is that owing to the specific weight of the currant on account of the big drought being particularly light and varying in the different districts, the size of the crop is not yet ascertainable, and may not be until the beginning of next year. Opinions vary between 148,000 and 160,000 tons. Adding thereto about 10,000 tons old stocks, and deducting about 40,000 tons to represent 35 per cent. retention tax on probable export of 115,000 tons, would mean a disposable quantity of about 118,000 to 130,000 tons, and of course with so small a crop the difference between the highest and lowest estimate is very material and large enough to cause two extreme effects.

It will depend upon the actual size of the crop and the demand shown abroad, what course our market will adopt in the future. Whilst after the enormous shipments made the market here may calm down somewhat, it seems to us that, if so, a re-improvement could be only a question of time.

THE STRONG TEA MARKET.

"Current reports on this market from India are exceedingly unfavorable," says a report on tea from London, England. "The output last month is considerably shorter of what was expected, and the estimate for this month is now eight million pounds, as against fifteen millions as expected. This is due to severe frost setting in, and it is feared that this season will fall much short of last year's returns. There are hardly any stocks in this country (England) and very little stocks abroad, and yet the demand is steadily increasing for Ceylon and India tea."

CURE YOUR CUSTOMERS' COUGHS



Sell them
MATHIEU'S SYRUP
OF TAR AND
COD LIVER OIL

They'll be thankful and you'll make a "little something"—and be happy also.

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

If they seem feverish, suggest Mathieu's Nervine Powders—the great headache remedy which, taken in connection with Mathieu's Syrup, helps to break up the cold.

Quaker Brand
SALMON

The Advent Season will be here in two weeks. This means extra fish consumption.

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

Orders will be filled in rotation as received.

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

Mathewson's Sons
WHOLESALE GROCERS
MONTREAL



Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

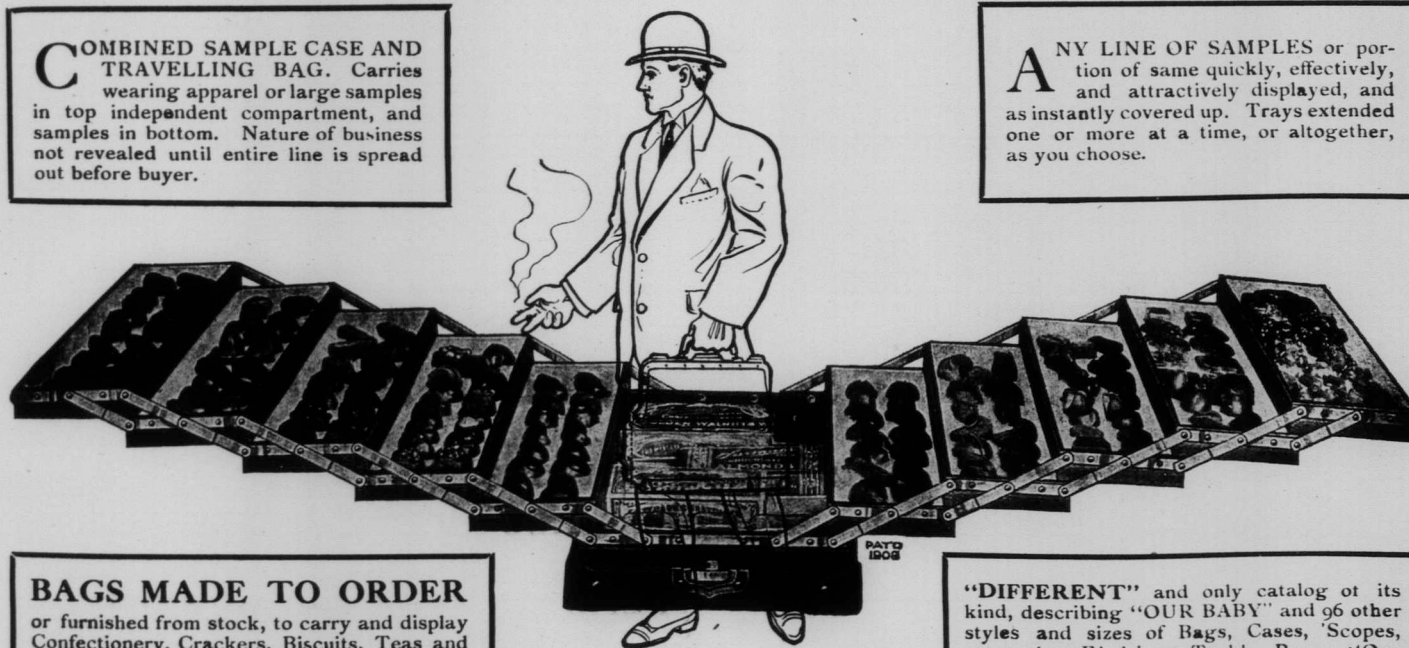
and recommend it to your customers for making scap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE**?



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

COMBINED SAMPLE CASE AND TRAVELLING BAG. Carries wearing apparel or large samples in top independent compartment, and samples in bottom. Nature of business not revealed until entire line is spread out before buyer.

ANY LINE OF SAMPLES or portion of same quickly, effectively, and attractively displayed, and as instantly covered up. Trays extended one or more at a time, or altogether, as you choose.



BAGS MADE TO ORDER

or furnished from stock, to carry and display Confectionery, Crackers, Biscuits, Teas and Coffees, Groceries, Seeds, All Package or Bottled Goods, Soaps or any line of samples whatsoever.

"DIFFERENT" and only catalog of its kind, describing "OUR BABY" and 96 other styles and sizes of Bags, Cases, Scopes, etc., also Fishing Tackle Bags, "One Piece" Leather and "One Piece" Fibre Traveling Bags.

"Our Baby" No. 1

CATALOG GLADLY SENT FREE ON REQUEST

KNICKERBOCKER CASE CO. Specialists and Original Designers

Fulton and Clinton Sts.

ESTABLISHED 1900

Chicago, U.S.A.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

"Elite"

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

Diamond

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

Ask your jobber.

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

SELLING AGENTS:

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



Carr & Co's Carlisle Biscuits

have a world-wide reputation, not only for quality, but also for the way in which they are put up. They are invariably packed for export in air-tight tins, and reach the retailer in the same fresh and crisp condition that they left the factory. Think what this means to you.

ORDER FROM YOUR NEAREST AGENT

CARR & CO. CARLISLE ENGLAND

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

TOMATOES

CANADIAN PACKED TOMATOES

TECUMSEH Brand
Guaranteed Standard Pack

In Car Lots, \$1.55 per doz.

Less than Car Lots, \$1.60 per doz.

