

THIS IS THE 1,301st ISSUE OF

# CANADIAN GROCER

PUBLISHED WEEKLY BY  
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI.

PUBLICATION OFFICE - TORONTO, NOVEMBER 15, 1912

No. 46

## In the Right Spot



**THAT** is where the Barr Register hits **YOUR** business. It hits the bad accounts. It gets the money in and reduces your outstanding accounts to a minimum. It hits the old, clumsy method of book-keeping. It does all this bookkeeping at one writing. It keeps the accounts posted up to the minute. It hits the foolish system of rendering accounts but once a month, that keeps your customers from paying their bills for a whole month.

These are proved facts. Would such improvements hit **YOUR** business in the right spot? Then get more information. Write right **NOW**.

**BARR REGISTERS, Limited,**

**Trenton, Ont.**

# Your REPUTATION at Stake



Mr. Grocer--- Do you ever consider when buying such lines as PICKLES, SAUCE and FISH that your REPUTATION with your customer is very much at stake, and sometimes you are persuaded by some smart salesman who will show you a shade better profit on either a fictitious label or an unknown brand with which you are not only looking for, but likely to have, trouble; but if you will only use your own best judgment and demand from your wholesale grocer



## MACONOCHIES

You will not only save your reputation but will increase your trade by giving your customer goods that the **Quality goes in before the name goes on**, and are guaranteed to you by the manufacturers.



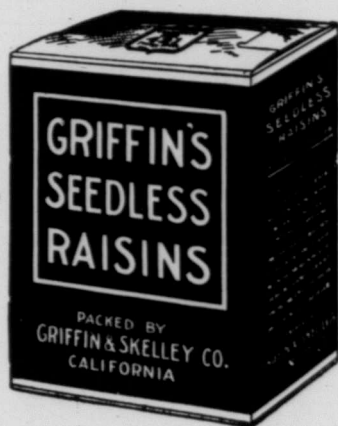
Send for quotations on Fish at once, it will pay you. We will also be pleased to send samples for comparison to bear out the above remarks.

### MACLAREN IMPERIAL CHEESE COMPANY, LIMITED

Sole Agents for Canada and the United States

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





SEEDLESS

*not  
Seeded*

SEEDLESS

*not  
Seeded*

A distinct fancy variety of **Absolutely Seedless Raisins** cured in the sun without the use of lye, sulphur, or any deleterious matter. Most highly flavored, most wholesome and the cleanest. The Griffin & Skelley line of dried fruits and vegetables are known as the standard for evenness of quality and packing. Your customers will appreciate it if you sell them this pack.

*Taylor's Peels* Candied  
or  
Drained

The "life blood" has not been taken away from the imported fruit skins used for "Taylor's Peels," because the essential oil has not been extracted, leaving them like the sere and dried-up Autumn leaf.

Taylor's Candied and Dried Peels represent the height of high quality. Whether the Lemon, Citron or Orange Peel is wanted you are just as certain of getting the best in "Taylor's" every single time.

*Arthur P.  
Tippet & Co.*

**MONTREAL  
TORONTO**

# VINEGAR

## APPLES

160,000 barrels from our own orchards.

Choice eating apples for domestic and export use, supplied in any quantities.

When one of your best customers call and ask for SUN GOLD VINEGAR, what will you say? Will you apologize or cheerfully supply?

It is already an established fact that housewives have discovered that there is no other vinegar to compare with SUN GOLD. It is a cider vinegar made under model conditions and without a rival in its quality. It is also moderate in cost.

Now, can you refuse our exceptional prices for a year's supply? This has been a good apple year, and our orchards have yielded over 160,000 barrels of picked apples; we are therefore prepared to demonstrate our superior facilities to supply the trade DIRECT at rock-bottom prices.

Will you allow us to quote you? If so, you will surely accept.

P.S.—Our prices of new cider and apples in any quantities are equally interesting.

## CIDER

Sun Gold Cider

Is unfermented and free from alcohol.

This year's products in casks and barrels.

**The National Land Fruit and Packing Co., Limited**

Sales Dept., 1-3 Scott Street, TORONTO

Factory and Cider Mill: MIMICO, ONT.

## Place Your Christmas Window in the Contest

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

**Selling Power, Attractiveness and Originality** will be the bases of judgment. Windows must be dressed with Christmas goods and arranged entirely by dealer or clerks.

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

### The Prizes

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

## The Christmas Ad.-Writing Contest

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

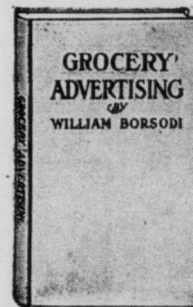
ADDRESS:

The Editor, THE CANADIAN GROCER

143-149 University Avenue, Toronto

## Grocery Advertising has made Fortunes

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



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

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

PRICE POSTPAID \$2.00

TECHNICAL BOOK DEPARTMENT  
MacLean Pub. Co., 143-149 University Ave., Toronto



# Money makers



## BORDEN'S



Highest Awards Wherever Exhibited

### BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

### MONTREAL

BRANCH OFFICE: NO. 22 ARCADE BUILDING, VANCOUVER



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## FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

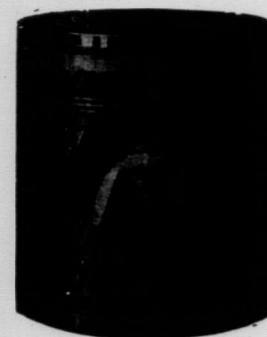
It makes an ideal breakfast and is the ideal diet for children and adults and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.



**ST. VINCENT  
ARROWROOT  
GROWERS' &  
EXPORTERS'  
ASSOCIATION**

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



**AYLMER CONDENSED MILK CO.  
LIMITED**

**Factory, Aylmer, Ontario**

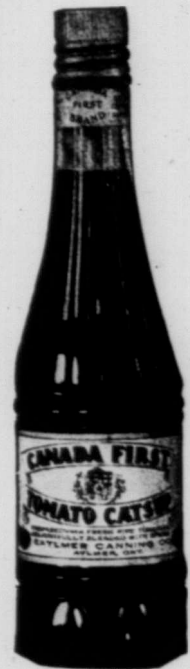
**HEAD OFFICES**

**HAMILTON, ONTARIO**

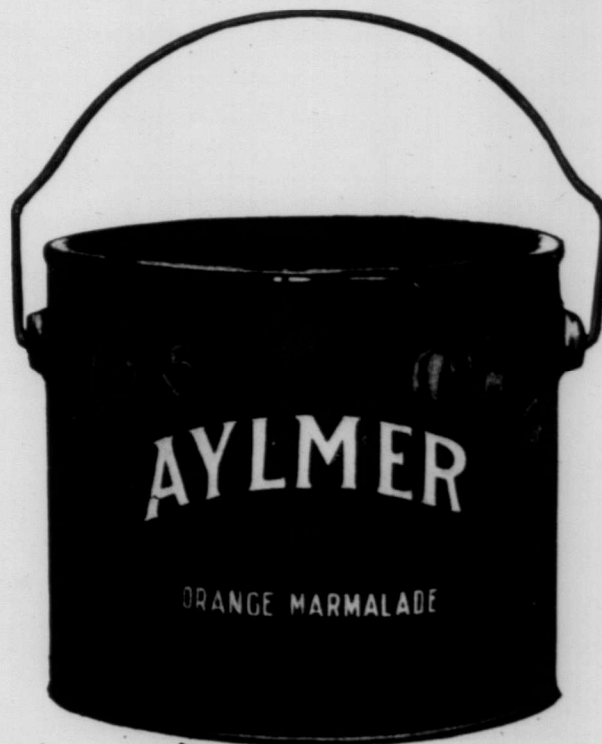




All of our foodstuffs  
are guaranteed as to  
quality.



**DOMINION CANNERS, LIMITED**  
HAMILTON, ONT.



CO.  
NTARIO



## GOOD PROFITS QUICK RETURNS



A side street grocer, while paying his October account to our traveller, said: "\$9.00 profit on one month's sales of

### "SALADA"

"Is not bad, is it? I bought \$32.00 worth last month and sold "it for \$41.00 and I paid nothing for bags, lost nothing in "overweight, carried no heavy stock, in fact, sold every pound "before I paid for it. That is what I call good business," said Jerry Burns, 214 Wilton Avenue, Toronto.

WHAT ARE YOU SELLING ?

"SALADA"  
41 Eastcheap, London, Eng.

"SALADA"  
TORONTO and MONTREAL

"SALADA"  
198 W. Broadway, New York

# Frost Coming!

Purchase

## PEACOCK PICKLES

Before the Frost  
MATHEWSON'S SONS

WHOLESALE GROCERS  
MONTREAL

**S**ells quickly,  
Sells profitably.  
**O**riginal sweeping compound  
Once used, always used,  
**C**leans carpets, kills moths.  
Can't miss the dust.  
**L**essens labor, saves dusting,  
Lays dust and disinfects.  
**E**very housewife should use it,  
Every dealer should sell it.  
**A**lready the demand is large,  
Absolutely lays dust.  
**N**ever deteriorates,  
No dead stock.



### SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

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



# THREE GOOD SELLERS FOR YOUR CHRISTMAS TRADE CLARK'S PORK AND BEANS

You KNOW them. Your customers WANT them.  
You always SELL them.

# CLARK'S MINCEMEAT

THE PUREST THE BEST  
THE MOST CONVENIENT  
READY FOR USE.

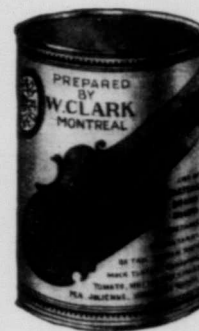
In all sizes to suit all requirements.

# CLARK'S CONCENTRATED SOUPS

CHATEAU BRAND

In all varieties at a low price.

Order some from your jobber.  
And watch your soup trade grow.



## W. CLARK,

## MONTREAL

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ping"

J. J.  
agents  
LING  
W. R.

## An Unrustable All-Metal Board

— the washboard that greatly aids washing. It is made entirely of metal, and yet is unrustable and has no joints or wooden parts to catch and hold dirt and germs, which means it is **Sanitary**.

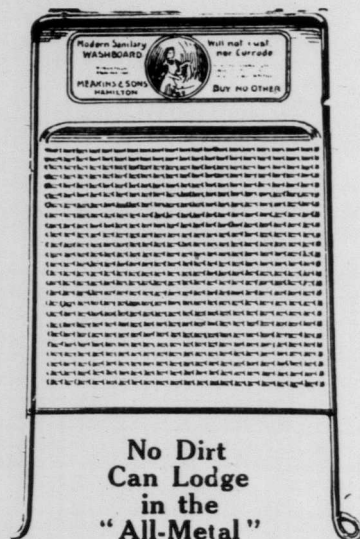
## Meakins' Sanitary Washboards

will not warp, have no nails to work loose or rough zinc edges to cut the hands.

Recommend these boards to your customers.

Particulars and prices gladly sent.

## Meakins & Sons Hamilton Ontario



## Business Development

¶ *Do you ever feel that your present occupation prevents the development of your business talent?*

¶ *Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.*

¶ *We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.*

**MacLean Publishing Co.,**  
143 University Ave.  
Cir. Dept. **TORONTO**



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

32 Prize Medals

21 Royal Appointments

# PEEK, FREAN'S SHORTCAKE BISCUITS



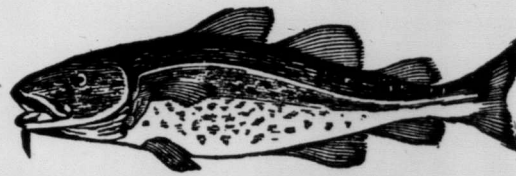
So great is the demand for this new introduction that during the first three months the quantity sold amounted to 83 million Biscuits.

See that "P.F." is on every Biscuit

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

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



# A FISH STORY

DURING YEAR 1911 WE HANDLED

Our sales in Canada in the district west of New Brunswick to the Pacific Coast this fall have increased in such proportion that we believe the trade in Canada would be interested in knowing the extent of the increase.

The following figures show the percentages of increase for certain periods of the year 1912 over years 1910 and 1911.

Increase September, 1912, over September, 1911 .....	172 %
Increase September, 1912, over September, 1910 .....	248 %

Increase October, 1912, over October, 1911 .....	89 %
Increase October, 1912, over October, 1910 .....	172 %

First 6 months of our business year, May 1st to October 31st:—

Increase 6 months, 1912, over same period, 1911 .....	75 %
Increase 6 months, 1912, over same period, 1910 .....	152 %

There are causes for this surprising increase, and we believe the low price of all kinds of fresh and cured Atlantic Sea Fish compared with ever-increasing price of all other kinds of foodstuffs, together with the many excellent varieties of cured fish, easily obtainable, which have been cured and packed by our company under the most improved methods, are the cause for the rapidly increasing demand for our products.

THE FIGURES GIVEN ABOVE HAVE  
THE DEMAND FOR FISH IS GROWING—

## NORTH ATLANTIC

HEAD OFFICE:—HALIFAX

SUCCESSOR TO HALIFAX COLD

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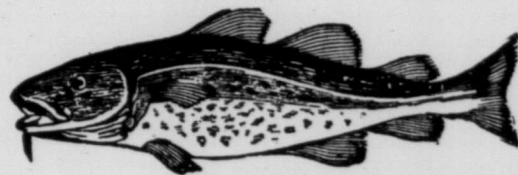
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# AND A TRUE ONE

OVER 15,000,000 POUNDS OF SEA FISH

Our products are sold in every village, town and city in Canada from Halifax to Victoria, B. C.

## KINDS WE SELL

### SMOKED FISH

Ocean Brand Finnan Haddies  
 Ocean Brand Kippers  
 Ocean Brand Bloaters  
 Boulitier Smoked Fillets  
 Boulitier Smokies  
 Smoked Cod  
 Smoked Hake  
 Smoked Herring  
 Smoked Salmon  
 Smoked Cod Roes

### BONELESS FISH

Canada Tablets - - - 20-1 lb. Tablets.  
 Canada Crates - - - 12-2 lb. Boxes  
 Canada Strips - - - 30 lb. Boxes Whole Strips  
 Atlantic Special - - - 20 lbs. 1 & 2-lb. Blocks  
 Mariner Brand - - - 25 lbs. Bulk.  
 Cod Bits - - - 25 lbs. Bulk.

### SKINLESS FISH

Eastern Fifties - - - 50 lb. Boxes Bulk.  
 Eastern Hundreds - - - 100 lb. Boxes Bulk.  
 Canada Brand all Pure Boneless Codfish.

### SALT FISH

Salt Mackerel	Green Cod
Salt Herring	Green Haddock
Salt Tongues and Sounds	Green Hake
Salt Sea Trout	Green Pollock
Salt Salmon	Green Cusk

### SHEEL FISH

Lobsters.  
 Oysters  
 Periwinkles  
 Mussels  
 Clams  
 Scallops.

### FRESH AND FROZEN FISH

Cod	Flounders	Skate	Gaspereaux
Haddock	Plaice	Squid	Albacore
Halibut	Soles	Sturgeon	Sea Bass.
Salmon	Turbot	Swordfish	Shad
Mackerel	Pollock	Trout	Cusk
Herring	Perch	Whiting	Eels

Every kind of fish that is caught in the Atlantic Ocean  
 Our cured fish are handled by all wholesale houses.  
 Write us for information

A MEANING FOR EVERY RETAILER  
 —HAVE THE SUPPLY TO MEET IT

## FISHERIES LIMITED

SELLING BRANCH:—47 WILLIAM ST., MONTREAL  
 STORAGE COMPANY, LIMITED



**NOTHING ELSE WILL DO**

They got the habit early in life, and it lasts—as youngsters they are told to get

**WINDSOR  
TABLE SALT**

—and they get it—any other salt is refused—then, and when they are “grown ups.” Cultivate this habit and retain the good will from first to last by offering Windsor Salt first.

**THE CANADIAN SALT CO.,  
LIMITED**  
WINDSOR                    ::                    ONTARIO

**Candied and Drained  
PEEL**

The kind that keeps its rich, juicy flavor after cooking.

We make one quality only—  
**THE VERY BEST**

Samples and prices from  
Maritime Provinces, Quebec, Mani-  
toba, Saskatchewan and Alberta, W.  
H. Dunn, 396 St. Paul Street, Mont-  
real; Toronto, Lind Brokerage Co.,  
73 Front Street East; Ottawa, E. M.  
Larner & Sons, 11 York Street; Brit-  
ish Columbia and Yukon, Kirkland  
& Rose, 312 Water Street, Van-  
couver.

**John Gray & Co., Ltd.**  
Glasgow

**Reduce Coffee Costs**

by installing a Coles Electric Mill. Did you ever stop to consider that it costs you about fifty times as much to grind coffee with your hand mill as it would with one of our time, temper and back saving electric mills.

If you are interested, write us at once for further details and let us explain how you can get the best outfit at a fair price.

We make a full line of hand and power mills—all at reasonable prices.



**Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.**  
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Win-  
nipeg; Eby, Blain, Limited, Toronto; James Turner & Co.,  
Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.;  
I. T. Mewburn & Co., Calgary, Alta.

**“CLUB HOUSE”  
BRAND  
SPANISH  
OLIVES  
EXCEL!**



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

“Club House” Brand is attractively packed and yields a good profit margin.  
Dealers may be well advised to handle “Club House” Brand Olives.

Send along your orders now.

**Gorman, Eckert & Co.**  
Limited  
London, - Ontario

Western Selling Agents  
**MASON & HICKEY, WINNIPEG**





# A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers.'



FLAVORED WITH  
RIPE FRUIT JUICES

## Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS 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)

FRANK L. BENEDICT & CO.

144 Craig St. West

MONTREAL

(Canada and Newfoundland)

ed

d.



# WHITE SWAN YEAST CAKES

WILL PRODUCE WHITER, LIGHTER <sup>AND</sup> SWEETER  
BREAD THAN ANY YEAST SOLD IN CANADA

THAT'S WHY THEY  
**GIVE BEST RESULTS**

ORDER FROM YOUR WHOLESALER ANYWHERE IN CANADA



## "DOMINION" SILENT MATCHES

Strong stems and good tips are big selling features for a match. We specialize in giving all dealers satisfaction. Every match guaranteed.

**DOMINION MATCH CO.**  
LIMITED

Deseronto, Ontario

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

By Royal



Letters Patent

# NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen,  
can be obtained from

**W.G. PATRICK & Co.**

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



# CENTURY

Every step in the preparation of Century Salt for the table is taken under the strictest sanitary conditions—Purity First. Century Salt is all salt—positively not adulterated. Comes to the grocer packed ready for delivery—sell the best—THAT'S CENTURY.

Get Our Price List

**DOMINION SALT CO., Ltd.**  
Manufacturers and Shippers  
SARNIA - ONTARIO

# SALT

Strength

Your

Purity

guarantee of profit lies in

## "COW BRAND" Baking Soda



because of its popularity with the housewife!

Order from your jobber.

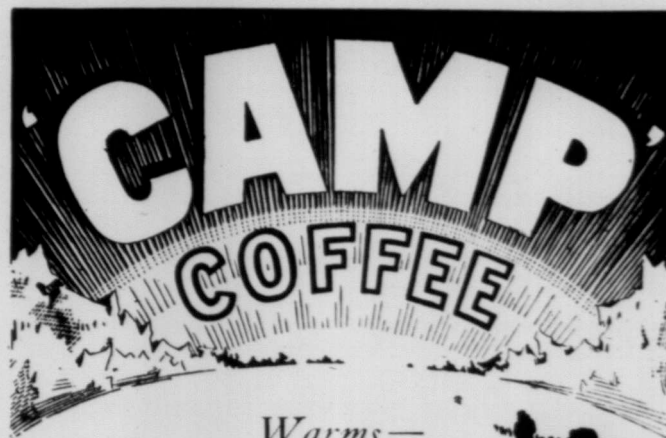
**CHURCH & DWIGHT**  
LIMITED

Manufacturers

Uniformity

MONTREAL

Reliability



Warms—  
Refreshes—  
Invigorates

Easiest to make of all Coffees—most delightful of all when made. That's why so many specify—

## 'CAMP' COFFEE

Replenish your stock, or get it into stock to-day.  
*R. Paterson & Sons, Coffee Specialists, Glasgow.*

COOK'S FRIEND

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

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

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

**MR. DEALER**

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

*Purer than the Law Demands  
—Contains No Alum.*  
W.D. McLAREN, Limited  
Montreal

**Tartan**  
**BRAND**  
THE SIGN OF PURITY

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

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

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

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

All orders shipped same day as received.

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

# Rice's Salt

The Salt that is ALL SALT

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

Write for Prices, Prompt Shipment.

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

## TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

**ISLAND LEAD MILLS Ltd.**

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

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

## MEADOW CREAM SODAS

"AS SMOOTH AS THE NAME IMPLIES"

There are FIFTY to the  
pound, being the LIGHTEST,  
and MOST CRISP cracker  
made.

That means we have the  
largest package on the market  
and the best value.

Manufactured by the

**W. J. Crothers Co.**

Limited  
KINGSTON - - - ONTARIO

YOUR CUSTOMERS KNOW THAT  
HEINZ QUALITY MEANS  
HIGHEST QUALITY IN  
FOOD PRODUCTS

They know, furthermore, that  
they can get their money back if  
any of

## HEINZ 57 VARIETIES

Pure Food Products

ever fail to please in any way.

They have confidence in the  
goods, and that's why the de-  
mand for Heinz's foods is con-  
stantly increasing.

Did you ever stop to think how  
much you benefit by that estab-  
lished demand?

**H. J. HEINZ COMPANY**



# Cartons

ARE YOU HANDLING

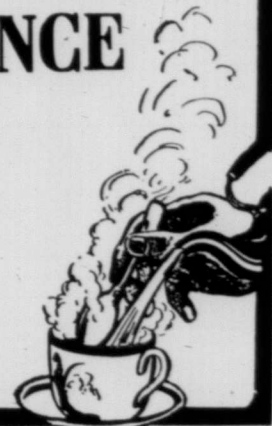
*St. Lawrence*  
Granulated

In 2-lb. and 5-lb cartons? They are clean and neat packages for the consumer and save the merchant the trouble, labor and waste in parcelling bulk sugar.

## SYMINGTON'S COFFEE ESSENCE



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



**Thos. Symington & Co., Edinburgh and London**

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

# WAGSTAFFE'S

*Fine Old English*

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

### FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb. ....	81/4c
25 lb. Gold Lined Pails, in crates, per lb. ....	81/2c
12 lb. Gold Lined Pails, in crates, per lb. ....	9c
2s. Gold Lined Tins, 2 doz. per case, per doz. ....	\$2.00
5s. Gold Lined Pails, 8 in case, per pail. . .	.50
7s. Gold Lined Pails, 6 in case, per pail. . .	.70
16 oz. Glass, 2 doz. in case, per doz. ....	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

### FINE OLD ENGLISH PLUM PUDDING.

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

## WAGSTAFFE LIMITED

Pure Fruit Preservers

**Hamilton**

**Ontario**

The Home market for

# JAPAN TEA

is just about closing---quality and price have been particularly attractive this season and in consequence stocks in first hands are unusually small at this period.

## FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

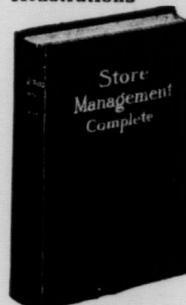
BUY  
**STAR BRAND**  
Cotton Clothes Lines  
AND  
Cotton Twine

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

For Sale by All Wholesale Dealers  
SEE THAT YOU GET THEM

### 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 Dept., MacLean Publishing Co. TORONTO

For  
"Green Mountains" "Delawares"  
or other varieties of

## POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN

N. B.



IT IS NEW  
Different, Better,

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

10c. Per Package

giving you a fine profit.