F. O. B. Tecumseh, Ont. Terms: Net Cash against Documents. Immediate Shipment.

WRITE

National Preserving Co. :: Montreal

Export Trade in Flour Lacks Briskness

Canadian Millers Unable to Compete With British Millers Who are Getting Big Price for Offals and Can Offer Flour at a Lower Price—Home Trade Good—Wheat Market Shows Little Change—Visible Supplies are Increasing—Argentine Crop a Big Factor in World's Situation.

A good healthy state of affairs that should be pleasing both to retailers and millers apparently rules at the present time in domestic trade of both flour and cereals. The export side of business unfortunately is not so gratifying to the milling trade. In truth, trade in this direction is quite slow, dealers here contending that it is impossible to compete in prices with British millers, who are getting such a high price for their bran and shorts that they can under-price Canadian exporters on flour. Mills are still sold considerably ahead on rolled oats and are running full time in turning out the commodity.

The movements of wheat quotations on the different markets have not been in unison of late. At the beginning of the week Eastern Canadian markets weakened to some extent. This was in accordance with Liverpool, which also eased off, the favorable report from Argentine being the chief factor in bringing this about. Although with an undertone of nervousness, Winnipeg held steady while the Chicago market turned upward under the apparent smallness of the increase in visible supplies.

The Canadian visible wheat last week increased by 3,231,000 bushels as against an increase of 1,253,000 a year ago. Total Canadian visible wheat now is 13,965,000, against 13,222,000 a year ago. The wintry weather may possibly interfere with the receipts this week.

The Canadian supply of wheat is not being worked off for export with the rapidity that some expected. The Argentine crop is expected to have a considerable bearing on the world's situation. Conditions just at the present are favorable, but much will depend on what happens between now and its final ingathering near six weeks hence.

MONTREAL.

Flour.—Business is at its busiest. The market is reported steady with a heavy country demand. Mills have been working seven days a week a steady grind to supply flour and cereals for the present seasonable trade. There are no changes in prices to report.

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

Cereals.—Rolled oats are in good demand and it is stated that mills are working as much overtime as possible to provide supplies. In the many other kinds of breakfast foods, rolled oats seems to have lost no ground, par-

ticularly at this season. There is possibly a lighter demand during the summer months, but throughout the fall, winter and spring there is as much business as can be handled. The market is steady and prices remain unchanged.

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

TORONTO.

Flour.—Local trade in flour is considered quite good. Retailers who are pushing it find season favorable for its sale. The demand from millers is in proportion. Export trade is, however, dull, as prices are not on shipping basis. Local millers say they cannot compete with British millers on account of the remunerative price that the latter are getting for offals.

The wheat market is just a little easier in accordance with bearish tendencies abroad. The easiness is not, however, marked.

The movement of Ontario wheat is still slow. There is a considerable range of prices from 86 to 90 cents. Prices on Ontario flour are, therefore, quite firm.

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

Cereals.—The cereal markets are in a healthy state. Rolled oats are selling well, as are also other lines of cereals. Mills are still sold considerably ahead on the former line and are running full capacity in order to catch up. There is a general steady tendency.

Rolled oats, small lots, 90-lb. sacks.....	2 60
Rolled oats, 25 bags to car lots.....	2 50
Standard and granulated oatmeal, 95-lb. sacks.....	2 86
Rolled wheat, small lots, 100-lb. barrels.....	2 90
Rolled wheat, 5 barrels to car lots.....	2 75
Cornmeal, 100-lb. bags.....	2 00
Rolled oats in cotton sacks, 5 cents more	

TO RENEW STOCK FROM GROCER.

Editor Canadian Grocer.—Kindly discontinue my subscription to The Grocer for the time being, as I am leaving Dawson for good, but as soon as I am located will take it again.

Expect to go into business some place and will have to send for The Grocer before renewing stock. Can't get along without it.

FRANK J. MURPHY.

Dawson, Yukon.



PERFECTION Cream Sodas

Embody the first qualities of our absolutely perfect biscuit with their own crisp, palatable lightness and rich, creamy flavor. You, to be right with your customers, must give them the best value for their money. In doing this you are making a lasting name for yourself and giving your business a sure foundation.

Mooney's Perfection Cream Sodas will bring trade and keep it, besides allowing you a fair profit.

The MOONEY Biscuit & Candy Co. LIMITED

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

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



MAPLEINE (THE FLAVOR DE LUXE)

Sells Satisfies and Sells Again

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

The Crescent Mfg. Co. SEATTLE, WASH.

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



"Always The Same"

Milled from the very best wheat, with every advantage given by intelligent use of modern equipment,

ANCHOR BRAND FLOUR

is "always the same," of uniform excellence, the highest standard of flour quality.

Manfd. by Leitch Brothers Flour Mills,
Oak Lake, Manitoba, Canada

Apples! Apples!

GEORGIAN BAY DISTRICT

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

Georgian Bay District

The Quality is No. 1

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

WRITE AT ONCE

Lemon Bros.

Owen Sound, Ontario

Headquarters for Maple Flavor

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

Sold in bottles or in bulk.

Let us quote you prices and submit samples.

THOS. HENDERSON

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

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

TOO MUCH CREDIT BUSINESS WILL KILL YOUR PROFITS.

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

ALLISON COUPON BOOKS

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

HERE'S HOW THEY WORK:-



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

For sale by jobbers everywhere.

Allison Coupon Company
INDIANAPOLIS, IND.

Goods That Sell

You have more than one opportunity during the day to introduce high-class lines to your customers and a little energy on your part in this respect will pay you.

Italian Concentrated Tomato Extract

Here's a line that's a winner. Your customers will like it. Put in a stock and see how well it will sell.

Black and Green Olives

Always be in a position to meet all needs. BLACK OLIVES will appeal to the more particular.

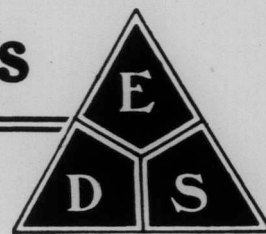
Roman }
Parmesan } **CHEESE**
Gorgonzola, } **FINE STOCK**
Caciavallo }
Swiss }
Imported Macaroni and Olive Oil, (Bertolli and Invictus brands.)

SAMPLES and PRICE LISTS on Application

H. E. VIPOND

197 St. Paul St. :: MONTREAL
We are headquarters for Green Fruits and Nuts of all kinds, Italian Peeled Tomatoes, Peas, Artichokes and String Beans.

The Cream of all Preserves



E.D.S. PRESERVES

afford you protection. You get good value by reason of their saleable qualities and good profit. Your customers get honest value for their money by reason of the **absolute purity** of all E.D.S. Products.

In these days of scrutinizing purity, E.D.S. goods will pass the most rigid test---their government brand of 100% pure carries enormous weight, but this is not all that commends them to the particular buyer of preserved purity. The attractive packing and the delicious flavor commend them for repeat orders.



MADE ONLY BY

E. D. SMITH

WINONA

ONTARIO

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

Flour Sense

is a sense very much like common sense, which comes to a grocer after a while, and tells him his best interests are served by handling only flour of whose quality and purity are known and proved.

“Laurentia,” “Daily Bread,”
“Regal,” “National.”

Four brands of unequalled purity; flour which will establish confidence and build you a steady flour sale.

The best dealers all over Canada are handling the St. Lawrence line of flour. Get in touch with us for a trial order.

The St. Lawrence Milling Co.
Limited
MONTREAL

CONCORD ANNING O.

We guarantee

- 1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
- 2 That fresh caught fish only are used in our canneries
- 3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
- 4 That we use the greatest care and cleanliness in the packing

CONCORD ANNING O.

We ask the consumer kindly to write us if dissatisfied

The above is an exact reproduction of our guarantee appearing on every tin of

Concord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer, See to your stocks.

Order From Your Wholesaler

R. S. McINDOE, Toronto
WATSON & TRUESDALE, Winnipeg
A. H. BRITTAIN & CO., Montreal
W. A. SIMONDS, St. John, N.B.
RADIGER & JANION, Vancouver and Victoria, B.C.

Navel Oranges Make Their Debut

First California Navels of Season Appear on Canadian Markets—Big Yield Expected in That State—Cranberries Moving Upward—Florida Grapefruit Coming Along Freely—Firmer Tendency in General Potato Situation—Firmer in Manitoba—Ontario Crop Short—Big Demand for New Brunswick Stock.

Advance shipments of California navel oranges have made their appearance on Canadian markets. Heavy shipments as suggested last week will not be in evidence until close on first of the month. Quality of the first arrivals is reported fair. They are a little later than last year, especially in the southern portion of the state. Florida oranges are moving out well.

Information from one source says that the crop of California oranges this year is expected to be nearly as large as last season, which was far in excess of other years. That is, present indications point to a heavy yield, unless unusually adverse weather conditions should prevail. The total shipment of oranges from California during the past year amounted to 39,630 cars, as compared with 28,317 cars the previous season.

Cranberries are soaring in price. Early in the season, reports from Cape Cod, the big producing section in the United States, indicated a big yield. Frost, however, considerably reduced the production, and now they are scarce and firm in price. Nova Scotia has this year been sending out a nice quality of cranberry, but supplies from that province are small. There is a duty of 25 per cent. on those coming from across the line.

The general position in potatoes is one of firmness, and prices at most centres have been taking on that tendency. Manitoba reports receipts more stinted of late, while cold weather has interfered with shipment. Crop in Ontario this year was exceedingly small, and does not measure nearly up to the demand. Already there have been large imports from New Brunswick and they still require to continue. New Brunswick reports big shipments westward, and one report says there is a feeling there will be no difficulty in disposing of the surplus of the potato crop. Dealers at the moment at any rate are holding firmly.

MONTREAL.

Green Fruits.—The market is rather uneventful. Apples are a feature of the trade, with quite a quantity of grapes selling. Oranges are beginning to come to the front. Other lines are in fair demand, but there is nothing unusual in the trade. Cranberries are receiving quite a share of attention.

Apples—	Lemons..... 3 #0 4 00
Spies 4 50 5 50	Limes, a box ... 1 25 1 50
Fameuse 3 75 5 00	Oranges—
Baldwins 3 75 4 50	Valencia..... 5 50 5 75
Bananas, bunch.. 2 00 2 50	Jamaicas, box... 2 75 3 00
Bananas, crated. 1 75 2 00	Sorrento..... 2 25 2 50

Coconuts, bags. 4 00 4 50	Mexican..... 2 75 3 00
Grape fruit, Florida, case..... 4 00	Pineapples—
Grapes, Malaga, per keg..... 4 50 5 00	Florida, case... 3 25 4 50
Grapes, Cal., box 2 10 2 75	Plums, California box..... 1 50 2 00

Vegetables.—There is a good general demand, but only a small percentage of the vegetable trade passes through the hands of wholesalers. Spanish onions are receiving quite a share of attention, and the business in domestic vegetables is large, with the retailer being the particular medium between producers and consumers.

Beans, green, hamper 3 00	Leeks, doz..... 1 50 1 75
Carrots, bag..... 0 90	Onions—
Cabbage, doz..... 0 75 0 80	Spanish, crate... 3 75 4 00
Celery, doz..... 0 50 0 60	Canadian reds, 160 lbs..... 3 00
Cranberries, Cape Cod, bbl..... 9 00 9 50	Sweet potatoes, per basket..... 1 75
Cranberries, N.S. 8 50	Montreal potatoes, new, bag. 1 15 1 20
Cucumbers, doz..... 0 60	Tomatoes, Canadian, box..... 0 60 0 75
Garlic, 2 bunches 0 25	
Green Peppers, bushel basket 1 75 2 25	

TORONTO.

Green Fruits.—First shipments of California oranges have arrived. A few car loads of fair quality stock came in this week. They are quoted at \$4 to \$4.50. Floridas are selling well just at the present time. Under the larger arrivals, there is a slightly easier tendency in lemons. Cold weather should help the sale of this line. Cranberries are firm and scarce, with prices getting to an almost prohibitive figure. They are now quoted at \$10 and higher per barrel.

Bananas..... 1 25 1 75	Grapes, Almeria per keg..... 5 50 6 50
Lemons—	Canadian pears, 11-qt. basket... 0 75 0 80
Messina, new crop 3 50 3 75	Grapes, small... 0 25 0 30
Limes, box..... 1 50	Grapes, California box..... 2 00 2 25
Oranges—	Cranberries—
S. Am. navels... 3 50 4 50	Cap. Cod, brl. 10 00
Florida..... 3 50 4 00	Apples, brl. 2 25 4 00
Late valencias... 4 00 5 50	Snowapples, brl 4 00 4 50
California navel's 4 00 4 50	Pineapples, case. 3 25 3 50
Can. tomatoes, 11-qt. baskets. 0 15 0 25	
Grapefruit, case 5 50 5 75	

Vegetables.—It will be remembered we mentioned in our last week's market that potatoes were firming up. The hint was well warranted. This week prices are about 10 cents per bag higher. New Brunswick are quoted at \$1.40 to \$1.45 and Ontario at \$1.30 to \$1.35. As stated before, crop in Ontario this year was small. Indeed, in some sections only about one-third the quantity of the previous year is reported. Large quantities have been coming in from New Brunswick, and in that province prices are steadily moving upward. The majority of dealers here look for a continuance of strength. "I look for potatoes to reach \$2 before spring," said one dealer. That is one opinion of the market. Others have less bullish views.