### MEADOW-SWEET CHEESE

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

Rightly styled

#### "The King of all Package Cheese"

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

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

WRITE FOR SAMPLE

The Meadow-Sweet Cheese

29 and 31 William St.

MONTREAL



50% PROFIT GUARANTEED

### A Healthful Beverage

RIGA WATER should be in every home—it acts as a gentle purgative and produces the buoyancy of good health. It is up to the grocer to put RIGA WATER in the homes of his customers.

Cures Constipation and all Stomach troubles.

Strongly Recommended  
by the Medical Board  
WE WANT AGENTS

La Societe des Eaux Riga  
MONTREAL



# SELLING ARGUMENTS



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

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

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

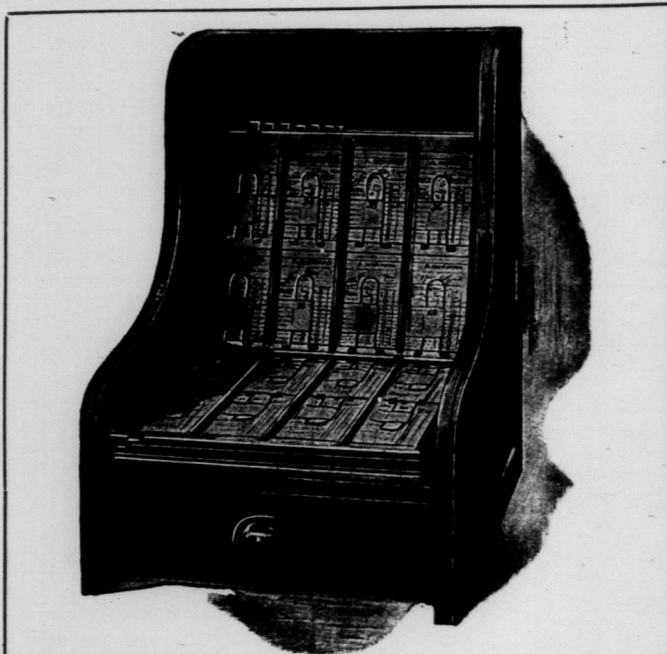
## CONNECTICUT OYSTER CO.

50 JARVIS STREET

TORONTO



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

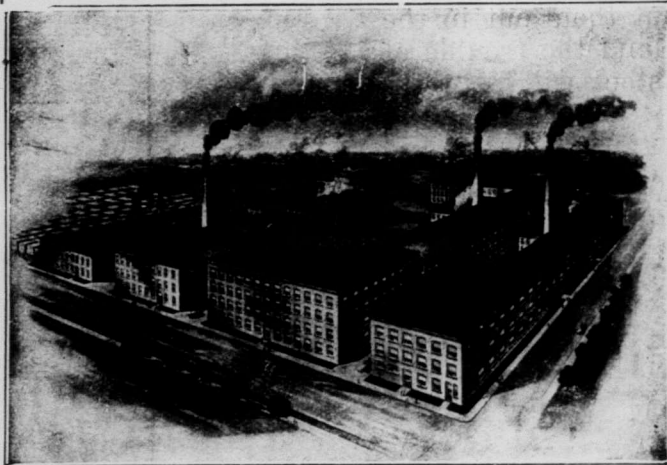


With the proper system of account keeping you can put an end to accounting worries and know the amount of accounts outstanding at a glance.

## The ULLMAN Account Register

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

Send for illustrated booklet or ask for demonstration.

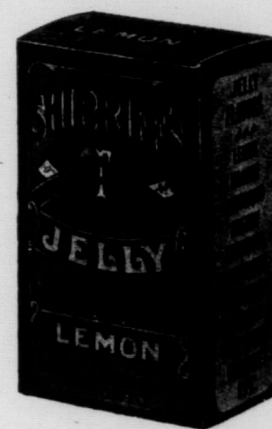


We want dealers to handle the Ullman Account Register in some localities.

**The Hamilton Incubator Co., Ltd.**  
Hamilton, Ontario

## Every Extra Sale Means an Extra Profit

Give Shirriff's Jelly Powders the benefit of some of your energy, enthusiasm and selling ability. The extra profits on the extra sales you will make will amply repay you.



# Shirriff's Jelly Powders

There's a flavor to suit almost every taste and occasion. High-quality flavors, full and rich. And the attractive appearance of the jellies, with their beautiful sparkling and glowing colors, makes one eager to taste them. They are the kind of jellies that housewives take pride in seeing on their tables.

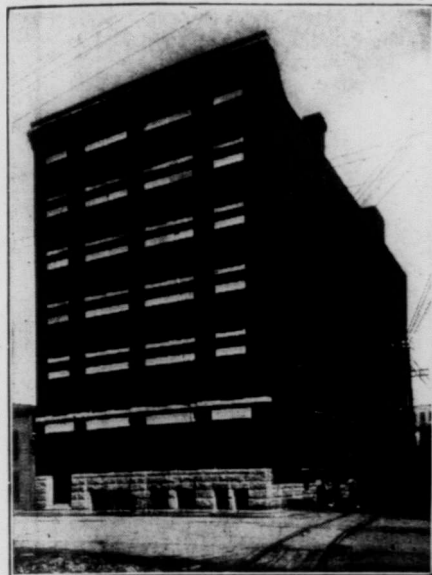
Shirriff's Jelly Powders are easy to sell, and there's a good margin of profit in each sale, which is a good reason why it is good business for you to instruct your salesmen to keep their eyes open for chances to increase their sales of this profit-earning line.

**Imperial Extract Co.**  
Toronto

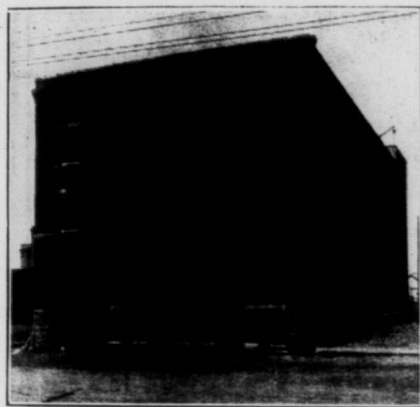
107



# TEES & PERSSE LIMITED



WINNIPEG WAREHOUSE



SASKATOON WAREHOUSE



CALGARY WAREHOUSE

ESTABLISHED 1884

**MANUFACTURERS!**

For Western Representatives we have pleasure in recommending

**TEES & PERSSE, LIMITED**

who have assisted us for many years in distributing

**Durham,  
St. Lawrence,  
Canada,  
Ivory Gloss and  
Akron Starch**

also  
**Bee Hive Corn Syrup**

Their warehouses at

**FORT WILLIAM  
WINNIPEG  
REGINA  
MOOSE JAW  
SASKATOON  
CALGARY  
EDMONTON**

were erected and are maintained to look after manufacturers' interests as they should be. Their operations extend

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

and all jobbers are canvassed daily.

**St. Lawrence Starch Co.,  
Limited  
PORT CREDIT, ONTARIO**

AGENCIES SOLICITED  
Address

**TEES & PERSSE, LIMITED  
WINNIPEG**

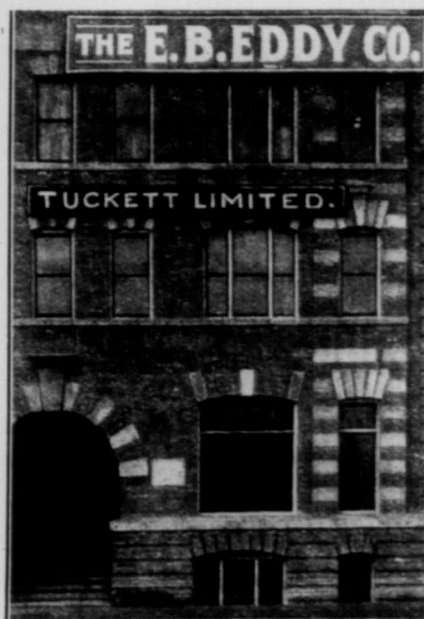
**TEES & PERSSE OF ALBERTA  
LIMITED, CALGARY**



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE



## That Distinctive Pure Fruit Flavor

that gives real quality to Jams and Jellies, is always found in goods marked with the E. D. S. Triangle. E. D. S. Jams are Preserved Purity. Made in Canada from the best Canadian fruits, fruits grown in Canada's fruit belt, the Niagara Peninsula.

E. D. S. Jams and Jellies are government inspected and test 100 per cent. pure.

Your customers will be delighted with the deliciousness of these fruit products—that uphold quality and purity—E. D. S.

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.



## You will put your hand on Money

if you make a feature of Lawrason's Snowflake Ammonia and Lawrason's Snowflake Bath Powder. These two moderate priced household necessities have proven big sellers by reason of their effective cleansing and water softening powers.

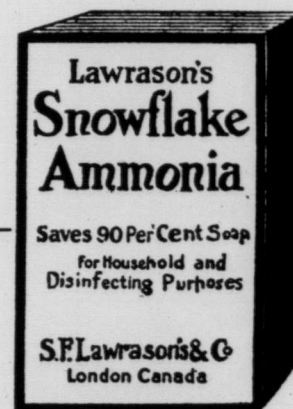
Lawrason's Snowflake Ammonia is backed by a guarantee of \$500 that it equals in cleansing power any similar powder on the market selling for twice the price.

Lawrason's Snowflake Bath Powder is a boon to the city dweller. It is perfumed and antiseptic, and is unequalled for softening hard water. Packed in neat green and red lithographed tins, with nickeled top.

Lawrason's are the lines for you to handle.

Write at once

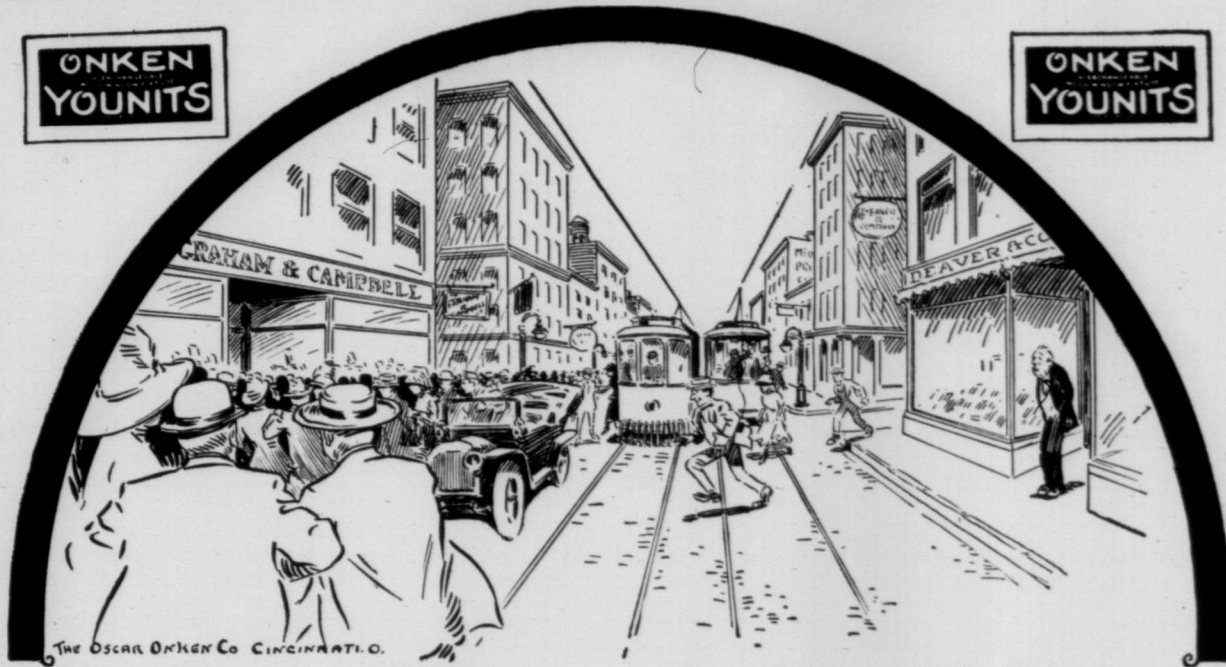
**S. F. Lawrason & Co.**  
LONDON ONTARIO





**ONKEN  
YOUNITS**

**ONKEN  
YOUNITS**



The OSCAR ONKEN CO. CINCINNATI, O.

## Attractive Windows--Attract Attention

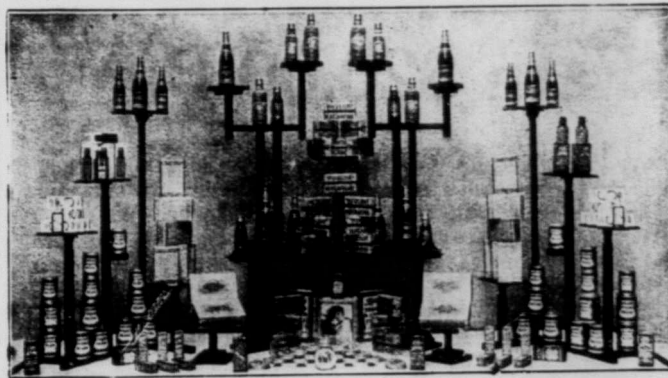
and with the aid of



### The Window Trimmer

Will accomplish ever so much in making good window displays--will shorten the time of his work--will positively find it possible to make his trims just as he has been wanting to make them by having every YOUNIT necessary to make just the fixtures he wants, for the reason that my sets of YOUNIT FIXTURES have wonderful interchangeable features; you put them together just as your needs require, large or small, high or low, and when they are together you will find them absolutely rigid, and remember above all

YOU NEVER NEED A TOOL.



(Patented 1911 in United States and Foreign Countries)

I can show you how you can make HUNDREDS and HUNDREDS of window trims on the order of this one which is a ten-foot trim and made with only a part of a set; you never need make any two trims alike; I don't care what size or shape your windows are, my YOUNIT FIXTURES are just what you want. The fact that they are interchangeable permits you to set them together to suit your size and shape windows. You can make pedestals, trees, stands, benches, brackets, window dividers, and hundreds and hundreds of odd and standard fixtures and you will never exhaust the possibilities of this wonderful set of ONKEN YOUNITS.

#### Special Sets I Make

- Set No. 14 125 YOUNITS For 2 large grocery windows and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **\$36.00**
- Set No. 14 1/2 65 YOUNITS For 1 large grocery window and besides inside store use on counters and cases. This set will display groceries, packages, bottles, fruits, candies, cigars and fancy goods. **\$21.00**
- Set No. 4 110 YOUNITS. This set is made for the general store trade. This set can be used for displaying groceries, hardware, shoes, clothing, dry goods and furnishings. **\$28.00**

Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border.

**Finish** --Made of Select Oak in stock finish, Weathered Oak, and all in a soft, mellow, waxed finish.

**Storage Chests** --Each set is put up in a hard wood hinged-lid storage chest (oiled finish). A place to keep the unused YOUNITS.

**Book of Designs** --A beautiful book of photographs showing large size trims made with my YOUNITS sent FREE with each set.

Shipments Made at Once. **Every Set Guaranteed Absolutely.**

## THE OSCAR ONKEN CO.

Established 32 Years

788 Fourth Ave.,  
Cincinnati,  
Ohio,  
U. S. A.

Order through your JOBBER or DIRECT.

The Oscar Onken Co., 788 Fourth Ave., Cincinnati, Ohio.  
Send me your Window Fixture Booklet.

Firm.....  
City.....  
Business.....

## You' Should Never Be Without Quick-Naptha



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

### Between Now and Christmas You Can Earn \$20.00 Per Week

**T**HIS year the MacLean Publishing Co. find it necessary to engage a larger number of representatives than ever to handle their Christmas business. Thousands of subscriptions to the MACLEAN MAGAZINE fall due between now and the first of the year. We need respectable men and women of good address to look after these renewals and secure new business for us.

In every town and centre of population in Canada are hundreds of our readers. You are well acquainted in your own locality, and have direct access to these people. Their subscriptions expire at the end of the year, and their renewals are merely a matter of your calling on them.

Never before have we had such an increase in new business. Our Magazine is demanded by the business and professional classes, while the average reader enjoys it. You can also look after this new business for us. We give the most liberal pay of any publication on the market. By devoting your spare time to the work, you can easily bring your earnings up to \$20 per week. Many of our local salesmen exceed this modest estimate. For the balance of the year 1912 we are going to spend thousands of dollars on our local sales force. Your town will share in this expenditure. Here is a business chance for you. Take charge of this work in your own town during spare hours. All that is necessary to become our representative is to write for supplies and further instructions.

Send in your application to-day to

### The MacLean Publishing Company

143-149 University Avenue

Toronto, Ont.



**MODERN GROCERY EQUIPMENT**

Adds an air of distinction to your store—and

**ATTRACTS TRADE.**

**The "Walker Bin" System**

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

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

LIMITED



Berlin,

Ontario



**REPRESENTATIVES,**

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



**TWO CENTS PER WORD**

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

**JUST ONE GLANCE**



at a display of Cairns' delicious Scotch Jams will make your customers try them. The first sale is followed by repeats.

**APPRECIATED BY ROYALTY**



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

**ALEXANDER CAIRNS & SONS**  
PAISLEY, SCOTLAND

Canadian Agents: SNOWDON & EBBITT, Montreal.



**Prince of Wales Pure Extracts**

This brand of extracts we are prepared to back on every occasion. Give it to your exacting customers, and note how well pleased they will be. All flavors in 2 oz., 2½ oz. and 4 oz. bottles.

**S. H. EWING & SONS**

MONTREAL and TORONTO



# KEEN'S OXFORD BLUE

KEEN'S OXFORD BLUE. The blue that ensures snowy white laundry and because of its strength, its use is the truest form of economy.

Recommend it to the new housewife, the older folks use no other.

For sale by all the Canadian Jobbing Trade

## MAGOR, SON & COMPANY

403 St. Paul St., Montreal

30 Church St., Toronto

Agents for the Dominion of Canada



### Holding Your Customers

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

## CROWN BRAND CORN SYRUP

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

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

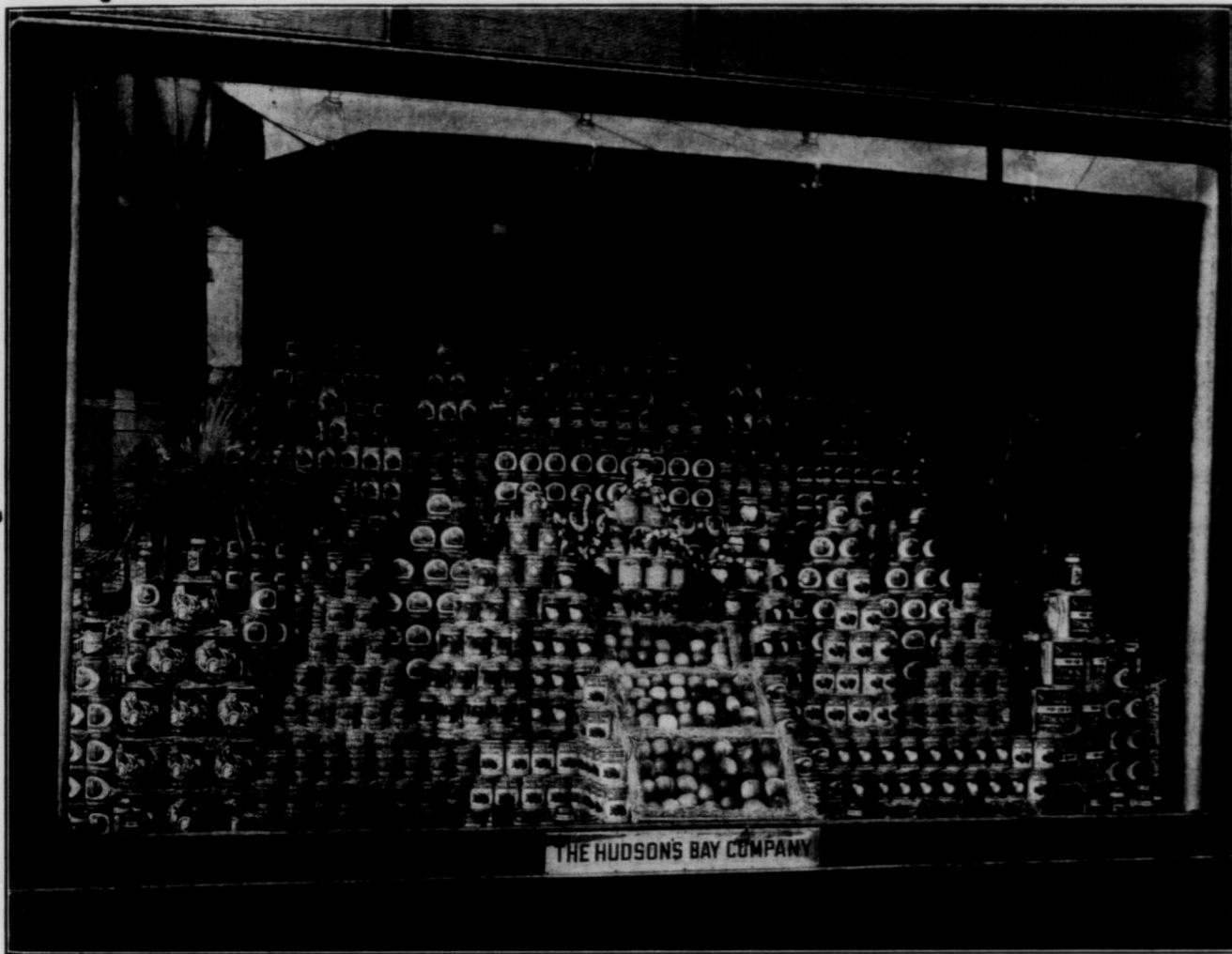
There is a national demand for it—be-

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

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

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





Canned fruit display made by R. George, with The Hudson's Bay Co., at Kamloops, B.C. It shows good effect of a quantity trim properly organized.

## Organization in the Quantity Display

**It is to be Strong "in the Attack" Like a Successful Army, it Must Have System—Window Containing Many Tins of Canned Fruit Which Will Attract—Some Forethought Necessary to Produce a Strong Selling Quantity Trim.**

If there is strength in numbers as the old proverb indicates, then the above display must be considered a particularly good one. More than 350 tins of canned fruit alone can be seen in the photograph, and what can be seen does not include much more than half of what the window actually contains.

Canned goods is one line which can be shown in quantity with good effect. Most dealers buy heavy supplies of this line every autumn and a quantity display is therefore easy.

In some cases, however, there is not strength in numbers. Witness some of the battles recently waged between the Bulgarians and Turks. No army can do effective fighting if it is a mob. There must be system. System is absolutely necessary if a strong attack is to be made.

The same applies to quantity in the

window display. Many windows are to be seen everywhere that stand high as far as quantity is concerned. But in the matter of drawing custom—in the attack—they are absolute failures. Windows containing disorganized "mobs" of goods are similar to the army that has become a mob. Each is ineffective in the attack and sooner or later their failure will be observed.

The above window was one shown recently by the Hudson's Bay Company, Kamloops, B.C. and was trimmed by R. George. Mr. George has already the acquaintance of Grocer readers, he having won a first prize in the Christmas window dressing contest of 1911-12. His display belongs to the organized class and as such is bound to produce results. Care was exercised in arranging this canned fruit window. It was not accomplished as if it were an after-

thought, but a fore-thought. The various cans were laid in specific places—not simply thrown together. They present a strong front, with the labels turned out where they accomplish the most good.

### A Forceful Connection.

It is not necessary to go into any detail in explanation of how the window was dressed. The arrangement is self-evident, but some emphasis should be placed on the connection the artist has made between the canned and fresh fruits. In the centre of the display may be seen three boxes of high quality apples, the boxes being artistically bordered with excelsior. This strongly suggests to the prospective buyer the quality of the fruit in the cans. The decorations of palms, leaves, etc., add an extra tone to the display which assists in attracting attention.