Sweet potatoes are also slightly firmer this week. Shipments of Valencia onions are not quite so free.

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

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. TORONTO
are Largest Receivers

EVERY

time you purchase a
box of

"St. Nicholas"

or

"Home Guard"

Lemons you are
getting the

B. L. O. E.

Best Lemons on Earth.

J. J. McCABE

AGENT

TORONTO, : : ONT.

Trade in general lines is fair.

Canadian beet, per bag... 0 75	Onions— Spanish, case... 3 50 3 75
Cabbage, Cana- dian, dozen... 0 50 0 65	Spanish, 1/2 cases... 1 85
Ca. rota, bag... 0 65	Canadian, 75-lb. bags... 1 85
Celery, per doz... 0 40	Potatoes, N. B. stock, bag... 1 40 1 45
Cauliflowers, dz. 0 60 0 75	Potatoes, Onta- rio, bag... 1 35
Green peppers, basket... 0 30 0 35	Sweet potatoes, barrel... 4 50 5 00
Parsnips, bag... 0 65 0 75	hamper... 1 50 1 45

FRESH TOMATOES

OUTDOOR GROWN

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

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

Good Shapes Good Color Clean and Firm
Every Crate Guaranteed

We can quote for Weekly Deliveries.

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

WEST INDIES FRUIT CO.

30 William Street, Montreal

LONG ISLAND NATIVE OYSTERS

In sealed tins, 1, 3 and 5 gallons. Oysters of delicious
flavor—large, clean and appetizing.

HADDIES, CISCOES, BLOATERS
FRESH, FROZEN AND SALTED FISH

WHITE & COMPANY, LIMITED

TORONTO and HAMILTON

WHOLESALE FRUIT AND FISH

FOR—

"Green Mountains,"

"Delawares"

or other varieties of

POTATOES

for SEED or
TABLE USE.

Bags or bulk in Cars.

Wire or Write

Clements Company,

LIMITED

ST. JOHN, - - N.B.

CALIFORNIA LATE VALENCIAS

For a real good eating Orange, order
VALENCIAS—they are sweet and full of
juice.

NEW CROP NAVELS

First arrivals due next week.

**CRANBERRIES, SWEET POTATOES,
SPANISH and DOMESTIC ONIONS**

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

GUELPH, ONT.

**All Ripe Oranges are Good, but
Florida Oranges are Best of All**

Parson Brown variety is
the earliest and sweet-
est orange known. Order

"PARSON BROWN"
FLORIDAS.

W. B. Stringer

THE RED MARK

FLORIDA
CITRUS EXCHANGE

ON EVERY BOX

If you do not have Parson
Brown, packed by the
Florida Citrus Exchange,
you have not the best.

Dis. Manager



Fish - Oysters



Cold Weather Beneficial to Fish Trade

First Wave of Winter Weather Improves Sales of Fish—
Handled Easier and Induces Dealers to Buy More Heavily—
Advent Close at Hand and Dealers Are Preparing for It and
the Winter Season's Business—Oysters Moving Freely.

The colder weather prevailing throughout the Dominion has been beneficial to the fish trade. It makes handling of this line easier work, and dealers are induced to buy more heavily, while others who at other times do not deal in fish are taking to it now. With Advent not far off, and with King Winter about to really assert himself, preparations are being made for fall and winter season's business.

Oysters are going out on liberal scale. Prospects are apparently bright.

The leading lines of fresh and frozen fish are in quite liberal supplies. New haddies, bloaters, kippers and smoked herring are arriving freely. The character of supplies are changing more from the fresh to the frozen article.

Nova Scotia sends out report that the herring catch along the south-western shore was the greatest ever known. Only small catches of mackerel are now being made. Codfish prices remain firm, and considerably higher than earlier in the season. About half of the Lunenburg catch has been disposed of and the balance is being firmly held. Reports from eastern provinces state that foreign markets for dried fish seem to be in better condition than for some time.

QUEBEC.

Montreal.—Colder weather will at least made the handling of fish an easier matter. The winter is about due to assert itself any time now, and the intervening few weeks to Advent should pave the way for a good trade during December. New supplies of halibut are more liberal, and the price is reduced a few cents. Fresh B.C. salmon is being offered now and Gaspe salmon of fine quality is quoted at 25 cents. Fresh mackerel is lower, and the leading varieties of fresh and frozen fish are in good supply. Skinless cod is scarce, and is higher in price. New haddies, bloaters, kippers, and smoked herring are arriving freely and selling well. There is a steady demand for oysters, a good business being generally reported.

FRESH

Bluefish, per lb.	0 15	Herring, each	0 03
Dressed perch, per lb.	3 10	Steak cod headless, per lb.	0 06
Dressed bull-heads, per lb.	0 10	Halibut, per lb.	0 10
Eels, fresh, each	0 25	Salmon, Gaspe.	0 25
Flounders, per lb.	0 08	Salmon, B.C., lb.	0 18
Mackerel, per lb.	0 10	Sea trout,	0 10
Haddock, per lb. 0 05	0 06	Sea bass, per lb.	0 12
		Smelts, fancy,	0 10
		Lake trout, lb. 0 10	0 12

FROZEN

Haddock,	0 04	Round red salmon, ...	0 10
Halibut, per lb.	0 09	Gaspe salmon,	0 18
Pike, round lb.	0 06	per lb.	0 18
Pike, dressed & headless, lb.	0 07	Quail salmon,	0 09
Steak cod,	0 05	No. 1 Smelts, boxes, 10 and 15 lbs. each.	0 07
Mackerel,	0 10	Whitefish, large, lb.	0 09
Dore or Pickerel	0 08	Whitefish, small,	0 06

PREPARED FISH

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

SALTED AND PICKLED

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

SMOKED

Smoked eels, per lb.	0 10
Bloaters, large, per box.	1 10
Haddies, fancy, 15-lb. boxes, per lb.	0 07
Haddies, fancy, 15-lb. boxes, per lb.	0 07
Filleta, fancy, 15-lb. boxes, per lb.	0 10
Herring, new smoked, per box.	0 18
Kippers, (fancy, large) per box.	1 25
Kippers (small)	1 00

SHELL FISH

Oysters, choice, bulk, Imp. gallon.	1 00
Oysters, bulk, selects.	1 00
Oysters, fancy caps, large bbls.	9 00
Malpeque Oysters, per bbl.	6 00 12 00
Solid meats—Standards, gal., \$1.70; selects, gal., \$1.90.	

ONTARIO.

Toronto.—Lower temperature especially at this time of the year is conducive to trade in the fish department. The cold weather of week has been beneficial. Retailers who are pushing fish and oysters are finding good results. Fresh halibut is now done, and the frozen is being sold. The fishing season for trout and whitefish is over, and the available supplies of the fresh article are about cleaned up.

FRESH CAUGHT FISH

Steak cod,	0 07	Fresh caught white, ...	0 13
Fresh halibut,	0 10	Fresh caught herring, ...	0 05
Perch,	0 06	Fresh caught haddock, ...	0 06
Fresh trout,	0 00		

FROZEN FISH

Gold eyes,	0 05	Red salmon, round,	0 10
Pike,	0 05	Sea herring, lb.	0 04
New Pink sea salmon,	0 09	Sea herring, 55-lb. bbl.	2 25
Whitefish,	0 10	Mackerel, lb.	0 12
Red salmon, headless and dressed,	0 11	Mullet,	0 04
Halibut,	0 09	Bluefish,	0 12

SMOKED

Kippers, per box 1 25	1 35	Cod, Imperial,	0 04
Bloaters, per box	1 25	Quail-on-toast,	0 07
Finnan Haddie, lb 08	0 09	Filleta of haddie	0 12
Digby herring, bundle	1 00	Cisco, es, basket,	1 25

PICKLED

Lake herring, per keg	4 00	Labrador herring, bbls.	8 00
Oysters, selects, gal	1 15	Labrad r herring, half bbls.	3 25
Oysters, standards, gal	1 55		

NOVA SCOTIA.

Halifax.—The catch of herring on the south-western shore (referred to in last week's Grocer), was the greatest ever known in that vicinity. Total catch was over three thousand barrels. There were enormous schools of fish all along the south-western shore, and in eight hours the fishermen in the vicinity of Clark's Harbor had landed fourteen hundred barrels. Large quantities of these fish were salted, the balance being disposed of for bait.

Small catches of mackerel are still reported at some points along the coast, the most of them being placed on the local market. The fish are large, and fat. Fresh mackerel are also reported fairly plentiful on the Boston market—and price is low.

Cold storage plants are now busy. Large quantities of cod and haddock are being received daily from Canso, Petite de Grat and Port Hood, most of which are made into smoked finnan haddies and cod fillets.

Codfish prices remain firm, and predictions are being made that they will go higher.

R. G. Blackburn has been appointed manager in Western Canada for W. G. Patrick & Co., and his territory comprises that bounded by Fort William and the Rocky Mountains. A branch has been opened at 110 James St., Winnipeg, in connection with which a spacious warehouse has been leased, and which is connected with convenient trackage facilities. Mr. Blackburn was formerly traveling representative for W. G. Patrick & Co., covering all western territory between the Great Lakes and the coast.—Adv't.

The West Indies Fruit Co., Montreal, have just received a cable from the West Indies, stating that a cargo of fresh tomatoes, open air grown, is on the way to Montreal. This company will be in the course of a few days in a position to supply the trade every week throughout the winter with the choicest tomatoes, everyone guaranteed sound, at a wonderfully low figure. It looks as if the retailers of Canada are now going to have the means of overcoming loss from crushed and decayed tomatoes.—Adv't.

No Sharks, No Whales

YOU don't need them, but you certainly require a choice selection of the finest fish every week—something that you can show your customers and sell them in a minute. Quick sales mean money quickly made. Be quick, before the best of the season is gone.

"CANADA" Brand Pure Boneless Cod Fish

Here's a line that even the dullest clerk could sell. The goods are so nicely done up that they create a desire to eat.

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

Boutillier's Fillets

These are not the "just as good." They are absolutely the best fillets on the market today. A trial will prove it.

"Ocean" Brand

HADDIES, KIPPERS, BLOATERS
 Make a fish department look good, fleshy and tasty.

We Offer for Immediate Shipment by Carload
 NEW FAT JULY SALT HERRING

WRITE

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

ASK FOR BOOK OF RECIPES FOR CUSTOMERS

Points to Consider When Buying Oysters

First, be careful that all the oysters you buy are over four years old.

See that they come from "Communities" (as oyster breeding grounds are called) that are noted for flavor.

Be sure that they are matured sufficiently firm to retain their full flavor for the longest time possible.

Decline all stock that has been water-soaked.

Insist that all the stock you buy be refrigerated at a low temperature, but never frozen.

VERY IMPORTANT

It is of the utmost importance that oysters be refrigerated properly all the way from the point of shipment to your store.

If this is not attended to it may well happen that your stock becomes unsaleable in a very short time.

DISPLAY HINTS

Display is another very important consideration—or rather, display and storage.

The "Coast-Sealed" Cabinet is to be recommended for this purpose. It has a vacuum insulated chamber between the inner and outer walls—a construction that results in great saving of ice. The interior arrangement of this cabinet allows part of the stock to be stored under ice continually, while the other part—for current sales—rests on ice.

We recommend "Coast-Sealed" Oysters, because they conform to every requirement mentioned above, and have never yet been known to disappoint a customer in quality, quantity or flavor.

We shall be glad to communicate with any merchant regarding constant supply of the best oysters grown and the closest prices going.

Connecticut Oyster Company

CANADIAN BRANCH

50 JARVIS STREET

TORONTO

A FLOUR CUSTOMER WITH A COMPLAINT

Dealer Made Test to Prove to Himself She Was in Error—
Her Ability as a Cook Not Great—Patience of the Dealer.

Montreal, Nov. 16 (Special).—Grocers have to exercise their patience a great deal with some customers who would scarcely be satisfied if there was not something to complain about. A week ago a woman ordered a small bag of flour from a west end grocer, but on using it she found there was something wrong with the quality. The results from the first trial of the new delivery were not what she expected. So she told her grocer who offered to send another bag of the same kind of flour and remarked afterwards that "it was splendid."

The grocer divided the flour she returned into two parcels and sold it to customers whom he knew had used that brand before. He felt safe in telling them the circumstances and asked them to let him know how they found it. Some time after reports from both customers were to the effect that there was nothing wrong with the flour, perfect results having been secured in baking. The first woman was a good customer and for that reason the grocer tries to respond to her whims. In the flour case, however, it was clearly evi-

dent that it was her own lack of ability that was at fault, for even without a test the grocer knows what brands are generally uniform.

CARE OF CRANBERRIES.

Should be Kept at Even Temperature—
Never Alternately Hot and Cold.

Grocers sometimes complain that their cranberries do not keep well. This to a large extent may probably be their own fault. They do not give the necessary care to their stock.

Most important is it to keep cranberries in an even temperature, and never where it is alternately hot and cold. They should be stored in a cool, dry ventilated room, cellar preferred, if dry. Barrels should be laid on the bilge. The darker the room the better. If cranberries are received in cold weather, never put them in a warm room or cellar; if you do the berries will "sweat" and such conditions will soon spoil the best cranberries produced. Open the room or cellar and cool it to about the temperature of the berries; then let them warm up gradually.