# A Window Picture Without Reflections

To Absolutely Prevent Reflections and for Best Results, Photograph Should be Taken at Night With Artificial Light and Long Exposure—Camera Must be Perfectly Still and Lights in Window Must be Concealed—Take Picture in Daylight When Sun is Shining on the Display—This Tends to Kill Reflection.

When the retail grocer goes to the trouble of having a photograph taken of a window display, he might as well get the best results possible. One of the troublesome features that photographers, unaccustomed to outside work, meet with is reflection. This is frequently seen in windows received by this paper. Good displays are impaired for reproduction on account of buildings and trees from across the road getting into the picture. In fact, occasionally the photographer himself, with his camera, appeared in the picture, rendering it practically useless for reproduction.

The Grocer would suggest to dealers who frequently have windows taken by one of their local photographers, that they study the suggestions given below so as to be able to advise the inexperienced commercial camera man. Every town and city has good portrait photographers. That is, they take good pictures of people inside their studios. But when it comes to commercial work they are at sea with regard to some points.

## Schedule of Important Points.

Retailers should remember the following points:—

1. To get the best possible picture of a window display it should be taken at night.
2. The light in the window should be fairly strong, Tungsten lamps being preferred. Strong gas light or an arc light are also good.
3. All lights in the window should be concealed.
4. Photographs should be taken on a calm night as a strong wind vibrates the camera which should remain absolutely steady.
5. Photographer should stand just far enough away to get in the window itself.
6. The average length of exposure for a night picture is from 10 to 25 minutes, the time depending on strength of the light in the window and the colors. Some windows, however, have to be exposed from 30 minutes to an hour, this applying more particularly to dry goods where dark cloths against dark background are shown.
7. Prints should be made on glossy paper as better results are secured by the engraver from this than from a dull finish. Pictures for reproduction in this paper should be about 8 inches

by 10 inches in dimensions and unmounted.

## Eliminates the Reflections.

The reason why a photograph should be taken at night is obvious. It entirely prevents reflections and therefore does away with the greatest trouble. It does not matter whether people pass between the window and camera or not, although no one should be allowed to stand in front of either for any length of time. This would darken and dull a portion of the picture. A flashlight of a display at night seldom produces good results and should be avoided.

When lights are placed high up in the window, they can often be concealed by pulling down the curtain. Otherwise they should be covered so that they still shed light on the goods but that they cannot be seen by the photographer. Unless they are concealed the photograph will be blurred.

## How Detail is Often Lost.

Some photographers stand too far away from the window to get the detail of the arrangement. When reproduced these become useless in the matter of ideas for others. If the sidewalk is fairly wide the man with the camera can stand on the edge of it. It should be distinctly remembered that a window is of little use unless the arrangement is obvious when it is reproduced in the paper.

Commercial photographers advise a "fast" plate for a window photograph taken at night. This is preferable to a "slow" one because the length of time of exposure is lessened.

## The Daylight Photograph.

There are occasions when a photograph has to be taken during the day time—particularly in smaller places where artificial light is poor—and a few elementary principles should be always recognized in such cases.

One is that the reflections are worse when the sun is not shining on the window. It is therefore desirable that the picture be taken in strong sunlight with the sun's rays directly on the window to be taken. This kills the reflections and results are usually pretty good. Time length of exposure in daylight is, of course, greatly reduced in comparison to a night photograph with artificial light. One second is probably the limit.

A sure method of preventing reflections in day time is by the use of a

screen erected on two poles just behind the camera. The best color to use is turkey red with black coming next. This may be simply a light cheese cloth or sheet held up by a couple of poles so as to prevent the rays of light from across the street entering the window. The camera should, if possible, be placed in a hole in the centre of the sheet; next best, the photographer should stand in front of it.

## For Picture of an Interior.

A photograph of a store interior is best when taken during the day. But it should not be taken when the sun is shining on the window. The light should be as evenly distributed as possible to get good results and these cannot be secured with the front of the store too bright. It is much easier, of course, to get a good interior picture than a window, as the photographer hasn't the glass to contend with.

## Keep Suggestions on File.

Now that the Christmas season is close at hand, many dealers will be having their windows photographed so that above suggestions will come in handy. This page might well be clipped out and placed on file where it can be looked over when a photograph is contemplated. It should be remembered that apart from the larger cities, there are few photographers acquainted with outside commercial work so that the dealer should be in a position to point out the best time for a photograph and some of the important points to consider. These photographers may be experts at portrait and inside work in their studios where they understand all light changes, but they need a little coaching when it comes to a window photograph where reflections are a trouble.



## FIRM MOLASSES PRICES.

Fancy Barbadoes molasses sold steady to firm. There is no molasses to come forward from the Island of Barbadoes except what has been already purchased by importers, and therefore, there is not likely to be any decline in prices between now and February. Easiness then is by no means a certainty as reports from Barbadoes regarding coming crop are by no means encouraging. Of course low prices expected on sugar will have tendency to weaken prices on new crop.



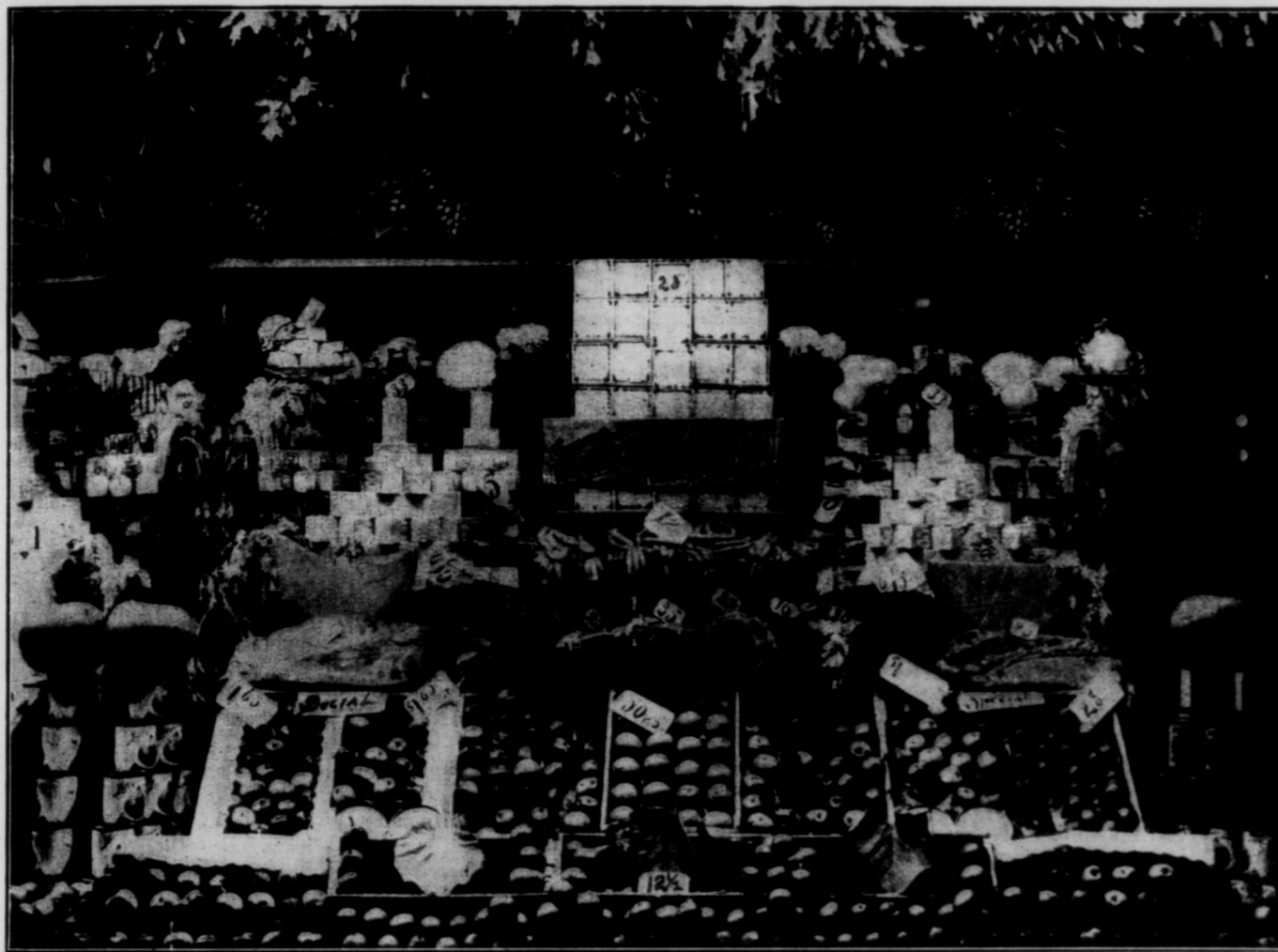
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This Thanksgiving display attracted a great deal of attention and made many sales. It was arranged by Bruce McDougall, Ingersoll, Ont.

## A Result Getting Thanksgiving Display

What One Retail Store Accomplished With a Fine Display for That Festive Occasion—Fruits, Meats, Cheese, Butter, Honey and Vegetables Shown—Many Extra Sales Made—Citizens Called to Congratulate the Winner.

By Bruce McDougall.

That the window display is an important seller in the grocer store of today, was proven by our this year's Thanksgiving window, a reproduction of which is shown here. It necessitated a great amount of work to arrange it, but it certainly sold the goods. A good window display places your goods before the public in an appealing and unobtrusive way and with a little care and attention to the arrangement and blending of the goods shown, satisfactory results should always accrue.

This window is made up of a special line of goods for Thanksgiving. They include tasty edibles applicable for that particular occasion. Near the front of the window are a number of boxes of new raisins, and in front of them close to the glass, large russet pears. A row of boxes of choice MacIntosh reds are next the raisins and flanked by a pyra-

*Bruce McDougall, the writer of this article and the trimmer of this Thanksgiving window, is in his father's store at Ingersoll, Ont. He is a young man who is making good in the art of grocery window display, which illustrates what can be accomplished by the salesman who takes an interest in the success of the store. The above window is one retail dealers should place on their files for suggestions for next year.*

mid of canned fruit and vegetables with pumpkins placed on top.

A couple of stands were erected on either side and to the rear on which were

placed creamery butter, cheese, celery, cooking compound, olives, cream cheese, and cabbage. In the centre I built up a semi-circular platform on which to show meats as attractively as possible. Hanging from the ceiling was a heavy plate glass shelf loaded down with sausage and pork pies. This plate glass shelf kept swinging backward and forward, the motion itself attracting a good many people. I may say here that the displaying of meats, sausage, etc. in the window has sold and is selling a great deal of goods for us. Higher up and to right and left may be seen plates suspended from the ceiling also containing pork pies. Everything in the window was priced with small tickets, as we believe these assist greatly in making sales.

The decorations at the top consisted of oak leaves against a background of grapes and other fruit.

## The CANADIAN GROCER

Established - - 1886

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**RETAILER PROTECTED BY WARRANTY.**

Food Standards for Canada are gradually being established to include all lines. In last week's issue several new standards were referred to and more will follow. As these standards go into effect, foods sold by the retailer must be subject to their conditions or else he will have to bear the penalties for conviction as set forth by the Adulteration Act.

The inspection of foods will still continue as under the Adulteration Act, but the legalization of the Standards will have the result of making it a simpler matter to obtain conviction. Many consider the fact that the retailer is liable for infractions of the law as a hardship to him, claiming that the manufacturer of adulterated goods is really the guilty party. However, the authorities look upon the situation in a different light, arguing that since the retailer is the immediate vendor, he is the one directly responsible for their quality.

The retailer, however, can be absolutely protected if he will take the trouble to ask the manufacturer, or his representative, for a warranty that the goods are pure. This warranty is provided for in a section of the Adulteration Act, and once secured by the retailer, he no longer becomes liable. If the manufacturer refuses to give a warranty that the goods are according to Standard, and at the same time represents them to be so, the dealer should purchase elsewhere. He cannot afford to take a chance on his reputation.

Food Standards are intended to raise the standard of quality of goods sold to the consumer and every retail dealer should stand behind the pure food idea with his selling influence.

**ADVANCES IN BLENDED COFFEE.**

During the past few weeks several large Canadian coffee firms have advanced prices on their standard blends, put up under their own branded name. The upward movement amounted to from 2 to 3 cents per pound.

The advances were inevitable on account of the rise in green coffee. Indeed, advances were made by some firms

a couple of months ago. The total advance in prices since the soaring movement began in this line two and a half years ago has been appreciable, ranging from 3 to 4 cents on better grades with most firms to 6 to 8 cents with lower quality goods.

These advances, although they appear rather substantial have been apparently warranted by the course of the green goods, which has been gradually climbing to a higher level, especially on the cheaper grades. Green Rios has during that time gone up about 10 cents per pound, while some of the better grades have advanced as much as 5 to 7 cents.

Therefore it would seem as if the advances in standard blends are well warranted. It was retarded for a long time by keen competition between manufacturers, but at last had to give way to the inevitable. The advance has, of course, been much larger on the cheap grades.

**ANNUAL COST OF SCALE INSPECTION.**

Government blue books as a rule are dry reading for the majority, but the last one on Canada's inland revenue contains information about weights and measures which will be interesting to every grocer and general merchant. They have to "pay the piper" for the public's benefit and should therefore know the amount assessed them for scale inspection.

The total revenue collected for scale inspection during the fiscal year ending March 31, 1912, was \$107,408.60. The total expenditures by the department in the collection of above amount was \$124,256.83. It actually cost the Government, therefore, only \$16,848.23 to employ many inspectors and maintain buildings and apparatus for the inspection of the scales and measures for the protection of the public. The owners of scales paid the rest whether scales were correct or not.

But the chief objection to the retailer paying for inspection is the fact that in the great majority of cases his scales are correct. The blue book report shows that 63,674 weights (Dominion) were presented for inspection and that 63,238 were verified and only 436 rejected. This places the percentage of rejections at only .683. As regards platform scales, 51,464 were inspected and 1,134 rejected, making a percentage of 2.203. Scales used by merchants have, therefore, been practically correct, yet, whether correct or not they have had to hand over a big percentage of the \$107,408.60 revenue collected.

**FRIENDLY RIVALRY IN SALES MAKING.**

Friendly rivalry between clerks in a store in the making of sales is something to be desired because it will prove beneficial to business.

In a certain grocery store where there are two male clerks employed, it is the practice to go out among customers twice a week soliciting orders. Each male clerk is given one portion of the town to cover. Soliciting orders in this way is likely to become rather monotonous, unless there is something to keep up interest. In order to do this, one day when the junior clerk, more by good luck than real effort, secured more orders than usual, the proprietor tactfully acquainted him with the fact and intimated that if he would put forth a little more effort he would soon be able to get his orders up to that of the older clerk.

The junior clerk thus had an ideal set up for him to strive for. Better work is always done when a person is attempting to attain a certain end and accordingly his orders began to increase. The older clerk finding how



well his junior was doing decided that he would have to get to work or be outstripped in sales. Thus a friendly rivalry sprang up between the two, which has made the work of order taking much more interesting to them and has also proved of material value to the store because of the larger sales.

Many other merchants, no matter how many or how few clerks they employ, should be able to work the same idea to good advantage. Start the sales rivalry in a tactful manner, and the enthusiasm will keep alive itself with encouragement from the merchant at intervals.

**EFFECT OF DISORDERLY WAREHOUSES.**

A dirty, disorderly warehouse to the rear of a well kept store interior is much like the Queen Anne front and Mary Ann back in a dwelling house. Often the prospective purchaser is pleased with a dwelling almost to the extent of buying, but when a glimpse of the back is secured, the deal is off.

There is something akin to this in the unsanitary warehouse to the rear of the supposedly well kept grocery store. Recently a case has come to the writer's notice where a good customer was lost on this account—she got a glimpse of the warehouse and transferred her account elsewhere. It happened on a chilly day just prior to Thanksgiving, when she went to the rear of the store to stand beside the stove. The proprietor had gone out and had accidentally left the warehouse door a-jar. The customer saw the interior.

Without going into details, it may be said she immediately decided that it was no place for her to deal. Her business now goes elsewhere.

Particular women will not stand for unclean habits in stores. When they are assured that their dealers' establishments are as clean as their own kitchens, there is little chance of losing them. But unsanitary stores are disastrous to trade. There are always plenty of orderly, well kept places to deal in, and these will be found out sooner or later.

**GOOD TIME TO FEATURE LEMONS.**

This is undoubtedly a time when the grocer should feature lemons, because he will find it greatly to his advantage to do so. There are several reasons for this.

New lemons are now on the market, and the larger shipments have brought reductions in prices at most centres. The downward movement varies on the several markets, according to how high prices were forced previous to the arrival of the new stock, but in most cases supplies of old lemons have been extremely scarce, prices were forced to a high point and are at present undergoing an appreciable reduction.

This of itself would make it easier for the dealer to sell lemons, while he has also good quality fruit to assist him. Not only is the quality good, but the color is excellent, which is rather an unusual thing for new crop lemons.

With all these points favorable to the sale of this line and with the season of good demand now opening up, those dealers who feature lemons should find results satisfactory.

**USE WINDOW FROM NOW TILL XMAS.**

During the next two months is an excellent and most profitable time for window display in the grocery store, perhaps more so than during any other period of the year.

In the first place, good window displays are possible because the goods which the trimmer now has available lend themselves readily to good window trims. At the present time we have the new canned goods and dried fruits, which may be arranged into some attractive trims, while as the year draws to a close, fancy lines of goods for the Christmas trade should be shown.

The time to give the greatest attention to your windows is when it is possible to make them draw the most business, and from now till the end of the Christmas trade is undoubtedly a time when results should range high. It is merely a case of making hay while the sun shines.

Many dealers have already begun to promote sales of goods for Christmas baking by window display. It is by no means too early. By getting as much of this business as possible over early, the latter period of the Christmas season can be more fully devoted to selling fancy lines of goods for Christmas gifts, nuts, candies, fruits, etc., which do not sell readily until close on the festive day. The window will undoubtedly bring handsome returns for the time spent on it.

**EDITORIAL NOTES.**

This is the season to sell soups.

\* \* \*

The grocer who looks to the future, must sell high quality goods.

\* \* \*

It is easier and more profitable to retain an old customer than hunt up a new one.

\* \* \*

White beans are not the only ones that are high in price. The coffee bean is well up in the race.

\* \* \*

The longer a leak is left unchecked the greater the destruction so far as grocery profits are concerned.

\* \* \*

Preparations for war prevent it, say military men. Same applies to the stopping of bad accounts.

\* \* \*

The more the clerk knows about the goods in stock, the more confidence he has in his ability to sell them.

\* \* \*

When losses through the careless extension of credits are checked, a dealer can stamp himself as a capable manager.

\* \* \*

A display of goods thrown promiscuously throughout the window has about as much drawing power as a mob has attacking power.

\* \* \*

In entering your Christmas window in The Canadian Grocer's contest be sure to get a good photograph. An article on another page of this issue points the way.

\* \* \*

Reproductions of hunting and Thanksgiving windows which have been appearing in The Grocer, indicate the greater attention being given to special occasions. Every dealer has splendid opportunities to increase sales in this regard.

\* \* \*

There is no sound reason why Co-operative Societies should get concessions from the Federal Parliament which other joint stock companies cannot secure. The retail trade has been instrumental in blocking them so far, in their efforts to get special privileges, and it should be ever on the alert to do so again if the occasion arises.



## How an R.G.A. Prevents Credit Losses

Vancouver Association Has Forms Which Members Request Credit Applicants to Fill Out—Customer States His or Her Own Limit and is, Therefore, Under Obligation to Not Over-run It—The Information That the Form Presents.

How many grocers are there who sell goods on credit to certain customers and who never know when the money will reach the cash register? That many a dealer falls by the wayside on account of credit losses is an indisputable fact and if all the losses from this cause were known the list during the past ten years would be appalling.

In later years, however, the retailer—that is the aggressive retailer—has been paying more attention to his credits and is doing much to eliminate losses by demanding cash from doubtful pay and placing a time-limit on laboring classes who receive their wages once a week, every two weeks, or a month as the case may be. These methods have worked out successfully in a great many cases.

There is, too, the professional dead-beat who goes about from district to district and place to place, seeking credit which he never intends to meet with the money. In cases like this, the retail association can do much to discover his method if a proper system has been organized.

### Vancouver Grocers Plan.

In Vancouver, B.C., the Retail Grocers' Association is exceedingly active in regard to extension of credits. A form has been prepared for all members to use in case some one asks for credit. This form is reproduced on this page and a study of it shows the importance to the retailer in having the questions thereon answered.

When this form has been filled out the dealer is requested to send it to the secretary of the association, who gives a report on it. The secretary is in a position to know the character of the majority of those who are asking for credit, and he may have in his possession information that is not included on the card.

### Applicant Decides the Limit.

The form will show the occupation of the husband, where he is employed and the day of week or month the customer agrees to settle the account. One of the most important features of having this form filled out is that it includes the amount of credit wanted by the credit applicant. When this amount is stated it places the customer practically under an obligation to prevent the account from going above that figure. He or she has stated the amount desired and there is little difficulty in seeing that the account

is never overrun. If the dealer had arranged this limit himself, the difficulty would be greater.

Another good feature of having the applicant decide the amount of credit required, is that he is likely to place it at a fairly low figure. A man or woman in looking ahead usually minimises the amount of purchases. When once the limit has been mutually agreed upon, the applicant will do his or her level best to meet the requirements at the stated time.

This is something that every dealer, whether a member of an association or

<p>For the purpose of obtaining credit, I make the following declaration:</p> <p>My full name is .....</p> <p>Present address, No. ....</p> <p>Tenant or owner?.....</p> <p>My (husband's) present occupation is...</p> <p>Where employed .....</p> <p>I will pay on.....day of each.....</p> <p>Amount of credit wanted.....</p> <p>At what grocery did you last trade on credit? .....</p> <p>Give other references .....</p> <p>.....</p> <p>I do not owe any past due accounts to any other merchant.</p> <p>Signed .....</p> <p>No honest person will be offended at any reasonable precaution in the extending of credit. The above questions are only fair and reasonable.</p>
---

Reproduction of form presented to credit applicants by members of Vancouver R.G.A.

not, should study. In opening a new account let him have the person applying for credit decide on the amount required. This will always prevent the account running into big figures and possibly being lost altogether when payment is pressed.

### The Cream Skimmed Off.

This matter of credit extensions should undoubtedly be given more consideration by the average grocer than at present. As many a merchant has said, credit losses take the cream off the profits, and if there are otherwise a sufficient number of leaks, failure is inevitable.

## WHY MUSHROOM PRICES ADVANCED.

Authorities Attribute Cause to Feeding Molasses to Horses—An Interesting Discussion.

A rise in the price of imported French mushrooms brings out some interesting facts relating to the causes of this advance.

The immediate cause, of course, is the shortage of the supply, and the growth of the demand. But, back of that shortage, is a defect in fertilization—a defect which was the result of a different system of feeding horses adopted by the French Government.

Most of the mushrooms, as is generally known, are grown near Paris, in great artificial cellars constructed for the purpose. The manure to fertilize the beds is largely secured from Paris, and a quantity of it came from the cavalry stables. Now, two years ago, the experiment of feeding molasses to horses was tried, and as a direct result came destruction to so many mushroom beds that the damage done has not yet been repaired.

It seems the molasses was good for the horses, but it destroyed manure for enriching the mushroom beds. Just what harmful influence it had has not been discovered, but it is known that beds upon which this fertilizer was used, were destroyed.

Of course, in the two years which have elapsed since this manure was employed with such disastrous results, a good deal has been done to put the mushroom industry back on its old sound footing. At the present time some \$25,000,000 worth of mushrooms are being exported from Paris, but this is not enough to meet the heavy world wide demand. So the present advance of one dollar a bushel has been struck.