It is perfectly safe to change cranberries from warm to cool air, and it is advisable to do this if the cooler temperature can be maintained.

The man who comes down to business in the morning with a smile on his face has taken a long step towards making the day a successful one.

**Three Good Lines
For the Grocer**

Choice Lake Erie Large Ciscos

Rich, Sweet and Fat

We are SMOKERS of THEM

**Golden Brand Finnan Haddies
Filets, Etc.**

The finest in the sea

Neptune Brand Oysters

in Sealed Cans. Carriers Free.

JOHN FITCH

Hamilton - Ontario

P.O. BOX 103

You Would Be Surprised

if you knew the value we give our customers. We are the largest house in the Fish and Oyster business to-day.

We want you just to try a sample order of our BEACON BRAND Oysters and Haddie.

As one of our customers said, he was very much surprised at their superiority over the much-advertised brands of oysters now on the market. We think they would be surprised, too. Let us have an order at once. It would pay you.

THE F. T. JAMES CO., LIMITED

FISH AND OYSTERS

Church and Colborne Streets, Toronto

BRUNSWICK BRAND SEA FOODS

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

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

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

THE "QUALITY" BRAND

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

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



SMALL SIZE SEALSHIPTEN

This is the new individual ice-cold container—holding 1 1/2 Im. gal., 14 ounces, enough for a small family.



LARGE SIZE SEALSHIPTEN

This is the new individual ice-cold container—size holding 1 1/2 Im. gal., 28 ounces, enough for a large family.

Sealshipt Oysters

—Now Sold a New Way

In sealed, ice-cold, individual packages called Sealshiptens.

Just as the Sealshiptor and the Sealshipticase were the inevitable successors of the open tub, in shipping and displaying oysters, just so this new Sealshipten must supersede paper pails and all other methods of selling.

It saves slop.

It saves time.

It necessitates less investment on the dealer's part.

No shrinkage—at least 7% more net profit assured.

It puts an end to substitution and all unfair competition.

It affords you a known profit, no guesswork as with bulk oysters.

It reaches the user under air-tight seal—no possible contamination.

It makes an attractive package of what formerly was a leaky, bunglesome paper pail. It requires no careful handling—it cannot spill.

Unscrupulous dealers cannot always be stopped from selling bulk oysters as Sealshipt, but they can and will be stopped from counterfeiting this trademarked package.

Your Sealshipticase has the same advantage as before—the same advertising advantage—the same advantage as a refrigerator for keeping the Sealshiptens properly.

It enables you to offer Northern and Blue Points in either Standards or Selects, in two different sizes of package, without extra investment on your part.

Sealshipt Oysters come right in and go right out. They do not linger. You have practically no capital invested in them.

The Sealshipticase enables you to meet a ten-gallon-an-hour demand—or to keep your oysters in perfect condition against a call of only three pints a day.

The new Sealshipten makes the oyster business the cleanest, most profitable business a store can have.

We have made it easy for you to get and keep oysters at their best.

We have, by our advertising, created a demand which will send a stream of customers to your store.

Will you be content to deal in "just oysters" when Sealshipt Oysters offer you so certain a profit?



This is the Dealer's Blue and White Porcelain Sales Refrigerator—Equally valuable for keeping stock of the new Sealshiptens as for keeping stock of Sealshipt Bulk Oysters.

WHOLESALE DISTRIBUTORS:

Eastern Canada: Producers' Sales Co., 159 King St. E., Toronto.
Western Canada: Swift Canadian Limited, Winnipeg.

—1911 Christmas 1911—

An Assortment of

PERRIN'S

Attractive

F A N C Y

BISCUIT

Packages

and

Fruit Cakes

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

Are You A Salesman ?

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

Maple Sugar Chewing Tobacco

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

Write us about other lines.

Rock City Tobacco Co.

Quebec Winnipeg

SUCCESSFUL

merchants always make sure of stocking trustworthy goods and you should certainly consider the

7-20-4 CIGAR

when fixing up your tobacco show case.

It Has Merit

and provides a most refreshing smoke at a reasonable figure, both you and the consumer getting money back all the time.

We Don't Want

to overstock you but we do want you to give our goods a fair trial. We know that you'll be a good customer in the end.

The Sherbrooke Cigar Co.

SHERBROOKE, QUE.

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE MILDER
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

TUCKETT LIMITED

Hamilton,

Ont.

CLASSIFIED ADVERTISING

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

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

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

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

BUSINESS FOR SALE.

FOR SALE—Good general store business in Parry Sound District, stock about \$4,000, doing good, safe trade. This is a snap. Good reasons for selling. Box 402, CANADIAN GROCER, Toronto.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Day Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

BUCKWHEAT Flour guaranteed pure and unsurpassed by any mill in the Province. T. H. Squire, Queensboro, Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. AMERICAN MULTIGRAPH SALES CO., Limited, 129 Bay Street, Toronto.

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

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems Business Systems Limited, Manufacturing Stationers Toronto.

COUNTER CHECK BOOKS—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating Counter Check Books, and single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE YEAR we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. THE MONARCH TYPEWRITER COMPANY, Limited, 46 Adelaide Street West, Toronto.

MISCELLANEOUS.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, \$2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

PENS—The very best Pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

MODERN FIREPROOF CONSTRUCTION—Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TECHNICAL BOOKS.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 143-149 University Avenue, Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.

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

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

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.**

SATISFIED CUSTOMERS



are all those to whom you sell

Black Knight Stove Polish

The brilliancy of polish and its lasting qualities are features which will not be found in any other stove polish.

The polish comes quickly and goes slowly. It will not stain the hands.

Put up in attractive boxes. Feature this attractive line—your profit is assured.

Order from your jobber

The F. F. DALLEY CO., Limited
Hamilton, Canada, and Buffalo, N.Y.

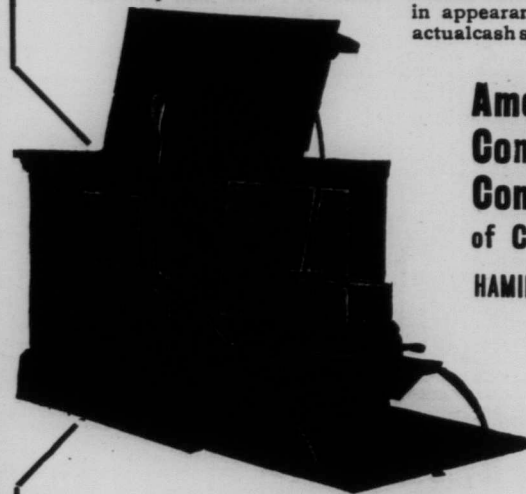
Perfection Computing Cheese Cutter

Made in Canada

Encased in our Standard Automatic Cabinet—a handsome glass and wood cabinet, highly polished and very practical.

Adds Greatly to the Appearance of the Store

Modern equipment gains business. The well fitted store, being distinctive, wins the trade of the fastidious buyer, and the confidence of every customer. No fixture in the grocery store performs a more useful duty than the "Perfection" Cheese Cutter, both in appearance and actual cash savings.



Automatic Cutter Cabinet

American Computing Company of Canada

HAMILTON, ONT.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

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

THIRTEEN CHAPTERS

Here is a sample:

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

ABSOLUTELY NEW JUST PUBLISHED

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

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

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

Brooms "BROOMS OF QUALITY" Brooms

are hard to get.

W. W. & CO. BRANDS are made up to the mark, always. Our customers know this and our Factory runs full time on "Quality" account.

TRY A SAMPLE SHIPMENT.

WALTER WOODS & CO.

HAMILTON

WINNIPEG



CLARK'S PORK AND BEANS in Tomato Sauce

Per doz	
No. 1, 4 doz.	0 50
No. 2, 2 doz.	0 90
No. 3, flats, 2 doz in case	1 0
No. 3, talls, 2 doz in case	1 25
No. 4, 1 doz.	4 00
No. 12, 1 doz.	6 50

LAFORTE, MARTIN & CO., MONTREAL. AGENCE. THESE PRICES ARE F.O.B. MONTREAL.

IMPORTED PEAS "SOLEIL"

Per case	
Sur Extra Fins, 24 doz.	11 00
Extra Fins, 100 tins	15 50
Tres Fins, 100 "	15 0
Fins, 100 "	14 00
Mi-Fins, 100 "	12 50
Moyens No. 1, 100 "	11 00
Moyens No. 2, 100 "	10 00
Moyens No. 3, 100 "	9 50

MINERVA PURE OLIVE OIL.

Case		Case	
12 litres	6 50	24 pints	6 25
12 quarts	5 75	24 1/2 pints	4 25

BASSIN DE VICHY WATERS.

La Capitale, 40 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicolas, 50 qts.	7 00
La Sanitas Sparkling, 50 qts.	8 00
" " 100 pts.	9 00
" " 100 splits.	4 00
Vichy Lemonade Savoureuse, 50's.	7 50

CASTILE SOAP

Le Soleil, 72 per cent. Olive Oil	
Case 25 lbs., 11 lb. bars	0 07 1/2 lb.
" 12 lbs., 2 1/2 lb. bars	0 08 1/2 lb.
" 50 lbs., 1 lb. bars	3 50 case
" 100 lbs., 1/2 lb. bars	3 75 case

"Le Lune," 65 per cent. Olive Oil

Case 25 lbs., 11 lb. bars	0 07 lb.
" 12 lbs., 2 1/2 lb. bars	0 08 lb.
" 50 lbs., 1 lb. bars	3 25 case
" 100 lbs., 1/2 lb. bars	1 80 case
" 200 lbs., 1/4 lb. bars	3 40 case

Alimentary Pastes, Blanc & Fils, Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07 1/2
" 25 lbs., loose	0 07

MOODY'S ROYAL BLUE LAUNDRY

Squares, in neat carton	per lb. 0 15
6 lbs. in a box. 5 boxes in a crate.	



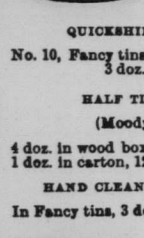
CHLORIDE OF LIME (Moody's Royal)

Per doz.	
1 lb. Carbonized Fibre packages	0 85
1/2 lb. Carbonized Fibre packages	0 45



DRUDGE (Moody's Anty) Extra Fine.

Handy Sifter, top	0 85
100 lb. Kegs	0 85
300 lb. Barrels	0 05



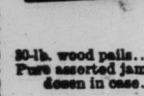
QUICKSHINE STOVE POLISH.

No. 10, Fancy tins, tall shape	doz. 0 85
3 doz. in wood box	



KLENZINE AMMONIA POWDER (Moody's)

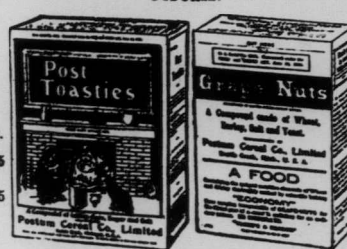
Washing Compound—	
Large size, 1 1/2 lbs.	0 90
Small size, 10 oz.	0 45
Packed 3 doz. in wood box	



JAM

30-lb. wood pails	0 06 1/2
Pure assorted jam, 1-lb. glass jars, two dozen in case	1 75

Pastes.
THE C. H. CAPELLI CO., LIMITED, MONTREAL, CANADA
Alimentary Pastes.
"Swallow Brand" (Hirondelle).
Vermicelli, Macaroni, Spaghetti, Macaroni Short Cut, Small Pastes assorted, Melon Seeds, Animals, Stars, Alphabets, Alphabets Middle.
Cases of 25 packages, 1 lb. 0 06
Cases of 25 lbs., loose 0 05 1/2
Egg noodles, cases of 50 pkgs., 1-lb. 0 06 1/2
Egg noodles, cases of 10 lbs., loose 0 06
Lasagnes, cases of 10 lbs., loose 0 06
Marguerite, all varieties, pkgs. only 0 05



Cereals.
Grape Nuts—No. 22, \$3.00; No. 23, \$4.50.
Post Toasties—No. T3, \$2.85.
Postum Cereal—No. 0, \$2.25; No. 1, \$2.70.



JELLY POWDERS

Force, 36's	4 50
Gusto, 36's	2 1/2

JELLY POWDERS

Assorted Case,	Contains 2 doz.	\$1.80
Lemon (Straight)	Contains 2 doz.	\$1.80
Orange (Straight)	Contains 2 doz.	\$1.80
Raspberry (Straight)	Contains 2 doz.	\$1.80
Strawberry (Straight)	Contains 2 doz.	\$1.80
Chocolate (Straight)	Contains 2 doz.	\$1.80
Cherry (Straight)	Contains 2 doz.	\$1.80
Peach (Straight)	Contains 2 doz.	\$1.80
Weight 8 lbs. to case.	Freight rate, 2d class.	



JELLY POWDERS

Assorted Case,	Contains 2 doz.	\$2 50
Chocolate (Straight)	Contains 2 doz.	2 50
Vanilla (Straight)	Contains 2 doz.	2 50
Strawberry (Straight)	Contains 2 doz.	2 50
Lemon (Straight)	Contains 2 doz.	2 50
Unflavored (Straight)	Contains 2 doz.	2 50
Weight 11 lbs. to case.	Fr'ght rate, 2d class.	



Pure and Delicious
Assorted flavors—gross 10.75.