## THE BIBLE ON NET WEIGHTS.

Thou shalt not have in thy bag divers weights, a great and a small:

Thou shalt not have in thine house divers measures, a great and a small:

But thou shalt have a perfect and just weight, a perfect and just measure shalt thou have; that thy days may be lengthened in the land which the Lord thy God giveth thee.

For all that do such things, and all that do unrighteously, are an abomination unto the Lord thy God.

Ye shall do no unrighteousness in judgment, in meter-yard, in weight or in measure.

Just balances, just weights, a just ephah, and a just hin shall ye have; I am the Lord your God, which brought you out of the land of Egypt.



## Goods Shown in Form of Mountain Range

**Methods Used to Introduce New Goods to Customers—Value of the Counter Display for This Purpose—Customers Look at the Goods and Then Make Enquiries About Them—A Dealer Who Sells Quality Goods With Best Profit Regardless of What Customer May Ask for.**

"A regular mountain range of display," is the best laconic description that can be given of one side of Henderson & Co. store, on Brock Street, Kingston, Ont. In fact, the whole store is one big mass of display arranged with the idea of bringing goods prominently before customers. The majestic showing of goods cannot help but impress the person who visits the store.

This is particularly true of one side. This side has no counter. Commencing about 12 feet from the wall the first ridge of display begins and gradually in step form, rises up close to the ceiling. It is one gradual slope of goods from floor to ceiling, not all evenly arranged, but built up so as to give variety and add to the attractiveness. Steps and pyramids of canned, bottled and package goods constitute the construction. As said before it is not all evenly arranged but suggesting more than anything a miniature mountain range of groceries with pyramids and rows of goods following one another in succession. One cannot help but be impressed with its massiveness. Surmounted with a row of framed advertising material and with a metallic ceiling, the goods are shown to good effect.

### Use Attractive Counter Displays.

There is always an extensive display of goods on the counter side. Recently there was a high row of soups adorning the end of the first counter. On a table in front of the counter, cheese was shown. There are always displays of canned goods farther to the rear as well as a biscuit cabinet. The arrangement, of course, is changed frequently.

The idea is to keep the goods forever prominently before people who visit the store. Mr. Henderson maintains that it pays. "If you don't put the goods out where people see them," he says, "you can't expect to sell them. We make a big feature of profuse display of goods. We get them out here and everyone who enters the store sees many articles in which they are interested, or at least, become interested in. Purchases naturally follow. When you get people looking at goods, you are approaching a sale.

"We get as many articles as possible out on the counter, too. When they are there, people will pick them up, examine them and make enquiries about them. The salesman has then a chance to talk about them to the customer."

### Introducing Goods to Customers.

Mr. Henderson has a space on the main counter to place goods in which he particularly wishes to interest customers. These lines are frequently changed so that the customer will see something new on each visit. The big display also has to be frequently changed and rearranged. In order to keep it looking attractive a good deal of dusting is required. The clerks put in their spare time at this work.

Mr. Henderson is another merchant who believes that the grocer can sell the brand of quality goods he wants to. "If people have confidence in you," he says, "they will buy what you recommend. However, the one essential is that you be sure of the quality of the goods first. This must first be made certain of before the goods are recommended for the grocer cannot afford to risk his reputation even for a little extra profit.

"I do not believe in direct substitution, however," he reasons. "For instance, if a customer sends in an order for a certain kind of jam, she gets that kind. I would not disappoint her. I would probably lose more than I would gain. However, if a customer comes in and asks for a certain one that pays a small profit and I have another of equal quality that allows me a better profit, I certainly will recommend it. In this way we find that we can sell what we want to. It is well in these days because many lines pay a small profit. The grocer finds it necessary to pick out the lines that will give him a fair margin above total cost.

"It would seem as if many merchants are in business not for themselves but the benefit of the manufacturer and the customer. They handle goods which allow a margin which will hardly pay expenses. If they have a specially ticklish customer who does a lot of complaining, they will pick out the best goods for her at the lowest price. About the only thing he gets out of it, is the trade. It would be better to do without such business," he claims.

During the summer months, the Henderson store does a big trade in camping goods with campers who have summer homes among the Thousand Islands. Kingston is the route by which many of them go to their summer homes and the Henderson store being close to the station and wharf and an old established business, it naturally secures a goodly

portion of this business. They aim to be able to get big orders ready for shipment in a short time and still to have the goods done up properly. This is appreciated by customers and brings them back again when they need further supplies.

Most of the people who betake themselves to the Thousand Islands during the summer are well-to-do, the purchases are large, high class goods are wanted and as these are the best profit-payers, this business is desirable and is well worth, in Mr. Henderson's opinion, the extra attention given to it.



### TRAVELERS NOMINATE OFFICERS.

Toronto, Nov. 14.—At a general meeting of the Commercial Travelers' Association in St. George's Hall on Saturday night last, nomination of officers for the ensuing year took place. S. M. Sterling being elected president by acclamation, and James G. Cane getting the first vice-presidency and E. Fielding the treasurer-ship also by acclamation. There will be an election between George W. Moore and F. J. Zammers for second vice-president, while nine of the following are to be elected as directors of the Toronto Board:—

Alec. Cook, J. W. Charles, C. A. E. Colwell, C. G. Duncan, John Everett, William M. Fielding, R. G. Hector, Walter Moore, W. J. McBeth, A. C. Rogers, C. J. Silver, W. H. Scott, C. J. Tuthill and A. Whiting.

The following boards were all elected by acclamation:—

Hamilton Board—John Stoneman, First Vice-President; W. H. Dean, Second Vice-President. Directors—A. F. Hatch, M.P. Malone, C. C. Snye, P. A. Somerville, H. G. Wright and E. O. Zimmerman.

Berlin Board—A. Foster and W. J. Moody.

Kingston Board—W. H. Graham and W. S. R. Mureh.

Guelph Board—T. H. Gemmill, Vice-President and W. G. Berscht, Director. Brantford Board—J. S. Hamilton and D. J. Waterous.

Montreal Board—W. Williamson, Vice-President and George Dawson, Director.

Winnipeg Board—H. Miller, Vice-President and A. C. Merrett, Director.

Vancouver Board—W. J. McMaster and R. E. Jamieson.

Ottawa Board—J. H. Laurie.

Brockville Board—W. Moore.

The scrutineers of the ballot are—Walter Madill, Robert Keyes and H. Clearihue.

The result of the ballot will be declared at the annual meeting to be held in St. George's Hall on Friday evening, December 27.



## Retail Questions Discussed by R.M.A.

**Secretary of Dominion Organization Strongly Opposes Co-operative Societies—Advises on the Need of Co-operation Among the Retail Trade—The Association Should be Supported by All—Officers Elected for Coming Year.**

Peterboro, Nov. 14 — (Special). — About 60 retailers turned out to the banquet and annual meeting of the local Retail Merchants' Association last week and many matters of interest to the retailer of goods came up for discussion.

### Questions Under Discussion.

Following topics were on the slate and the majority of them were gone into:—

“The removal of the time restrictions on the market.”

“To enlist co-operation between manufacturers, wholesalers, producers and legitimate retail merchants.”

“To have all weights and measures tested at the government's expense.”

“The placing of a tax on all business done in the different municipalities by outside retail catalogue houses.”

“To abolish the giving of coupons with goods.”

“To co-operate in refusing to give donations, prizes, and buying of tickets during business hours.”

“The drafting of a new peddlars' Act to include order takers.”

“Credit reporting and collection of bad debts.”

“Workmen's compensation in retail stores.”

“The blocking of the Bulk Sales Act at the last session of the legislature and why.”

“Parcels post.”

“The abolition or reduction of the business tax on business places.”

President Thos. E. Barrie occupied the chair, and the chief speaker of the evening was E. M. Trowern, Dominion secretary of the Retail Merchants' Association of Canada.

### Co-operative Store Being Formed.

There is a movement on foot here to establish a co-operative society, the investigators believing that it would successfully lower the cost of living which evidently is charged up by them to the retailer.

Mr. Trowern strongly denounced the project, claiming that it was injurious to the community as a whole. He referred to the introduction of the stores into Toronto, and their complete failure. Of all the co-operative stores established in Canada only a few have had any measure of success, yet while they are established they injure the trade of the straight retailer.

If you took the retail merchants out of Peterboro,” he said, “I would not give you much for what is left.” Re-

tailers pay the bulk of taxation and they were the best asset of any town or city.”

### Plea for Better Organization.

The speaker urged more co-operation among the trade. “You can't help yourself without helping the other fellow, and you can't help the other fellow without helping yourself,” he declared.

He held that the retailer was not responsible for any increase in prices, and advised that people deal with honest merchants and then they would have no reason to complain. One thing wanted was legislation to punish the man who was guilty of crooked advertising. Mr. Trowern also claimed that the retailers were responsible for the troubles which confront them and appealed for greater co-operation in the building up of their association as well as the Dominion body. Merchants, he said, should not go into parliament or into municipal councils as coal dealers, grocers or dry goods men, but as members of the Retail Merchants' Association.

On a canvas in the banquet hall of the National Hotel, hung the following admonition:—

“Patronize your own merchants. They sell as cheaply and give you as good value as anyone. Boost for your own town.”

Officers for the ensuing year were elected as follows:—

President.—Thomas Barrie (fur dealer).

1st Vice-President — H. P. Morgan (hardwareman).

2nd Vice-President — R. C. Braund (grocer and general dealer).

Treasurer—J. H. Connal (grocer).

Secretary — N. C. Cameron (men's wear).

### CANADIANS LIKE PRUNES.

It would seem as if Canada's appetite for prunes is by no means on the dwindle. At least after receiving her first portion of the crop of 1911, she went back for more than usual during the spring months of 1912. The export of prunes from the United States to Canada during the eight months ending August 31, 1912, was 4,041,596 pounds as compared with 2,446,151 pounds for the same period of 1911.

## No Cheap Freight Rates for Co-operative Company

**Chapleau, Ont., Reader Asks The Question—Claim Was Made by Railway Employees That They Could Get Cheaper Freight—Under the Present Railway Act Such Would be an Impossibility.**

Editor, Canadian Grocer:—Enclosed please find our subscription fee of two dollars for renewal. The writer appreciates your weekly very much, and would not miss it weekly for quite a bit.

Ourselves in common with the other merchants of this town are up against a new experience, and wish to seek advice on one matter in particular. Our town is a railroad centre, and a promoter has formed a Co-operative Co., and succeeded in getting a large number of railway employees here to take stock, promising them to cut the cost of living in half, and also to give them a 20 per cent. dividend on their money. The one thing however, that we are anxious to get advice on is this. One of the reasons that we are forced to get fairly long prices here, is the enormous freight rates we are compelled to pay. This company claim that on account of their stockholders being largely railway employees, that they are to have their goods delivered here at about half rate. We are anxious to know if the law will permit such an ac-

tion on the company's part, even if they were willing to do so. We think this is a question of importance, not only to us here, but to the retail trade as a whole. We would be pleased to hear your opinion on this matter.

Yours very truly,  
READER.

Chapleau, Ont., Nov. 8.

Editorial Note.—While the Canadian Grocer was of the opinion that it would be impossible for any railway company to discriminate against the general public by allowing special freight rates to any one class or company, to make sure of the point, the matter was taken up with the freight department of the Canadian Pacific Railway.

“Under the Railway Act,” The Grocer was told, “all the freight tariffs of the company have to be published, and those rates published are open for any person to inspect or take advantage of. Therefore, there could be no lower rates allowed to one party or company than another.”



# Current News of the Week

## Quebec and Maritime Provinces.

W. Rupert Willett, of the Willett Fruit Co., St. John, N.B., died recently.

A draft agreement has been ratified at St. John, N.B., whereby the law firm of Mitchell & Casgrain, Montreal, will, within 30 days, deposit with the chamberlain, of the city, the sum of \$100,000, as a guarantee that they will erect a sugar refinery within two years, and operate this to the capacity of 2,000 barrels per day.

A general meeting of the Dominion Commercial Travelers' Association, is to be held in Montreal Saturday night, November 16th. The time for election of officers is drawing near, and at this meeting nominations will be made. This is not, of course, the biggest item of business but the question of having a banquet at the time of elections in December will also be discussed. The idea seems to be that such a gathering should prove a great success.

Shirley Ogilvie, for a long time connected with the Ogilvie Flour Mills, has severed his active connection with the office management, though he will continue as a director of the company. In view of this break the officials and the whole office staff, gathered last week to express their regret. C. R. Hosmer, president of the company, on behalf of the directors and the employes, presented Mr. Ogilvie with a handsome solid silver tea set, expressing also the regret all felt at Mr. Ogilvie's decision to retire from the active management. Mr. Black also spoke, referring to the pleasure that all had felt in working with Mr. Ogilvie.

## Ontario.

J. M. Bell, grocer, Toronto, has sold to Wm. Sutton.

R. C. Morris, grocer, Toronto, has sold to G. E. Boyd.

Business of M. C. Faust, grocery, Chesley, Ont., has been sold.

J. Lewis & Son, grocers, St. Thomas, Ont., have sold their business.

A. Whitehorn, grocer, Westboro, Ont., is succeeded by J. B. Sharp.

G. H. Smith, grocer, 176-178 Christie street, Toronto, has sold to A. S. Smart.

G. A. Black, general merchant, Rosemount, Ont., is succeeded by G. A. Graves.

Claude Maedonell, M.P., for South Toronto, states that he will bring in a bill next session to amend the Pure Foods Act.

Holgate & Son have purchased the evaporating business of Finkle & Acker-

man, Bowmanville, Ont. The former have branches in Newcastle and Foxboro.

W. A. Gordon, of Florence, Ont., has sold his entire stock of drygoods and groceries to Wm. Drew and James McIntyre. The new proprietors are now in possession.

Wm. Miller and D. Bell, Yonge street, Toronto grocers, with Controller Alf. McGuire, were in Buffalo on Tuesday of last week to witness the celebration of the presidential election.

H. G. E. Choate, son of A. F. Choate, general merchant, Warsaw, Ont., was in Toronto this week attending convention of the Horticultural Society. He called on several of the wholesale houses while there.

There has been much talk of late about the middleman being the chief cause of the increased cost of living. It has been especially claimed that farm produce costs much more by going through his hands instead of straight from the producer. Cases frequently discredit this claim. One instance became evident last Saturday. New laid eggs on the Toronto farmers' market that day were being sold at 60c per dozen. At the same time, nowhere in the city were retailers getting as high a figure as that for new laid eggs. This would seem to show that marketing eggs through the wholesaler and retailer can be done at a smaller cost than the producer coming to the city to deal directly with the consumer.

## Western Canada.

G. W. Kesterton has opened a grocery store in Edmonton, Alta.

W. S. Wright, grocer, Point Grey, B. C., has sold his business.

Berry & Roth, grocers, Regina, Sask., have dissolved partnership.

Bryer & Co., grocers, Winnipeg, are succeeded by Zeilig & Son.

A. J. Salter, grocer, Regina, Sask., is succeeded by J. H. Stewart.

R. A. Zimmer, general merchant, Margot, Sask., has sold to McRae Bros.

Wilson & Shannon, grocers, Winnipeg, are succeeded by John Shannon.

C. A. Turner, general merchant, Milestone, Sask., has sold to W. Miller.

H. R. Taylor succeeds Mrs. W. J. Wallace, general merchant, Brownlee, Sask.

Stevens & Son, grocers, Moose Jaw, Sask., are succeeded by Carl R. Stevens.

The Beaver Mercantile Co., Ltd., wholesale and retail general merchants, have opened a branch at Ridgedale, Alta.

## WHAT SHOULD BUYING PRICE BE?

Editor Canadian Grocer.—“If a grocer's expenses are 17 to 18 per cent. of each dollar's business done, what should he pay for a 25-cent article?”

READER.

This was a question which appeared in last week's issue when retailers and clerks were asked to do a little figuring on same. One of the replies received reasons as follows:—“Supposing Reader desires to make 6 per cent. net profit on turnover (he does not state what net profit he wants) he would pay 19 cents for the article, providing his expenses are 18 cents on every dollar's worth of business done. The total margin would have to be 18 plus 6 per cent, or 24 per cent of the selling price which is 25 cents. Twenty-four per cent. of 25 cents is 6 cents and 6 cents subtracted from 25 leaves 19 cents—the cost. Trusting this may prove to be sound reasoning.

Yours very truly,

BRANTFORD CLERK.

An Ottawa dealer interested in the problem submits the following reply:—

“In answer to your problem ‘What should the buying price be,’ it would of course depend on how much over and above cost of doing business that the grocer wished to make. I consider that 7 per cent. is about a reasonable net profit to make. Figuring on this basis, an article that is to sell for 25 cents, should cost him 18 $\frac{3}{4}$  cents or \$2.25 per dozen.

“The total percentage of profit would be 18 plus 7 or 25 per cent. To make 25 per cent. on a dollar, the cost would have to be 75 cents, while with a 25-cent article the cost would need to be one-quarter as much or 18 $\frac{3}{4}$  cents.”

Editor Canadian Grocer.—Answering your question on page 38 of last week's Grocer, I would say he should pay 18c for the article to retail at 25c. I arrive at conclusions this way:

I think 10 per cent. net profit on turnover is reasonable, and  
 10 per cent of 25 is ... 2 $\frac{1}{2}$ c  
 Cost of handling or 18 per cent is ... 4 $\frac{1}{2}$ c

Total ... 7

This deduction from selling price gives cost 18c.

Yours truly,

R. R. POWELL,

Carleton Place, Ont.



# The Markets---Corn Products Cheaper

Both Corn Syrups and Starch Lower in Price—Big Yield of Corn in U.S.—Big Sale of Seeded Raisins This Year—Dried Fruits Moving Out Well—Freight Congestion Causing Trouble.

## QUEBEC MARKETS.

### POINTERS—

Corn Syrups—Down 15c case.  
Pink Salmon—20c down.  
Evaporated Apples—Down.  
Valencia Raisins—Up 1½ cents.

Montreal, Nov. 14.—An exceedingly busy time this. Orders are pouring in. Wholesalers are experiencing a good deal of trouble filling orders. For some lines they simply have not the goods to make deliveries possible. The satisfactory state of affairs takes away from the interest which price changes bring to the market. On the whole lines are quiet just now, and movements are few. This week has seen one or two changes of importance, but for the greater part prices remain at figures quoted for some time back.

Tomatoes, in the standard three-pound tins, have been lowered in price, or at least some jobbers who had high ideas are a little easier in their views. At the time of the opening price of \$1.37½, some jobbers jumped their ideas up as high as \$1.70, but are now moderating them somewhat.

There has also come a fall in canned pink salmon which now is quoted at \$1 a dozen in place of the old figures of \$1.20.

SUGAR.—Refiners have been gobbling up all raw sugar that was offered for immediate delivery, evidently being anxious to get good stock on hand. Then word has come that snow falls on the continent have done harm to the crops. This, it is feared, may so harm the sugar beats that supply will not be nearly so large as has confidently been expected.

But this state of affairs has had no influence locally. Prices have not been changed, and from what can be learned no immediate change is likely.

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

SYRUPS AND MOLASSES. — Corn syrups following easier corn values have been reduced 15 cents per case, and bulk ¼ cent per pound. Some lines of starch are also down ¼ and ½ cent per pound.

Volume of business is increasing, both for syrups and molasses. This is what might have been expected, the cooler weather having a stimulating effect on this market.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 03½
Corn syrups, half barrels	0 03½	0 03½
Corn syrups, quarter-barrels	0 03½	0 03½
Corn syrups, 28½-lb. pails	1 75	1 75
Corn syrups, 25-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
Cases, 5-lb. tins, 1 doz. per case	2 75	2 75
Cases, 10-lb. tins, ½ doz. per case	2 65	2 65
Cases, 20-lb. tins, ¼ doz. per case	2 60	2 60

DRIED FRUITS. — Several price changes have come here, one downward, several in upward direction. Evaporated apples have been put at 7½¢ in place of 8¢. Valencia raisins, on other hand, have been advanced, approximately 1½¢ cents. Even at these higher figures quotations are almost nominal, for there is but little stock in the city. California raisins, however, are plentiful, the crop there having been one of best on record. In both cooking and table raisins, therefore, retail demand, which is heavy, will be quite readily met.

Dates have been selling well, and it appears demand will be heavier. New stock which arrived only a little time ago is practically exhausted and handlers are looking eagerly for a new shipment. Unless this comes to hand shortly there is going to be shortage.

Figs are moving better now, than since last year. The supply is only fair.

Evaporated apricots	0 14½
Evaporated apples	0 07½
Evaporated peaches	0 10
Evaporated pears	0 13
Currants, fine filiatras, per lb., cleaned	0 06½
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07½
Currants, Patras, per lb.	0 09
Currants, Vostizzas, per lb.	0 09½
Dates, 1-lb. packages	0 07½
Dates, Hallowee, loose	0 06½
Figs	0 11
Figs, 3 crown	0 08
Figs, 4 crown	0 09½
Figs, 5 crown	0 11½
Figs, 6 crown	0 12½
Figs, 7 crown	0 13½
Figs, 9 crown	0 14½
Comadre figs, about 33-lb. mats	1 30
Glove boxes, 16-oz., per box	0 10½
Glove boxes, 10-oz., per box	0 07½

Prunes—	
20-30	0 13
30-40	0 12
40-50	0 11
50-60	0 10
60-70	0 09½
70-80	0 09
80-90	0 08½
90-100	0 08
Bosnia prunes	0 08
Raisins—	
Choice seeded raisins	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08½
Choice loose muscatels, 3-crown, per lb.	0 08
Choice loose muscatels, 4-crown, per lb.	0 08½
Seedless, new, in packages	0 07½

Select raisins, 7-lb. box, per lb.	0 07½	0 08
Sultana raisins, loose, per lb.	0 11	0 13
Sultana raisins, 1-lb. cartons	0 16	0 19
Malaga table raisins, clusters, per box	2 50	5 75¼
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	0 08	0 09
Valencia, select, per lb.	0 08½	0 08½
Valencia, 4-crown layers, per lb.	0 09	0 09½

COFFEE.—Options have risen during the week, probably for reason that visible supply of Coffee has decreased considerably, where an increase was expected. Locally demand is strong, but no advance in prices has been made.

Mocha	0 25	0 28
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26¼

SPICES.—A good grinding demand is reported, peppers and cloves still being in especial demand. Locally call is good. Prices have been maintained.

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

NUTS.—Trade is quite brisk. The supply is fair, too. Hickory nuts are perhaps the most plentiful of local products.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12½	0 14
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Myette Grenobles, per lb.	0 14	0 15
Walnuts, Marbots, per lb.	0 14½	0 15½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown selected, per lb.	0 32	0 34
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 27
Cashews	0 15	0 15

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

RICE.—Reports that crops are not to be as large as was at first expected are being more credited. Indeed stocks are now being largely bought, and even so supplies at the mills are not growing much. Locally demand is good and prices are being held steady.

Rangoons—	
Rice, grade B, bags 250 lbs.	3 75
Rice, grade B, bags 100 lbs.	3 75
Rice, grade B, bags 50 lbs.	3 75
Rice, grade B, ½ pockets, 12½ lbs.	3 75
Rice, grade B, pockets 25 lbs.	3 75
Rice, grade C.C., bags 250 lbs.	3 75
Rice, grade C.C., bags 100 lbs.	3 75
Rice, grade C.C., bags 50 lbs.	3 75
Rice, grade C.C., pockets 25 lbs.	3 75
Rice, grade C.C., ½ pockets, 12½ lbs.	3 75
Patna, polished	4 45
Pearl	5 00
Imperial Glace	5 40
Sparkle	5 75
Crystal	5 25
Snow	5 00
Ice Dips	6 75



THE CANADIAN GROCER

Carolina Rice .....	7 90	8 00
Brown Sage, lb. ....	0 06	0 07
Tapioca, medium pearl, lb. ....	0 07	0 09
Seed, lb. ....	0 07	0 09

**WHITE BEANS.**—There has been no change here whatever. Orders, especially from the West, are quite large.

White beans, per bushel .....	3 15
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**TEA.**—Talk in the States is that a tax is to be put upon tea. Many years ago, in Boston, it will be remembered there was trouble over just such an impost. It is not likely that the Democrats will attempt to put a duty here, for it would bring the cry of taxing the poor man's breakfast table.

Canadian markets are of course largely affected by those in the States so that this tax talk is of importance.

At the time tea is quiet.

**ONTARIO MARKETS.**

**POINTERS:—**

Corn Syrups—Down 15c case.

Starch.—Some lines lower.

Seeded Raisins.—Big sale this year.

Brooms.—Some lower prices quoted.

Toronto, Nov. 14. — Wholesalers are apparently having their trials and tribulations this year. The troubles are ones which they have had a taste of on previous occasions—that of the slow movement of freight, due to congestion and shortage of cars. It seems to be particularly bad at present time, and this is quite a critical period—a time when goods intended for lake and rail points at least should be moving forward. They are going out in good volume from local jobbing houses, but in most cases, orders are short of some particular lines.

“The freight situation is bad and is giving us all kinds of trouble,” said one wholesaler this week. “It seems to be worse within the province, and includes both car lots and less than cars. The close of navigation is not far off, and we are still waiting for many lines that have to go by this route.”

Another jobber held up his hands in horror when the freight question was mentioned. At last he found speech and described the situation as “simply awful.” “There is not a day goes past,” he said, “that a lot of orders do not go out, short a number of lines.”

One important price change of the week has been a reduction in corn products as predicted in last issue. Both corn syrups and starches are lower.

**SUGAR.** — There is no particular change in general situation, other than a slightly firmer feeling in nearby sugar. For immediate supplies, refiners have had to pay a shade higher figure, but for future months, lower prices are still ruling. The result is a slightly steadier feeling for immediate future, but outlook on whole shows no alteration. Demand, of course, continues along normal lines.

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

**SYRUP AND MOLASSES.** — It was pointed out last week that lower prices on corn syrup were warranted by reduced prices on new crop corn. This week, prices on corn syrups have been reduced 15 cents per case, while the bulk has gone down one-quarter cent per pound. We quote the new prices in our quotations. In sympathy with lower corn values, certain lines of starch have also been lowered in price. The declines have been on the lower grades of bulk, the drop being one-quarter and one-half cents.

The United States is expected to have largest corn crop that it has ever produced. The preliminary estimate of total production for this year was 3,169,137,000 bushels, as compared with 2,531,488,000 last year, and the record crop of 2,927,416,000 in 1906.

Demand for syrups is on good scale at present time.

<b>Syrup—</b>	Per case.
2 lb. tins, 2 doz. in case .....	2 40
5 lb. tins, 1 doz. in case .....	2 75
10 lb. tins, 1/2 doz. in case .....	2 65
20 lb. tins, 1/4 doz. in case .....	2 60
Barrels, per lb. ....	0 03 1/4
Half barrels, lb. ....	0 03 1/2
Quarter barrels, lb. ....	0 03 3/4
Pails, 38 1/2 lbs. each .....	1 75
Pails, 25 lbs. each .....	1 25
<b>Maple Syrup—Compound—</b>	
Gallons, 6 to case .....	4 80
1/2 gals., 12 to case .....	5 40
1/4 gals., 24 to case .....	5 40
Pints, 24 to case .....	3 00
<b>Maple Syrup—Pure—</b>	
Gallons, 6 to case .....	6 60
1/2 gallons, 12 to case .....	7 25
Quarts, 24 to case .....	7 25
Pints, 24 to case .....	4 00
Quart bottles, 12 to case .....	3 50
<b>Molasses, per gallon—</b>	
New Orleans, barrels .....	0 27
New Orleans, half barrels .....	0 31
West Indies, barrels .....	0 28
West Indies, half barrels .....	0 30
Barbados, fancy, barrels .....	0 45
Barbados, fancy, half barrels .....	0 49

**DRIED FRUITS.**—Market is now adorned with full array of new season's fruit. The first shipments of California prunes and seeded raisins came in some two weeks ago, but further shipments are now coming to hand. As reported last week there is a general firmer feeling in coast fruits, and especially is this noticeable in seeded raisins, and it is suggested that market has probably reached the bottom; at least, there appears to be more confidence. Local jobbers are pretty well fixed as regard supplies of prunes until the new year. It will be raisins, currants, peels and similar lines that will be in limelight for next six weeks or so. There has been an especially big run on seeded raisins this year on account of their low price, and high price at which Valencias are ruling. The second steamer with dates arrived

in New York this week, and some supplies off her are expected here before week is out. Their arrival will mean lower prices, as values on the second shipments are about 1 cent below the first. The first arrivals were well taken up as the market was bare of dates.

Evaporated apples still have a downward tendency. The size of this year's pack will not be known for a while yet, as packing is still going on, but it will be large.

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

**TEA.**—A routine trade is being done in tea. There are no special new features, high grade teas still maintaining their firm tone, while there is a plenitude of low grade at easy prices.

**COFFEE.**—Same pointers given last week, are true of market at present time. As has been pointed out, several firms have recently advanced prices on standard blends, finding it necessary to do so because of substantial rise in green coffee, especially in the lower grades. It would seem as if the advances of manufacturers are well warranted by higher prices which they have to pay for their supplies.

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

**SPICES.**—There is an appreciable demand for spices reported by both grinders and wholesalers. Indeed, trade has been good during the whole fall, and at present time retailers are beginning to anticipate their Christmas wants. One manufacturer handling spices, coffees and associated lines, stated this week that his biggest increase in sales has been in spices.

There are no special new features to markets. A general tone of steadiness is



present, cloves, peppers and nutmegs being included. Celery seed may go a little lower.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14-17	60-0 70	70-0 80
Cassia	22-27	72-0 90	80-0 90
Cayenne pepper	23-33	72-0 99	90-1 15
Cloves	25-29	90-0 95	85-1 10
Cream tartar	25-26	90-0 00	
Curry powder	25-00		
Ginger	22-27	65-0 85	75-0 95
Mace	65-80		0-2 75
Nutmegs	25-30	90-0 00	1 60-2 50
Peppers, black	20-23	67-0 75	80-0 9
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-0 85	75-1 10
Pickling spice	14-18	75-0 00	75-0 00
Turmeric	16-18		

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.  
Mustard seed, per lb., in bulk ..... 0 10 0 12  
Celery seed, per lb., in bulk ..... 0 40  
Shredded coconut, in pails ..... 0 16½ 0 17½

**RICE AND TAPIOCA.**—There is just a normal trade passing in rice and tapioca. As far as rice is concerned there is little news of importance coming forward from Far East. Apparently a fairly steady tone rules here.

	Per lb.
Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 75
Rice, standard B., f.o.b., Toronto	3 83
Rangoon	0 04 0 04½
Fancy rangoon	0 06½
Patna	0 05½ 0 06
Japan	0 06 0 07
Java	0 06½ 0 07
Carolina	0 08 0 10
Sago, medium brown	0 06½ 0 07
Tapioca—	
Bullet, double goat	0 08
Medium, pearl	0 06½ 0 07
Flake	0 08
Seed	0 06½ 0 07

**NUTS.**—A somewhat firmer feeling prevails in Brazil nuts. The crop is not turning out as well as at first expected. Shelled varieties of new nuts are now available, and some lines of nuts in shells. It will be near end of the month before walnuts and almonds for the Christmas trade come to hand.

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

**BEANS.**—Beans show little alteration as yet from extremely high figure at which they opened. They are coming in slowly, and in addition, quality is not showing up well, probably result of much wet weather. It would seem as if the Canadian article would have to go considerably lower in price. Good stock Austrian beans are coming in at a lower figure, and besides the quality of Canadian beans has to be taken into consideration.

Prime beans, per bush., new	2 90
Hand picked, per bush., new	3 00
California Lima, lb.	0 08 0 08½
Austrian, per bush.	2 50 2 60

**BROOMS.**—There are lower prices being quoted on brooms by some firms, new prices being about 25c per dozen down. Some dealers were expecting low prices on brooms this year on account of large broom corn crop, but amount of really good corn is said to be quite small, while the lower grade stock cannot be used to

advantage on account of its length, so that brooms are costing manufacturers more than low prices of poor corn would indicate. Indeed, some makers think high grade brooms may be firmer.

**CANNED GOODS.**

**TORONTO.**—Interest in canned goods at the present time is confined mostly to shipping and receiving of new stock. Retailers have in some cases been complaining that their goods have not arrived soon enough. This would indicate that retailers' stocks are low.

Some jobbers are predicting that lobster, as during the past two years, will be all cleaned up before the new packing season comes around again. Orders placed early in the season were in most cases filled this year, but local brokers attempted to take no further orders after early summer as packers did not have the goods to offer.

**MANITOBA MARKETS.**

**Winnipeg, Nov. 14.**—A noticeable improvement in business has set in with gratifying reports of threshing practically completed and satisfactory movement of western grain. The last estimate of North-west Grain Dealers' Association reports 92,000,000 marketed and 95,000,000 yet to come. Bank clearings last week reached enormous total of \$47,574,725. Collections will undoubtedly improve from now on as crop money gets back into ordinary business channels.

Orders for Christmas trade are now coming in and the great bulk of shipments will be made during next two weeks. Christmas trade should beat all records as never was general prosperity more in evidence in Canadian West than at present time.

There are no changes to note in prices in general groceries this week. Apricots and dates are a little stiffer. There is some speculation as to what effect war in Europe will have on dried fruit trade. Currants, Sultanas and figs are lines principally affected. Figs are undoubtedly going to be scarce and dear. Locally stocks of currants and Sultanas are likely to be sufficient for immediate wants. British stocks are reported to be fairly heavy. On whole it would seem to be good policy for retailers to order supplies of dried fruits without delay as certain disorganization at primary points is admitted and will not be long in affecting remotest arteries of trade.

**SUGAR.**—Sugar market here is unchanged since issue of last report. Local demand is still very satisfactory.

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

**SYRUPS.**—No change since last week's advance. Retailers report steady steadily improving demand as butter prices advance.

Corn Syrup—	
2 lb. tins, per case	2 38
8 lb. tins, per case	2 78
10 lb. tins, per case	2 66
20 lb. tins, per case	2 67
Barrels, per 100 lbs.	4 05
Molasses, New Orleans, gal.	0 33 0 35
Molasses, Barbados, gal.	0 45 0 50
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

**DRIED FRUITS.**—New Hallowi dates are on market at slight advance on last year's prices. Choice apricots are quoted a little dearer here, other lines steady. Market is, however, uneasy and changes may be anticipated.

Prunes—	Per lb.
90-100s, 25s, s.p.	0 56¼
90-100s, 10s, s.p.	0 06
80-90s, 25s, s.p.	0 06½
80-90s, 10s, s.p.	0 07½
70-80s, 25s, s.p.	0 07½
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07½
50-60s, 25s, s.p.	0 08½
40-50s, 25s, s.p.	0 09¼

Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05¼

Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 45
Fine, selected, 28s, s.p., per box	2 65
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 18s, s.p., per box	1 40
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20

Currants—	
Dry, clean, per lb.	0 07
Washed, per lb.	0 07½
1-lb. package	0 08¼
2-lb. package	0 17½

**COFFEES.**—There is nothing to report locally in coffee and tea trade. Demand is steady, prices unchanged.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12¾

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

**NUTS.**—Nearly all lines of nuts are quoted at advance this week.

Brazil	0 18	0 19
Tarragona almonds	0 16	0 16½
Peanuts, roasted, Jumbos	0 12½	0 12½
Peanuts, choice	0 11	0 11
Pecans	0 23	0 23
Pecans	0 23	0 23
Marbot walnuts	0 13½	0 13½
Grenoble walnuts	0 16	0 16
Sicily filberts	0 11½	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	0 29	0 29

**BEANS.** — With activity of winter there is little more activity in beans.

Beans, hand-picked, per bushel	3 80
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack, 98 lbs.	4 00
Whole peas	2 75

**WINNIPEG.**

**FRUITS AND VEGETABLES.**—Complaints of slow delivery of eastern freights are rife among fruit dealers. There is good demand for apples and in fact for all reasonable varieties. Ontario grapes are scarce and about done. Cranberries have advanced. Washington apples are a little cheaper.

Fresh Fruit—	
Jersey sweet potatoes, barrel	6 50
Roger grapes	0 35
California grapes, case	3 00
Oranges, Valencia	5 50
Bananas, per bunch	2 50
California lemons, crate	3 50
Limes, box	8 00
Washington apples	1 50
Ontario tomatoes	0 75
Ontario apples	4 50 5 50



Cranberries	12 00
Spanish onions	3 75
Florida grape fruit	5 50
Pears	4 00
Potatoes—	
Potatoes, per bushel	0 40
Carload lots	0 33

WINNIPEG.

FISH.—As forecast last week fresh halibut has advanced, raise being 1½ cents per lb. Wholesale fish dealers report a first rate demand for all lines of fish and oysters.

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

WINNIPEG.

PRODUCE AND PROVISIONS.—In produce this week an abrupt advance to 35 to 40c per dozen on Manitoba fresh eggs is to be recorded. Creamery butter is up 1 cent. Bacon has advanced. Cheese is steady. Lard is firm and may go higher. Demand for all lines good.

Lard, tierces	0 15½	9 65
5 lb. tins, cases	9 65	9 55
10 lb. tins, cases	9 50	3 15
20 lb. pails, cases	3 15	7 70
50 lb. tubs	7 70	0 16½
1 lb. bricks	0 16½	
Cured Meats—		
Hams	0 16	0 18½
Long clear	0 15½	0 15½
Short clear	0 15	0 15½
Shoulders	0 15½	0 21
Bacon	0 21	0 23
Cheese—		
Ontario large	0 16	0 16½
Ontario twins	0 16½	0 15
Manitoba large	0 15	0 15½
Manitoba twins	0 15½	
Butter—		
Creamery	0 33	0 35
Dairy	0 28	0 29
Eggs, fresh laid, Manitoba	0 35	0 40
Southern eggs, storage	0 28	

NEW BRUNSWICK MARKETS.

St. John, Nov. 14.—Not only has trouble in Balkans tended to have some effect upon wheat market in Canada, but it has actually interfered already with importations of dried fruits, raisins, in particular, and figs also. Shipments have been considerably retarded, and it looks as if there might be scarcity in figs, especially before coming of festive season. Local dealers who ordered in mid-summer have not yet received deliveries and are now beginning to abandon hope of same. Market contains no new Sultana raisins as yet, and it is hard to tell when Eastern disturbances will allow shipping conditions to be resumed in normal state. Shipments of early dates were received this week, and are selling at advanced price which will likely be lowered when new stocks become more plentiful.

Canadian beans still remain in same unpromising condition with little hope of relief, according to local advices. Damage done by bad weather is not exactly known as yet and no definite prices will be given until thorough knowledge of conditions is

at hand. Opening prices on new crop are expected to be stiff and at present dealers are asking from \$2.80 to \$3.40. There was increased buying of flour this week at lowered prices after drop in Manitoba, although purchases were not extraordinarily heavy, as local merchants are regarding situation as being very uncertain.

Sugar market still retains its easier tone and there is nothing to indicate that prices will be higher. Encouraging reports, with a few exceptions, are received from both the South and Europe concerning crops and should weather conditions continue favorable, there is little reason to expect that prices will be higher. Molasses market remains about same with little prospect of any change for the better. The provision market shows a much stronger tendency and reports received here would tend to show that beef will go even higher than it now stands, and pork will also be firmer.

In dairy produce, butter is scarce mostly because of holdings being made for the winter, and prices are firmer. Eggs are slightly advanced and hennery stock is scarce.

Bacon	5 00	\$0 15
Beans, hand picked, bushel	2 80	3 40
Beans, yellow eye, bushel	3 25	3 30
Butter, dairy, per lb.	0 30	0 31
Butter, creamery, per lb.	0 27	0 28
Buckwheat, W. grey, bag	2 85	3 00
Cheese, new, lb.	0 15½	0 15½
Currants, 1's, lb.	0 08	0 08½
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 00	1 02½
Corn, doz.	1 10	1 10
Peas, No. 4	1 40	1 40
Peas, No. 3	1 42½	1 42½
Peas, No. 2	1 45	1 45
Peas, No. 1	1 50	1 50
Peaches, 2's, doz.	1 56	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 20
Strawberries	2 20	2 20
Tomatoes	1 65	1 65
Clams	4 00	4 25
Cornmeal, gran.	5 25	5 25
Cornmeal, bags	1 75	1 75
Cornmeal, bbls.	3 65	3 65
Eggs, hennery	0 35	0 40
Eggs, case	0 30	0 32
Finnan Haddies	4 40	4 50
Fish, cod, dry	5 00	5 00
Flour, Manitoba	6 45	6 55
Flour, Ontario	5 85	5 95
Lard, compound, lb.	0 10½	0 11
Lard, pure, lb.	0 15½	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 39	0 39
Oatmeal, rolled	5 75	5 75
Oatmeal, std.	4 35	4 35
Pork, domestic, mess	25 00	25 00
Pork, American clear	26 75	26 50
Potatoes, barrel, new	1 35	1 50
Raisins, California, seeded	0 08	0 09
Rice, per lb.	4 25	4 80
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 90	5 00
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

BRITISH COLUMBIA MARKETS.

Vancouver, Nov. 14.—Many large consignments of fruit are arriving from Californian ports. Eggs are still scarce on Pacific Coast. Ranch eggs are following lead of local new laid in soaring game. Eastern cold storage variety is quite plentiful, big supplies of these being held for probable greater dearth of local new laid and ranch eggs. Local new laid are bringing 45 cents a dozen in

wholesale market but will inevitably go much higher. New Zealand butter is plentiful, prints going at 34 and solids at 33½, both being retailed at 40. List of wholesale prices follow:

SMOKED MEATS.—Hams, medium, 19; bacon, medium, 22; bacon, smoked, rolled, 23c.

EGGS.—Local, fresh per dozen, 45c; fresh Eastern, 38c; selected eggs, 34c;

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

FISH.—Haddies, 10c; salt mackerel, bbls. \$14; salt herring, bbls., \$5.50; halibut, 15s and 25s., 13c.

FRUIT.—Oranges, valencia, case, \$4.25 to \$4.50; grape fruit, California, per case, \$6.25; lemons, per case, \$6.75 to \$7; apples, Jonathan, case, \$1.75 to \$2; apples, snow, per case, \$1.75 to \$2.25; Northern Spy, case, \$1.50 to \$1.75; cooking, case, \$1 to \$1.25.

VEGETABLES.—Local potatoes, per ton, \$11 to \$14; Ashcroft potatoes, per ton, \$20; hot house tomatoes, crate, \$2 to \$2.50.

NUTS.—Sack lots: Walnuts (Cal. No. 1), lb., 20c; Cal. No. 2, 17c; brazils, lb., 17c; almonds, lb., 17c; filberts, lb., 15c; pine nuts, lb., 20c; peanuts, roasted, per sack, \$8; peanuts, raw, per sack, \$7.25; coconuts, per doz., \$1.10; honey, case, \$4.75; dates, Fords, box \$1.50; dates, yellow, lb. 6½ to 7c.

FIG CROP SHORT.

As the trade well knows figs are higher this year than last. A spell of dry hot weather in early summer in the Smyrna fig district, proved adverse to the growth of the crop. Wet weather also interfered with the drying of the fruit, with the consequence that it is said that the quantity available will only be about two-thirds of last years' amount.

TRADE NOTES.

For the eight months ending Aug. 31, 1912, Canada imported 952,870 boxes of oranges from the United States as compared with 993,999 boxes for the same period of 1911.

W. Elliott Sprott, secretary of the St. Vincent Arrowroot Growers' and Exporters' Association, has received word that St. Vincent Arrowroot has been awarded a gold medal diploma at the Canadian National Exhibition.

The first annual convention of the National Federation of Retail Merchants of the United States will be held at St. Louis, Mo., from Nov. 19 to 21. E. M. Trowern, Dominion secretary of the R. M. A. of Canada, is scheduled to speak on "A Message From Canada."



## Pro and Con for Cold Storage Warehouse

**Montreal Alderman Makes Statements Implicating Cold Storage Owners—Latter Reply With Statistics Claiming There is No Trust—Little Money Being Made Says One Cold Storage Man—Importations Have to be Made**

Montreal, Nov. 14—(Special). — In Montreal an agitation against the cold storage houses was started a little while ago. With Ald. Blumenthal as the chief agitator, and the papers—somewhat short of copy after the termination of the Becker case—glad to voice his opinions, all was merry for a time. The cold storages, according to Ald. Blumenthal were the menace of the country. He accused them of being a trust; of being conspirators to force up prices upon the wary. He declared for reforms. He, and kindred spirits, held a mass meeting one Sunday when the alleged abuse was again denounced. That, of course, was several days ago, and now the agitation has quieted down, but the statements made will be of interest to hundreds of grocers.

### Rather Sweeping Statement.

Some of the remarks made by Ald. Blumenthal were quite sweeping. Those in closer touch with the food situation claim that Ald. Blumenthal's statements show how imperfectly he has ascertained the facts. For instance the alderman remarked:—"There is enough food in the cold storage houses and refrigerating plants of Montreal to feed the whole population of Canada for six months to come"

That was perhaps going a little too far. Quite possibly. "Enough food in Montreal to feed the whole population of Canada for six months to come"—well there are about eight millions of people in Canada, all hearty eaters.

Again Ald. Blumenthal declared:—

"The cost of living is not due to the scarcity of the various commodities necessary for food. It is because of the trust of which I speak and which beyond a doubt exists in Montreal at the present time."

But to get to the conclusion of the alderman's attack. It is, he says, his intention of ascertaining if the Montreal city charter gives the city power to govern the period during which food stuffs may be kept in cold storage.

"If the city has that power," he stated, "I shall introduce a motion in the council calling for the adoption of a by-law which will prevent foodstuffs being kept in cold storage or refrigerating plants for more than three months."

### No Trust Says Packer.

Here, now, is the other side as given by Peter Laing of the Laing Packing and Provision Co., Ltd.:

"There is no food trust," he says. "The idea is perfectly ridiculous. The Montreal men are all in strong competition with one another at the present time. There is plenty of it too, and it is pretty hard to make a dollar just now."

"If those who state that a 'food trust' exists in Montreal will furnish themselves with Government statistics they will find that there has been and is at present a shortage of live stock in Canada."

"Lack of farmers to go in for stock raising is largely responsible for the present situation."

### Buying Butter From New Zealand.

John A. Gunn, of Gunn, Langlois & Co., also takes issue with the contentions made, bringing out one or two facts which probably came as a surprise to a good number who believe that the district about Montreal is able to supply the needs of the city

"How could a trust exist, especially with regard to butter," stated Mr. Gunn, "when nearly all the local dealers are buying imported New Zealand butter to supply the demand. There is a big shortage of Canadian butter just now and heavy shipments have to be made to keep up the supply."

### A Challenge Issued.

Another produce man, Mr. Vaillancourt, quoted a number of figures to disprove the charges made, and ended by issuing a challenge:—

"Does this look like a trust?" asked Mr. Vaillancourt, as he produced a letter from a Renfrew firm quoting dairy butter at 26½ cents, f.o.b. Renfrew. The freight from Renfrew is ¾ of a cent, and we sell that butter at twenty-eight cents, leaving three-quarters of a cent for our profit, out of which we must pay handling and overhead charges. Does that look as if there was a combination to keep prices up? And this butter is not table butter, it is only good for cooking. To-day's quotations at Cowansville, which is a big centre, are 30⅛ and 30¼ cents per lb. f.o.b. Cowansville for creamery butter. These prices are high, but the dealer is getting no benefit from them. It is the farmer who is asking now. Why, we have been unable to ship any butter to England this year, there is so much local demand.

"If Ald. Blumenthal wants to get five thousand dollars for the poor of his division all he has to do is prove one of

his charges with reference to butter, cheese and eggs."

Explaining the inadequacy of the supplies which come from the neighborhood of Montreal, Ald. P. W. McLagan, Westmount, of the cold storage firm of Lovell & Christmas, said:—

"Every winter eggs have to be imported from the United States for Montreal consumption. Last March and April 20,000 boxes of New Zealand produce had to be brought to Montreal," he said to-day.

"Orders are now being taken here for New Zealand butter for January delivery.

"Pork has always to be brought in for eastern consumption, and beef is imported for western consumption.

"If butter, eggs, etc., were not bought up by cold storage people when they are cheap there would be a glut in the market, and in turn if not cold-stored, prices would be prohibitive in winter, when hens are not laying."

## TOBACCO GROWING IN ONTARIO.

**Farmers Receiving Gross Returns of \$250 Per Acre.**

In the south-western peninsula of Ontario, tobacco growing has become a profitable branch of farming. In order to place the industry on a substantial footing the Dominion Department of Agriculture some three years ago established an experimental station at Harrow, in the county of Essex. The station has been equipped with a suitable barn, a drying shed and other necessary facilities. This is but one of several Tobacco Experiment Stations operated by the Tobacco Division which is in charge of F. Charlan, a tobacco specialist. The Harrow station is in charge of W. A. Barnet, B. S.A., who has prepared a report of the work carried on under his supervision in 1911.

The station which comprises thirty-eight and a half acres is carried on to some extent as an ordinary farm. Last year fifteen acres were devoted to tobacco experiments in which nine of improved Burley and six of Warne varieties were dealt with. Tests were made with different kinds of beds, methods of curing, various combinations of fertilizers, seed selection, combating the tobacco worm, etc.

Referring to the returns from bright tobacco as compared with Burley, Mr. Barnet concludes that white Burley is preferable for the average farmer to grow. During the past three years the average price secured for this tobacco has been twenty-five cents per pound, or an average gross return of two hundred and fifty dollars per acre.



# FLOUR & CEREAL DEPARTMENT



## Relief to Acute Rolled Oats Shortage

Expected Shortly—Conditions of Supply Have Been Bad in Eastern Canada—  
Mills Have Good Volume of Orders on Hand—Some Dealers Looking for Lower  
Flour Prices Later on—Normal Demand Reported.

Relief to the acute rolled oats shortage that has been ruling in Eastern Canada for some time is expected shortly, and in fact has already been relieved to some extent. Of course, the western part of the Dominion having access to new oats earlier, did not feel the squeeze so much, but the conditions of supply in the East have been extremely bad, some centres being particularly hard hit. Relief did not come as soon as anticipated, for reason that mills on account of the car shortage, could not get the raw material from lake ports.

However, a certain amount is now being fed out by mills, but it will take some little time to get back to normal. At present time all mills are well loaded up with orders and it will take some time to catch up. This being the case, there will not be same inclination to reduce prices, as if millers were anxious for business. However, there is a good crop of oats not only in Canada but also in the United States, and this should eventually have a bearing on prices of rolled oats.

There is no change in Manitoba flour since last week's reduction of 20 cents per barrel in Eastern Canada. As pointed out last week, there were those who expected that the reduction would be greater. "Contracts with bakers have been at lower figure," stated a flour broker this week, "and apparently millers can well afford a lower figure. The price being quoted to the retail grocer at the present time is exactly the same as a year ago—at least this is the case in Eastern Canada. Wheat, on the other hand is considerably lower. A year ago, cash wheat on the Winnipeg market was worth 97, while to-day the same grade is quoted at 86. It seems to me, therefore, that there will be further reductions later on."

### MONTREAL.

FLOUR.—The decline of 20c a barrel, announced last week, has tended to stimulate business. Orders have been larger,

and shipping departments have been working hard making deliveries. No further decline is talked of as yet.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags		5 60
Manitoba straight patents, in bags		5 10
Manitoba strong bakers, in bags		4 90
Manitoba second, in bags		4 50

CEREALS.—This market still remains steady. Ordering is good, but there seems nothing to bring an immediate change.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 75
Granulated oatmeal, single bag lots	2 75
Roller oats, 90 lbs. sacks, jute, 25 bags to car lots	2 40
Roller oats, jute bags, 90-lb. single bag lots	2 50
Roller oats, cotton bags, 90-lb. single bag lots	2 55
Roller oats, barrels	5 50
Roller wheat, bbl.	2 75
Hominy, 98 lb. sack	2 30
Bolled cornmeal, 100 bags	2 25

### TORONTO.

FLOUR.—There is no change in flour since last week's decline of 20 cents per barrel. Flour is now at same price as one year ago. There were many who expected that reduction when it came would be larger on account of the low prices that were known to have been quoted to bakers on contract. Millers are not predicting any further decline, in the immediate future at any rate.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 50
2nd patents, in car lots, per bbl.	5 00
Strong bakers, in car lots, per bbl.	4 80
Feed flour, in car lots, per ton	31 00 33 00
Winter Wheat.	
Fancy patents, domestic consumption	4 85 5 15
Patents, 90 p.c., domestic consumption	4 55 4 85
Straight roller, domestic consumption	4 35 4 55
Blended, domestic consumption	4 85 5 05

CEREALS.—The acute situation in regard to supplies of rolled oats has not been relieved as soon as some of the mills expected. The Toronto office of one big firm for instance, received 200 bags on Tuesday, the first bulk goods since the first of October. Needless to say, this was of small account as wholesalers and retailers have been hollering for goods for some time. Some mills have been a little better situated, but conditions on the whole have been extremely bad. Mills have all a good volume of orders ahead at present, so that no reduction for a time is looked for.

Roller oats, small lots, 90 lb. sacks	2 50
Roller oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 98-lb. sk., small lots	2 75
Roller wheat, small lots, 100-lb. bbls.	3 00
Roller wheat, 5 barrel to car lots	2 80 2 90
Cornmeal, 98 lb. bags, 25 bag lots	2 25 2 30
Roller oats in cotton sacks, 5 cents more.	

MILL FEEDS.—The easier feeling which was noted in mill feeds last week has resolved itself into a decline of \$1 a ton in bran, which is now selling at \$22 per ton, but shorts still hold at \$27. More wheat is being milled now, and consequently the easier feeling.

### WINNIPEG.

FLOUR AND CEREALS.—There is a good domestic demand for flour and export trade is fair. There is no change in prices.

Best patents, per bbl.	5 00
Seconds, per bbl.	5 00
Roller oats, 50 lb. sack	2 25
Granulated oatmeal	2 75
Cornmeal, 98 lbs.	2 20

### FIRM N.B. POTATO MARKET.

St. John, N.B., Nov. 13.—(Special).—Hundreds of barrels of New Brunswick potatoes are going to Upper Canada markets, particularly to Montreal. Local wholesale dealers are finding it difficult to make purchases of the quantities they require, because of many buyers from Upper Canadian houses along the north shore, taking all that farmers will allow, and arranging for several carloads to be shipped to Montreal, thus lessening chances of local dealers to procure what they want for consumption here.

Slightly higher prices were offered by Montreal buyers than what were given by St. John merchants but latter would readily come to time if they could buy what they desired. One dealer who had been promised a carload found it sold when he wrote to have it sent along, and it is understood that others have had same experience. In the river sections and about the neighboring counties this is not so generally the case because supplies are being brought to the city in large quantities.





## Oranges and Grape Fruit Selling Well

New Florida Oranges Taken Up Rapidly—Large Crop and Reasonable Prices—  
Grapefruit Improving in Quality—New Lemons Lower—Both Quality and Color  
Good—Better Keeping Cranberries Coming.

Florida fruits are receiving a good deal of attention at the present time, both new oranges and grapefruit meeting with a favorable reception. Unfortunately, the first shipments of grapefruit were not all to be desired, having been sent out before they had reached a mature state, and thus were not taken up by the public as well as they otherwise would have been. However, the quality is now improving, and as the appearance from the first has been all to be desired, the retailer should find this line will sell well. Sizes this year are the most desirable, running from 54's to 80's.

New Florida oranges have been taken up well, even the first shipments being of quite good quality. They also are in desirable sizes this year, ranging from 150's to 216's. The yield will be large, being estimated as much as 50 per cent. larger than last year, and as a result prices are at a reasonable level, and this will no doubt mean a good demand for this line this year. The lower prices on Floridas is having a tendency to ease values on late Valencias.

The expected and predicted has happened in lemons, the larger shipments having caused a weakening in prices. Of course this reduction has been much larger at some centres than others, depending on how high prices on the old crop had been boosted. There still seems room for reduction at a good many centres. The quality of the new lemons has been good, and so has the color, which is not altogether a usual thing for the early shipments. Lemons should sell well with the retailer at the present time.

Early black cranberries are nearly through, and their place will be taken by the late Howes. These will bring a little higher price, as they are much better keepers. There is a seasonable demand

for cranberries. Reports from United States points are to the effect that there is a good supply of cranberries available, and that prices will not likely be forced up during their Thanksgiving season, which comes the end of this month, as is usually the case around this holiday.

### MONTREAL.

**GREEN FRUITS.**—But few price changes have been noted this week—though what was reported in the last issue, relating to the probably downward movement of grape fruit, is given further support. The price of grape fruit (Florida) has been dropped to \$4.00, a decline of 25c.

Cranberries are selling exceedingly well—though the supply is none too large. Prices remain higher than for past years, but there appears little reason to expect any decrease.

Oranges and lemons remain steady, and the call for these lines is very large. For apples, too, the demand is large. Many barrels are being shipped privately as Christmas presents. More are being bought for winter consumption. The basket trade is perhaps generally larger than that in barrels.

Ontario basket fruit, has, of course, practically ceased to exist. There is, however, a little on the market, but the quotations given are really nominal.

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

**VEGETABLES.**—The market has been brisk, but few price changes have come to cause any excitement. Canadian red onions have been dropped slightly, the new quotation being 1¾c. In spite of talk of a probable change, potatoes have not been raised.

For sweet potatoes the demand is becoming quite heavy. Also there is a big call for cabbages and cauliflower. Generally, business is good, but the bad condition of the roads, which makes it hard for farmers to get to the market, is having a slightly depressing effect.

Spanish onions, large case	2 50
Canadian red onions, per lb.	0 01½
Beans, green, bags	0 75
Wax beans	0 75
Carrots, bags	0 75
Cabbage, dozen	1 20
Cauliflower, doz.	0 60
Cucumbers, basket	0 30
Peppers, green, basket	3 75
Radishes, dozen	0 22
Sweet potatoes, per basket	2 00
New potatoes, bag	1 00
Spinach, box	1 00
Parsnips, bag	3 00
Tomatoes	3 00
Turnips, per bag	1 25

### TORONTO.

**GREEN FRUIT.**—The outstanding feature in the market is the lower prices on lemons, which, as pointed out last week, could be expected to be reduced. The larger shipments have caused prices to be lowered down to \$5 per case, which is lower than for some time. Retailers should find them to sell much better now, more so as the color is good. New Florida oranges have been received and their reasonable price has caused an easiness in late Valencias. Grapefruit is showing up better in quality.

Grapes are still on the market in fair quantity, considering the lateness of the season. A good volume of apples is coming forward at the present time, selling at \$2 to \$3.50.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	2 75
Greenings, fancy, per box	1 25	1 25
Greenings, No. 2, per bbl.	2 25	2 25
Fancy imported, box	2 25	2 25



Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	9 00	9 00
Cranberries, crate	3 25	3 25
Grapes, Almeria, per lb.	5 50	6 50
Grapes, 6-qt. basket	0 15	0 20
Hothouse grapes, per lb.	0 75	0 75
Grapefruit, per case	4 00	5 00
Lemons, Verdelli	5 00	5 00
Limes, per 100	1 25	1 25
Oranges, late Valencias, case	4 50	4 50
Oranges, Florida, case	3 00	3 50
Pineapples, per case	5 00	5 00
Persimmons, per case	2 50	2 50
Pomegranates, per doz.	0 90	0 90

VEGETABLES.—There was a somewhat easier feeling in potatoes last week as a result of larger receipts, but it is hardly so noticeable just now. The better quality of stock coming in has given dealers more confidence in taking hold for their winter requirements. Ontarios are quoted at \$1 and New Brunswick at

\$1.10, but these prices are being shaded in some instances.

Storing of such lines as turnips, beets, carrots, cabbage, parsnips, onions and potatoes for winter is now on an appreciable scale.

Beets, per bag	0 75	0 75
Carrots, per bag	0 50	0 50
Cabbage, per dozen	0 35	0 40
Celery, per dozen	0 35	0 40
Celery, California, per crate	4 00	4 00
Corn, doz.	0 12	0 15
Cucumbers, Boston, hot house, doz.	1 50	1 50
Mushrooms, per lb.	0 75	0 75
Onions—		
Spanish, per crate	2 50	2 75
White pickling, basket	1 00	1 25
Canadian onions, 75 lb. bag	1 00	1 00
Potatoes, Ontario, per bag	1 00	1 00
Potatoes, New Brunswick	1 10	1 10
Tomatoes, per basket	0 35	0 40
Tomatoes, hothouse, per lb.	0 25	0 25
Sweet potatoes, hamper	1 40	1 40
Sweet potatoes, barrel	4 00	4 00

to 20 cents for held fresh, and 15 to 16 for Western lines."

Editorial Note.—The above is taken from our Montreal markets of 20 years ago. What a difference from to-day and all because of the great increase of population during the past two decades! To-day, fresh eggs sell for 32 cents to the trade in Montreal, an advance of almost a hundred per cent.

A report is given in our issue of Nov. 18, 1892, of the November meeting of the Toronto Retail Grocers' Association in Richmond Hall when the following were present: President Booth, Messrs. Gibson, Mills, Barron, White, Lindsay, Johnston, McEvoy, Doyle, Hambly, Sykes, Williamson, Saunders, Clark, McCleary and Thompson. At this meeting, Mr. Clark moved the association signify to the Provincial Secretary that it is in favor of the Garnishee Act being so amended that \$5 be the limit instead of \$25. This was carried. At the present time this is a live question, the Ontario R.G.A. having the matter of a petition in hand as reported in last week's issue.

### The Clerks' Page: Facts About Goods Sold

There was a time and not very long ago either when the housewife considered with a considerable degree of horror the purchase of canned goods from the grocer. That day has passed, and there has in the last few years been a wonderful advance in the canned goods business. New lines are constantly being put up in this form. A pineapple preserved whole in heavy syrup is a recent importation from Havana which is now on the market and offered to those in search of something new for dessert.

The prejudice which the housewife once held against canned and condensed soups is fast disappearing. It will continue to disappear if the grocer will hold soups up to his customers in their proper light.

The dealer and clerk can now offer just as good an article as it is possible for the housewife to put up in her own kitchen. He can recommend them both for their flavor and their nutritive value. They are prepared in such a manner as to possess these qualities.

Now is an exceptional season for the sale of soups. Every clerk should push them.

Canned milk (condensed and evaporated) is a line which has been making rapid headway in recent years. In fact the demand has increased at such a pace that most factories are unable to catch up with orders. At the present time many are behind as far as 60 days. It has become a necessity in many districts. Not only does it possess all the advantages of fresh milk, but it possesses none of its disadvantages, a feature which has materially helped its sale.

Condensed milk is ordinary milk mixed principally with sugar to preserve it, and as the name implies "condensed."

Evaporated milk is fresh milk, without anything added, merely evaporated and relieved of the water which it contains. It is unsweetened and preserved by sterilization only.

Little did our fathers as they sipped their coffee years ago, dream that to-day we would have this beverage in a condensed ready-for-use form. Not only this, but we now have coffee, milk and sugar combined ready for use. Its sale is on the increase as is also that for cocoa combined with milk and sugar in the same manner.



Following items are taken from The Canadian Grocer of November 18, 1892:

"A few days ago a well-known St. Thomas merchant received a letter from London with five dollars enclosed, which was signed, "Never mind who." The individual has evidently become conscience stricken."

Editorial Note.—What a feast the retail trade would have to-day if every live debtor were to become conscience stricken such as this London man! The result—but why consider results, the thing is not going to happen.

"There has been a good local and export demand for eggs and prices are steady. We quote values at 18

### DISASTROUS LEAKS

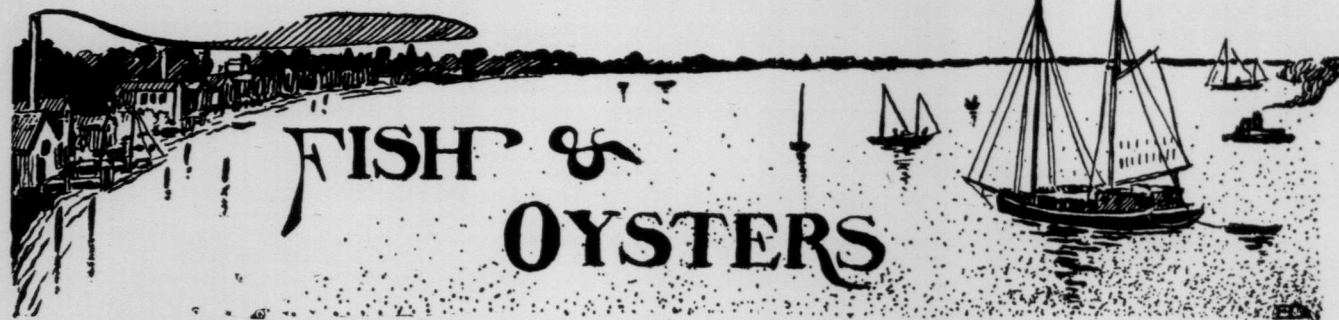
When canned goods, tea, breakfast foods, spices, etc., are left on the shelves in the grocery for more than the allotted time, what happens? Labels on the canned goods become dusty and dirty and the contents of the cans often impaired; the tea loses its original flavor and absorbs foreign aromas; the breakfast foods lose their crispness and the essential oils of the spices become spent.

All this mean direct losses to the retailer, but worst of all so far as he is concerned, they are losses which he could prevent with a little care to system. When the sale of one of such lines happens to be made, some customer is going to suffer. A complaint may or may not be submitted, and if it is not, the dealer has no means of righting the injustice. In any case the reputation of the goods sold is bound to suffer and this will work injury to the business.

To prevent this leak someone must give close attention to the stock. When new goods are received they should be kept at the rear of the shelves or in the warehouse till the previous shipment of the same line has been disposed of. Dead stock should be prevented. The longer it lies dormant the greater the size of the leak. Thousands of dollars are lost to the retail trade every year from such a cause.

Eternal vigilance is the cure.





## Colder Weather Would Help Oyster Trade

Seasonable Trade Being Done But Colder Weather Would Benefit Business—  
Otherwise Conditions are Favorable—Fish Moving Satisfactorily — More Demand for Smoked Varieties.

Trade in oysters is appreciable for the season of the year, but colder weather would add a great deal of impetus to trade. Outside of climatic conditions which are none too favorable, everything at the present is conducive to a good volume of business. The quality of the oyster which was a little off at the beginning of the season, is now well up on a par with this time last year. Therefore, conditions, as soon as the weather takes a dip downward should be such as to make trade extremely brisk.

Demand for fish continues in a satisfactory manner. From now on there will be a gradual change from fresh to frozen lines. This is already noticeable in some lines. Smoked varieties are moving quite briskly, with supplies quite plentiful. As far as prices are concerned there has been little or no change of late.

### QUEBEC.

**MONTREAL.**—Halibut is now scarce, though strangely enough the price has tended downward. Quotations, however, are largely nominal, as fresh stock is nearly over.

Frozen halibut is arriving in excellent condition, all sizes being available—small, medium and large.

Fresh haddock and cod are other lines of which a good supply is available. There has been no change in the prices here. Neither is there any change for lake fish. Last week fresh lake fish were scarce. They are scarcer now, though there fortunately is a fairly good supply of pan frozen stock.

Smoked fish are plentiful. No price changes have occurred here either, but the demand is growing in very satisfactory style. The cool, fall like weather is doing good.

Oysters are moving better with each week. The supply is good, and prices are not unreasonable. There has been no change in the figures during the week, nor is an immediate change regarded as likely.

FRESH AND FROZEN.	
Flounders	0 10
Dressed perch	0 09
Fancy spring salmon, per lb.	0 18
Large shad herring, each	0 03
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 12½
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 11
Herring, frozen, per 100 fish	1 90
Mullets	0 04½
Pike, dressed and headless, lb.	0 08
Pike, round	0 06
Steak, cod	0 06
Mackerel	0 12
B.C. red salmon	0 19
New Gaspe salmon, per lb.	0 18
Qualla salmon	0 07½
No. 1 smelts, per lb.	0 09
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 12
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Barbotte (dressed) bullheads, per lb.	0 09
Black Sea bass	0 12
Fancy bluefish	0 15
Fancy weakfish	0 12
PREPARED FISH.	
Boneless cod, in blocks or pkgs., lb.	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30-lb. box	0 12
SALTED AND PICKLED.	
New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	8 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring	6 50
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
SMOKED.	
Bloaters, box	1 25
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 15
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	0 10
SHELL FISH.	
Solid meats—Standards, gal., \$1.70; selects, gal.	1 90
Bulk standards, gal., \$1.40; selects	1 60

### ONTARIO.

**TORONTO.**—As pointed out last week, there will be a gradual change from fresh to frozen varieties of fish. Only frozen halibut is now being sold, and next week frozen trout will be started in on. There is an increasing trade in smoked fish lines, and altogether there is a good seasonable business present.

Although oysters have been doing fairly well, colder weather would help this line considerably, as with less cost of refrigeration more dealers would be inclined to take hold.

FROZEN FISH.	
Halibut, per lb.	0 09
Trout, per lb.	0 10
FRESH CAUGHT FISH.	
Whitefish, per lb.	0 13
Steak, cod	0 08
Haddock	0 07
Flounders	0 07
Herrings, per lb.	0 06
Pike	0 07
Perch	0 07
Restigouche salmon	0 25
Bluefish	0 20
Striped bass	0 25
Butterfish	0 15
Sea bass	0 20
Sea herring, per 100 counts	2 00
SMOKED.	
Finnan haddie	0 08
Smoked fillets	0 11
Smoked bloaters, 60s	1 25
Kippers	1 25
PREPARED.	
Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2 lb. boxes, 12 to crate	2 80
Cod in loose strips, 25-lb. to box, lb.	0 06½
Skinless, cwt. (100 lb. boxes)	6 00
SALTED AND PICKLED.	
Labrador herring, per keg	3 25
Labrador herring, per barrel	6 00
Labrador trout, per keg	7 50
Scottish herring, Loch Fyne, per kit.	1 10
OYSTERS—	
Selects, per gallon	1 75
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	5 50
Straights, 5 gal. lots	1 65

### NOVA SCOTIA.

**HALIFAX.**—There was considerable activity in local fish market during past week as result of an excellent run of mackerel and herring along the western shore. Some fairly large hauls were made. There is a good market now for mackerel. Fresh herring are selling slowly, but there is a good demand for salt herring, both locally and in some of the foreign markets.

Despite the stringent laws numerous violations of the lobster regulations were detected on some parts of the coast this week. Fishermen were caught taking lobsters illegally. The traps were destroyed, and the lobsters liberated.

Cod and haddock are fairly plentiful. There is also a good supply of halibut and smoked salmon. Smelts are scarce, the mild weather having prevented any large catches. There is the usual demand for oysters, and the export of smoked haddies and herring continue heavy.

The market for dry fish is becoming more active, though as yet no definite price has been fixed for cod.





# Produce & Provisions



## New Laid Eggs Commanding High Prices

And are Also Scarce—Storage Which are More Reasonable in Good Demand—Butter Unchanged—Receipts Heavier at Some Centres—Hogs Have Declined From High Point—Some Lines of Provisions Easier.

Fortunate is the housewife whose recipe for the Christmas cake contains only a moderate number of eggs, for this commodity is commanding a high figure. For some time now prices have been climbing upward, and now on threshold of the big baking season, we find prices bordering on the jewelry class—that is for the new laid article. In addition to their high price, the genuine new laid is in scant supply.

These conditions are however, not unusual for this time of year. At this time last year it was the same story—eggs were scarce and high. Indeed, last year, prices ruling in early November were outstripped considerably before year came to an end. Dealers are wondering if the same thing is to occur this year. The moulting season with the egg producers is not yet past, and consequently the small supply. Storage eggs are of course available at lower figure, and as a result the demand for them is quite large at present time.

While butter has not on the whole moved any further upward, it has not moved in the other direction either. At some centres there is noted somewhat lower receipts, especially of dairy, which should have a tendency to check the firming feeling, at least for present. There is plenty of feed in the country, and as cheese factories are closing there should be continued good make of butter but there are few dealers suggesting that there will be any marked weakening in butter values.

The general situation in cheese at the moment seems a little uncertain. There was a easier feeling for a time, but of late there has been a little better enquiry from the Old Land. The exports last week were larger. Up to Nov. 2, the total exports from Montreal were 1,567,007, as compared with 1,676,578 boxes for the corresponding period last year, showing a decrease of 109,514.

Hog values have receded considerably from high point held six weeks ago. The movement of the porkers are larger of

late, but by no means as large as a year ago. Under lower prices of past month, there has been a tendency to easiness in some lines of pork products of late. Demand on whole is fairly good.

### MONTREAL.

PROVISIONS. — Cool weather has brought largely increased demand for bacon, pork and fowl. In lard there has been a decline, some lines being quoted at ¼c lower than last week. This is simply result of a larger supply.

Short cut pork is practically unobtainable. It is quoted at prices of past fortnight, but these are really nominal for line is not available.

Bacon and ham are moving well. Here fortunately demand is good. There also is heavy call for clear fat backs, which have been dropped a little being quoted at from \$28 to \$29.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14½
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18½
Breakfast bacon, English, boneless, per lb.	0 19
Windsor bacon, skinned, backs, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 16
Boiled ham, small, skinned, boneless	0 25
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15½
Cases, tins, each 10 lbs., per lb.	0 16½
Cases, tins, each 5 lbs., per lb.	0 16½
Cases, tins, each 3 lbs., per lb.	0 16½
Pails, wood, 20 lbs. net, per lb.	0 15½
Pails, tin, 20 lbs. gross, per lb.	0 15½
Tubs, 50 lbs. net, per lb.	0 15½
Tierces, 375 lbs., per lb.	0 15½
One pound bricks	0 16½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 10½
Cases, 10 lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 10½
Tubs, 50 lbs. net, per lb.	0 10½
Tierces, 375 lbs., per lb.	0 09½
One pound bricks	0 10½
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces, 27 00	
Heavy short cut clear pork, bbl.	25 00
Clear fat backs	28 00
Heavy flank pork, bbl.	25 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00 18 00

BUTTER. — Conditions in Old Land have more influence on Canadian situation this year than before. Now Canada is importing, not exporting, and the sum which butter is bringing abroad has a

great deal to do with determining the amount it will bring here.

New Zealand butter is still bringing 27c in England. Add to that 1c freight, and the 3c specific duty charged, and the Canadian price is 31c. This means that the Canadian butter will hover about that figure. But if prices in England drop then New Zealand butter could be brought in here cheaper and there would be tendency to drop local prices. True, 27c is a high price for butter in England, yet there does not seem any likelihood of an immediate decline. Rather it appears that present prices will be held both there and in Canada.

Creamery blocks ..... 0 32½  
Dairy tubs, lb. .... 0 25 0 28

EGGS.—Here, as was expected, movement is upward, new laid eggs now being quite generally quoted at 50c. The supply is exceedingly short. The hens do not appear to be laying. Selects and No. 1 are to be secured, but new laid are scarce. The call for them is large, and result has been 5c advance. What will be exact future is a little hard to say, but it is quite likely that a further advance will come.

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

POULTRY.—Since Thanksgiving rush has subsided, turkeys have tended to fall, 22c now being accepted price. With other fowl turkeys are fairly plentiful. The demand, however, is increasing for all poultry, and it seems there will be scarcity. Owing to shortage of crops, perhaps, fowls are scarce. The opinion is that fewer will be available than were last year, and as the demand is sure to be larger there will be scarcity.

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

HONEY.—Already scarcity is noted here. Not enough honey has come forward to meet the demand. Prices, however, have not advanced, though such a movement is expected.

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

CHEESE.—Owing to close of export season there is more cheese left for home consumption. Also this is of hardly as good quality as that made a fortnight or more ago. Yet prices are being main-



tained. Still the quotations are at 15 cents.

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

**TORONTO.**

**PROVISIONS.** — There have been more hogs coming along and prices are easier again this week, \$7.50 being paid at country points. However, the run is much smaller than year ago, when supplies were coming out quite freely. Last week receipts of hogs on local market was only 6,641 compared with 12,347 for same week last year. Hogs one year ago were \$6.40 at country points.

As a result of lower prices on hogs, there is rather a tendency to easiness in some lines of pork products. Light hams are ½ cent down. Backs are on the other hand still steady. There is no overplus of long clear.

Smoked Meats—		
Light hams, per lb.	0 17½	
Medium hams, per lb.	0 17	0 17½
Large hams, per lb.	0 15	0 15
Backs, plain, per lb.	0 21½	
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 14½	0 15
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 25
Long clear bacon	0 14½	0 15½
Lard, tierces, per lb.	0 14½	0 14½
Lard, tubs, per lb.	0 14½	0 15
Lard, pails, per lb.	0 15	0 15½
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	7 85	
Live hogs, at country points	7 50	
Dressed hogs	11 50	12 00

**BUTTER.** — The make of butter is keeping at good level, and amount coming on market is larger than some time ago. Especially is this true of dairy. This is only natural, as cheese factories are fast closing and there is lots of feed in the country. In some cases it is said that quality of the dairy butter might be better. Dealers say it is a question whether there will be any recession in prices, as demand keeps up. Still, some dealers note accumulations for first time in a long period. This should at least act as a brake, in preventing further firming.

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

**EGGS.** — Quantity of new laid eggs coming along at present time is decidedly small. In addition there is a good deal of complaint from wholesalers regarding quality of some of so-called fresh gathered eggs. Apparently, some country shippers realizing that there would come a period when prices would go up, have been holding back goods which should have been sent to market long ago. A considerable quantity of storage eggs are being sold as new laid and are commanding a high figure.

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

**CHEESE.**—There is no change in general situation, except that there has been more enquiry from England. Sales here are normal.

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

**POULTRY.**—There is at least no firm feeling in poultry. Rainy weather has given the farmers more time to bring their poultry to market, and deliveries have been quite large, and thus a slight tendency to easiness.

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

Turkeys	0 15
Geese	0 09
WHOLESALE PRICES (to city retailers).	
Spring chickens, dressed, lb.	0 14 0 17
Spring ducks, dressed, lb.	0 16 0 20
Fowl, dressed	0 12 0 14
Turkeys, dressed	0 20 0 24
Geese, dressed	0 13

**HONEY.**—There seems nothing to warrant lower prices in honey, as has been hinted by some daily papers. Stocks of honey are not large, and even at present, some wholesalers would ask higher prices than are quoted. Buckwheat seems to be in quite short supply.

White clover honey, in combs, fancy, doz.	3 00
White clover honey, in combs, No. 1, doz.	2 65
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 12½
Buckwheat, 60-lb. tins, lb.	0 07 0 08

## Fooling Oneself in Figuring of Profits

Case Where Dealer Selling Salmon at 28 Cents Thought He Was Making 20 Per Cent. Profit—What Real Profit Was and Its Comparison to Cost of Doing Business —A Profitable Discussion.

“A man can easily be fooled in figuring profits.”

“Yes, and he can easily fool himself.”

These were the concluding remarks to a discussion on figuring profits that recently took place between a number of grocers. Salmon was the grocery line in the limelight.

“What are you selling sockeye salmon at?” one man asked.

While a number stated that they were getting 30 cents per 1 lb. tin, one man was selling at 28 cents.

“Twenty-eight cents suits me alright,” he said, “that is 20 per cent. and that is pretty good on a line that is a staple and exceptionally high.”

### Question for Pencil and Paper.

“Would you mind explaining how you figure out 20 p.c. on that price. I sell at 30 cents and consider I am only making 20 per cent,” spoke up one man.

So, the 28 cent man proceeded to show how that was 20 per cent. “The goods cost \$2.88,” he reasoned. “Twenty per cent. on that is 57 cents which makes \$3.45. Twelve cans at 28 cents is \$3.36—well, pretty near 20 per cent.” he concluded.

But his questioner did not by any means agree with him. “In the first place,” he pointed out, “you are 9 cents out in your calculations and 9 cents on every dozen of goods we sell would amount to a huge sum in a year.

### Figuring Profits Wrong.

“But that is not your worst mistake,” he continued, “you are wrong in figuring your profits. You have been figuring profits on your cost price while the more correct way is on the selling price.

“Now,” he explained, “I am selling sockeye at 30 cents per tin or \$3.60 per

dozen. I am making exactly 20 per cent. Twenty per cent. of \$3.60 is 72 cents which deducted from \$3.60 leaves \$2.88 which is exactly the amount I paid for my goods.”

Said the 28-cent man as he did some figuring with his pencil, “I guess I have been making 24 cents less per dozen on my salmon than I thought I was.”

### An Important factor.

Thus, it is shown that many a grocer is not making the amount of profit that he thinks he is, and this accounts for his balance at the end of the year being smaller than he expected. The proper figuring of profits is an important factor in the grocery store and must be correctly done if the dealer hopes to be successful. There are at present a good many grocers fooling themselves by figuring their profits on the wrong basis.

The above case is one instance. This man thought he was making a 20 per cent. profit while in reality he was only making 14 2-7 per cent. on the selling price. He no doubt figures his expenses on turnover and these would exactly eat up the 14 2-7 per cent.

A good many grocers apparently have not learned the all important lesson that figuring profits on the cost price is vastly different from on the selling price. In many cases, the difference means success or failure for the grocer.

The National Canners' Association of the United States is proposing to promote a “canned goods” week, during which the special co-operation of the retailer in creating interest in canned goods will be sought.



# Gunn's Quality Pon - Honor Breakfast Sausage

In 1 lb. (net) sealed cartons, made from the choicest cuts of young pigs---with a delicate seasoning of pure herbs. No filler, no flour, no cereal, no water, all sinews trimmed out, a perfect breakfast delicacy, appetizing and satisfying.

**Gunns Limited,** Packers and Refiners **West Toronto**

## HAMS

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

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

**F. W. FEARMAN CO.**  
LIMITED  
**HAMILTON**

## REMEMBER

IN BUYING

# WETHEY'S MINCE MEAT

You get the benefit of the expert knowledge acquired in our years of specializing in this line. The quality is recognized from Coast to Coast.

Does it pay any good grocer to take chances with any other brands?

INSIST ON WETHEY'S.

**J. H. WETHEY, Limited**  
**ST. CATHARINES**

"THE MINCE MEAT PEOPLE."



# QUOTATIONS FOR PROPRIETARY ARTICLES

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

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

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

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

**WHITE SWAN SPICES AND CEREALS, LTD.**

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

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

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

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

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

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

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

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

**CEREALS.**  
**WHITE SWAN SPICES AND CEREALS, LTD.**

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

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

**DOMINION CANNERS.**

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

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

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

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

**COCOA AND CHOCOLATE.**  
**THE COWAN CO., LTD.**

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

**Unsweetened Chocolate—**  
 Supreme chocolate, ½'s 12-lb. boxes, per lb. .... 0 33  
 Perfection chocolate, 20c size, 2 doz. in box, doz.. 1 80  
 Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. .... 0 90  
**Sweet Chocolate— Per lb.**  
 Queen's Dessert, ¼'s and ½'s, 12-lb. boxes ..... 0 40  
 Queen's Dessert, 6's, 12-lb. boxes ..... 0 40  
 Vanilla, ¼-lb., 6 and 12-lb. boxes ..... 0 35  
 Diamond, 8's, 6 and 12-lb. boxes ..... 0 28  
 Diamond, 6's and 7's, 6 and 12-lb. boxes ..... 0 24  
 Diamond, ¼'s, 6 and 12-lb. boxes ..... 0 25

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

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

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

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

**WALTER BAKER & CO., LTD.**  
 Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ¼, and ½-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.  
 The above quotations are f.o.b. Montreal.

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

½-lb. pkgs. White Moss .. 0 27  
 ¼-lb. pkgs. White Moss .. 0 28  
 1 and ½-lb. pkgs., assorted ..... 0 26½  
 ¼ and ½-lb. pkgs., asstd. 0 27½  
 ¼-lb. pkgs., asstd., in 5-lb. boxes ..... 0 28  
 ½-lb. pkgs., asstd., in 5-lb. boxes ..... 0 29  
 ¼-lb. pkgs., asstd., 5, 10, 15-lb. cases ..... 0 30  
**Bulk—**  
 In 15-lb. tins, 20-lb. pails and 10, 25 and 50-lb. boxes.  
**Pails Tins Bbls.**  
 White Moss, fine strip .... 0 19 0 21 0 17  
 Best shredded . 0 18 .... 0 16  
 Ribbon ..... 0 19 .... 0 17  
 Macaroon .... 0 17 .... 0 15  
 Desiccated .... 0 16 .... 0 14

**CONDENSED AND EVAPORATED MILK.**

**BORDEN MILK CO., LTD.**  
 East of Fort William, Ont.  
**Preserved— Per Case**  
 Eagle Brand, ea. 4 doz.... \$6 00  
 Reindeer Brand, ea. 4 doz. 5 75  
 Silver Cow Brand, ea. 4 dz 5 40  
 Gold Seal Brand, ea. 4 doz 5 25  
 Mayflower Brand, ea. 4 doz 5 25  
 Purity Brand, ea. 4 doz... 5 25  
 Challenge Brand, ea. 4 doz 4 50  
 Clover Brand, ea. 4 doz... 4 50  
**Evaporated (Unsweetened)—**  
 St. Charles Brand, small, ea. 4 doz. .... 2 00  
 Peerless Brand, small, ea. 4 doz. .... 2 00  
 St. Charles Brand, Family, ea. 4 doz. .... 3 90  
 Peerless Brand, Family, ea. 4 doz. .... 3 90  
 Jersey Brand, Family, ea. 4 doz. .... 3 90  
 St. Charles Brand, tall, ea. 4 doz. .... 4 50  
 Peerless Brand, tall, ea. 4 doz. .... 4 50  
 Jersey Brand, tall, ea. 4 doz. .... 4 50  
 St. Charles Brand, Hotel, ea. 2 doz. .... 4 25  
 Peerless Brand, Hotel, ea. 2 doz. .... 4 25  
 Jersey Brand, Hotel, ea. 2 doz. .... 4 25  
 St. Charles Brand, gallons, each. ½ doz. .... 4 75  
 "Reindeer" Coffee & Milk, ea. 2 doz. .... 5 00  
 "Regal" Coffee and Milk, ea. 2 doz. .... 4 50  
 "Reindeer" Cocoa & Milk, ea. 2 doz. .... 4 50

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



THE CANADIAN GROCER

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

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

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26 1/2
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

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

MINTO BROS.

MELAGAMA BLEND,

Ground or bean— W.S.P. R.P.	
1 and 1/2	0 25 0 30
1 and 1/2	0 32 0 40
1 and 1/2	0 37 0 50
Packed in 30's and 50-lb. case.	
Terms—Net 30 days prepaid.	

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.  
Small size \$1.50 per doz., net  
Large size \$3.00 per doz., net  
In 3 dozen free cases. Freight paid on 1/2 gross order.

CEREALS.

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

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

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

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

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

Large (each 1/2 doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2 1/2 oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.

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

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

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

Per case

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

MINERVA PURE OLIVE OIL.

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

Tins—

5 gals. 2s	23 00
2 gals. 6s	29 00
1 gal. 10s	25 00
1/2-gal. 20s	26 00
1/4-gal. 20s	13 50
1/8-gal. 48s sq.	17 00
1/8-gal. 48s rd.	15 50

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
La Neptune, 50 qts.	6 00
St. Nicholas, 50 qts.	7 00
La Sanitas Sparkling, 50 quarts	8 00
La Sanitas Sparkling, 100 pints	9 00
La Sanitas Sparkling, 100 splits	4 00
Lemonade Savoureuse, 50's	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case 12 lbs. 2 1/2-lb. bars, lb	0 08 1/2
Case 25 lbs. 11-lb. bars, lb	0 07 1/2
Case 50 lbs. 3 1/2-lb. bars, case	3 50
Case 200 lbs. 3 1/2-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2 1/2-lb. bars, lb.	0 08
Case 50 lbs., 3 1/2-lb. bars, case	3 25
Case 100 lbs., 3 1/2-oz. bars, case	1 80
Case 200 lbs., 3 1/2-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.	
Box, 25 lbs., 1 lb.	0 07 1/2
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

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

CANNED HADDIES. "THIS-TLE" BRAND.

A. P. TIPPET & CO., Agents.	
Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
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BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces, lb.	0 10
Tubs, 60 lbs.	0 10 1/4
Pails, 20 lbs.	0 10 1/2
Tins, 20 lbs.	0 10
Cases, 3 lbs., 20 to cs.	0 11
Cases, 5 lbs., 12 to cs.	0 10 1/2
Cases, 10 lbs., 6 to cs.	0 10 1/2
F.O.B. Montreal.	

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10 1/4
20-lb. pails	0 10 1/2
20-lb. tins	0 10
10-lb. tins	0 10 1/4
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11 1/2

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

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

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., 1/4-lb.	1 40
D. S. F., 1/2-lb.	2 50
D. S. F., 1-lb.	5 00

F. D., 1/4-lb.	0 95
F. D., 1/2-lb.	1 45
Per jar	

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

Ontario Prices.

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

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box	0 27 1/2
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06
Globe Brand.	

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06 1/2

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER-ED.

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

IMPERIAL DESSERT JELLY.

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

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.	
Criole soap, per gross	\$10 20
Florida soap, per gross.	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20
30 days.	

RICHARDS PURE SOAP.

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

FELS NAPTHA.

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



"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4 1/2 lbs.) enlarged size	.....\$4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.)	..... 7 20
75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.)	..... 6 75
<b>"ANTI-DUST" SWEEPING POWDER.</b>	
Size No. 1, 3 doz. crates, per doz.	.....\$ 1 50
No. 2, 1 and 2 doz. crates, per doz.	..... 3 00

STARCH.

<b>EDWARDSBURG STARCH CO.</b>	
Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry..	.05 1/2
40 lbs. Canada white gloss, 1 lb. pkgs.	..... .06
48 lbs., No. 1 white or blue, 4 lb. cartons	..... .06 1/2
48 lbs., No. 1 white or blue, 3 lb. cartons	..... .06 1/2
100 lbs., kegs, No. 1 white	..... .06
200 lbs., bbls., No. 1 white	..... .06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	..... .07 1/2
48 lbs., silver gloss, in 6-lb. tin canisters	..... .08
36 lbs., silver gloss 6-lb. draw lid boxes	..... .08
100 lbs., kegs, silver gloss, large crystals	..... .07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	..... .07 1/2
40 lbs. Benson's Enamel (cold water), per case	..... 3 00
20 lbs. Benson's Enamel (cold water), per case	..... 1 50
Celluloid—boxes containing 45 cartons, per case	..... 3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	..... .07 1/2
40 lbs. Canada pure corn starch	..... .05 1/4
(20-lb. boxes 1/4c higher.)	

BRANTFORD STARCH.

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

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.
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SOUPS—CONCENTRATED.

CHATEAU BRAND.

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

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	..... 0 50
Clear soups in stone jars, 5 varieties, doz.	..... 1 40

SODA—COW BRAND.

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

SYRUP.

<b>EDWARDSBURG STARCH CO.</b>	
<b>CROWN BRAND CORN SYRUP.</b>	
2-lb. tins, 2 doz. in case	..... 2 40
5-lb. tins, 1 doz. in case	..... 2 75
10-lb. tins, 1/2 doz. in case	..... 2 65
20-lb. tins, 1/4 doz. in case	..... 2 60
Barrels, 700 lbs.	..... 3 1/4
Half barrels, 350	..... 3 1/2
Quarter barrels, 175	..... 3 1/4
Pails, 38 1/2	..... 1 75
Pails, 25 lbs. each	..... 1 75

LILLY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case	..... 2 75
5-lb. tins, 1 doz. in case	..... 3 10
10-lb. tins, 1/2 doz. in case	..... 3 00
20-lb. tins, 1/4 doz. in case	..... 2 95
(5, 10 and 20-lb. tins have wire handles.)	

BEAVER BRAND MAPLE SYRUP.

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

Terms: 30 days net. No discount for prepayment.

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

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

MOLASSES.

<b>THE DOMINION MOLASSES COMPANY, LTD.</b>	
Gingerbread Brand.	
2s., Tins, 2 doz. to case.	
Quebec, per case	.....\$ 1 85
Ontario, per case	..... 1 90
Manitoba, per case	..... 2 30
Saskatchewan, per case	..... 2 60
Alberta, per case	..... 2 70
British Columbia, per case	..... 2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.	
Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case	3 20
Alberta, per case	3 30
British Columbia, per case	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

H. P.

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

HOLBROOK'S IMPORTED

<b>PUNCH SAUCE.</b> Per doz.	
Large, packed in 3-doz. case	..... \$2 25
Medium, packed in 3-doz. case	..... 1 40

HOLBROOK'S IMP. WORCES-

<b>TERSHIRE SAUCE.</b> Per doz.	
Rep. 1/2 pints, packed in 6-doz. case	..... \$2 25
Imp. 1/2-pints, packed in 4-doz. case	..... 3 15
Rep. qts., packed in 2-doz. case	..... 6 50

STOVE POLISH.

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

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

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

TEAS.

THE "SALADA" TEA CO.

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

Brown Label, 1/2's and 1's	..... 28 40
Brown Label, 1/4's	..... 30 40
Green Label, 1/2's and 1's	..... 35 50
Red Label, 1/2's	..... 40 60

MELAGAMA TEA.

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

Wholesale R't'l	
Brown Label, 1-lb. or 1/2	..... 25 30
Red Label, 1-lb. or 1/2	..... 27 35
Green Label, 1's, 1/2 or 1/4	..... 30 40
Blue Label, 1's, 1/2 or 1/4	..... 35 50
Yellow Label, 1's, 1/2 or 1/4	..... 40 60
Purple Label, 1/4 only	..... 55 80
Gold Label, 1/4 only	..... 70 100

"KOLONA" TEA.

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

JAMS AND JELLIES.

T. UPTON & CO.

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

Compound Jellies—Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, \$1.00 per doz.; No. 2 tin, 2 doz. in case, \$1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1/2c per pail; No. 7 wood pails, 6 pails in crate, 52 1/2c per pail; 30-lb. wood pails, 7 1/4c per lb. Packed in assorted cases or crates if desired.

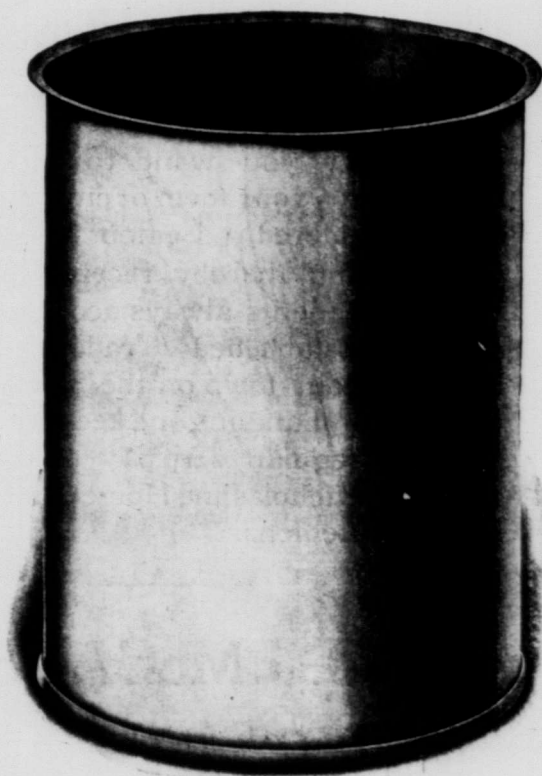
JELLY POWDERS. WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen ..... \$0 90  
List Price.  
"Shirriff's" (all flavors), per doz. .... 0 90  
Discounts on application.

YEAST.

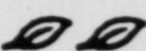
White Swan Yeast Cakes, per case, 3 doz. 5c packages ..... 1 15





# Sanitary Cans

*"The Can of Quality"*

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

## Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

**Mr. Manufacturer, Mr. Shipper:**

**Do you want a Successful  
Western Market? —————**



We can increase your sales in Western Canada. This is not merely an idle boast on our part, but a statement that bears some significance because we "make good."

We have the experience, the staff, money, aggressiveness to represent you in this good market in a way that will prove beyond peradventure that you can do a successful selling business in Western Canada.

**WRITE TO-DAY**

# NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

Head Office - - - - WINNIPEG, Man.

WINNIPEG      REGINA      SASKATOON      EDMONTON      CALGARY

## WHITE DOVE Cocoanut

The cocoanut which can be depended on—fresh, pure and wholesome, and a great favorite with the first-class cook. The grocery store to carry the best grade must stock this brand.

It's a sure winner and a good profit bringer.



**W. P. Downey**  
MONTREAL, QUE.

## Georgian Bay Apples

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

### VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

## LEMON BROS.

Owen Sound, Ontario

## Get Your Town On The Map

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

## J. J. McCABE

Agent

Toronto, - Canada

## Thorne's Caramels

Dainty, creamy confections, popular with everybody, made from the finest sugar, pure butter, and milk.

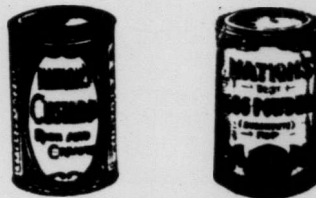
"Health" Caramels, wrapped in 2 gross boxes. "Emerald" Almond Caramels, unwrapped, in 2 lb. boxes, at prices to tempt you. Send a trial order now to

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

## NATION'S CUSTARD POWDER

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

## Nation's Egg Powder



### AGENTS:

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

Samples free by post.

## 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.**  
145-449 University Ave., Toronto



First Car California  
**Navel Oranges**

Will Arrive Monday Next

New, Juicy, Sweet  
**Florida Oranges**

**New Messina Lemons**

**Malaga Grapes**

For present or future use.

As well as a full line of the season's delicacies.

Hot-house Tomatoes, Cucumbers, Pineapples,  
 Head Lettuce, Egg Plant, Sprouts.

**WHITE & CO., LTD.**

TORONTO and HAMILTON

"Canada's Fancy Fruit House"

**Have you bought your  
 Malaga Grapes yet?**

We have just received our large Xmas assortment and they are certainly very fine. We would advise you to make an early selection for your Xmas trade as good grapes will be scarce.

If you cannot make a personal selection, let us put a little line to one side for you. We can certainly please the most particular trade.

Come and see us or send in your order NOW for what you need. First here gets best selection.

THE HOUSE OF QUALITY.

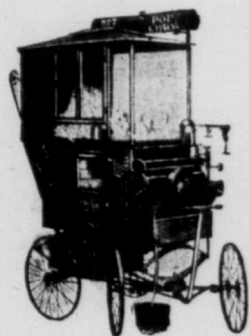
**HUGHWALKER & SON**

Established 1861

GUELPH

and

NORTH BAY



**Why Don't You do  
 Like Him?**

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

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

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

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

**KINGERY MFG. CO.**

Cincinnati, Ohio



**The C. BORGEN  
 PACKING CO.**

STAVANGER

NORWAY

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

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

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

## IN A RUSH

Everything is done in a rush nowadays—everybody is desirous of prospering as quickly as possible. The retail grocer is also in the game, and to progress the quickest he must sell the best lines.

## Chinese Starch

is the best in starch—gives the best results—proves satisfactory to both dealer and customer. Sales are quick and profits are good. Full 16 oz. to the package.



O. Lefebvre, Prop.  
OCEAN MILLS  
Montreal

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



## BIG BUSINESS

There is bound to be a big business passing in Macaroni and Vermicelli and you cannot very well afford to miss any of it.

## 'GLOBE' MACARONI

Should be made your leader because its quality is guaranteed. It contains no maize or rice flour. It is manufactured in a scrupulously clean factory.

GOOD PROFITS SURE REPEATS

**D. SPINELLI & COMPANY**  
MONTREAL REGISTERED QUEBEC



McLean is the  
NAME

White Moss is the  
BRAND

Join them when ordering  
and avoid mistakes.

Canadian Cocoanut Co., Montreal



THE MCGREGOR PAPER BAG HOLDER.

### Better Service Means More Trade

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

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

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

## AURORA COFFEE

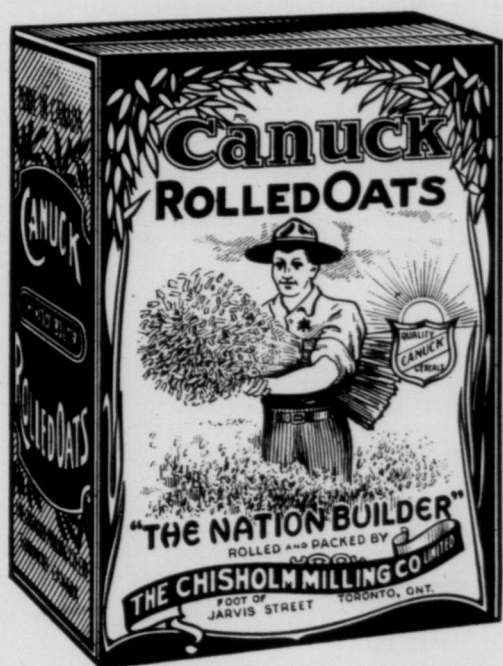
the same magnificent quality at the same prices. By this plan we will not only retain our many present customers, but hope to make many new ones. Now, don't miss your opportunity. Get a sample from us. We will send you a big sample on application. You are to be the judge. It's easy money to get in touch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

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.





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

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

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

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

Two sizes, retailing at 10c and 25c.

**Chisholm Milling Co., Ltd.**  
Toronto

## BROOMS OF QUALITY

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

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

**Walter Woods & Co.**  
HAMILTON - WINNIPEG

## Quinquinol

The Original Stock Food.

for Horses, Cattle, Sheep, Hogs, Poultry, etc., etc.—Offers you a splendid opportunity to build up a good "Stock Food" business with your country patrons. Will not deteriorate, and makes a good shelf stock.

Has the recommendation of the Minister of Agriculture. Has been awarded three diplomas.

We want one dealer in each town to handle this high-class line.

50 Per Cent. Profit Guaranteed

**Quinquinol Stock Food Co.**

69 St. Timothee St., Montreal



**Stuhr's  
DELICACIES.**

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

Sold by all High-class Provision Dealers.  
C. F. STUHR & CO., HAMBURG

Before Fels-Naptha, quality in laundry soaps was possibly not considered of very great importance.

The growth and popularity of Fels-Naptha soap, however, have been due to quality. The soap has always done, and does, just what its makers claimed for it.



**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

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

**Frequency of Sailings**

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

For further particulars apply to

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



**OAKEY'S**

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

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, Limited**  
*Manufacturers of*  
Emery, Black Lead, Emery, Glass  
and Flint Cloths and Papers, etc.  
**Wellington Mills, London, England**

**Coffee, 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

A want ad. in this paper

will bring replies from

all parts of Canada.



# CANE'S WASHBOARDS

## Will Be a Great Advertisement for Your Business

The dealer who aims at giving satisfaction is the man who will progress rapidly. The most valuable asset to your store is the talk of enthusiastic customers—these customers are not only the assurance of repeated orders, but help to bring you new customers.

“Cane’s”  
Washboards

sell quickly and pay an attractive profit. They are backed by years of reliable and economical service and are guaranteed to satisfy in every respect.

Don't fail to write for catalog on Washboards and general wash day woodenware.

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



“BABBITT’S”  
IS A  
CONCENTRATED  
SOAP POWDER

OF WONDERFUL  
CLEANSING POWER



It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller—an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal, Canada.

**B. T. BABBITT, INC.**  
NEW YORK



## Three Lines You Should Know and Introduce to Your Customers

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

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

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

**J. MALCOLM & SON**  
St. George Ontario

## Don't Take

the other fellow's dust, forge ahead, in the business race. You can easily get ahead by handling the highest quality goods — such goods make better patrons and increase your profits.

## D.W.C. Olives

are the finest selected, smooth skinned olives, packed in the best brine with exceptional care, skill and cleanliness, and are made to sell at a price that will surprise you.

## ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:  
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N. B.; C. E. Jarvis & Co., Vancouver, B.C.



## MOTT'S "Elite" Chocolate

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

## JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA



By Special royal permission.

You know the value of the "Sterling" mark on silver. You should know the value of "King Oscar" on Sardines, for the one is just as important to its particular line as the other.

"King Oscar" Brand Sardines are the height of absolute purity and wholesomeness, and have the zesty flavor of the fresh caught sardine. The purest olive oil is used only in the packing. Your wholesaler will supply you if you insist.

## J. W. Bickle & Greening

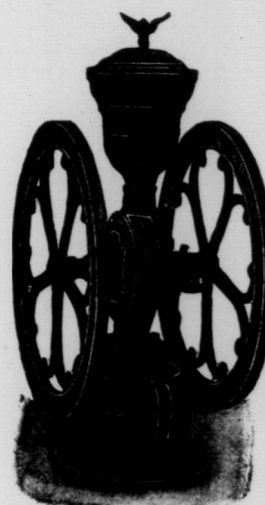
(J. A. Henderson)

Hamilton, - - - Ontario

## "King Oscar"

on Sardines is like

"STERLING" ON SILVER



## BUILT ON MERIT

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

## 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 Codville 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—Ely, Blain, Ltd.; R. B. Hayhoe & Co.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.  
REGINA, SASK.—Campbell, Wilson & Smith  
MONTREAL—The Canadian Fairbanks Co. (and branches).  
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.



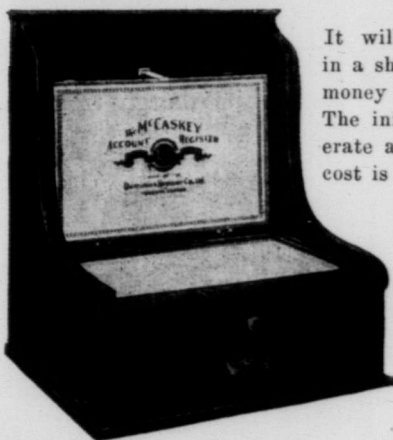


## It's a mighty dangerous habit

The slipshod system of keeping your accounts will sooner or later prove fatal to your business. No business is strong enough to stand the leakages and dissatisfaction that is sure to result from an improper method of account keeping. Bad pays will get away and good accounts will be lost. Your patrons want prompt and careful attention to their accounts as well as good store service.

Throw away your old drudgery—night-labor, nerve-racking, bookkeeping system and install the

### McCASKEY ACCOUNT REGISTER



It will pay for itself in a short time, both in money and labor saving. The initial cost is moderate and the operating cost is little.

Send us a card to-day requesting a demonstration.

**DOMINION REGISTER CO., LTD.**

90-98 Ontario Street, Toronto, Canada

Trafford Park, Manchester, England

THE LARGEST MANUFACTURERS OF CARBON COATED SALES BOOKS IN THE WORLD

## IN THE GOODS and IN THE PACKING

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

## Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience, and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

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

## CONNORS BROS., LIMITED

Black's Harbor, N.B.

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



**J**oin in with the  
 wise dealers and  
 sell the Jam that  
 is always profit-  
 able and always  
 on the move—  
**"KING" COMPOUND.**  
 Hundreds of cases  
 are selling week-  
 ly---the demand  
 is large--- the  
 quality is **superb.**

**M**You will profit on  
 "King" Compound  
 Jam Sales.

**Labrecque & Pellerin, Montreal**

AGENTS:

John J. Gilmor & Co.  
 Winnipeg

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

**ANTI-SWEEPING** **DUST POWDER**

**ANTI-DUST**

"The powder that makes microbes impossible"

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

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

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

We have a fine propo-  
 sition for Western  
 Agents.

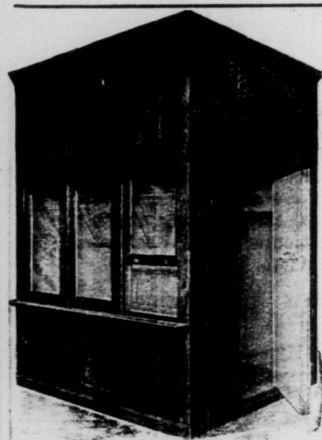
**Sapho Mfg. Co., Ltd., Montreal**

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distribu-  
 tors for Ontario.  
 Lauro Chemical & Perfumery Co., City of Ottawa, Ont.  
 Fenwick, Hendry & Co., Kingston, Ont.  
 Albert Dunn, 67 St. Peter St., for Quebec City.

**Eureka** Canada's Sanitary **Refrigerator**

THE GREATEST

Dry air circulating Refrigerator of the age.



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

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

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

**Eureka Refrigerator Co., Ltd.** 54 NOBLE STREET  
 TORONTO

Montreal Representative

JAMES RUTLEDGE

Telephone St. Louis 3076

Distributing Agents, **WALTER WOODS & CO.,** Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

**Think It Over!**

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

**Black Knight Stove Polish**

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

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



**F. F. DALLEY CO., Limited**

Hamilton, Canada

Buffalo, U.S.A.





## Continental Germ Proof Paper Bags

The Superior Quality of Continental Paper Bags for Grocers and Confectioners' Use is the result of expert selection of Raw Materials and constant attention to all the

minute details of Bag Craftsmanship.

Through all the varying conditions of the Trade, the Continental Bag and Paper Company, Limited, have maintained one Quality—the Best.

Ours are no Higher Than Others' Prices.

### THE CONTINENTAL BAG & PAPER COMPANY, LIMITED

OTTAWA, ONTARIO

**DISTRIBUTORS:**

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

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

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

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

## Place Your Orders Now For

"MASTER MASON" Smoking, "KING GEORGE'S NAVY" Chewing Plug, "ROSE QUESNEL" Smoking

# TOBACCOS

The three lines that are becoming more popular every day because of their undeniable quality. Owing to the rapid increase in the sales of these tobaccos we were, last year, unable to give the service in prompt delivery that we always aim at. If your orders are placed early you are assured of the best possible delivery.

## The Rock City Tobacco Co.

Limited

Quebec

Winnipeg

# Tuckett's Orinoco Tobacco

NO BETTER  
JUST  
A LITTLE Milder  
THAN



## Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

### TUCKETT LIMITED

Hamilton,

- - - - -

Ontario



**CLASSIFIED ADVERTISING**

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

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

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

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

**FOR SALE**

**GOOD JOBBING BUSINESS FOR SALE** — sixty retail stores as customers, inside of three miles from present location. Stores, cellars, warehouses. Rented reasonable. B. D. Rogers, Stellarton, N.S.

**GENERAL STORE BUSINESS FOR SALE** — in a good town and in the best district of Ontario, the Niagara Peninsula. Stock about \$10,000. The annual turnover has been \$40,000. A reasonable rent offered under lease. Apply at once to Box 452, Canadian Grocer, Toronto.

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

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

**ENGLISH SAUCES — SHIPPED IN FREE** casks. Quality, purity and your satisfaction guaranteed. "Worcester," 35 to 50 cents; "Mushroom Ketchup," real, 60 cents and 1 dollar; "Ketchup" at 30 cents; also "Harvey," "Reading" and other kinds at equally low prices. English gallons. F.O.B. London. Samples gratis on application to J. W. Wiltshire & Co., 56 Zetland Street, Poplar, London, Eng.

**SITUATION VACANT**

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

**SITUATION WANTED**

**WANTED—POSITION AS HEAD CLERK** in grocery store in Western Canada, Macleod preferred. Have made success of my own business, which I still own. Married, age 28. Not afraid of work. Must pay good wages. Box 454, Canadian Grocer, Toronto.

**MISCELLANEOUS**

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

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

**BUCKWHEAT FLOUR<sup>3</sup> 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 St., 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.

**MISCELLANEOUS**

**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.

**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.

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

**FIRE INSURANCE. INSURE IN THE** Hartford. Agencies everywhere in Canada.

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

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

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

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

**YOU CAN BUY A REBUILT TYPEWRITER** from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

**YOU DON'T BUY A NATIONAL CASH** Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

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

**COLLECTING AGENCY**

**WHAT IS CREDIT?—THE TOOL WITH** which a certain class of people reduce the cost of living. Do you need protection against such people? The Standard Collecting Agency, Fredericton, N.B.

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



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

What share are you getting of this trade?

Have you yet investigated this new system of cooking?

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

Write for samples and Particulars to-day to

**Edward Lloyd, Ltd.**

508 Eastern Townships Bank Building

Montreal, - Canada



# Buyers' Guide

**COMPLETE YOUR TOBACCO DEPT.**  
by stocking and selling  
**PURE CANADIAN LEAF.**  
Attractive prices. We have a good assortment of pipes.  
**J. A. FOREST,**  
189 Amherst St., - - - Montreal.

**GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT**  
That's Our Policy.  
**PAPER BAGS—WRAPPING PAPER.**  
How is your stock? Don't forget to give us a call when you begin to get short.  
**COUVRETTE & SAURIOL**  
Wholesale Grocers - - - Montreal.

**Business Opportunities**  
**STORES FOR SALE, ETC.**  
**V. DE LA RONDE,**  
14-16 McGill College Ave. - - Montreal.

Favorite Stove Polish, polishes, shines, and leaves a lasting polish. What the housewife wants.  
"Coon" Shoe Polish is another of our specialties  
Uncle Sam Dressing is always found O.K. by your customers.  
We guarantee the goods.  
**UNCLE SAM DRESSING CO.,**  
Lanoraie, P.Q.

## CLAY PIPES

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

**D. McDUGALL & CO., LTD.,** GLASGOW, SCOTLAND

**WRITE TO**  
10 Garfield Chambers, Belfast, Ireland,  
for Sample Copy of the  
**Irish Grocer, Drug, Provision  
and General Trades' Journal**  
if you are interested in Irish trade.

## COMTE'S COFFEES

Satisfy every user. Let's tell you why.  
Address  
146 St. Urban St. - - - Montreal

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

## VOL-PEEK Cement

Here's 100 per cent. profit for you. Mends holes in pots and pans in two minutes. No tools needed.  
As a Seller is O.K.  
Put up in attractive counter cases. Don't make any mistake, but write  
**H. NAGLE & CO., MONTREAL.**

## TURKISH DELIGHT!

"Sultana" Brand.  
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:  
**ORIENTAL PRODUCE CO., MONTREAL**  
Ontario Agents:  
MacLaren Imp. Cheese Co., Ltd., Toronto.

## OLYMPIA AND BEN BEY CIGARS

are good smokers and sellers  
**Ed. Youngheart & Co.,**  
Montreal, P. Q.

## PICKLES & CATSUP

Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.  
**H. BOURQUE & SON**  
MONTREAL.

## DISINFECTANTS

Sanola Disinfecting Fluid.  
Domophone, a perfect cleanser.  
Insecticide Fluid, the modern bug killer. Don't overlook these lines. Write to-day.  
**MONTREAL GERMICIDE,**  
220 Colonial Ave., - - - Montreal

## SUCHARD'S COCOA

You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—  
Suchard's. Suchard's. Suchard's.  
**FRANK L. BENEDICT & CO., Montreal**  
Agents.

## INTRODUCE

Cook's Pride Baking Powder, Chinese Liquid Blue, Sister's Starch.  
Your customers will be glad to try them. Big profit. Write  
**H. F. PACAUD & CO. (Reg.)**  
Montreal.

## FRUIT PULPS

**Bitter Oranges and Peels**  
**F. KESSELL & CO. 7-8, The Approach**  
London Bridge, London, Eng.

## Let Us Make Your Store Fixtures

We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.  
**S. MENNIER & FILS**  
Pie IX Ave., Maisonneuve, P.Q.

## ENGLISH STILTON CHEESE FOR CHRISTMAS TRADE

**PRIZERS**  
RIPE, FAT, BLUE MOULD CHEESE  
Write  
**A. C. CHAPMAN**  
93 Durocher Street, Montreal.  
The Largest Direct Importer of Stilton Cheese in the Dominion.

## Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.  
See Our Travelers.  
**THE AETNA BISCUIT CO., LTD., MONTREAL.**

## BAKE OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.  
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.  
Write for General Catalog  
**The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada**

## Write us for New Price List of WINDSOR SALT

**TORONTO SALT WORKS**  
TORONTO, ONT. **GEO. J. CLIFF, Manager**

## JAPANESE ORANGES

EARLY SHIPMENTS SELL BEST  
ORDER NOW. We Bill at Lowest Market Price  
**F. R. STEWART & CO.**  
Wholesale Fruit Merchants  
VANCOUVER, B. C.

Your card in our **MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY** pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.



# Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

WESTERN PROVINCES.

**ESCOTT & HARMER**  
Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY  
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-  
Winnipeg, Regina, Calgary,  
and Edmonton

**JOHN J. GILMOR & CO.**  
Wholesale Manufacturers' Agents and Commission Brokers  
WINNIPEG, MAN.

Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

**WATSON & TRUESDALE**  
Wholesale Commission Brokers and Manufacturers' Agents  
WINNIPEG - MAN.  
Domestic and Foreign Agencies Solicited.

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

**The J. J. TOMLINSON CO.**  
WINNIPEG  
Wholesale Grocery Brokers.  
Office and Track Warehouse,  
92 Alexander St. E.  
Correspondence solicited on domestic and foreign lines.

**FRANK H. WILEY**  
WHOLESALE COMMISSION MERCHANT  
and  
GROCERY BROKER  
757-759 Henry Ave., WINNIPEG

**WESTERN DISTRIBUTORS LIMITED**  
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.  
Saskatoon - Western Canada

WESTERN PROVINCES—Continued.

**G. C. WARREN**  
Box 1036, Regina  
IMPORTER, WHOLESALE  
BROKER and MANUFACTURERS'  
AGENT  
Trade Established 12 Years.  
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THE CANADIAN GROCER

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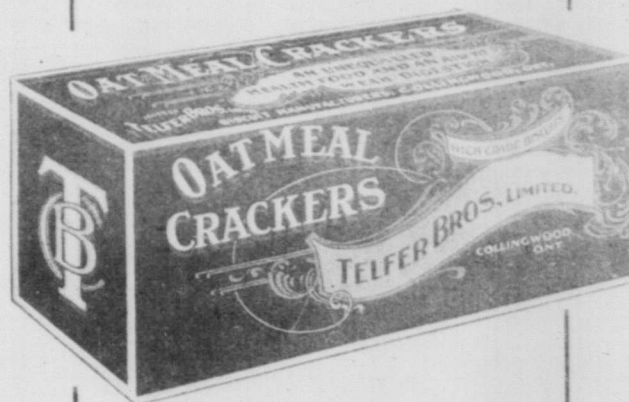
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