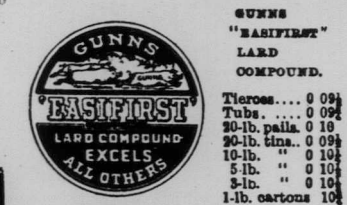
MUSTARD
COLMAN'S OR KEEN'S

Per doz.		Per case	
D.S.F., 1-lb. tins	1 40	F.D., 1-lb. tins	1 65
" 1-lb. tins	2 50	Durham, 4-lb. jar	6 75
F.D., 1-lb. tins	0 85	" 4-lb. jar	0 25

LARD
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

F.O.B. Montreal

Tierces, lb	0 10
20-lb. pails	\$2 10
20-lb. tins	\$2 00
60-lb. tubs	
per lb.	10 1/2
3-lb. tins,	
20 to case	
per lb.	0 11
5-lb. tins,	
12 to case, per lb.	0 10 1/2
10-lb. tins, 6 to the case, per lb.	0 10 1/2



Lye (Concentrated).



GILLETT'S PERFUMED LYE
Ontario and Quebec Prices.

Per case	
1 case of 4 doz	\$3 50
3 cases of 4 doz	3 40
5 cases or more	3 35

Marmalade.

SHERRIFF BRAND

"Imperial Scotch"—	
1-lb. glass, doz.	1 55
2-lb. glass, doz.	2 80
4-lb. tins, doz.	4 65
7-lb. tins, doz.	7 35

Vermicelli and Macaroni.
D. SPINELLI CY, MONTREAL.

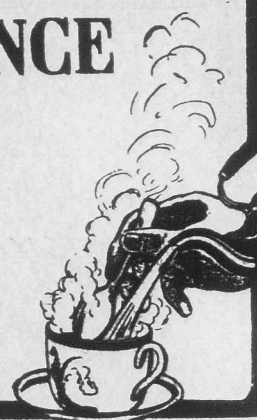
4 lbs. box "Special"	per box 0 22
8 lbs. "	0 44
5 lbs. " "Standard"	0 27 1/2
10 lbs. "	0 55
6 1/2 lbs. cases or 75 lbs. bbls.	per lb. 0 05
25 lbs. cases 1-lb. pkgs (Vermicelli) (Globe Brand)	0 06
5 lbs. box "Standard"	per box 0 30
10 lbs. "	0 60
25 lbs. cases (loose)	per lb. 0 06
25 lbs. cases, 1 lb packages	0 06 1/2

SYMINGTON'S COFFEE ESSENCE

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

Thos. Symington & Co., Edinburgh and London

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



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 28 0 30
 30 0 40
 35 0 50
 40 0 60

MELAGAMA TEA
 MINTO BROS.,
 45 Front St. East
 We pack in 50 and
 100 lb. cases. All
 delivered prices.
 Wholesale Retail
 or 1 0 25 0 30
 or 2 0 27 0 35
 or 3 0 30 0 40
 or 4 0 35 0 45
 or 5 0 40 0 50
 or 6 0 55 0 60
 or 7 0 70 1 00

Ceylon Tea, in
 1 and 4-lb. lead
 packages—black
 or mixed.
 retail at 25c..... \$0 20
 retail at 25c..... 0 21
 at 30c..... 0 24
 at 40c..... 0 34
 at 50c..... 0 44
 all at 50c..... 0 41
 at 80c..... 0 45

and Jellies
 UPTON & CO.
 raspberries, straw-
 berries, red currant, black cur-
 rant, blueberry, apricot,
 oz. glass jars, 2 doz. in case,
 tin, 2 doz. in case, \$1. 50 per
 doz. 9 pails in crate, 37c. per
 doz. 6 pails in crate, 52c. per
 doz. 6 pails in crate, 52c.
 per doz. 7c. per lb. Packed
 in crates if desired.
 raspberries, strawberry,
 currant, pineapple, 12 oz.
 in case, \$1 per doz. No. 2
 \$1.50 per doz.; No. 4 tin
 rate, 37c. per pail; No. 7
 in case 52c. per pail;
 7c. per lb. Packed in
 crates if desired.
 marmalade—guaranteed fine
 glass jars 2 doz. in case,
 oz. glass jars 2 doz. in case,
 tin sealers, 1 doz. in case,
 2 tins, 2 doz. in case, \$3
 per doz. in case 52c. per
 tin, 40c. per tin; No. 7
 55c. per tin; No. 1 wood
 55c. per pail; 30-lb. wood

ly Powders.
 WHITE SWAN BRAND
 AND CEREALS, LTD.
 White Swan, 15
 flavors, 1 doz. in
 handsome counter
 carton, per doz., 90c.
 Yeast
 and Quebec Prices.
 dozen 5-cent packages.. \$1 15
 east, 3 dozen in box.. 1 15



You cannot make a
Clean Sweep

with a poor broom.
 Every woman desires her house to be swept clean and it is therefore important that every dealer should supply his customers with the best Broom to be had.

There is no surer way than by handling only the
Keystone Brand

Manufactured by
Stevens-Hepner Co., Limited
 PORT ELGIN ONTARIO

PURE RELIABLE



Have no hesitation
 In stocking and recommending
"COW BRAND"
 BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.
 See to your stocks. Order from your jobber.

CHURCH and DWIGHT
 Manufacturers LIMITED
 MONTREAL

FREQUENCY OF SAILINGS

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

For further particulars apply to
PICKFORD & BLACK, Ltd.
 Agents
 HALIFAX, N.S.



OAKLEY'S

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

"WELLINGTON" KNIFE POLISH

JOHN OAKLEY & SONS, Limited
 Manufacturers of
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc
 Wellington Mills, London, England

W. A. JAMESON COFFEE CO.

Importers and Roasters of High Grade Coffees.
 Manufacturers and Proprietors of "Feather-Light" Brand Baking Powder
 We also carry a full line of TEAS, SPICES, etc.
 Mail orders promptly attended to.
Cor. Langley and Broughton Sts. VICTORIA, B.C.

SALT?

Your Fall Stock?

Write to-day

*F. C. Harkness (DH)
34 Royal Bk Bldg*
TO THE SALT SELLERS

Verret, Stewart & Co., Limited
MONTREAL



The Sodas that Bring Sales

Telfer's Peerless Soda Crackers possess a reputation for unvarying excellence which has been won only

after years of experimenting in the attainment of perfection in quality.

PEERLESS SODA CRACKERS

MADE BY TELFER'S

contain more biscuits of better quality than any other kind. The careful packing allows them to be delivered to your trade in equally as fresh a state as when you first stocked them.

You will find there is a big demand for Telfer's
—and besides it gives you good profit.

TELFER BROS., Ltd., Collingwood, Ont.

BRANCHES AT TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM