

**PAGES
MISSING**

CANADIAN GROCER

THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, DECEMBER 19, 1913.

No. 51



- THE HOUGH -
1915 CALENDAR LINE
IS SPECIALLY ATTRACTIVE
TO THE GROCER

GET YOUR
NAME
ON OUR
MAILING LIST

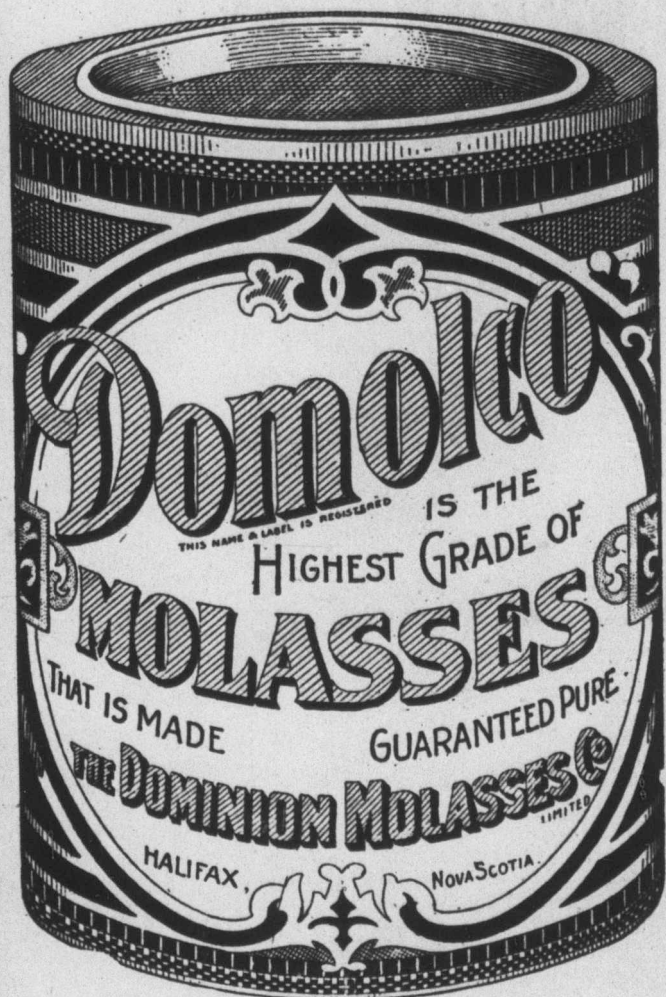
The HOUGH LITHOGRAPHING CO
96 SPADINA AVE TORONTO LIMITED

QUALITY
LITHOGRAPHERS

LABELS POSTERS CALENDARS
SHOWCARDS HANGERS
ADVERTISING NOVELTIES
WINDOW-DISPLAYS

*Standardize your Products - by using
Attractive Labels, Showcards, Window-Trims & Posters.*

HOUGH PRODUCTS BRING RESULTS



Note
registered
label

OFFERED TO YOUR PATRONS

as the most superior Molasses for table use to any other on the Canadian market.

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

Almost every family on your list of customers uses Molasses to some extent and the majority of them will come to your store regularly for their supply when once you get them started using

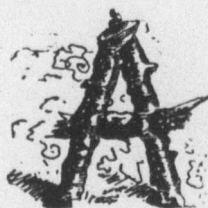
DOMOLCO

Put up in sanitary lever top tins in cases as appended:

- No. 2's—2 dozen to the case.
- No. 3's—2 dozen to the case.
- No. 5's—1 dozen to the case.
- No. 10's— $\frac{1}{2}$ dozen to the case.
- No. 20's— $\frac{1}{4}$ dozen to the case.

THE
Dominion Molasses Co., Ltd.

HALIFAX, N.S.



T the close of this, another big year for quality goods, we extend to the trade the heartiest well wishes of the season, both on behalf of the manufacturers of the products we represent and ourselves.

Everything we advertise is the best of its kind. We neither advertise or sell any goods that we cannot, personally vouch for and which we have proved. Quality products are always appreciated and they make more profitable sellers.

Stower's Lime Juice Cordial.

pleases the most fastidious palates. Already sweetened, just add water and you have a most wholesome drink.

Cox's Gelatine

Served with fruit, Cox's Instant Jelly Powder makes a delicious dessert. Perfectly pure—British made.

Griffin & Skelley Dried Fruits

Seedless Raisins, Prunes, Apricots, Peaches and Pears in all their original goodness. A revelation to the grocer who has been handling other brands.

Taylor's Peels, Candied or Drained

Lemon, Citron, and Orange Peels, made from best imported fruit skins. They are tender and represent the height of quality.

Codou's Macaroni, Vermicelli, Etc.

Made of finest Taganrog Russian wheat. Genuine French products made by Felix Codou.

Thistle Brand Fish.

Are caught right and canned right. They retain the fresh sea flavor.

Arthur P. Tippet & Company

Agents

Montreal



*A genuine wish
for a very Merry
Christmas from
the makers of
the genuine Jams
and Jellies*

—E.D.S.

E. D. Smith & Son
Limited
WINONA, ONTARIO

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



What we are doing to help dealers sell more



We create new business by sampling your customers—by using both Painted Signs and Posters.

We send window trims that are both unique and attractive.

We supply counter and store signs.

And we advertise OXO CUBES in the leading newspapers and magazines—especially those which go into the homes.

With these helps—and the prestige which OXO CUBES have already gained—there seems no reason why you should not stock OXO CUBES this winter and make the excellent profits that hundreds of other grocers are making on OXO CUBES.


Write for prices of special terms to the trade.

Corneille David & Co.

Toronto Montreal Winnipeg St. John, N.B.



An old-fashioned Merry Xmas
and good old-time New Year

 OUR ONE WISH is that you
may have the Merriest Christ-
mas and Happiest New Year that
has ever been your lot.

BORDEN MILK CO., LIMITED

Leaders of Quality


MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver



Christmas Greetings to the Grocers of the West


CALGARY



LETHBRIDGE



EDMONTON



CAMPBELL WILSON & HORNE LIMITED



ROYAL SHIELD BRAND OF GOODS

PACKERS OF ROYAL SHIELD BRAND OF GOODS

WINNIPEG

CAMPBELL BROS. & WILSON LIMITED

THE OLD RELIABLE HOUSE

ESTABLISHED 1882

ROYAL SHIELD BRAND OF GOODS

IMPORTERS AND WHOLESALE GROCERS

SASKATOON



CAMPBELL WILSON & ADAMS, LIMITED.

REGINA



CAMPBELL WILSON & STRATHDEE, LIMITED

May the New Year be even More Prosperous than the Old.
 May we all be given to serve still better.

Cleave's DEVONSHIRE CREAM Chocolate

Unrivalled!
Quality—A. 1.
Turn-out—Attractive
Profit—Good
ENTIRELY NEW 5 CENT LINES

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

Write for Prices to Wholesale Agents
FRANK DAVY & CO., 6 St. Sacrament St., Montreal



A delicacy that sells well during the holiday season, as well as all the year round.



That this being the season of good-will, we extend to you our best wishes for a right Merry Christmas.

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.



That Good Old Wish

A Merry Christmas and
Prosperous New Year

is the wish extended to all by the packers of the famous BRUNSWICK BRAND Sea Foods.

- | | |
|-------------------------|-----------------------|
| Kipperd Herring | ¼ Oil Sardines |
| Herring in Tomato Sauce | ¾ Mustard Sardines |
| Clams | Finnan Haddies |
| Scallops | (Oval and Round Tins) |

CONNORS BROS.

Limited

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Aherne, 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., Victoria, B.C.





To everyone—
Greetings



May old Santa Claus
come down your chim-
ney in real mythical
style and leave behind
him a ripping Merry
Christmas and a whole
year of good luck,
health and happiness for
1914.

Hudon, Hebert & Co., Limited
MONTREAL



THE CANADIAN GROCER

Christmas 1913



Our Best
Wishes to the
Trade.

Dominion Canners, Limited
HAMILTON
Canada

Three
more
Perrin
profit
makers



Billiken, whose perpetual smile is a reminder of how good he is.



Shortcake, a rich semi shortbread, that will satisfy the most exacting.

Chocolate Savoys, a chocolate flavored biscuit with a delicious chocolate cream filling.



Order a supply now.

D. S. Perrin & Company
Limited

London,

Canada

THE CANADIAN GROCER

SALMON

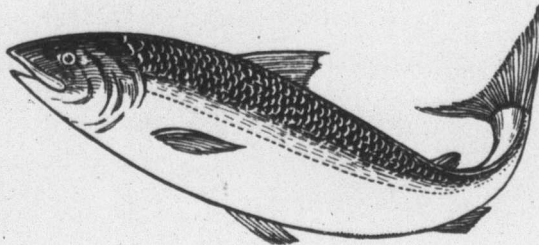
FINEST BRITISH COLUMBIA

SOVEREIGN



Caught in Salt Water
and Canned Immediately

SOCKEYE



Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

HOLLY LEAF



Quality is Our First
Consideration

To Make a Merry Christmas
Merrier Yet—

—Sell and Drink

Melagama

Tea and Coffee

The "Quality" Beverages

Rush Orders Filled Same Day as Received.

MINTO BROS., LIMITED, 45 FRONT E., TORONTO

THE CANADIAN GROCER



Store of J. E. B. Wilkinson, Saskatoon, Sask.

More display space Every dealer knows the value of good display of goods. He knows too, that a mixture of boxes, baskets, etc., piled around is not pleasing and does not attract customers—it drives them away. Why not make your store inviting and make shopping and serving a pleasure by installing a "WALKER BIN" SYSTEM? It will save 25% of your floor space, improve your service, and increase your selling efficiency 100%. Think it over. We manufacture the best in show cases and refrigerator counters. Write for illustrated catalog and estimates.



Walker Bin & Store Fixture Co.

BERLIN

LIMITED

ONTARIO

REPRESENTATIVES:

Manitoba: Watson & Truesdale, Winnipeg, Man.
 Northern Sask.: North-West Specialty Co., Saskatoon, Sask.
 Southern Sask. and Alta.: J. N. Smith, Box 68, Regina, Sask.
 Vancouver: Western Plate Glass Co., 318 Water St.
 Montreal: W. S. Silcock, 33 St. Nicholas Street.
 Maritime Provinces: E. R. Rankine, 4 Wright St., St. John, N.E.



Gee! But Motorists Are a Hungry Lot!



Get them into your store to buy gasolene or cylinder oil and they won't leave before buying a lot of fruit, candies, cigars, bottled sodas, ginger ale, finger snaps, bologna, cheese, crackers and other good things.

THE BOWSER SIGN

Will bring them in

500,000 automobiles are built and sold every year. The business is growing at a tremendous rate, and motorists have learned that a **Bowser pump means pure, clean gasolene that they can depend on.**

The Bowser System will bring you the gasolene trade in your community and for many miles around.

It costs so little.
 It earns so much
 you can't hesitate.

Write now for further particulars.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue

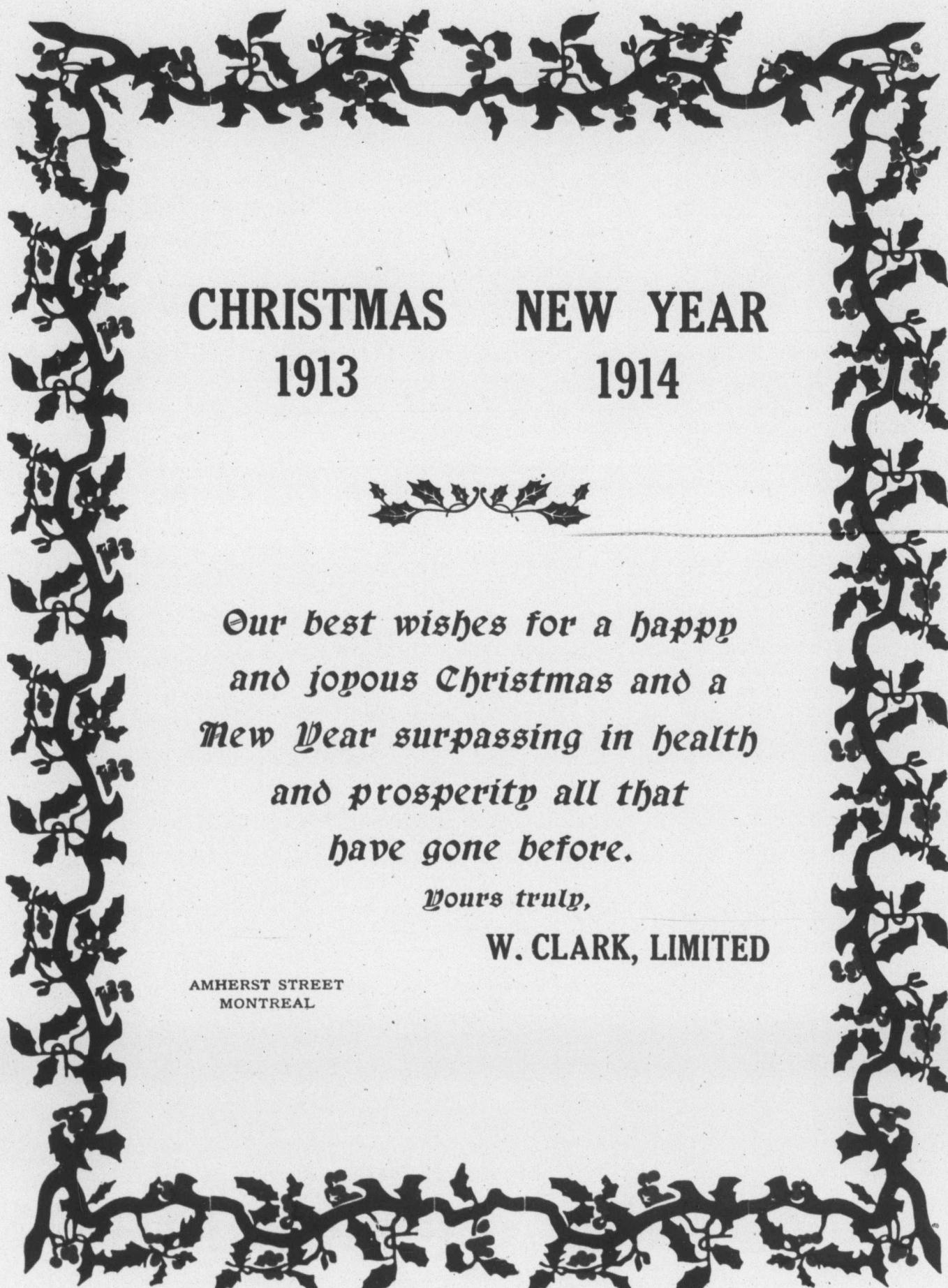
Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.



CHRISTMAS NEW YEAR
1913 1914



*Our best wishes for a happy
and joyous Christmas and a
New Year surpassing in health
and prosperity all that
have gone before.*

Yours truly,

W. CLARK, LIMITED

AMHERST STREET
MONTREAL



WHITE SWAN BAKING POWDER

"BAKING BECOMES A PLEASURE!"

"Have you tried the White Swan Baking Powder? You will find it a wonderful assistant in the kitchen! It makes your cakes and pastry whiter and lighter—baking becomes a real pleasure.

"White Swan Baking Powder is the oldest and the best on the market—its purity is absolute." Order it today, and tomorrow a cooking reputation is won. Your grocer carries it in 10c. and 25c. tins.

Scientific Reasons

Baking Powder is not a part of the food, like flour, but is used for the leavening gas it produces. White Swan Baking Powder is chemically pure, leaving a residue of entirely wholesome substance that is bone-building and healthy.

Beware of Alum Baking Powders, which leave a residue of Sulphate of Soda, harmful to the stomach, hardening the tissues, and a fruitful cause of indigestion.

Order White Swan Baking Powder from your grocer to-day.

White Swan Spices & Cereals Limited
Toronto



The White Swan Brands Sell Quickly

PERFECT SATISFACTION

The dealer who handles White Swan Baking Powder is assured the utmost satisfaction to his customers. Because of its wonderful baking results the "White Swan" is winning a large following of enthusiastic women everywhere. Therefore, it is

EASY TO SELL

The pleasure of assured good results to every woman in the kitchen has created the demand that

makes White Swan Baking Powder easy and quick to sell. This naturally brings to every dealer

BIG PROFITS

The advertising campaign, comprising a series of advertisements, of which the above is a sample, is creating a general demand for White Swan products. Are you a White Swan dealer, sharing in the profits? If not, write us to-day.

Women, look for the guarantee of

"Surety of Purity"

White Swan Spices & Cereals, Limited
TORONTO

IRISH MILK

**From Ireland
a 10 cent line**


50 thousand cases Swiss Dairy Brand (Sweetened). At \$3.85 per case of four dozen one-pound tins. Delivered any point east of Port Arthur for import order of not less than 25 case lots, quality guaranteed. Send for sample.

Terms 60 days from date of shipment.

We always carry a large stock at Toronto.

Kirkwood & Sons

176 Dupont St., Toronto,
For all of Canada



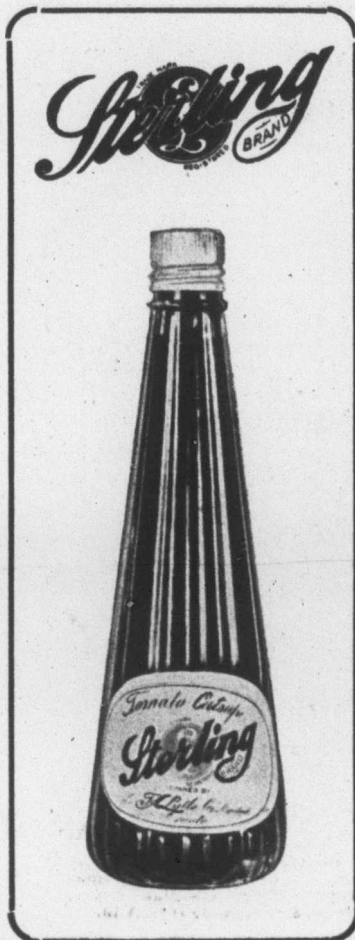
The Brightest Star
in the Coffee-Essence World!

Retailers who stock 'Camp' Coffee are in for a busy time and a paying one! 'Camp' this season is going to boom. Strong and constant advertising coupled with the best article of its kind on the market, explains why.

Replenish your stock — quick
—before the rush comes!

'CAMP' COFFEE

Sold by all wholesalers, everywhere
PROPRIETORS R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW



A distinctive catsup in a distinctive bottle

a popular price

Display "Sterling Catsup" in your windows. Put an attractive display of Sterling Catsup on your counters. Get it out where it can be seen.

Tell your customers about this distinctive catsup—this high-grade catsup at a popular price.

Tell you customers about the care we exercise to guard its purity. How we gather the best tomatoes fresh from the vines. How it is prepared and bottled by automatic machinery without the use of coloring matter.

Push Sterling Brand Catsup to-day.

Its delicious flavor will take care of to-morrow's sales.

The T. A. LYTLE CO., Limited

STERLING ROAD, TORONTO

Tartan
BRAND
THE SIGN OF PURITY

We wish you a record Xmas Trade

and extend to you our thanks for your patronage during the year just closing, and hope we deserve its continuance. Our aim is to give the best service at all times, and to supply you with **PURE, HIGH QUALITY GROCERIES**. Our travellers will be off the road from December 22 to January 13. Phone and mail orders will be appreciated.

Balfour, Smye & Co. Wholesale Manufacturing Grocers
Hamilton, Ont.

OLD CALABAR

DOG AND PUPPY BISCUITS

Agent—KENNETH H. MUNRO, Montreal

"ZIP"

—the hands are clean



It takes but a moment to clean the hands with ZIP. Thoroughly removes grease, ink, dirt, etc., without the slightest injury to the skin.

It will pay you to get "Zip" into your sales, for it's just "Zip" and your profits go up.

Ask us about our premium plan. It increases sales all along.

The Zip Mfg. Company, - Sutton, P. Q.
AGENTS:—R. E. Boyd & Co., Montreal; The Harry Horne Co., Toronto; Leadley & Company, Winnipeg; A. Francois Turcot, Quebec, Que.; C. O. Genest & Fils, Sherbrooke, Que.

SYMINGTON'S SOUPS

One packet of any of the eleven varieties makes a quart of rich, nourishing, and wholesome soup. The flavours are distinctive and delightful. Let any home-cook try these fine soups—just once!

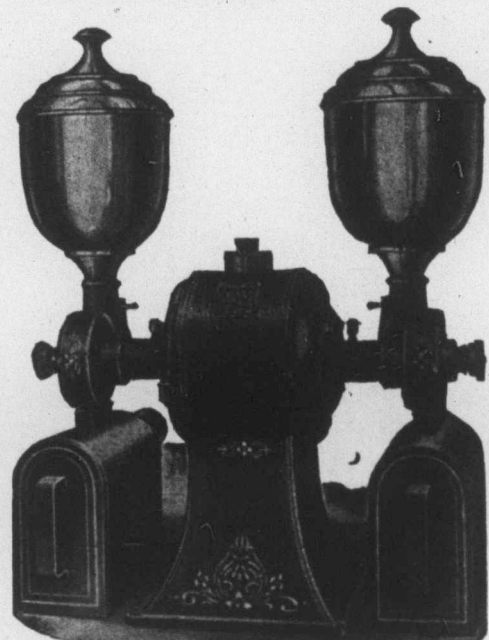
Mulligatawny, Green Pea, Lentil, Pea, Celery, Onion, Ox Tail, Scotch Broth, Tomato, White Vegetable, Mock Turtle.

Easy to prepare—put the contents of packet into water—stir—boil—serve.

Canadian Agents:—
Messrs. F. E. ROBSON & CO.
25 Front Street East, Toronto

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines. Makers of Hand Coffee Mills for twenty-five years.



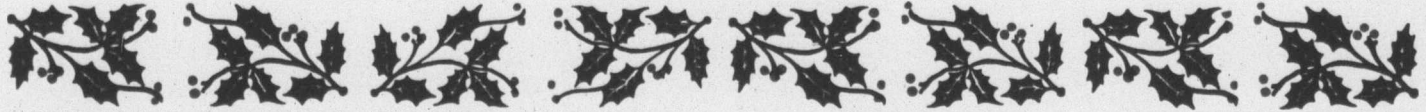
COLES MANUFACTURING CO
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mowburne & Co., Calgary, Alta.

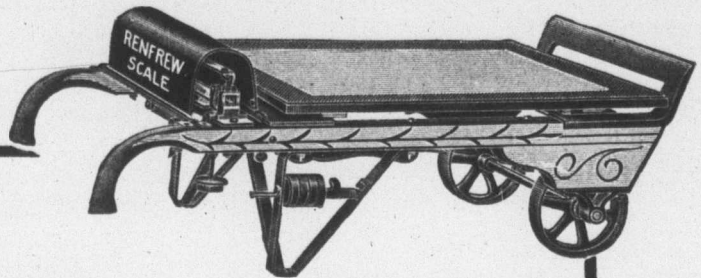


We wish you a Merry Christmas
and a Prosperous New Year

The St. Lawrence Sugar Refineries, Limited
Montreal, Quebec



The Renfrew Truck Scale Saves Time



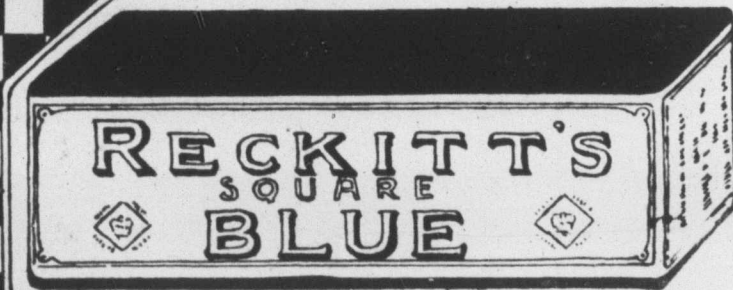
Wholesalers, produce men, shippers of all kinds of goods, will find the Renfrew Truck Scale a time-saver. You can weigh the goods right on the truck and then wheel them to the wagon. This truck scale is so constructed that it easily mounts its load. Weighs accurately on even or uneven ground or floor. Weighs anything from 1 lb. to 2,000 lbs.

Staunchly, yet not heavily built. Write for descriptive booklet and price.

The Renfrew Machinery Co., Limited, Head Office & Works, Renfrew, Ont.

There is a Scientific Reason

why the use of Blue makes linen white and why Reckitt's Blue is so good, but your customers are only interested in the results, and when they see the dainty whiteness produced by Reckitt's Blue they say to themselves—"My store supplies the Best!"



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.

ONTARIO.

Brantford Cold Storage Co. LIMITED

Wholesale Produce Merchants
if you are in need of

HONEY

In any quantity write us for quotations
BRANTFORD, ONT.

Headquarters for White Beans and Evaporated Apples.

W. H. MILLMAN & SONS

Wholesale Grocery Brokers
Toronto, Ont.

W. G. PATRICK & CO. Limited.

Manufacturers' Agents
and Importers

77 York St. - Toronto

Established 1859.
GEO. STANWAY & COMPANY

Toronto
Ontario representatives for

D. S. PARTHENOPULO

Patras, Currants

Importers of Texan Rices, White Beans, Lentils, Imported Canned Goods, etc.

W. G. A. LAMBE & CO. TORONTO

Established 1885

SUGARS - FRUITS

Morrow & Co. 39 Front St. E., Toronto

We have in stock ready for immediate shipment in any quantities to jobbers only: Rolled Oats, Oatmeal, Rolled Wheat, Pot and Pearl Barley, Split Peas, Cornmeal, Graham and Whole Wheat Flour, Buckwheat Flour and Grits, Wheatlets, Farina, Blue Peas, Rye Flour, Pea Meal, Hominy Grits, Pearl Hominy, Corn Flour, etc., etc.

Write for prices.

HENRI de LEEUW

Merchandise Broker,
28 Front Street East, Toronto.

I solicit agencies for the following lines: Peas, Beans, Canned Goods, Apples, Corn, Oats, etc. First-class references given all over the world.

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.

Wholesale Grocery Brokers & Manufacturers' Agents.

WINNIPEG

We solicit accounts of large and progressive manufacturers wanting live representatives.

G. C. WARREN, REGINA, SASK.

IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.

Trade Established, 15 Years
Domestic & Foreign Agencies Solicited
Warehouse: 1313 Garnet St.

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

W. H. Escott Co., Ltd.

Wholesale
Grocery Brokers

181-183 Bannatyne Ave.

Winnipeg, Canada

Branches Covering

All the Wholesale Centres in the West

WESTERN PROVINCES—Continued.

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.

FRANK H. WILEY

WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER

757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN

WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.

Winnipeg - Canada

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.

Simpson Produce Co. 248-252 Princess St
Winnipeg, Man.

Standards on maple has been finally fixed. Merchants selling Maple Sugar below standard will be condemned to pay heavy fine. Now since out of 456 samples said to have been taken right from the tree by direction of the Government, 31 fell below standard, you will readily see that it is of no concern to you if sugar you are handling is labelled John Jones of Ruralville, Aunt Sofas' Best, Y. Old Time Process, or hales from the old Homestead farm, or from so said tree associations. But, have goods been TESTED? Do they bear WARRANTY? Is it from reliable packers of long standing? Small's Maple Sugar in the past 86 years has never once fallen below present standard, regardless of this unrivalled record we are now TESTING all goods, and recently expended over \$1,000 on dies that print a WARRANTY in the bottom of EACH CAKE. 7½¢ per block for pure, 6¼¢ for Maple cream block. At all jobbers the world over.



Mr. G. R. Small, of the Canada Maple Exchange, Limited MONTREAL, QUE.

Speaks briefly on the question of Maple Sugar, and intimates that he anticipates treating the subject fully in the Canadian Grocer about Jan. 1.

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

O'Loane, Kiely & Co., Ltd.
 WHOLESALE GROCERY BROKERS
 CANNED GOODS, DRIED FRUITS, ETC.
 CANNED SALMON A SPECIALTY
 We cover British Columbia and Alberta
 Head Office - - - Vancouver, B.C.
 Reference: The Bank of Montreal.

The CAMPBELL BROKERAGE CO.
 Manufacturers' Agents and Commission Brokers.
 We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
 857 Beatty Street . . . Vancouver B. C.

Importers and Agents Wanted
 in Canada for
**FINCH'S PATENT FLY CATCHERS,
 OLD COUNTRY TOFFEES, ETC**
 APPLY
EDWARD KIDD & CO.
 1090 Hamilton Street, Vancouver, B.C.



STUHR'S
GENUINE CAVIARE,
FILETS D'ANCHOIS
 (naturels),
ANCHOVY PASTE.
 "Please ask for our offer."
C. F. STUHR & CO., HAMBURG.



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

NEWFOUNDLAND.

E. O. CORNISH
 COMMISSION AGENT
 Canned Goods a Specialty
 821 Pender St. W., Vancouver, B.C.

SPLENDID CONNECTION
 Amongst the Jobbers and Retailers
 I am open for a few more agencies,
 and can handle them to advantage.
 Have You a Line of Candy Gross
 Goods?
CLAUDE BEAUCHAMP
 223 Commissioners St., Montreal

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

A want ad. in this paper
 will bring replies from
 all parts of Canada.

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

Every Merchant who handles—

Mathieu's Nervine Powders

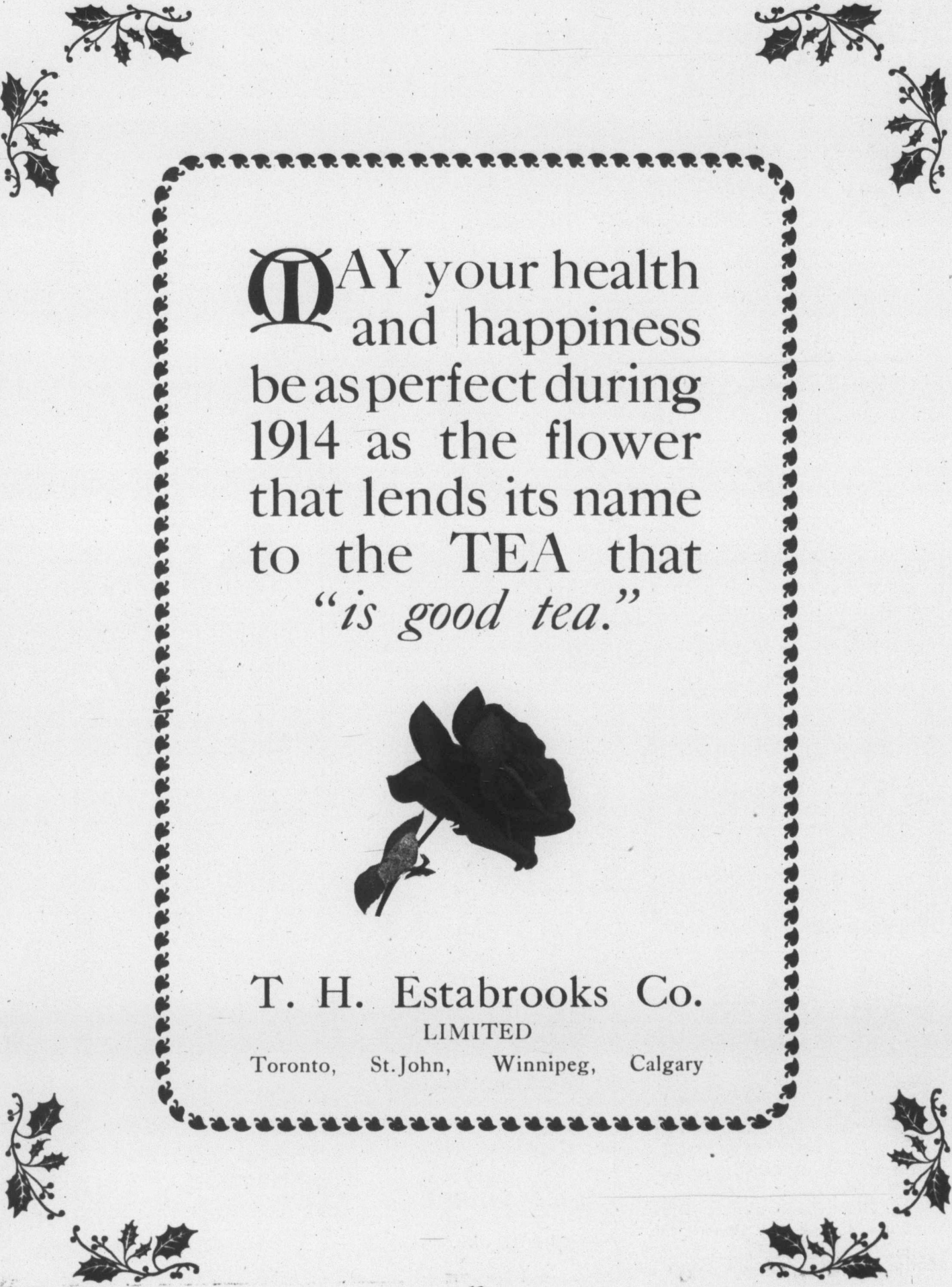


knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's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

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

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

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



W AY your health
and happiness
be as perfect during
1914 as the flower
that lends its name
to the TEA that
“is good tea.”



T. H. Estabrooks Co.

LIMITED

Toronto, St. John, Winnipeg, Calgary



Sanitary Cans

"The Can of Quality"

Baked Beans,
Soups,
Meats and Milk.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

*From the big Forest City House
of Quality and Square Dealing*

"CLUB HOUSE" BRAND SPANISH OLIVES

The finest Seville Olives, pure brine, made with healthful water from our own Artesian well, form the basis of the most satisfactory Olive business you can get—this is the "Club House" formula.

Put up in different sizes of bottles. Satisfaction guaranteed.

Send for a Trial Order.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY
WINNIPEG



PURITY SALT

Should Go Into Every
Basket of Orders That
Leaves Your Store



When salt is asked for give the customer "Purity," it's everything its name implies. It satisfies the customers every time and allows you a liberal profit. Insist on getting it — recommend it to your patrons.

THE
Western Salt Co.
LTD.

COURTRIGHT,
ONT.

To the Trade throughout Canada

*May you spend a Merry Christmas and
may your cup be filled to overflowing
with joy and prosperity in 1914.*

FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

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

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

Pacific Coast Halibut and Salmon

FRESH AND FROZEN

Order your Pacific Coast Frozen Halibut and Salmon for next Winter's requirements from

**The Canadian Fishing
Company, Limited**

VANCOUVER, BRITISH COLUMBIA

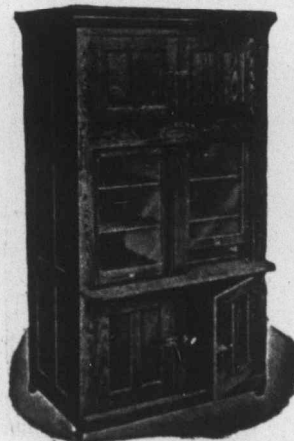
Write for prices and information.

We produce and ship all kinds of Pacific Coast Fish—Fresh—Frozen—Salt—and Smoked.

Quality and Service Unsurpassed

EUREKA REFRIGERATORS

are well known by the Grocers and Butchers in all parts of the Dominion. During the 28 years that the Eureka Refrigerator Co. have devoted themselves exclusively to this line of work, they have placed them in the hands of the leading grocers and butchers, and their complete satisfaction is the best advertisement anyone could have. Every grocer and butcher should have one. There is nothing made to equal it.



**Eureka Refrigerator Co.,
Limited**

54 Noble Street TORONTO

Montreal Representative

JAMES RUTLEDGE,

Tel. St. Louis 3076

Distributing Agents,

Walter Woods & Co., Winnipeg

THE CANADIAN GROCER



Famous for Quality

"SALADA"

is tea in all its native purity and garden freshness.

For twenty-one years its high standard of quality has been consistently, unswervingly maintained.

A tea that does credit to your recommendation

"SALADA"

LONDON, ENG. 41 Eastcheap BUFFALO 11 Terrace NEW YORK 198 W. Broadway TORONTO 32 Yonge St. MONTREAL St. Paul St. BOSTON 34-35 S. Market St. CHICAGO 361 N. River St. DETROIT Shelby Block



Robinson's Patent Barley

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



Sells Without Effort

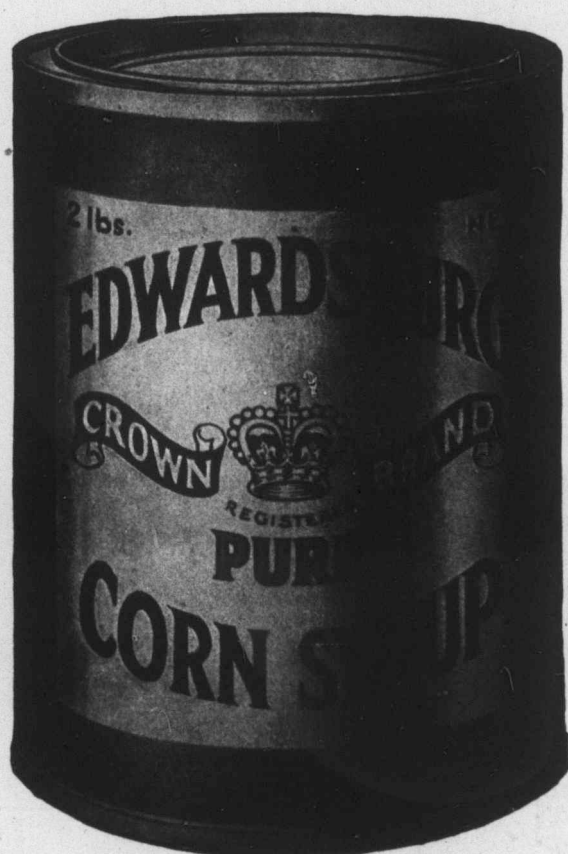
Its reputation is long established and customers like it; that accounts for the steady demand.

MAGOR, SON & COMPANY, Limited

403 St. Paul St., Montreal

30 Church St., Toronto

AGENTS FOR THE DOMINION OF CANADA



Christmas Cheer

Puddings—Sauces—Pies—Taffy — Sweetmeats—these delicacies hold sway just now.

Crown Brand Corn Syrup

will help Madam Housewife in her Holiday Cooking—

We will send your customers Recipe Books if they write direct or if you send in their names.

Swell your Crown Brand Sales this month.

THE CANADA STARCH CO.
LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Cardinal and Brantford

Montreal, Toronto, Calgary, Vancouver



Greetings to the Trade

NOW that the greatest of all the festive seasons is upon us, Canadian Grocer extends to all its friends in the trade a right Merry Christmas. Christmas speaks of old times, recalls old friends and bids us wish them all the happiness that can befall them at this glad time of year. Of all felicities the most charming is that of a firm friendship. It sweetens our cares, dispels our sorrows, and counsels us in our extremities. The Christmas spirit betokens friendship. It imparts that feeling of good-will to our fellow men, which makes our worries lighter and shows to us the silver lining. It teaches us that if we come not within sight of the castle of our dreams, we are still to be thankful for life and for time's golden Christmas moments that were good and sweet.

The Canadian Grocer hopes in all sincerity that our readers may enjoy the fullest measure of Christmas prosperity, and our one best wish is that it may continue throughout the year to come.

Long Distance Traveler With a Unique Record

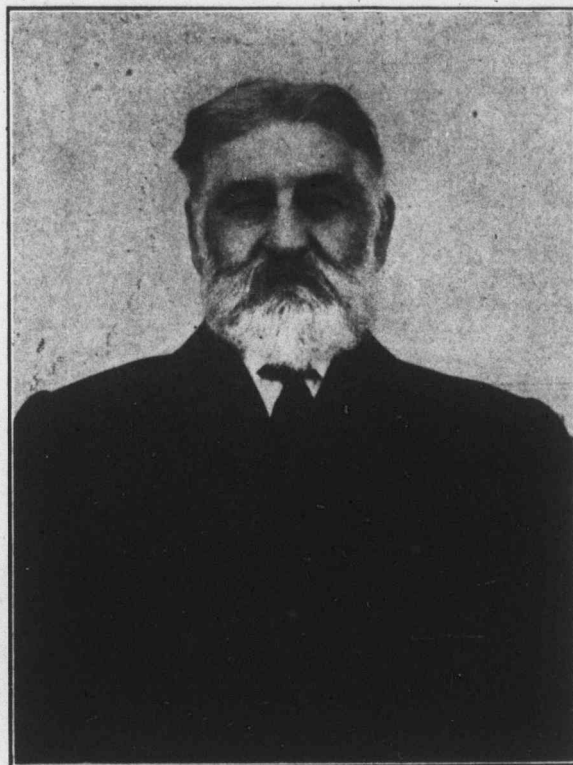
Benjamin B. Hardwick Has Been on the Road for Forty Years—
Total Distance Traveled Equal to About 925,000 Miles or 37 Times
Around the World—And He is To-day Hale and Hearty.

By W. S. Taunton.

THE pursuit of fame! It is not unlike the pursuit of riches. Sometimes you get it. More times you miss it. The acquiring of either one, as a rule, depends on how hard you chase it. Of course fame is thrust upon some men and some people find riches in unlikely places. But the real, lasting, ever enduring variety of fame is secured only by going after it with a grim determination to secure the goods. It is a race for life—the acquiring of enduring fame. I do not mean the brand of fame acquired by politicians. That is not enduring. For it riseth up in the morning and is cut down at evening as the grass that withereth in the field, so to speak. Fame that is borne of a successful election campaign only endures for a space, or until the other fellow wins. Then it becomes ex-fame and carries with it as much glory as that of an ex-alderman. But to chase fame around the globe at least twice a year for forty years and then bag the game. Well, that brings me to my story.

Benjamin Berteaux Hardwick, of Annapolis Royal, Nova Scotia, can lay claim, in my opinion, to being the world's most famous commercial traveller—nothing but his modesty forbids. Therefore I am doing it for him. On the sixth day of April, 1912, he completed his fortieth year on the road and for the one firm. During the first ten years he travelled on an average of 10,000 miles a year. That's one hundred thousand miles. The globe's circumference is put at less than 25,000 miles. We will put it at that to be on the safe side. That was four times around the globe. During the next five years he averaged twenty-five thousand miles a year, or five times around the globe. You see he was getting a little serious about this time. During the next twenty-five years he adopted a swifter gait and got away with 35,000 miles a year. This added twenty-seven times of globe circling to his record, making a total of thirty-six times from pole to pole and home again.

This is where the smoking car orator is allowed two minutes to renew his breath.



B. B. HARDWICK.

A traveler for 40 years whose record extends a distance equal to 36 times around the globe.

Talking about territory. Just harken to this. His "beat" was from Newfoundland in the east to San Francisco in the west, and from Mexico in the south to Vancouver and Victoria, B.C., in the north. That is covering some ground, but he was out for fame and orders for Jas. Pyle & Sons, of New York, and a good salary.

Twenty-five years ago he was made superintendent of the firm's travellers, and this caused him to roll up the extra miles. He has outlived two generations of Pyle's and is now working under the third.

During all that time he spent eleven months of the year on the road and never took a vacation, except a week or two at Christmas. He is 67 years old, sound in mind and limb, and, as his record shows, is a good roadster.

You may ask: Is this all true? Well, my answer is that he told me himself and you know commercial travellers never lie.

RIVAL TO DAMN FAMILY.

The Damn family, of world fame, bids fair to lose its renown by discovery of the Hell family in the town of Farrell, Pa., built by the United States Steel Corporation.

Members of the Hell family are not averse to using their names in a business way. The head of the family, Conrad Hell, an ice cream manufacturer, has signs reading "Go to Hell for ice cream!" scattered throughout the city. Another sign reads:

"Have you been to Hell? It's the coolest place in Farrell."

When a stranger enters Main Street he is startled by a big bill-board reading: "Hell is here! Don't miss the place."

A block farther down the street this sign is encountered:

"You will find everybody there on a hot day. Hell is always open."

The big sign which, however, attracts most attention is in front of Hell's place of business. It represents a young couple eating ice cream and the young woman saying to her escort:

"Hell for mine; always."

A \$45,000 Increase in Turnover in Three Years

An Illustration of How Rapid Is Business Growth in Some of the Western Prairie Towns—Trade of \$80,000 Yearly Reached in Few Years in General Store—Grocery Department Fitted in Modern Fashion.



View of the grocery department of the Hogarth & Clendennan store, Kerrobert, Sask., showing cash register, pivoted bin fixtures, and metal ceiling.

FROM \$35,000 turnover to \$80,000 in three years! How's that for progress?

This, gentle reader, did not happen in Eastern Canada, but—as you may surmise—out on the Prairie, where towns spring up overnight and where No. 1 Hard is king.

A few years ago in Kerrobert, Sask., the firm of Hogarth & Clendennan came into existence. The members went from Manitoba to Kerrobert, when the site where the now prosperous little embryo city now stands, was but unbroken prairie. Their assets consisted of Faith, Optimism and a little Capital. So they decided to open a store. A glance at the accompanying cut indicates what progress has been made. This cut only shows the grocery department with its patent pivoted bin fixtures and neat counter and shelf arrangement. General dry goods and men's wear are also carried.

Probably in the West to a greater ex-

tent than in the East must credits be watched. Otherwise they are apt to get beyond reach, and finally swallow up the business. Hogarth & Clendennan are careful in this regard. Of late years they have been drawing the strings tighter about the slow and doubtful pays. They realize that in a comparatively new country, where grain growing is the chief occupation, it is somewhat difficult to operate on a strictly cash basis. However, much has been done towards diminishing the proportion of credit to the amount of business transacted, and the time limits of payments have been materially shortened. This has made a great saving to them under present conditions.

Go After Good Salesmen.

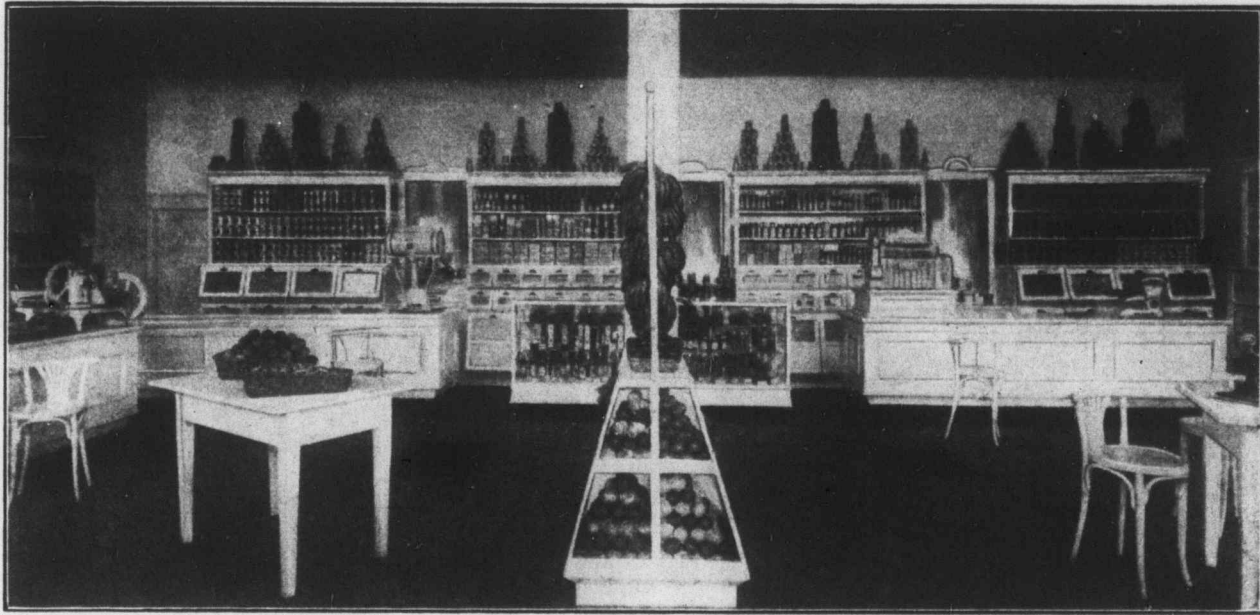
A problem that confronts dealers everywhere is that of good help. Sometimes it becomes a serious one, and the merchant who is blessed with good salesmen is considered lucky. Hogarth &

Clendennan have, by fair treatment and generous remuneration, secured an efficient staff, which has been doubled in number during the past three years.

Mr. Clendennan is manager of the grocery department, and Mr. Hogarth of the dry goods.

CATALOGUES AND BOOKLETS.

Canadian Grocer is in receipt of a neat booklet and catalogue of Christmas groceries from T. F. McDowell, a retail grocer on Granville St., Vancouver, B.C. On the front cover is a half tone reproduction of a basket of fruit and confectionery with Christmas decorations, which is offered as a suggestion for a Christmas gift. Succeeding pages show lists of high-class Christmas groceries arranged in an appealing manner, with prices quoted in almost every case. The printing is in blue ink on yellow paper.



Interior view of the recently fitted handsome store of J. E. B. Wilkinson, Saskatoon, Sask.

White Enamel Interior With Modern Fixtures

Store Recently Opened by J. E. B. Wilkinson, Saskatoon, Sask.,
Designed to Cater to High Class Trade—New Idea in Showing
Fruit—Power of Cleanliness in Attracting Trade.

Among the features of the new store of J. E. B. Wilkinson, Saskatoon, Sask., are its finish in white enamel, its modern patented pivoted bin fixtures, its central fruit display and the order table. These may be all observed from the accompanying photograph which illustrates along with others already shown in Canadian Grocer that Western Canada is taking a leading part in the art of service among the grocers.

The Trend of Conditions.

Mr. Wilkinson has realized the trend of modern conditions in installing these and other fixtures and in producing a store which will do credit to any class of trade in Saskatoon. The white enamel effect is attractive and at the same time clean and sanitary. The bin fixtures, Mr. Wilkinson claims, are a splendid asset to the store inasmuch as they are actual salesmen—showing samples of the goods at all times in the most cleanly and sanitary manner. This store includes a large display refrigerator which serves this double purpose of keeping the goods fresh and showing them to customers. A meat slicer, computing scales, and cash register are other equipment used.

Unique Method of Showing Fruit.

The central display case for fruit is one not frequently run across. It is built against a large pillar by means of attaching the open wooden receptacles to a round pipe. In these boxes different fruits can be shown effectively and obviates any necessity for having boxes

and barrels lying about the store. Hooks hang from the horizontal part of the pipe for bananas.

Tables finished in white enamel are used to show various lines and on one of these is a telephone and order book.

Customers may sit down here and give their orders, thus introducing a feature of the departmental store.

This store of Mr. Wilkinson's is on the corner of Main and Victoria Streets, and was opened last June.

Hamilton Merchants Gather About Banquet Board

Speakers Discuss Many Current Topics —
Petitions Circulated Against Including Retailers
in Employes' Compensation Act and Also
Seeking Reduction in Business Assessment.

Hamilton, Ont., Dec. 17.—The speakers at the banquet of the Retail Merchants' Association held last Wednesday evening included President Claringbowl, Ald. B. W. Zieman, of Preston, Alan Studholme, M.P.P., E. C. Matthews, grocer, Toronto, president of the Ontario R.M.A., R. D. Cameron, of Lucknow, E. M. Trowern, N. C. Cameron, Peterboro', Jno. O. Carpenter, grocer, Hamilton, and Robert Forster.

Petitions were signed during the evening against the retailers being included in the Employers' Compensation Act, and also seeking a reduction from 25 per cent. to 10 per cent. payment on the assessed values of their property.

Alan Studholme, the labor M.P.P., advised the retail men to "agitate, organize and educate" after making sure of the thing they wanted.

E. C. Matthews explained that any

matters requiring the attention of the Provincial Legislature were thrashed out by the local dealers, and then sent to the provincial board, which consisted of five members; if it were a Dominion matter, then the Dominion board, consisting of five executives and twenty-eight other members. He disclaimed any excessive profit for the retailer, and if any honest retailer had been able to ride about in his auto, and was among the aristocracy, it was simply because he was a smarter man than others and had wisely speculated his money. He claimed that the retailers deserve all the abuse they get so long as they do not band together and let people know the true state of affairs. He considered the public should be called upon to pay for the inspection of weights and scales, since it was the public who were being protected.

Prepare for Coming of the Parcel Post System*

Delay of a Month or so Will Give Retail Merchants a Little Time After First of Year to Get Ready — Advantages to Dealers in Places Where Rural Mail Delivery is in Vogue, and Where There Are Rural Phones—Method Suggested for Trial.

POSTMASTER-GENERAL Pelletier has recently announced that the Canadian Parcel Post service will be inaugurated shortly after the first of the year. January 1 was to have been the date, but owing to delay in deciding on rates with the railways, it has had to be postponed a month or two. During February we may expect it.

What is the retail trade going to do about it? One may be sure that the mail order houses will work Parcel Post to the utmost. If we could secure a peep at the inside workings of the mail order departments of the big catalogue houses, we would probably now see a map showing the zone limits into which parcels may go at the cheaper rate. It is up to the retail trade to have the same information ready when the inauguration of the new system falls upon us.

Readers will remember a series of articles on this very question that appeared in Canadian Grocer last August and September when a number of methods were described for getting after this trade. Those who have that series on file would find it profitable to re-read and formulate their plans.

Special Rate for First Zone.

One important item is not yet known about Parcel Post and that is the rate. We are, however, assured that the rate for the first zone (which will include all territory within the radius of 20 miles from any post office) will be low. This was designed to restrict the work of the mail order houses. Will the retail trade take advantage of it?

Two things that will help the dealer in the smaller centres, are rural phones and rural free mail delivery. But they will only help him who uses them. That "all things come to him who waits," is not true in this case. So to utilize these two auxiliaries to the fullest, the dealer should first secure a list of all farmers in the surrounding country who have rural phones and past whose gates go His Majesty's mails. This brings the farm in easy reach of the city and the farmer can be easily tempted to try out the new system. But the merchant must assume the initiative. Doomsday will find that dealer still waiting who expects the farmer to make the first move. The mail order houses will go after

*This is first of a new series on how to take advantage of parcel post. Next will deal with places where there are no rural phone systems, but where rural free mail delivery is in vogue.

GROCERIES DELIVERED BY HIS MAJESTY'S MAILS.

Mrs. Jas. Brown,
R.M.R. No. 6,
Jonesville.

Dear Madam,—

On February—, the Post Office department will inaugurate their new Parcel Post system. Any time you cannot come to town, ring us up on the phone (No. 133) and we will have your goods sent out by next mail. Please remember rural mail delivery for your route leaves Post Office each day at 11 o'clock a.m. Have your order in evening before if possible, or not later than 9.30, so we may have goods to the Post Office in plenty of time.

Goods up to 11 pounds in weight may be sent in one parcel.

Read over this list of goods and phone in whatever you want. If you could paste this list on a cardboard and hang it up by the phone it would save you time and money. Remember the phone number—133.

Ammonia	Washing Soda	Washboards
Powder	Bread	Bacon
Buckwheat	Beans	Baking Powder
Flour	Canned	Chocolate
Currants	Vegetables	Cocoanut
Candy	Cream of Tartar	Cereals
Cocoa	Coffee	Cheese
Clothes Lines	Clothes Pegs	Dates
Dried Peaches	Dried Apricots	Flour
Figs	Fruit Sugar	Herring
Ginger	Hand-Cleaner	Molasses
Jams	Lemons	Raisins
Oranges	Peels	Syrups
Rolled Oats	Rice	Shoe Polish
Starch	Stove Polish	Sardines
Sago	Salmon	Sugar
Salt	Spices	Shelled Nuts
Soap	Soups	Vinegar
Tea	Tapioca	Wines

Please ask us about others not on list.

Yours very truly,

A. H. HARVEY.

Suggestion for circular letter to be sent out before Parcel Post actually comes into effect.

every bit of trade in sight. Parcel Post is what they have been looking for. They probably anticipated originally a flat rate system instead of the 20 mile zone plan, but one may bet his last dollar that they will go after everything they can get. Every aggressive retail merchant, in whose district is rural free mail delivery and rural phones, should, right after the Christmas rush, formulate his plans and be prepared for the coming of the new system.

Method of Procedure.

One method of procedure is as follows:

1.—Get from local Post Office list of all rural free mail delivery routes.

2.—Secure from Post Office or from the men who have the contracts for delivering mails into the country, a list of all farmers or others on these routes. (Another

(Continued on page 33.)

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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

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OFFICES:

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

Winnipeg—34 Royal Bank Building. Phone Garry 2313.

Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—

New York—R. B. Huestis, 115 Broadway, New York. Telephone 8971 Rector.

Chicago—A. H. Byrne, 140 South Dearborn Street, Room 607, Phone Rand 2324.

Boston—C. L. Morton, Room 643, Old South Bldg. Phone Main 1024.

GREAT BRITAIN—

London—88 Fleet St., E.C. Telephone Central 12900.

E. J. Dodd.

Subscription: Canada, \$2.00; United States \$2.50;

Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, DECEMBER 19, 1913

MOVE OUT CHRISTMAS NOVELTIES.

WITH only four more days of Christmas trade from date of this issue, grocers have but a short time to move out those exclusive holiday lines which after the holiday will be somewhat of a "drug on the market." These goods include Christmas crackers, stockings, candles, special Christmas biscuits and confectionery, and all other Yuletide novelties.

To sell all of these goods some special attention is usually required. Liberal use of attractive and catchy display cards is to be commended, and if possible, the balance of the stock should be placed together on one table or counter. This would tend to attract a large percentage of the store buyers and would insure a good turnover in itself.

Besides a neat display and show cards, throw into the sale a little personality. Ask each customer if she has looked over the Christmas novelty stock; point out that the wants of the children can be supplied there; suggest the dainty biscuits, etc., for the afternoon callers, and see that every member of the staff concentrates on this personal selling work.

If after Christmas Eve, some remains, it should be moved out before first of the year, even if a little sacrifice has to be made.

PARCEL POST POSSIBILITIES.

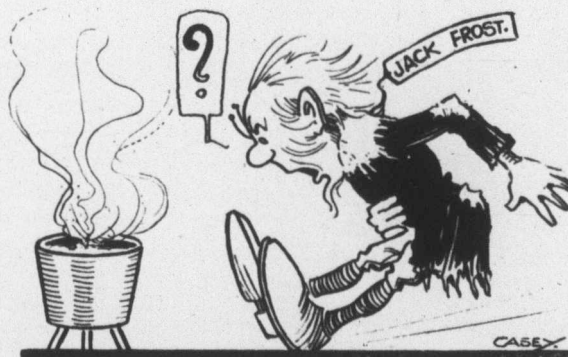
THE new year will soon be with us, and shortly after we are promised the inauguration of the Canadian Parcel Post system. While this is something that was originally suggested by the mail order houses, yet the live dealer who uses it at once is bound to secure considerable benefits. The large daily papers in the big cities, several of which are partly, if not altogether, controlled by the big departmental stores, boosted it along for several years. Many of these expressed their displeasure because the zone system was adopted instead of the one rate everywhere.

While this was a big fly in the ointment for them, it was the cloud with the silver lining so far as the merchant is concerned. Few are interested in drawing trade from a greater distance than twenty miles—the radius of the first zone. They have been given a distinct advantage in a promised lower rate. Why not take the fullest advantage of it?

On another page of this issue appears the first article of a new series on how to go after rural trade with the coming of Parcels Post. Several methods of getting business will be dealt with in the series and Canadian Grocer would urge those interested to file the various articles and begin at once to put the suggested ideas into practice.

MARRING JACK FROST'S VISAGE.

IF Jack Frost shows his face in the citrus orchards of Southern California this winter, his hoary face and iced beard will receive so smudgy a bath that he will be in danger of being mistaken for a chimney sweep if he succeeds in making his escape at all. The growers of oranges, lemons and grapefruit are determined not to suffer a second time a loss of \$20,000,000 on this \$50,000,000 industry. Under each tree in every orchard will be set a "smudge pot," several millions altogether, and on the approach of frosty weather a warning will be issued from central offices and the lighters will go forth and keep the pots burning during the night with crude oil as fuel.



A patrol system has been established covering the district from Los Angeles to Redlands and Riverside. Temperatures will be watched and recorded and the United States Weather Bureau will co-operate in sending out warnings. Squads of motorcyclists will carry messages to individual orchardists to supplement the 'phone service. Central tanks with a capacity each of hundreds of barrels have been established, and oil is drawn from these to fill up the smaller tanks in each orchard. The pot itself holds two gallons.

The theory of this operation is as follows: Experience has shown that the cold waves descend upon the orchards and are destructive where moist currents of air exist. These are freakish, sometimes destroying one section of an orchard and leaving part of the same untouched. The raising of the temperature around trees dissipates this moisture and thus avoids the frost bite. The nuisance and damaging results of air filled with the sooty, sticky smoke are considerable, but the latest appliances have reduced these to a great extent.

The bearing of these operations on the shipments to, and the prices of oranges and grapefruit in Canada is obvious. While no California lemons reach here, it was the tremendous damage by frost to U.S. crop early last year that drove up Sicilian lemons to almost unprecedented figures, so that indirectly the success of the conspiracy against Jack Frost's personal appearance will mean cheap lemons in Canada for the next eight or nine months.

EFFECT OF DECLINE IN PRODUCTION.

THE Department of Labor informs us that the cost of living is still going up. The index number of wholesale prices stood at 138.4 for November as compared with 136.8 in October and 136.6 in November, 1912. The increase is shown to be attributable to advance in farm products. Among these are "grains and fodders, cattle, beef, sheep, dairy products, eggs, and fresh vegetables.

This bears out the contention frequently advanced by Canadian Grocer—that advance in foodstuffs is confined practically to home products and not to imported stuff. One of the very few imported lines to go up recently is prunes.

If the "middleman" is the cause of the increase in foodstuffs of home production—as he is alleged to be by so many—why aren't prices of imported goods going up? These goods all pass through the hands of "middlemen." There is the producer in the foreign country, the shipper, the local broker, the wholesaler and retailer to be reckoned on in the channel of distribution. Why then are not all these imported goods such as oranges, lemons, currants, raisins, sugar, etc., forced up along with the local products?

To one who thinks, cause of any increase in living cost so far as foodstuffs are concerned is practically one. When the price of an article advances the cause can generally be found in the decline in production of that article. If it be a manufactured foodstuff, look for shortage in supply of the chief ingredients due to decline in production.

There may be one or two other things which contribute to an advance, such as the demand for increased service on the part of the consumer, but the one, great, outstanding cause will be found to be the decline in production in comparison to increase in population. If the government is going to make any serious attempt to lower the present living cost, let it concentrate its energies to getting more producers on the land and helping the producer to produce more.

EGG BOYCOTT CROSSES TO CANADA.

SINCE the Canadian Household Economic Association has spoken, the egg must come down from its high perch! At a meeting held in Toronto the other day by this organization, views on the egg were ventilated and many women expressed their determination to bring about a reduction in this article which once was almost as plentiful as the proverbial sands on the sea shore.

Some extravagant statements were undoubtedly made at this gathering. It was said, for instance, that eggs bought from farmers at 10 cents a dozen sold at 35 cents to the consumer. This is, of course, sheer misrepresentation. An isolated case may be known, but that is not the impression one gets from reading the report sent out.

The upshot of the whole thing seems to be that the women will follow the example of their Chicago cousins and boycott eggs by refusing to pay more than 35 cents a dozen for them. This evidently means "cold storage," as there is no hope of new laids coming down to that range until spring is with us once again.

These enthusiastic, if ill-guided women, have apparently not appreciated the fact that supply and demand regulate the price. If new laid eggs come in rapidly from how on, it may be that storage stock would ease off so that the women may have their usual omelette. But if cold weather should set in, stocks in cold storage would scarcely warrant a 35 cent price to the consumer in spite of the boycott.

The retailer, would undoubtedly sell more if the price

were lower, but if it is a case of supply and demand, the market must take its own course.

Should the boycott result in eliminating the demand entirely, why naturally the price would decline. But in the meantime, the boycotters would have to forego the egg as a section of their diet. In that case they would be losers if they are fond of them. Let us see what happens.

TEA SCARCITY AND HIGH PRICES.

PARTICULARS of the shortages in tea supplies and consequent high prices have appeared from time to time in Canadian Grocer. In a letter received from tea shippers and merchants of Colombo, Ceylon and London, England, figures are furnished in some detail, showing the deficits in shipments to England this season which have driven the market up to the highest point in twenty-five years. The shortage to date is over 3,000,000 lbs., due to "abnormally dry weather, followed by exceedingly heavy rains that caused serious floods, and damage both to rail and roads, delaying transport," and the heavier shipments to Russia.

Medium teas of all kinds were dearer and considerably higher, and common teas, especially broken, and in the latter "there appears very little prospect of lower prices."

The quality of high grown teas is very good, and the grade is more plentiful so that "prices have been reasonable and fine teas are showing good value."

The distribution of Ceylon tea from the first of the year until the date of the letter was 91,804,286 lbs. of black to the United Kingdom, compared with 94,153,413 in 1912, and to America 11,990,249 compared with 13,730,733 last year. Russia, however, increased from 10,953,022 to 15,323,832 lbs., and China, Japan and the Straits took 7,389,390 lbs., compared with 5,674,886 in 1912.

EDITORIAL COMMENTS.

A Merry Christmas to all our Readers.

Near the end of the tether—only four more days!

A few strong "last minute" ads in the newspaper should help to pull up the Christmas trade.

A year's subscription to the Canadian Grocer would be an acceptable gift to any enthusiastic clerk.

With eggs coming from Chicago, carload after carload,



the Canadian hen is beginning to waken up.

Jack Frost is liable to get a black eye if he shows his face among the California orange groves this year.

Judging from the egg production lately, the hen evidently lays an egg because it must—not because it wants to.

The weather man must have lost his calendar—Christmas almost here and the majority of Canadians choking with dust.

Importance of Heat in Canning of Food

After Cans Are Filled Strong Heat is Applied Which Thoroughly Sterilizes Contents—If No Air Gains Access Afterwards to Can the Food Will Keep Indefinitely — Lecture by Expert Chemist.

R. T. Mohan, M.Sc., chief chemist of the Dominion Cannery, gave an address in Hamilton, Ont., recently, before the Hamilton Scientific Association on "Food Preservation." He explained fully the relation of bacteriology to the spoilage of foods, using lantern slides to illustrate his points. The methods of drying fruits, vegetables, soups, eggs, meats, milk, etc., and of Pasteurizing milk, fruit juices, catsup, beer, etc.

Will Keep Indefinitely.

The main part of the lecture was taken up with the sterilization of foods, typically exemplified by the modern canning industry. A complete series of slides was shown illustrating the various steps in the canning of peas, corn, tomatoes, fruits, meats and condensed milk. Emphasis was laid on the fact that the modern canning plants rely solely on heat to sterilize their products, the heat being applied after the cans are filled and sealed, and consequently as long as no air gains access to the contents the foods will keep indefinitely. The canning operations were carried on in a cleanly, scientific manner, under Government supervision. No chemicals or artificial colors are used by Canadian canners.

What Ptomaines Are.

Ptomaine poisoning was fully explained, a ptomaine being a chemical compound formed as a result of the decomposition of any food, particularly meats and fish. In this regard the speaker said:

"Some people are prejudiced against canned foods for fear of ptomaine poisoning. This leads to the question, 'What are ptomaines?' Some have an idea that they are poisons formed by the contact of the food with the tin. Such an idea is, of course, erroneous. A ptomaine is a product formed by bacteria during the putrefaction of food. We must have putrefaction to get ptomaines. They are definite chemical compounds somewhat of the same order as strychnine, cocaine, etc. It is needless to say that there is little chance of decomposition before the products are canned, especially those put up by reputable firms. I have already pointed out how all fruits, vegetables and other products are handled as rapidly as possible to preserve the natural flavors and appearance, and under these conditions it is impossible to get ptomaines before

the goods are canned. During the canning the foods are completely sterilized, and hence no ptomaines could be formed. After the cans are opened the food will, in time, go bad, due to contamination from the air, the same as any food, but it is up to the consumer to guard against this by not keeping foods too long. Sometimes a can may leak and allow organisms to enter and spoil the goods. However, in this case the can will bulge out, and the odor and appearance will warn the consumer not to eat the food. It is a practice for us to follow up alleged cases of ptomaine poisoning from

eating canned foods. If a patient has unaccountable pains, etc., and has recently partaken of any canned foods, these are at once blamed, but such cases invariably prove to be due to some other cause. Ptomaine poisoning, then, is liable to be caused by the eating of any decomposed food, especially meats and fish."

While the putrefaction of foods is due to micro-organisms, it was shown that many valuable products are due to the action of bacteria and yeasts, such as pickles, sauerkraut, wine, beer, vinegar, alcohol, etc.

Merchants of Port Arthur, Ont., have organized with the following officers: President, J. D. Campbell, grocer; 1st vice-president, W. A. Wright, furniture dealer; 2nd vice-president, W. H. Nelson, butcher; secretary-treasurer, A. Ferguson, grocer.

London Grocers Will Close Stores Early Every Week Night

London, Ont., Dec. 18 (Special)—The petition presented to the City Council by the Retail Grocers' Association of the city, asking the council to pass a by-law regulating that all grocery stores in the city close their respective places of business at 7 o'clock every night, including Saturdays, was given its third reading on Monday night after a lengthy debate. It goes into effect on January 2, 1914.

President Harry Ranahan addressed the council, explaining where a man had dry goods, hardware, boots and shoes in connection with his grocery store he could stay open if he so desired to sell anything but groceries as the Act as drawn up only covered groceries; but there are only a few such stores in the city. It will also work the same way as regards butcher shops in connection with grocery stores. Aldermen Richter and Glass opposed the second reading very strongly before having the opinion of the city solicitor on many points in question, one was, viz: "Is a loaf of bread groceries or confectionery?" His worship, the mayor, claimed it was groceries.

Alderman Richter also claimed it would be a handicap on the public not being able to procure their supplies on Saturday night, but Adam Palmer, on behalf of the grocers, told the council they had taken all these things into consideration, and many grocers deferred signing the petition for weeks till they gave it full consideration and in the end signed it. It was signed by more than 75 per cent. of the grocers in the city; there are 200 grocers on the assessment roll.

After the council meeting the grocers adjourned to a nearby office and held a special meeting to make arrangements for getting cards in every grocery store informing the public that on and after January 2, all grocery stores would be closed at seven o'clock every night. Committees were named to distribute the cards. The president was authorized to advertise it in the daily papers. There were about thirty members of the association at the council meeting who followed the discussion of the Aldermen with keen interest and all went home in the best of spirits.

Canned Goods Lecture With Lantern Slides

Toronto R. G. A. Arranging for Big Meeting in January—Entire Trade Invited—Election of Officers to be Held Next Meeting—Deputation to Wait on Hydro Commission—Price of Eggs Under Review.

Staff Correspondence.

Toronto, Dec. 18.—With a determination to increase their membership in 1914 and to get more members to attend the meetings, the local Retail Grocers' Association closed their 1913 sessions on Monday night last. It was "nomination" night and besides selecting names to go before the first meeting of the New Year for election, plans and methods were discussed which bid fair to bring out a larger membership. The determination apparent on the faces of those who advanced the proposition presage a year full of interesting and profitable things.

In January to begin with, the association will conduct a meeting at which an address on canned goods will be given with lantern slide illustrations. The probabilities are that an Educational Committee will be appointed at next meeting night whose duties will be to arrange for something special for each session, which no retail grocer who is a member can afford to resist.

President D. W. Clark presided with Neil Carmichael in the vice chair. The nominations for the various offices included the names of many members and more may be added at next meeting night. For the 1914 presidency the only name advanced was that of Neil Carmichael, and J. S. Bond is the only one as yet on the slate for treasurer. Competition will be keen for the other offices.

Deputation to See H. E. Commission.

S. W. Hall called attention to the method of the Hydro-Electric Co. in charging higher rates when a merchant wanted to place a light outside the store front.

"Suppose," he said, "the cost is 8 cents per kilowatt hour up to 15 kilowatts, and 3 cents for each above that; you are running up to your limit and getting a little extra light for the 3 cents. Now you want to instal some three or four lights in front of the store to brighten it up. The Hydro-Electric demand that the limit be increased to 8 cents for the first 30 kilowatt hours and 3 cents above that. This means you have to burn the 30 kilowatt hours before you get the reduced rate, which really is an increase in rates."

As these outside lights are a benefit to the street and therefore to the city, Mr. Hall did not see the fairness or the

justice of the extra charge. Others concurred and on his suggestion a committee was named to see the H. E. Commission and endeavor to get a more satisfactory arrangement. This committee consists of S. W. Hall, R. Matthews, D. McLean, and Neil Carmichael.

The cold storage, particularly as regards eggs, came under review, being introduced by W. C. Miller. He thought there were certain features that should be taken up. "It is claimed," he said, "that commission men are making from \$4 to \$4.50 a case profit, having bought eggs last spring at 22c. and after adding shrinkage, cost of storage, etc., which brought them up to 24 or 25 cents, they are being sold at 38 cents—a profit of 13 cents a dozen. It seems to me that while we have government inspectors to look after meats, there is no one to look after eggs. If there is a movement on foot to look into this question we should be identified with it."

Cost of High Living.

Dealing with the Cost of Living problem, J. S. Bond maintained that in the cost of high living could be found the real cause. "People are living beyond their means," he said. He maintained too, that there should be a time limit for keeping eggs in cold storage.

"The high cost of living problem is not as troublesome as it was a year ago," he added, mentioning particularly canned goods. "Many staple lines of groceries are 25 per cent. lower to-day than December last year. We should help the poor man but there are ways and means by which he could help himself more than he does. The daily papers are making too much of this question by putting it all on the middle man. I know for one that I'm not making as big a percentage of profit as I did a few years ago. Grocers are certainly not getting more than a living profit."

Dealing with the producer to consumer cry on the part of so many daily papers, Mr. Hall pointed to what a Chicago daily paper did on the passing of parcel post, to help farmer and consumer get together, and then became disgusted. After allowing the farmers a page free for advertising purposes to find buyers in the city, the paper had to withdraw its offer because the farmers boosted their prices above those of the retail-

er just as soon as they found the competition was being eliminated.

"It is up to this association to show the people that we are not to blame," concluded Mr. Hall.

"Supply and Demand." That is what Neil Carmichael based cost of goods upon. "Last year," he said, "the cold storage men lost much money on eggs because the supply increased above the demand. This year they did not put away so many and now there has been a scarcity. Prices naturally went up. Supply and Demand rules no matter what happens. You cannot get away from it."

Canned Goods by Lantern Slide.

The address on "Canned Goods," their preparation, use, selling points, etc., above mentioned, will be given by W. R. Drynan of Dominion Cannery under the auspices of the Association in January. The executive have the matter in hand to arrange final details and an invitation will be extended to the entire trade. This address will be accompanied by lantern slides and will be a feature that every dealer in Toronto who sells canned goods should take in. Further particulars will be announced later.

Donald McLean was appointed auditor to work with S. W. Hall and Frank Johnston, who has been a trustee for some time resigned on account of not being actively engaged in the trade just now.

U.S. PACK OF CANNED GOODS.

The National Cannery Association of the United States have estimated and compared the various canned goods packs for the years 1912 and 1913 as follows:

	Cases.
Tomato pack, 1913	14,206,000
Tomato pack, 1912	14,022,000
Tomato pack, avge. 5 years	11,612,500
Corn pack, 1913	7,283,000
Corn pack, 1912	13,109,000
Corn pack, avge. 5 years	10,108,600
Pea pack, 1913	8,770,000
Pea pack, 1912	7,307,000
Pea pack, avge. 5 years	5,996,800
Salmon pack, 1912	5,991,576
Salmon pack, avge. 5 years	5,123,813

Conditions Existing in Woodenware, Brooms, Etc.

Past Year a Good One for Woodenware—One Firm Going Into Fibreware Extensively—Wooden Clothes-peg Trade Being Supplied by One Manufacturer—Profits Clipped in Paper Bags.

A good year for woodenware is reported by a number of manufacturers, one or two declaring that their production has exceeded last year's. This may be due partly, to the withdrawal of one from this particular field during the year. Even the month of December to date has witnessed good business.

The only exception that is mentioned is brooms, and there appears to be a general agreement that the "consumption" has fallen off considerably the last few months. This is ascribed to natural conditions in the country that have resulted in a tendency to curtail the purchase of brooms. This was more noticeable after the recent advances in price noted in Canadian Grocer on two occasions. The rising market broke ordinary records and did not stimulate business.

The average increase in brooms compared with last spring has been 65—75 cents per dozen retail and \$1 in the case of fine brooms. Indeed the latter now are becoming very scarce and the quality of broom straw that is being offered to manufacturers is deteriorating. Common grade is being advanced to medium, and medium to fancy, and what would have passed as "culls" before, is now dignified as "common."

How Broom Corn Went Up.

A manufacturers' agent stated to Canadian Grocer that where prices ranged from \$40 to \$60 per ton for the broom corn last June, they are up to \$160 now for average quality, and fine grades are being quoted at \$220.

There is some difference of opinion as to whether the price will advance still more. One manufacturer said he felt positive it would go up after the first of the year: another said that the drop in demand would tend to prevent another increase. Both agreed that brooms would not go lower for some time.

"June or July of next year seems likely to see the first drop, if there be any. If next year's crop promises well at that time, prices may go down to avoid carrying over stock from this year.

"Brooms will not go down again until the visible supply of corn is up pretty high, and during the next few months the scarcity and poor quality may mean a further increase in the present cost."

Trade in Pails Good.

Business in pails has been keeping up well. Sales of lard pails are reported a little quiet, but candy and pickle pails

are doing well. The latter has been particularly good—better than usual—as the open weather permitted the shipment of pails of pickles in ordinary cars up to the end of the first week of December. However, all three uses of pails mentioned above are in connection with close-selling businesses, so that the margin of profit for the manufacturer has, necessarily, been small, and some claimed that under conditions of over-production they have been losing money for several years past.

Clothes Pin Production.

The situation in entirely wooden clothespins has seen an interesting development during the year just closing. A couple of firms were engaged in the manufacture of the style that have retained their popularity for, one had almost said, hundreds of years. Each had capacity for turning out a production equal to five or six times what was required. The burning of one factory a few months ago left the other in control of this particular field, although it has at least one rival in the whole field.

"In the United States," said a jobber to Canadian Grocer, "the clothespeg business is pretty well controlled by one organization, but the estimates for this year fell below actual demand by some 300,000 cases, and a Canadian company was called on to supply the deficit. The advance in prices in the States naturally was followed by one in Canada, and for the first time in years the making of clothespins is carried on at a fairly decent profit. The present wholesale price, 65 cents a case, is higher than ever before, but unless there is a slump across the line, there seems no chance of a change in Canada."

Fibreware Pails and Tubs.

One Canadian manufacturer is going extensively into the fibreware business, in pails, tubs, etc., pursuing the plain wooden article into all the fields it has long occupied. During the last six months samples have been sent out of fibreware, pails for jam, lard, mince-meat, laundry ink, fire purposes, and almost every other imaginable line. The output, of course, includes tubs of all descriptions.

Although prices of lumber are increasing steadily there is, as yet, no word of a rise in woodenware. The competition in the Canadian field is very keen; and this may prevent an "equalization of rates," as the manufacturer would say.

Some Cutting in Paper Bags.

A transition to paper bags is an easy one, as many jobbers, as well as manufacturers combine the two. Prices of bags are claimed by the latter to be too low for a fair profit. Price cutting began early last spring and there is no sign of a return to the old rates. The demand for paper bags has grown enormously among the grocers of Canada and the orders for Toronto alone are said to be millions short of being able to be filled.

GROCERS ON TOP.

Win in Delivery Horse Contest at Provincial Winter Fair.

Guelph, Ont., Dec. 18.—(Special).—One of the special contests put on at the Provincial Winter Fair held here last week was for merchants' light delivery outfits. The class was keenly contested, there being eight entries. The prizes were awarded as follows:

- 1st. Chas. T. Hicks—Paisley Street grocer.
- 2nd. Guelph Co-operative Association.
- 3rd. Reg. F. Scott—Hardware dealer.
- 4th. Barrett's Dairy Co.

The conditions were 60 per cent. for horse and 40 per cent. for wagon and harness. This was the only harness class at the fair and was on the programme for 9.45 and although it was after 11 o'clock before it was called, the big building was packed with people, waiting to see it judged, showing the interest the public is taking in the delivery outfits and surely proving to merchants that it pays to keep a good delivery outfit on the road.

UNSETTLED RAILWAY CLAIM.

Editor Canadian Grocer,—My claims against Railway Co. for this year are:

- 1 Mat figs.
- 1 Box Chocolates.
- 3½ gal. Turpentine.
- 1 small box Groceries.
- 1 bag Flour.

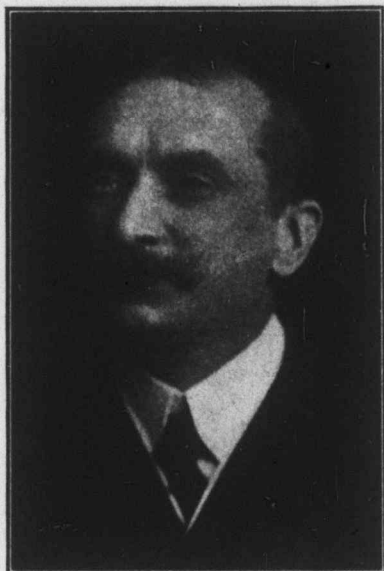
These shortages date back to February and I hold agents' endorsement. Is there no way of compelling company to settle, as repeated enquiries at this end fail? COUNTRY STOREKEEPER.

[Editorial Note.—If this dealer has met all the wishes of the railway company regarding the filling out of forms, he should take his case to the Government Railway Commission. The sitting member's assistance should be secured.]

Current News of the Week

Quebec and Maritime Provinces.

The annual meeting of the Montreal Wholesale Groceries' Guild was held last week in the Board of Trade Building there, when President Zeph. Hebert submitted a report upon the year's work. The meeting adopted the report, and then took up the business of electing officers. The following were elected:—President Hebert, re-elected; Vice-President, A. Hudon; Treasurer, J. T. Lalonde; Directors, Arthur Birks, S. Des-



ZEPH. HEBERT.

Re-elected President of the Montreal Wholesale Grocers' Guild. Mr. Hebert has left on a trip to France.

chatelets, J. A. Chevalier. Later the president was unanimously appointed as the representative of the Guild upon the Montreal Board of Trade Council.

Zeph Hebert, president of Hudon, Hebert & Co., Limited, Montreal, left last Sunday evening en route for France. Some of the officials of the company were present at the station, besides a few outsiders, to see him off. Mr. Hebert will spend the coming two months with his family in Paris, returning to Montreal about February 16th, 1914. Those on the platform were: Hon. Judge Robedoux and son; Dr. Rene Hebert, A. Laframboise, W. Carroll, L. Brault (vice-president), Wilfrid Archambault (acting manager), F. Basilières, U. Ouellette (directors), and O. S. Johnston (Canadian Grocer).

T. E. Price, Sultana, Limited, Montreal, sailed on the "Celtic" about ten days ago for England, where he will combine business with pleasure. He is

expected back about January 15th, 1914.

W. V. Gordon, Western agent for Magor, Son & Co., Limited, Montreal, was in latter city last week, and told the Canadian Grocer that "the West is as sound as it can be. This talk of financial depression and so forth is all bosh. Stocks in dealers' hands are small, which shows that there is some movement." Mr. Gordon makes Winnipeg his headquarters, and as he has had considerable experience in that part of the country his opinion must count for something.

Ontario.

L. Fogle, grocer, Toronto, has sold to S. Leo.

E. W. Gill, grocer, Toronto, has sold to H. S. McCabe.

H. Griffen has opened a grocery store in Brampton, Ont.

The Victoria Paper and Twine Co., Toronto, sustained a fire loss last week.

Wm. Lawlor, general merchant, Burnley, Ont. (near Cobourg) died recently.

Stanley Williams, of Sarnia, Ont., will open a branch store on Michigan Ave., Point Edward.

Frank Magor, of Magor, Sons & Co., Ltd., of Montreal, was in Toronto this week visiting the branch there.

Frank B. Elkins, general merchant, Brent Park, Port Arthur, Ont., will be an aldermanic candidate this year.

M. C. Priest has opened a grocery business in Jarvis, Ont., having leased the property vacated by Mrs. Buntin, who died recently.

C. L. Marshall, of C. L. Marshall & Co., grocery brokers, Toronto, left this week on a six months' trip to Italy and Germany.

Harold F. Ritchie, of Harold F. Ritchie & Co., manufacturers' agents, Toronto, is in the Old Country on a business trip, and will return about end of the month.

A cable was received on Monday from Gerald Larkin, son of P. C. Larkin, Toronto, from Batavia, Java. He will go back to Singapore, then proceed on his world tour to Rangoon, Burma, and India.

The Toledo Scale Co. have moved their Hamilton showrooms from James Street North to 218 Lister Chambers, opposite the City Hall. Dore Bros. will still be connected with this business although the style will be changed to The Toledo Scale Co.

The Drummers' Snack Club of Commercial Travelers will hold their annual banquet on Monday, December 29, at the Walker House, Toronto. This will be preceded by a business meeting in the Walker House Annex, beginning at 3 o'clock in the afternoon.

Sydney H. P. Mackenzie, for a number of years manager for H. P. Eckardt & Co., has returned from a business trip to Great Britain and the Continent, where he secured a number of agencies from manufacturers. Mr. Mackenzie will be welcomed back by the Street in his new capacity as broker.

Western Canada.

H. P. Friesen, general merchant, Hague, Sask., is succeeded by C. Fast.

L. H. Adams, general merchant, Waterhen, Man., has sold to F. Hetcher.

PREPARE FOR COMING OF PARCEL POST SYSTEM.

(Continued from page 27.)

method would be to get the names from the farmers' mail boxes on the roadside.)

3.—From phone book, determine how many of these have rural phones.

4.—Prepare a circular letter or hand bill to be sent to each of these farmers announcing date of inauguration of Parcel Post, what it means to them, and how they may take advantage of it.

5.—After lapse of week or ten days, all those who have not sent in an order should be called on the phone and reminded of the letter sent them. They should be judiciously told how this system was planned largely for their benefit and that you would be glad to see them take advantage of it.

A Letter Suggested.

A suggestion for the above mentioned circular letter is shown on this page. This may, of course, be varied to suit certain local conditions but the general principles should be worked into each letter that goes out. A personal type-written letter on your own letterhead would be preferable. Those who intend taking advantage of Parcel Post should have these letters arranged just as soon as date of opening of the system is announced. Canadian Grocer will keep the trade thoroughly posted.

Val. Raisins Down; No Advance in New Coffee

New Prices of Latter Will be Unchanged—Shelled Walnuts and Almonds Advance in Quebec—Tea Continues Very Firm—Two Weeks' Holidays for Travelers — Wholesale Grocers Protest Against Cartage Arrangements.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—
Butter and eggs continue very firm. Egg stocks sufficient until middle of January. Turkeys in great demand. Advance 1c per lb. Easier feeling in pork products.

FRUIT AND VEGETABLES—
Apples and cranberries decline. Lemons and bananas down 25c. Also Almeria grapes. California pears and pineapples on market this week. Potatoes drop 10c.

FISH AND OYSTERS—
Cod fish very scarce in all forms. Easing off in prices predicted owing to quantity of frozen fish in first hands. Some dealers look for decline in oysters.

FLOUR AND CEREALS—
Export business in flour dull, but small local orders keep millers busy. Better demand for mill feeds.

GENERAL GROCERIES—
Citron peel advanced 1½c, and stocks are low. Walnuts up 2 to 3c, and almonds 1½ to 3c. One or two dealers look for still lower sugar quotations.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—
Decline of ½ to 2c in all pork products. Eggs stationary, with more fresh laid coming in. Poultry situation uncertain; with heavy supplies prices will drop.

FRUIT AND VEGETABLES—
Navel oranges declined 25c to \$2.75 and \$3.00, or 50c below last year. Apple prices decline by farmers bringing in large supplies. Potatoes advance 5 cents owing to scarcity.

FISH AND OYSTERS—
Lake herring scarce. Storms damaged nets in Lake Huron. Ontario Government announces campaign against "U.S. fish trust."

FLOUR AND CEREALS—
Fair local business in small lots of flour. Heavy shipments to U.S. of mill feeds stiffen prices. Cereals dull, but stocks are light. Advances predicted in some quarters in oatmeal and cornmeal.

GENERAL GROCERIES—
Valencia raisins and Halloween dates decline ¼c each. New shelled walnuts in. 34 to 35c. India and Ceylon teas very firm. New crop coffees will be unchanged. H. P. Canadian beans decline 10c.

QUEBEC MARKETS.

Montreal, December 17.—The business on the local market for the past week has been brisk and repeat orders have been received for nearly all lines. Staple goods are being ordered in quantities and it is surprising the trade as these are not generally in demand until after Christmas. However, this year is an exception and the amount of business at present is ahead of the corresponding period of last year. Retailers have been ordering in small quantities lately and have not been stocking same as in former years with the result that repeat orders for quite a number of articles have been received lately. This applies particularly to seasonable lines which have been moving briskly during the past couple of weeks. Stocks are low in lines most sought for during the Christmas buying.

Collections are in the same condition as they were last week with perhaps a slight improvement out West. One merchant said to-day that all the old provinces, including Ontario, Quebec and the Maritimes, were never very much behind with the exception perhaps of a few districts in each province but as these are always cropping up every year it cannot be said that the depression has had much effect on his business, so far as collections are concerned.

SUGAR—Some local dealers predict further decline in sugar and base their predictions on the conditions now existing in primary markets. It is generally known that raw sugar is much easier and then again some dealers claim that lowering of the United States tariff will have a good effect on price of the raw material. One local dealer in particular claims that he feels that further decline is bound to come.

Fancy sugars are still in good demand while there is the same steady demand for other grades with the same prices in effect.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	4 35
20 lb. bags	4 45
2 and 5-lb. cartons	4 65
Second grade, in 100 lb. bags	4 20
Extra Ground Sugars—	
Barrels	4 75
50 lb. boxes	5 05
20 lb. boxes	5 15
Powdered Sugars—	
Barrels	4 75
50 lb. boxes	4 95
25 lb. boxes	4 95
Paris Lump—	
100 lb. boxes	5 10
50 lb. boxes	5 30
25 lb. boxes	5 40
Crystal Diamonds—	
Barrels	5 15
100 lb. boxes	5 30
50 lb. boxes	5 40
Cartons and half cartons	7 05
Crystal Dominoes, cartons	7 15
Yellow Sugars—	
No. 3	4 40
No. 2	4 40
No. 1	4 00
cwt. above bag prices.	

MOLASSES AND SYRUPS—Locally, conditions are unchanged from last week with only a fair amount of business passing with the same prices in effect.

Local dealers do not look for any change in this market as there is always the same demand every year.

Barbados Molasses—	Prices for Island of Montreal.
	Extra Fancy. Fancy. Choice
1½ cuneons	.44 .41 .39
Barrels	.67 .64 .62
Half Barrels	.49 .46 .44
For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal. Carload lots of 20 cuneons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.	
Corn Syrups—	
Barrels, per lb., 3½c; ½ bbls., 3½c; ¼ bbls.	0 04
Pails, 38½ lbs., \$1.85; 25 lbs.	1 35
Cases, 2 lb. tins, 2 doz. in case	2 50
Cases, 5 lb. tins, 1 doz. in case	2 85
Cases, 10 lb. tins, ½ doz. in case	2 75
Cases, 20 lb. tins, ¼ doz. in case	2 70
Maple Syrups—	
Pure, per 8½ lb. tin	0 75
Pure, in 15 gal. kegs, 8c. per lb., or per gal	1 00
Maple Sugar, pure, per lb.	0 10 0 11

DRIED FRUITS.—The demand has not been satisfied for these lines yet and it is evident that Christmas supplies have been wiped by some of the retailers, as repeat orders are being received. There has been a re-adjustment of prices in citron peel as dealers claim they were a little low in proportion to the prices ruling on the primary markets. The result is that prices this week have taken a jump of a cent and a half. Stocks are rather low although there is still a good assortment left. Higher grades have been completely wiped out. From present appearances it looks as if stocks will be wiped out soon after the holiday as the demand this year has been much greater than anticipated.

	Per lb.
EVAPORATED FRUITS.	
Apples, 50-lb. boxes	0 09
Nectarines, choice	0 11
Peaches, choice	0 10½ 0 13
Pears, choice	0 13 0 14
Apricots	0 16 0 20
DRIED FRUITS.	
Candied Peels—	
Citron	0 16½ 0 17½
Lemon	0 10
Orange	0 11
Currants—	
Amalias, loose	0 07
Amalias, 1-lb. pkgs.	0 07½ 0 08½
Filiatras, fine, loose	0 05½ 0 07
Dates—	
Dromedary, package stock, per pkg.	0 07½
Fards, choicest	0 11
Hallowee, loose	0 05
Hallowee, 1-lb. pkgs.	0 07½
Figs—	
Finest, 6 crown, about 12 pounds	0 13½
Same fruit, 5 and 4 crown, 1 and 2 cents less.	
Prunes—	
40 to 50, in 25-lb. boxes, faced	0 11½ 0 13
50 to 60, in 25-lb. boxes, faced	0 10½ 0 11½
60 to 70, in 25-lb. boxes, faced	0 09 0 10½
70 to 80, in 25-lb. boxes, faced	0 08½ 0 09½
80 to 90, in 25-lb. boxes, faced	0 09
95 to 100, in 25-lb. boxes, faced	0 08 0 08½
Raisins—	
Malaga table, box of 23 lbs., according to quality	2 75 6 00
Muscadels, loose, 3 crown, lb.	0 08½
Sultana, loose	0 10
Lower grades Sultana, 1 lb. pkgs.	0 11
Valencia, new	0 06½ 0 07½
Seeded, fancy	0 10½
Seeded, choice	0 10
Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.	

DRIED VEGETABLES.—The demand is normal for this season of the year. The following prices are quoted by local dealers.

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Beans—		
Hand picked, per bush.	2 40	2 50
3 lb. pickers, per bush.	2 25	2 35
Yellow, per bush.	2 75	2 75
Yellow eyes, per bush.	3 25	3 25
Lima, per lb.	0 08 1/4	0 08 1/4
Peas, per bushel	2 25	2 40
Peas, Imperial green, per bush.	2 50	2 50
Barley, per bag	3 00	3 00

RICE AND TAPIÓCA.—Demand is quite brisk although not out of the ordinary, in fact it could be called seasonal, with prices ruling the same as in previous weeks.

Rangoon Rice—	Per cwt.
"B," bags, 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12 1/2 lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 20
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12 1/2 lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 40
Pearl Patna	4 60
Imperial Glace	4 90
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 224 lbs.	0 05 1/4 0 05 1/4
Half bags, 112 lbs.	0 05 1/4 0 05 1/4
Quarter bags, 56 lbs.	0 05 1/4 0 05 1/4
Velvet head Carolina	0 09 0 10
Sago, brown	0 04 1/4 0 05

NUTS.—Stocks are getting quite low under a heavy demand from local and country buyers with result that walnuts have been advanced from two to three cents. Taragona almonds have also suffered under this demand with result that they have been advanced from one and a half to three cents. Stocks are lower than they have been for years. This season has seen a heavier demand than ever before and repeat orders are being received from all quarters.

Shelled walnuts, per lb.	0 34
Shelled almonds, 28 lb. boxes, per lb.	0 40
Finest filberts	0 13
Brazils	0 25 1/2
Pecan	0 20
Almonds	0 20 0 21 1/4
Walnuts	0 19 0 20
Peanuts	0 13
Peanuts (G)	0 09

TEAS.—Ceylons and India blacks have, in opinion of local dealers, about reached top prices; nevertheless market is firm. The demand has been good, in fact, one house claims that it has been greater than they expected.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
Garden grown	0 75	1 00
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	0 25	0 22
Spanish No. 1	0 12 1/4	0 12 1/4
Virginia No. 1	0 12 1/4	0 12 1/4
Gunpowders	0 19	0 30
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—The same steady demand that is always in this market prevails this week and not much change is looked for.

Coffee, Roasted—		
Bogotas	0 27	0 28
Guatemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricao	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 22	0 20
Santos	0 22	0 23
Chicoory, per lb.	0 10	0 12

SPICES.—The demand is same as is usual with prices remaining the same. Spices are not a seasonable line and the market is not subject to much if any change.

	5 and 10 lb. tins, pkgs.	1/4 lb. doz.	1/2 lb. tins, doz.
Allspice	14-17	50-0 70	70-0 80
Cassia	22-27	72-0 80	80-0 90
Cayenne pepper	23-28	72-0 80	90-1 15
Cloves	30-35	1 00-0 95	1 00-1 05
Cream tartar	27-33	1 00	1 00
Curry powder	35		
Ginger	22-27	65-0 85	75-0 85
Mace	75-1 00		2 75
Nutmegs	25-30	90-0 00	1 00-2 50
Peppers, black	15-20	67-0 75	80-0 90
Peppers, white	23-28	95-1 10	1 10-1 20
Pastry spice	20-27	65-0 95	75-1 10
Pickling spice	14-18	65-0 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.			
Cardamom seed, per lb., in bulk	1 80	2 25	
Caraway—			
Canadian, per lb.		0 10	
Imported, per lb.		0 15	
Carraway, per lb.		0 12	
Cinnamon, Ceylon, per lb.		0 50	
Mustard seed, per lb., in bulk		0 10	0 12
Celery seed, per lb., in bulk		0 30	0 35
Shredded coconut, in pails	0 18	0 20	

ONTARIO MARKETS.

Toronto, Dec. 18.—Wholesalers of Ontario agreed this week not to send out travelers or substitutes in Ontario west of Toronto between Monday, December 22, and Monday, January 3, owing to Christmas and New Year's holidays falling in middle of week. This arrangement includes all territory west of Toronto as far as and including Windsor, and as far north as North Bay, but does not take in the city of Toronto.

Events of present week have shown that grocery trade is taking lead in opposing railways' plan to shift cartage upon their shoulders. After hearing at Ottawa on Tuesday of this week Dominion Railway Board reserved judgment on appeal of Board of Trade and Canadian Manufacturers' Association that if railways made shippers do their own cartage they should be compelled to provide proper facilities for handling incoming and outgoing freight.

Among speakers was Harry Beckett, manager for W. H. Gillard, wholesale grocers, Hamilton, who declared that elimination of cartage system would mean \$8,000 in his own business and \$150,000 extra expense a year for grocery firms in Toronto, Hamilton and London alone. E. M. Trowern, secretary of Retail Merchants' Association, reminded board that 90 per cent. of persons interested were retailers. Delegation asked that hours for handling freight should be extended from 5 to 6 p.m.; a one-door system at the sheds; penalties on the railways for delays caused to shippers; a maximum of thirty minutes allowed for unloading a wagon at the sheds; good roads in the freight yards; better warehouses; a reduction in the rates equal to the amount paid by the railroads to the cartage companies, etc.

A suggestion that present arrange-

ment be extended for six months was refused by the C.P.R., although cartage companies were willing.

Toronto wholesaler, in commenting on situation on Wednesday of this week, stated that most of wholesalers felt that whole cost of carting outgoing freight might have to be borne by shippers if new arrangement went into effect, as it would be almost impossible to bill consignee for each shipment. This now amounts to 3 cents per cwt. on most shipments, and is borne by consignee. The \$150,000 referred to by Mr. Beckett is not an estimate of increased cartage rates, but presupposes that wholesalers would have to bear not only increase, but present charge of 3 cents per cwt. (or \$60 per ton) as well.

"One of troubles of present facilities that would be intolerable if we had to bear extra expense as result of it is that a carter who has goods going out, say, to Oshawa, St. Thomas and North Bay, has to leave part off at one door, North Bay's lot at another, and St. Thomas' at a third, with delays in each unloading. Railways thus force cartage men to do sorting for them, and most of unloading as well. This may be all very well as long as they pay the carters, but injustice can be seen if we were forced to bear whole expense. Railways, we insist, must provide one dump door for a load, and have sufficient force of their own truckers and sorters."

SUGAR.—Market is easy at last week's decline with demand confined practically to table consumption. Some dealers owing to present crop situation and low price of raws, would not be surprised at further decline, but others feel that price of refined has reached bottom.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 40
20 lb. bags	4 50
2 and 5 lb. cartons	4 70
Second grade granulated, in 100 lb. bags	4 25
Extra Ground Sugars—	
Barrels	4 25
50 lb. boxes	5 00
25 lb. boxes	5 20
Powdered Sugars—	
50 lb. boxes	4 60
25 lb. boxes	4 80
Paris Lump—	
100 lb. boxes	5 15
50 lb. boxes	5 25
25 lb. boxes	5 45
Crystal Diamonds—	
Barrels	5 20
100 lb. boxes	5 15
50 lb. boxes	5 25
Crystal Dominoes, cartons	7 20
Yellow Sugars—	
No. 3	4 25
No. 2	4 15
No. 1	4 05
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

DRIED FRUITS.—Several charges have taken place in prices this week. Halloween dates dropped 1/2 cent and comadre figs increased 1/2 cent to 5 1/4. Prunes, both California's and Oregon's, are rather firmer. In list given below, all except first quotation are for California's, with Oregon's averaging 1/2 cent less per 25 or 50 lb. box, Valencia

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raisins dropped 1/2 cent, from 6 3/4 to 6 1/4. This was rapid reply to decline in London market from 25 to 23 shillings, in spite of fact that most of wholesalers' stocks were bought at lower prices and former rate was based on these, as it was made before advance took place.

Apples, evaporated, new, per lb.	0 09	0 09 1/2
Apples, evaporated, old, per lb.	0 08	0 08
Apricots—		
Standard, 25 lb. boxes	0 15 1/2	0 16 1/2
Choice, 25-lb. boxes	0 18	0 18 1/2
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 10 1/2	0 11 1/2
Orange	0 11 1/2	0 12
Citron	0 15 1/2	0 16 1/2
Currants—		
Filiatras, per lb.	0 06 1/2	0 06 1/2
Amalas, choicest, per lb.	0 07	0 07
Patras, per lb.	0 07 1/2	0 07 1/2
Vostizzas, choice	0 09	0 09
Vostizzas, shade dried	0 10 1/2	0 11
Cleaned, 1/4 cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Fards, choicest, 60-lb. boxes	0 08	0 08 1/2
Package dates, per bag	0 07 1/2	0 08 1/2
Hallowees	0 06	0 06
Figs—		
3 crown layers	0 10	0 11
4 crown layers	0 10 1/2	0 11 1/2
5 crown layers	0 11 1/2	0 12 1/2
6 crown layers	0 12 1/2	0 13 1/2
7 crown layers	0 15	0 16
Fine pulled	0 14	0 14
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 05 1/2	0 05 1/2
Prunes—		
30-40s, Oregon, new crop, 25 lbs. boxes	0 13	0 13
30-40s Californias, 25 lb. boxes	0 14	0 15
40-50s, 25 lb. boxes	0 12 1/2	0 13 1/2
50-60s, 25 lb. boxes	0 11 1/2	0 12 1/2
60-70s, 50 lb. boxes	0 09 1/2	0 09 1/2
70-80s, 50 lb. boxes	0 09 1/2	0 09 1/2
80-90s, 50 lb. boxes	0 08 1/2	0 08 1/2
90-100s, 50 lb. boxes	0 07 1/2	0 07 1/2
25 lb. boxes 1/4 cent more.		
Peaches—		
Standard, 50-lb. boxes	0 08 1/2	0 08 1/2
Choice, 50-lb. boxes	0 09	0 09
Choice, 50-lb. boxes	0 08 1/2	0 08 1/2
25 lb. boxes 1/4 cent more.		
Raisins—		
Sultana, choice, new	0 08	0 10
Sultana, fancy, new	0 10	0 12
Valencia, new stock	0 06 1/2	0 08
Seeded, fancy, 1 lb. packets	0 10	0 10
Seeded, choice, 1 lb. packets	0 09 1/2	0 09 1/2
Seeded, choice, 12 oz.	0 08	0 08
Seedless, 16 oz. packets	0 09 1/2	0 10
Seedless, 12 oz. packets	0 07 1/2	0 08

NUTS.—Business continues good in all kinds of nuts in spite of higher prices. Brazils, for washed stock, are firmer, selling at 23—24 cents. New shelled walnuts are in at 34 to 35 cents.

In shell—		
Almonds, Tarragona, new	0 17	0 18
Brazils, medium	0 21	0 22
Brazils, large, washed	0 23	0 24
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Peanuts, green, per lb.	0 08 1/2	0 10 1/2
Peanuts, roasted	0 10	0 13
Pecans	0 17	0 18
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Grenoble, new	0 16	0 17
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 41	0 45
Filberts	0 27	0 27
Peanuts	0 11	0 12
Pecans	0 23	0 25
Walnuts, new	0 34	0 35

Coffees.—Brazilian coffee is practically unchanged. Milds continue high and in very moderate supply, arrivals from the countries of production being small as usual at end of crop year. New crop milds, such as Bogotas, Mancaibos, Caracas, etc., will be in market early in January, and quality is said to be excellent, and prices will be about on parity with present values. No Mexican coffee is coming forward owing to disturbed conditions.

Coffee, Roasted—		
Bogotas	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 22	0 23
Mancaibo	0 25	0 25
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 28	0 29
Santos	0 25	0 26
Chicory, per lb.	0 10	0 12

TEAS.—Cable received this week from London state Indias and Ceylons very firm, with competition very keen and all-round buying. There are no indications, importers declare, of an easier feeling for nearly a year as India tea gardens are closing for season and crop is practically all being moved and shortage is as marked as ever. Indeed firmer market is rather looked for.

DRIED VEGETABLES.—White R.p. Canadian beans declined 10 cents per bushel this week and at ruling prices any attempts to import Austrians has been warded off. Buyers in Western Ontario, it is said, have been holding out against higher ruling prices of a few weeks ago and farmers are beginning to accept lower prices in preference to holding stocks any longer. It will be some weeks before market can regain former firmness, it is thought.

Beans—		
Canadian primes	2 00	Per bushel.
Canadian, extra H. P.	2 25	
Yellow eyes	3 00	3 25
Brown	2 50	2 50
Lima	0 07 1/2	0 08
Peas, Canadian, per bus.	2 60	
Peas, green, imported, bus.	2 60	

SYRUPS AND MOLASSES.—Trade is quiet with prices unchanged.

Syrups—		
2 lb. tins, 2 doz. in case	2 80	Per case.
5 lb. tins, 1 doz. in case	2 85	
10 lb. tins, 1/2 doz. in case	2 75	
20 lb. tins, 1/4 doz. in case	2 70	
Barrels, per lb.	0 03 1/2	0 03 1/2
Half barrels, lb.	0 03 1/2	0 03 1/2
Quarter barrels, lb.	0 04	0 04
Pails, 38 1/2 lbs. each	1 85	1 85
Pails, 25 lbs. each	1 35	1 35
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	0 29	0 29
West Indies, half barrels	0 30	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case	4 80	4 80
1/2 gals., 12 to case	5 40	5 40
1/4 gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	1 25	1 25
Gallons, 6 to case	6 60	6 60
1/2 gallons, 12 to case	7 25	7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	4 70	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	1 80	1 80
40 and 48 twin bars	2 80	2 80
Maple butter, lb. tins, dozen	1 90	1 90

RICE AND TAPIOCA.—Business is seasonably quiet with no changes in price.

Rangoon, per lb.	0 03 1/2	0 04
Rangoon, fancy, per lb.	0 05	0 05
Patna, per lb.	0 05 1/2	0 06 1/2
Japan, per lb.	0 05 1/2	0 08
Java, per lb.	0 06 1/2	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 04 1/2	0 06
White, per lb.	0 05	0 05
Tapioca—		
Bullet, double goat	0 09 1/2	0 09 1/2
Medium pearl	0 05	0 05
Seed pearl	0 05 1/2	0 05 1/2
Flake	0 09 1/2	0 09 1/2

SPICES.—Trade is rather dull as might be expected this time of year. No changes in prices are announced.

Spices—		
Allspices, ground	0 10	Pure, per lb.
Allspice, whole	0 13—0 15	0 13—0 15
Cinnamon, whole	0 12—0 15	0 12—0 15
Cinnamon, ground	0 17—0 18	0 20—0 25
Cinnamon, Batavia	0 25—0 35	0 25—0 35
Cloves, whole	0 25—0 30	0 25—0 30
Cloves, ground	0 15—0 25	0 25—0 30
Cream of tartar	0 15—0 21	0 27—0 30
Curry powder	0 15—0 21	0 27—0 30
Ginger, Cochin	0 15—0 15	0 15—0 21

Ginger, Jamaica, ground..	0 15—0 18	0 22—0 25
Ginger, Jamaica, whole....	0 22—0 25	0 22—0 25
Ginger, African, ground....	0 15—0 18	0 15—0 18
Mace	0 75—1 00	0 75—1 00
Nutmegs, brown, 64s, 60c;		
80s, 40c; 100s		0 35
Nutmegs, ground, bulk, 60c;		
1 lb. tins		0 50
Pastry spice		0 25
Peppers, black, ground....	0 10—0 14	0 17—0 20
Peppers, black, whole....	0 15—0 20	0 15—0 20
Peppers, white, ground....	0 15—0 20	0 27—0 30
Peppers, white, whole	0 25—0 28	0 25—0 28
Pickling spice		0 15
Tumeric	0 25—0 35	0 25—0 35

MANITOBA MARKETS.

Brazil Nuts—Very scarce.

Corn Syrup and Starches—Firm.

Winnipeg, Dec. 18.—Wholesalers and jobbers report holiday trade quite satisfactory, and that a fair number of sorting orders are now coming in. Whether the long continued mild weather has been wholly favorable to trade is matter of wide divergence of opinion. The grocery business is less likely to have been adversely affected than any other line.

There are no changes in prices in staple lines, but beans, dried fruits, corn syrup and some lines of nuts are expected to go higher.

Retail trade appears to be active in city, and up to average at outside points.

SUGARS.—The sugar market seems to have steadied down to where no changes are anticipated in the immediate future. There is a good consumptive demand.

Sugar, Eastern—		
Extra standard granulated	4 95	Per cwt. in bbls.
Extra ground or icing	5 55	
Powdered	5 35	
Lumps, hard	5 85	
Montreal yellow	4 85	
Sugar, B.C.—		
Extra standard granulated	4 95	
Yellow sugar, No. 1	4 55	
Yellow sugar, No. 2	4 40	
Yellow sugar, No. 3	4 30	
Bar sugar	5 10	
Icing sugar	5 30	
Powdered sugar	5 10	
H. P. lumps	5 80	
Sugar packed in 100 lb. sacks 5c per 100 lbs. less.		

SYRUPS.—Wholesalers here are inclined to expect advances in corn syrups, as the raw material is dear. Demand is hardly up to average, due to mild weather delaying purely winter contract work.

Corn Syrups—		
Barrels, per 100 lbs.	4 25	
Cases, 20-lb. tins, 1/2 doz. in case	2 77	
Cases, 10-lb. tins, 1/2 doz. in case	2 75	
Cases, 5-lb. tins, 1/2 doz. in case	2 65	
Cases, 2-lb. tins, 2 doz. in case	2 45	
B. C. Cane Syrups—		
2 lb. tins, 2 doz. to case, per cs.	2 85	
5 lb. tins, 1 doz. to case, per case	3 20	
10 lb. tins, 1/2 doz. to case, per case	3 05	

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—		
Barbadoes	0 45	Per gal.
New Orleans	0 35	0 35
Maple Syrup—		
Imperial quarts, case 2 doz.	5 20	Per case.
Imperial 1/2 gals., 1 doz.	4 75	

DRIED FRUITS.—Valencia raisins are expected to advance at any time, and prunes are firm and likely to go higher in the early part of the New Year.

Apricots—		
Extra choice	0 15 1/2	Per lb.
Choice	0 15	
Standard	0 17	
Slab	0 15	
Currants—		
Dry clean	0 07 1/2	
Washed	0 07 1/2	

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1 lb. package	0 00%
2 lb. package	0 15%
Figs, Cooking—	
Choice, boxes	0 00%
Half boxes	0 00%
Half bags	0 00%
Nectarines	0 11
Prunes, in 25-lb. boxes—	
90 to 100	0 08
80 to 90	0 08%
70 to 80	0 09
60 to 70	0 09%
50 to 60	0 10%
40 to 50	0 12
Raisins, Valencia—	
Fancy, off stalk, 25s, per box	2 20
4 crown layers, 25s, box	2 40
4 crown layers, 14s, box	1 25
4 crown layers, 7s, box	0 85
Raisins, Sultan—	
California	0 12
Smyrnas	0 10 0 12
Raisins, Muscatel—	
3 crown, loose, 50s	0 07%
3 crown, loose, 25s	0 05%
Choice seeded, package	0 09
Extra fancy seeded, package	0 10

TEAS AND COFFEES.—No changes of any kind announced. The year has shown a steadily improving demand for better qualities of coffee.

Coffee—	Per lb.
Rio, No. 5, green	0 14
Rio, roasted	0 15
Santos, green	0 16
Santos, roasted	0 21
Chiocry, per lb.	0 11%

Teas—	
China, blacks, choice	0 35 0 40
India and Ceylon, choice	0 32 0 49
Japans, choice	0 35 0 45

BEANS.—Beans are firm, and almost sure to advance. Trade has been quiet for time of year, as there has been little work in wood camps so far.

Beans—	
Austrian, hand picked	2 65
3 lb. picker	2 25
Peas—	
Split peas, sack, 95 lbs.	3 85
Whole peas, bushel	2 75 2 85
Barley—	
Pot, per sack 95 lbs.	3 45
Pearl, per sack 95 lbs.	4 75

NUTS.—Tarragona almonds are 1/2c per lb. up. Brazils are crossed off the list, as supplies are now practically unobtainable.

In shell—	Per lb.
Almonds, Tarragona	0 17%
Filberts, Sicily	0 12%
Peanuts, Jumbos, roasted	0 14
Peanuts, choice, roasted	0 11
Pecans	0 22
Walnuts, Grenoble	0 16
Walnuts, Marbot	0 13%
Shelled—	
Almonds	0 41
Walnuts	0 33
Chestnuts, per lb.	0 20 0 25

SASKATCHEWAN MARKETS.

By Wire.

Regina, Dec. 18.—The weather is exceptionally mild and fine. Summer sports are in full swing—golfing, track racing, football, etc. Nearer Christmas approaches the milder the weather. Christmas trade is affected slightly. Mild weather results in crowds shopping. Retailers are busy with wholesale market quiet.

Produce and Provisions—	
Bacon, breakfast, per lb.	0 21 0 22
Butter, creamery, per lb.	0 30 0 33
Cheese, per lb.	0 16 0 18%
Eggs, per doz.	0 34
Lard, 3's, per case	8 55
Lard, 5's, per case	8 45
Lard, 10's, per case	8 35
Lard, 20's, each	2 70
Flour and Cereals—	
Cornmeal, 24s, 67c; 29s, \$1.30-\$1.35;	
10-10s, \$2.55-\$2.75; 40s, \$1.35; 60s	2 44
Flour, 24s, \$2.85-\$3; 40s, \$2.60-\$2.85; 60s	2 75 2 90
Rolled oats, 10-sa, \$2.35-\$2.36; 20s,	
35-55c; 40s, 50c-\$1.00; 60s	2 65 2 10
Dried Fruits—	
Apricots, choice	0 19
Coffee, whole, roasted, Rio	0 19
Currants, gulf cleaned	0 08%
Figs, natural 6's	0 05
Evaporated apples, per lb.	0 09%
Dried peaches, 25s	0 09
Dried peaches, choice, 25s	0 09%
Prunes, 70-80, 25s	0 08%
Raisins, muscatels, 50s	0 05%
Raisins, muscatels, 25s	0 05%

Raisins, Valencia, select, 25s	2 35	2 65
Raisins, seeded, choice	0 07%	0 08%
Green Fruits and Vegetables—		
Apples, Wash., box	2 00	2 50
Apples, B.C., box	2 25	2 50
Cranberries, bbl.	11 00	12 50
Celery, Cal., doz.		1 25
Grape fruit, Florida		5 00
Lemons, California		3 00
Oranges, navel	3 00	3 75
Onions, Val.	4 00	4 75
Tomatoes, Cal., case		2 75
Nuts—		
Almonds, whole	0 17%	0 18%
Brazil	0 18	0 21
Filberts		0 14%
Walnuts		0 15%
General—		
Potatoes, per bushel		0 65
Beans, Ontario, per bushel	2 00	2 50
Beans, Hungarian, per bushel	2 45	2 65
Rice, per cwt.	4 35	4 45
Sugar, standard, gran., per cwt.	5 27	5 47
Sugar, yellow, per cwt.	4 87	
Canned Goods—		
Apples, gals., case, \$1.61-\$1.91, doz.	3 82	
Corn, standard, per 2 dozen	2 00	2 05
Peas, standard, per 2 dozen	2 00	2 05
Plums, Lombard	2 10	2 21
Peaches	2 91	
Strawberries and raspberries	4 20	
Tomatoes, standard, per dozen	2 85	
Salmon, Sockeye, 4 doz. case, 1s.	7 35	
Sockeye, 1/2	7 50	
Red springs, 1s.	6 70	
Cohoos, 1's, \$5.50; hump back 1's.	3 60	

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., Dec. 18.—Christmas business is decidedly brisk, dealers say, even better than last year. All seem satisfied, the weather helping. There is no improvement expected in collections till after New Year. Run on peels, fruits, nuts, etc., is particularly good, but all Christmas stocks are going well. Stock of nuts is none too plentiful. Sugar market is unchanged following last week's decline. Flour expected to remain same till after New Year. Poultry supplies promise well. Turkeys will be quite plentiful, and not much change in price. Dealers have ordered heavily. Other poultry lines also good. Eggs are high, and butter is firm.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20 0 22	
Bacon, roll, per lb.	0 17 0 19	
Beef, barrel	23 75 25 00	
Pork, American clear, per bbl.	27 00 28 00	
Pork, American, mess, per bbl.	29 00	
Butter, dairy, per lb.	0 25 0 28	
Butter, creamery, per lb.	0 29 0 31	
Cheese, new, per lb.	0 15%	0 15%
Eggs, in case, 35c; henery	0 45 0 55	
Lard, compound, per lb.	0 11%	0 11%
Lard, pure, per lb.	0 15%	0 15%
Flour and Cereals—		
Buckwheat, W., grey, per bag	3 25 3 50	
Cornmeal, gran.	5 50	
Cornmeal, ordinary, bags	1 80	
Flour, Manitoba, per bbl.	6 25	
Flour, Ontario, per bbl.	5 25	
Rolled oats, per bbl.	5 40	
Oatmeal, standard, per bbl.	5 95	
Fresh Fruits and Vegetables—		
Lemons, Messina, box	3 80 4 00	
Potatoes, barrel	1 40 1 80	
Sugar—		
Standard granulated	4 50	
United Empire	4 40	
Bright yellow	4 30	
No. 1 yellow	4 00	
Paris lumps	5 65	
Molasses, Barbados, fancy	0 33	
Currants, 1s, per lb.	0 08 0 08%	
Raisins, California, seeded	0 09%	0 10%
Rice, per cwt.	3 80 3 70	
Beans—	Per bushel.	
Canadian white	2 30 2 35	
Yellow eye	3 50 3 55	
Canned Salmon—	Per 4 doz. case	
Pinks	4 00 4 25	
Cohoos	6 00 6 25	
Red spring	7 35 9 80	

coastal ports, and shipping is active. Market is now well supplied with Jamaica oranges of fair quality. There has been some improvement in receipts of butter, but price remains unchanged. Sales of eggs have been restricted owing to high price. Apples are in better demand, and excellent prices have been received for Nova Scotia fruit in London market. Potatoes are selling freely around 50 cents per bushel.

Apples—	
Gravensteins, No. 1, bbl.	5 00
Gravensteins, No. 2, bbl.	3 00 3 50
Beaus, h.p., per bush.	2 60
Beaus, yelloweye, bush.	3 50 3 75
Eggs, new laid, per dozen	0 22
Molasses, fancy Barbados, gal.	0 36
Onions, Can., per bag	1 85
Potatoes, P.E.I., bush., 50c; N.B. & N.S.	0 50
Pork, American, clear, bbl.	27 00
Raisins, new Valencia, per lb.	0 07%
Sugar—	
Standard gran., cwt.	4 60
Bright yellow, cwt.	4 40

Lower Prices Than 1912

Even for a Christmas dinner we cannot get rid of the talk of prices and the cost of living.

Thanks chiefly to the soaring proclivities of eggs and fresh meats, there are few, probably, who sit down to a meal without figuring the cost; mentally and silently, be it hoped, instead of crimping digestion by an open discussion. Even in the restaurants they fling it in your face by a little printed note thrust across a section of the menu, notifying you that "owing to the increasing cost of eggs it will be necessary to add five cents to each egg order," until further notice.

But really it is not so bad when you look over the domestic economy of your Christmas dinner.

Let us put aside the soup as too difficult to compute, owing to not knowing what variety the housewife has chosen. Note these wholesale prices:—

	1913.	1912.
Turkeys, lb.	0 19-0 22	0 19-0 22
Chickens, lb.	0 14-0 16	0 12-0 15
Ducks, lb.	0 12-0 15	0 14-0 16
Geese, lb.	0 12-0 14	0 13-0 14
Cranberries, bbl.	10 00	11 00
Potatoes, New Brunswick	1 05-1 10	1 15-1 20
Canned tomatoes, 3's, case	1 00	1 37%
Eggs, fresh laid, doz.	0 50-0 55	0 50-0 55
Malaga grapes, bbl.	6 50-8 00	6 50-7 50
Raisins, Valencia, lb.	0 06%-0 08	0 09
Currants, Filialtas, lb.	0 06%	0 07
Oranges, California, case	2 75-3 00	3 25-3 50

From the above table it will be noted that a pretty good Christmas dinner can be had more cheaply than a year ago.

CALENDARS FOR 1914

A prettily colored calendar is being sent around to the trade by Libby, McNeill & Libby, Chicago and Toronto, showing a picture of a country lassie with an American Beauty rose in her hand. A couple of reproductions of the firm's packages are given in the lower corners.

NOVA SCOTIA MARKETS.

By Wire.

Halifax, Dec. 18.—Wholesale grocery dealers report Christmas trade heavy. Weather has helped business with

FLOUR and CEREALS

Flour Business Dull, Both Local and Export

Millers Engaged on Small Local Orders — Exports for Year Checked by September Advance in Freight Rates—Some Jobbers Look for Higher Figures in Cereals—Premiums Paid for Carload Lots of Mill Feeds.

Close of navigation and lull before opening of all-rail transportation adds to dullness of markets this week. C.P.R. has announced drop of 1 cent in all-rail charges from Port Arthur to seaboard for export, from 22½¢ to 21½¢, lowest in many years. This to slight extent will help in serious situation for millers created by advance in ocean rates last September. In regard to this despatch from Ottawa says that official returns show that Canadian exports of flour to all countries exceeded 2,000,000 bbls. for six months ending September 30 last, of which more than half went to Great Britain. Since then, however, export trade has been hampered by increased steamship rates, so that total exports are not expected to exceed those of 1912-13.

Wheat market remains about same. While showing fluctuations of ¼¢ to ½¢ daily, usually it returns to same level for period covering one week. Prices are 5 to 6 cents lower than one year ago. Keen interest is being taken by millers in request of some Western farmers' organizations to place wheat and flour on free list. No official announcement has come from millers generally, although a Montreal protest against this was lodged a few days ago.

MONTREAL.

FLOUR.—There has been no improvement in conditions on local market this week, prices and sales remaining same as in previous weeks. Small orders are keeping local millers quite busy, and it appears that buyers are only ordering enough to fill actual wants. There is a fair enquiry from foreign buyers, and bids for some round lots are reported; but, as these were below millers' views, no sales were reported. Receipts for week were 10,402 sacks, as compared with 7,089 for corresponding period last year. Exports from Portland and St. John, N.B., for week were 26,171 sacks, as against 7,885 for same week one year ago.

Manitoba Wheat Flour—	Small lots, in bags, per bbl.	Car lots, per ton.
First patents	5 40	23 00
Second patents	4 80	23 00
Strong bakers'	4 70	26 00
Flour in cotton sacks, 10 cents per barrel more.		27 00
Winter Wheat Flour—		34 00
Fancy patents	4 80	
90 per cent.	4 30	
Straight roller	4 10	
Blended flour	4 00	

CEREALS.—Feeling which now pre-

vails on local market is very firm for rolled oats, in sympathy with higher prices ruling for raw material. However, there is no change in prices to note. Demand is very fair and steady, with buyers ordering in small quantities. Exports from St. John and Portland were 1,420 sacks and 4,200 cases, as compared with 7,885 sacks and 5,575 cases for corresponding week last year.

Corneal—	Per 98-lb. sack
Kiln dried	2 40
Softer grades	2 05
Rolls Oats—	90s, in jute.
Small lots	2 25%
25 bags or more	2 15%
Rolls oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. rolled oats in 90s, in jute.	
Rolls wheat—	100-lb. bbls.
Small lots	2 85
U. Minn. per 98-lb. sack	2 40 2 75

MILL FEEDS.—Colder weather which has prevailed throughout country for past few days has stimulated demand, and all lines have increased in consumption considerably. Prices, however, remain unchanged, although demand would almost warrant advance. Reports are in circulation to effect that enquiries have been received from across frontier, but as prices bid were not up to mark in most instances, only a few sales have been reported.

Mill Feeds—	Car lots, per ton
Bran	21 00
Shorts	23 00
Middlings	26 00
Wheat moulee	27 00
Feed flour	34 00

TORONTO.

FLOUR.—Locally trade is confined almost entirely to filling small orders at existing quotations. There is as yet no sign of Manitoba wheat flour prices going up, as wheat itself still fluctuates with uncertain reports as to Argentine and other regulating crops. Ontario millers still report small quantities of fall wheat brought in by farmers for milling and business in this flour is dull.

Manitoba Wheat Flour—	Small lots, per bbl.	Car lots, per ton.
First patent	5 30	5 70
Second patent	4 70	4 50
Strong bakers'	4 50	4 30
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—		
Fancy patents	4 70-4 90	4 40
90 per cent.	4 50	4 00
Straight roller	4 40	3 90
Blended flour	4 20	4 35

CEREALS.—Jobbers report business as quiet, owing chiefly to mild weather, which has lessened demand for rolled oats and other breakfast cereals. Expectations are that demands will open up briskly after beginning of New Year,

as stocks in hand of jobbers and retailers are very light. There is persistent rumor that rolled oats will advance in few weeks, and that corneal may follow suit. Margin for millers on rolled oats, it is explained, has been very small for several years.

Barley, pearl, 98 lbs.	4 50
Barley, Dutch pearl, 98 lbs.	4 50
Barley, pot, 98 lbs.	3 00
Buckwheat flour, 98 lbs.	4 25
Buckwheat grits, 98 lbs.	4 50
Corn flour, 98 lbs.	3 00
Corneal, yellow, 98 lbs.	2 35
Graham flour, 98 lbs.	2 60
Hominy, granulated, 98 lbs.	2 90
Hominy, pearl, 98 lbs.	2 90
Oatmeal, standard, 98 lbs.	2 47
Oatmeal, granulated, 98 lbs.	2 47
Peas, Canadian, boiling, bush.	2 25
Peas, Chili, boiling, per lb.	0 08
Peas, split, 98 lbs.	3 65
Rolls oats, 90 lb. bags	2 25
Rolls wheat, 100 lb. bbl.	2 85
Rye flour, 98 lbs.	3 00
Wheatlets, 98 lbs.	2 95
Whole wheat flour, 98 lbs.	2 55

MILL FEEDS.—Business is very active in mill feeds, owing to brisk export lately of bran and shorts, one hundred cars being sent across within past ten days. Supplies are not at all plentiful, and millers report that premium is being paid for carload lots, as high as \$22 for bran and \$24 for shorts being paid. On other hand, millers give reduction on part car lots, on condition that buyer take balance in flour, a different kind of "premium."

Mill Feeds—	Car lots, per ton.
Bran	21 00 22 00
Shorts	23 00 24 00
Middlings	25 00 26 00
Wheat moulee	27 00
Feed flour, per bag	1 60

WINNIPEG.

FLOUR AND CEREALS.—There is a fair domestic demand, but millers are not pushing sales. The export trade is quiet, with little hope of improvement under existing freight rates.

Flour, Manitoba Wheat—	Per bbl.
Best patents	5 30
Second patents	4 60
First clear	4 30
Low grade	3 10
Jute bags, 10 cents less.	
Corneal, 90s	1 85
Rolls oats, 90s	1 80
Oatmeal, granulated, 90s	2 30
Wheat granules, bale, 16-60	3 25

OUT OF GROCERY BUSINESS BUT DECLINES TO PART WITH HIS OLD FRIEND, CANADIAN GROCER.

The MacLean Publishing Co., Ltd.
Dear Sirs,—Find enclosed \$2.00 for Canadian Grocer for another year. I have been away from groceries nearly two years, and while the paper is now little use to me, I like to see the changes in business and see what is going on among my old friends. It is a good many years now since I used to post your principal on the markets. I am pleased to see your paper is improving with age.

Wishing you a Merry Christmas.
Yours sincerely,
JAMES ADAMS,
390½ Bathurst St., Toronto.
Dec. 15, 1913.

FRUIT & VEGETABLES

Navels Drop 25 Cents; Strange Sag in Apples

Californias Getting Very Cheap—Floridas May be off Market in Fortnight—Farmers Bring in Apples, Disturbing Market—Potatoes up 5 Cents Owing to Scarcity.

MONTREAL.

GREEN FRUITS.—Several lines have been reduced in prices. Baldwins, greenings and russets (No. 1's) have been reduced 50c per barrel, MacKintosh Reds have been reduced 25c per box, while No. 1 spies are also down 50c. Bananas have been reduced 25c, as have also lemons. Almeria grapes, extra fancy heavyweights, have been reduced 50c, while grapefruit are now ranging from \$4.25 to \$4.50. Pears, California Nellis, are now listed, and are quoted at \$4 per box, while \$2.25 is being asked for a half box. Florida pineapples have also been received, and are quoted from \$3.75 to \$4.50, according to size. Cranberries are also showing a slight decrease, and are down to \$8.50 again. Only a fair amount of business is passing at time of writing, but local dealers anticipate quite a rush end of week.

Apples—	
Baldwins, Greenings and Russets, No. 1's	5 00
Baldwins, Greenings and Russets, No. 2's	4 25
Spies, Greenings, etc., No. 3's	2 75
MacKintosh Reds	7 00
In boxes	2 75
MacKintosh, No. 2	6 00
King	5 00
No. 2s, all grades, 75¢ less than No. 1s	8 00
Fameuse, bbl.	7 00
Spies, No. 1	6 00
Spies, No. 2	4 50
Bananas, crate	2 00
Cranberries, bbl.	8 50
Cranberries, box	3 00
Almeria grapes—	
Extra fancy heavyweights	6 50
Fancy, heavyweights	6 00
Medium quality, for immediate use	5 50
California grapes, per keg	4 50
Grapes, Emperor, 4 bkt. crate	3 00
Grapefruit, Jamaica, case	4 25
Lemons—	
Extra fancy, 300 size	4 50
Fancy, 300 size	4 00
Oranges—	
Valencias—	
420 size	4 25
714 size	5 50
Floridas, 150-175-200	3 50
Mexicans, 126-150-175-200-216-250	2 50
California navels, 128-150-176-200-216-250	3 50
Pears—	
California Nellis, box	4 00
California Nellis, half box	2 25
Pineapples—	
24 size	4 50
30 size	4 00
36 size	3 75

VEGETABLES.—Locally business is quiet, and orders being received are simply to fill actual wants. The market is featureless, the only change in price being reduction of 10 cents in potatoes, they now ranging from 90 cents to \$1. California celery has also fluctuated to some extent, and different prices are being quoted everywhere. The range, however, is from \$5.75 to \$6.50. per case. Sweet potatoes are quoted at \$1.25 per basket. Last week they were ranging from \$1.25 to \$1.50.

Cabbage, per doz.	0 25	0 30
California celery, crate	5 75	6 50
Cucumbers, Boston, doz.	1 75	2 25
Egg plant, crate, 2 doz.	5 00	
Garlic, per lb.	0 10	

Onions—	
Spanish, per case	3 00
Spanish, half case	1 75
Red Danvers, 75-lb. bag	2 50
Peppers, green, 11-qt. bkt.	1 50
Peppers, red, 11-qt. bkt.	1 50
Potatoes—	
Green Mountains and Quebecs, bag.	0 90
Potatoes, sweet, per bbl.	4 25
Potatoes, sweet, Jersey, hpr.	1 25
Turnips, Quebec, bag	1 00
Tomatoes, hothouse, per lb.	0 20
California wax beans, crate	6 50
California string beans, crate	7 00
Brussels sprouts, quart	0 25

TORONTO.

GREEN FRUITS.—Satisfaction with California navels grows with each shipment, and brisk business is being done on all sides for Christmas. Generous supply brought down prices again this week about 25 cents so that regular stock sold for \$3.00 per case for the larger sizes and \$2.75 for smaller. First shipments of Southern California navels brought \$3.25. Floridas were little behind Californias, some quoting 25 cents less, others making them the same. Talks with wholesalers and retailers show great risk run by Californias in leaving market to Floridas early this year (owing to frost). Many people, merchants say, got a taste for the seed oranges from Florida that causes demand for them this season in spite of excellent condition of navels. Most wholesalers say, however, that in face of competition Floridas will not be shipped after end of year, where last year they lingered until spring. Mexicans are down 10 to 15 cents, but will soon disappear.

Apple market has taken on rather uncertain situation that is causing buyers some anxiety. Temporarily at least prices have sagged so much that bottom is practically out of market. Trade has been fairly quiet all fall owing to high prices and poorer demand for export. Last few days farmers have begun to drive in with stocks, and are visiting retail stores, just as in summer they come in with tomatoes and swept away market from commission men. With retailers supplied in this way wholesalers report they are taking what they can get, \$2, \$2.50 or \$3.00. Of course most are holding hand picked spies and the rest of their choice stocks for winter, but even so they say they are not sure whether market will regain former strength even after New Year. Another element causing uneasiness among early buyers is fact that open fall allowed farmers to pick all their

stock that supply is turning out heavier than was expected. Of course most of goods now being brought in are not as choice as hand-picked \$5 stocks, but many are content to handle them for immediate turnovers.

Lemons continue coming in plentifully and there are no signs yet of a duplication of last winter's advances.

Spies, hand picked, barrel	4 00	5 00
Other varieties, winter apples, No. 1s...	2 50	3 00
Other varieties, winter apples, No. 2s...	2 00	2 50
IMPORTED.		
Apples, Jonathans, case, fancy, \$2.50; extra		3 75
Bananas, per bunch	1 65	1 80
Cranberries, long keepers, box \$3.75, bbl.	9 75	10 50
Grapefruit, Jamaica, case	4 00	4 25
Grapefruit, Florida, case	4 50	5 25
Grapes, Almerias	6 50	8 00
Grapes, hot house, lb.		75
Oranges—		
California navels, 126's-216's	3 00	3 25
California navels, 216's-250's		2 75
Floridas, 126's-200's		3 00
Floridas, 200's-216's-250's		2 75
Mexicans		2 25
Limes, box of 100	0 75	1 00
Lemons, Messina, 300's, new	3 75	4 00
Pineapples, Floridas	3 50	4 00
Pomegranates, doz.		0 40

VEGETABLES.—Rather contrary to usual experiences several lines of vegetables made advances this week. Potatoes which had fallen off last week, became firmer and are up about 5 cents. This, a jobber explained as due to small shipments being made through fear of a decline. Kiln dried sweet potatoes are in and selling at \$1.50 a hamper. Beets and carrots are firmer and selling up to \$1.00.

Beets, Canadian, per bag	1 00
Brussels sprouts, quart	0 20
Cabbage, case	1 25
Carrots, Canadian, bag	0 85
Cauliflower, dozen, large	1 50
Celery, domestic, doz.	0 30
Squash, bbl.	1 00
Parsnips	1 00
Potatoes, New Brunswick, per bag	1 05
Sweet potatoes, kiln dried, hamper	1 50
Mushrooms, per lb.	0 75
Onions—	
Spanish, crate	3 00
Large cooking, bag	2 00
Tomatoes, hothouse, lb.	0 25
Turnips, bag	0 50

WINNIPEG.

FRESH FRUITS.—Navel oranges and both Messina and California lemons are easier in price. Apples are stiffer for best lines. There is fairly good demand, which is expected to improve from now to end of the year.

Florida grape fruit, case	5 00	6 00
Apples, box	2 50	3 25
Apples, Ontario, bbl.	6 00	6 00
Cranberries, Cape Cod, bbl.		10 50
Potatoes—		
Farmers' loads, per bushel		0 65
Car lots		0 60
Malaga grapes, kegs	6 00	8 00
Cocoanuts, dozen		1 25
Washington pears, crate		3 25
Bananas, per bunch	3 00	3 00
California lemons, crate		9 00
Messina lemons	6 50	7 00
Evaporated cranberries		3 00
Imported honey, box		5 50
Valencia onions, 140-lb. crate		3 75
Navel oranges, case	3 25	3 75
Japanese oranges, case	0 70	0 85

PRODUCE & PROVISIONS

Drop in Hog Products; Poultry Market a Puzzle

Hams, Bacon, etc., Drop 1-2 Cents in Toronto, While Montreal is Easier—Produce Men Expect Drop in Poultry, but Are Uncertain as to Supply—Advance in Eggs Permanently Checked?

Once again it is a pleasant duty to report that eggs have not advanced, a condition that even fortunate holders of storage stock admit is in best interests of egg business. For two weeks this negative news has been recorded and in spite of organization in Toronto this week of boycott by Economic Association in demand for 30-cent eggs, any decline will depend on weather conditions and supply of new laid eggs. Latter are coming in more freely but according to estimate given Canadian Grocer do not exceed 7 or 8 per cent. of present consumption. They have served, however, to ease existing stringency and imports from Chicago have fallen off slightly. Prices at middle of present week were firm there at 27 cents, exactly same as one week ago. Few eggs have been brought over border to Montreal yet as storage stocks there turn out to be heavier than in Toronto and demand with continuance of high prices seems to have fallen off. Supplies there now are estimated to be good for middle of January.

Pork products, with lower price of hogs and falling off in demand, have declined this week in Toronto. Montreal prices have been below former in several lines for some weeks.

Future course of poultry prices is an enigma: all depending on quantities that are held throughout the two provinces.

MONTREAL.

PROVISIONS.—Cable advices received from London, on Saturday last, are to effect that market for Canadian bacon and hams has ruled weaker, and prices, as compared with two weeks ago, show decline of 1s. in the former and 2s. to 4s. for the latter. Locally, the tone of market is steady. Prices remain same as last week. Demand for lard has fallen off slightly but prices still hold up. Hogs have shown a slight increase over last week's quotation.

Hams—		Per lb.
Light, per lb.	.....	0 15
Medium, per lb.	.....	0 15½
Large, per lb.	.....	0 15
Bacon—		Per lb.
Plain, bone in	.....	0 25½
Boneless	.....	0 25
Peameal	.....	0 25
Bacon—		Per lb.
Breakfast	.....	0 20
Roll	.....	0 17
Shoulders, bone in	.....	0 15
Shoulders, boneless	.....	0 15½
Cooked Meats—		Per lb.
Hams, boiled, per lb.	.....	0 20
Hams, roast, per lb.	.....	0 20
Shoulders, boiled	.....	0 25
Shoulders, roasted	.....	0 27

Dry Salt Meats—		Per lb.
Long clear bacon, 50-70 lbs.	.....	0 15½
Long clear bacon, 90-100 lbs.	.....	0 14½
Flanks, bone in, no. smoked	.....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	.....	30 00
Heavy short cut clear	.....	30 00
Clear fat pork	.....	25 00
Clear pork	.....	25 00
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	.....	0 14½
Tubs, 50 lbs. net	.....	0 14½
Boxes, 50 lbs. net	.....	0 15
Pails, wood, 20 lbs. net	.....	0 15
Pails, tin, 20 lbs. gross	.....	0 15
Cases, 10-lb. tins, 60 in case	.....	0 15½
Cases, 3 and 5-lb. tins, 60 in case	.....	0 15½
Bricks, 1 lb. each	.....	0 16
Lard, Compound—		Per lb.
Tierces, 375 lbs. net	.....	0 10½
Tubs, 50 lbs. net	.....	0 11
Boxes, 50 lbs. net	.....	0 11
Pails, wood, 20 lbs. net	.....	0 11½
Pails, tin, 20 lbs. gross	.....	0 11½
Cases, 10-lb. tins, 60 in case	.....	0 12
Cases, 3 and 5-lb. tins, 60 in case	.....	0 12½
Bricks, 1 lb. each	.....	0 12½
Hogs—		Per cwt.
Live, f.o.b.	.....	9 10
Live, fed and watered	.....	9 25
Dressed, abattoir killed	.....	13 75
Dressed, country	.....	12 50

BUTTER.—Conditions are still quiet on local market and a firm undertone is in evidence. Business has been confined to the local trade with a few outside orders being filled, including a car for Toronto. The New Zealand butter reported last week as being on its way to Vancouver is said to cost 30½¢ laid down there. Local prices remain unchanged with a steady demand from small buyers.

Butter—		Per lb.
Creamery prints, fresh	.....	0 31½
Creamery solids	.....	0 30
Dairy, prints or solids	.....	0 25
Separator, prints or solids	.....	0 24½

EGGS.—A report from Chicago, received by a local firm, is to the effect that that market is firmer with prices up one cent, on Monday. Local conditions are much the same as last week. The market is steady with firm undertone. Prices have not shown any change for some time and are still ranging from 55 to 60 cents for new laid. The supplies of storage on hand are sufficient to last until middle of January. If, at that time, the new production is not large enough to fill the wants, we will have to look to the American centres for supplies. Although the new production has started, there are few eggs coming at the present time and if we get some good cold weather these few will stop. If the weather keeps mild the production, of course, will increase. Local dealers do not look for much change in this market for some time.

Eggs, case lots—		Per dozen.
New laid	.....	0 55
Selects	.....	0 60
No. 1's	.....	0 34
No. 2's	.....	0 25
Splits	.....	0 25

CHEESE.—This market is steady with firm undertone. It is stated that

there has been considerable delay in shipments, from New Zealand to London markets, with result that demand for Canadian cheese has increased considerably there. Locally, demand is considered good with prices remaining firm.

Cheese, White or Colored—		New.	Old.
Large	.....	0 14	0 15
Strong	.....	0 15	0 16-0 17
Twins	.....	0 15½	0 15
20 lb. new	.....	0 15-0 15½	.....
Stilton	.....	.....	0 17

POULTRY.—Christmas demand for turkeys has started already and has resulted in an increase in price. Last week's quotations ranged from 20 to 24 cents, but the latter figure is as low as dealers will go to-day. Some local dealers think that highest price for turkey until after Christmas will be 25c and that after the demand has been satisfied for that period, prices will fall away again. Demand for all kinds of poultry is active. However, the only other change noted for the week is in dressed geese which are up one cent.

Fresh stock—		Live.	Dressed.
Broilers, per lb.	.....	0 22-0 24	.....
Broilers, per pair	.....	.....	1 25
Ducks, milk fed	.....	0 16-0 18	0 22-0 24
Ducks	.....	0 15-0 15	0 14-0 17
Fowl	.....	0 11-0 12	0 17-0 18
Geese	.....	0 10-0 12	0 15-0 14
Turkeys, spring	.....	0 15	0 20-0 24
Turkeys, old Tom	.....	0 15-0 16	0 18

HONEY.—The amount of business passing is small and prices remain unchanged.

Honey—		White Clover	Buckwheat
		per lb.	per lb.
Barrels	.....	0 12	0 08
Tins, 60 lbs.	.....	0 12½	0 09½
Tins, 30 lbs.	.....	0 12½	0 09½
Comb, 13-14 oz. section	.....	0 20	0 15-0 15
Tins, 5 and 10 lbs.	.....	0 13	0 10

TORONTO.

PROVISIONS.—Biggest and most widespread reductions this year went into effect since last week, extending from half a cent to 1½ cents. These included hams, backs, bacon, dry salt meats, cooked meats and barreled pork. Reason for drop is continued low prices for hogs which although fluctuating week by week have kept to lower levels for one month past. Trade also is very quiet at present and something was needed to enliven it. Boiled hams particularly have declined during last three or four weeks, three cents, from 30 to 27. Pure lard keeps to higher quotation reached three weeks ago owing to small stocks but unless hogs take unexpected upward movement it is regarded as due for decline soon as well. Reductions were as follows: Light hams, 1½ cents; medium, 1 cent; large, ½ cent; Backs—

THE CANADIAN GROCER

plain, boneless and pea meal, one cent each; Bacon— $\frac{1}{2}$ cent; dry salt meats, $\frac{1}{2}$ cent; boiled hams, $1\frac{1}{2}$ to 2; roast hams, 1 to 2 cents; shoulders, boiled and roast, 1 cent; barreled pork \$1 per cwt.

Hogs advanced early this week from \$7.90 to \$8.15 and \$8.25 f.o.b. This is 50—60 cents above last year's quotation which was \$8.65.

Hams—		
Light, per lb.	0 18 $\frac{1}{4}$	
Medium, per lb.	0 18	
Large, per lb.	0 17 $\frac{1}{4}$	0 18
Backs—		
Backs, per lb.	0 22	
Boneless, per lb.	0 24	
Pea meal, per lb.	0 24	
Bacon—		
Breakfast, per lb.	0 19	
Roll, per lb.	0 15 $\frac{1}{4}$	
Shoulders, per lb.	0 14 $\frac{1}{4}$	
Pickled meats—lc less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 15	
Long clear bacon, heavy	0 14 $\frac{1}{4}$	
Cooked Meats—		
Hams, boiled, per lb.	0 27	
Hams, roast, per lb.	0 28	
Shoulders, boiled, per lb.	0 21	
Shoulders, roast, per lb.	0 22	
Barreled Pork—		
Heavy mess pork, per bbl.	23 00	25 00
Short cut, per bbl.	27 50	28 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14 $\frac{1}{4}$	
Tubs, 60 lbs., per lb.	0 14 $\frac{1}{4}$	
Pails, 20 lbs., per lb.	0 14 $\frac{1}{4}$	
Tins, 3 and 5 lbs., per lb.	0 15 $\frac{1}{4}$	
Bricks, 1 lb., per lb.	0 15 $\frac{1}{4}$	
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10 $\frac{1}{4}$
Tubs, 60 lbs., per lb.	0 10 $\frac{1}{4}$	0 10 $\frac{1}{4}$
Pails, 20 lbs., per lb.	0 10 $\frac{1}{4}$	0 11
Hogs—		
F.O.B., live, per cwt.	8 15	8 25
Live, fed and watered, per cwt.	8 30	8 60
Dressed, per cwt.	11 50	11 75

BUTTER.—Market is steady this week and any seasonable advance is checked by open weather which keeps supplies coming in fairly well. Stocks of storage are well maintained, and Montreal was able to supply one car as Western demand was very light in contrast to one year ago. Prices are about same as last year at this time.

Butter—		
Creamery fresh made	0 31	0 33
Creamery prints, storage	0 25	0 29
Creamery solids, storage	0 26	0 27
Dairy prints, choice	0 23	0 25
Dairy solids	0 30	0 32
Separator prints	0 26	0 29

EGGS.—Interesting turn was given local situation this week by decision of one women's organization to institute boycott with idea of forcing eggs down to 30 cents per dozen. All sorts of exaggerated stories are being circulated as to profits of men who are holding few stocks that are still on hand. Situation is improving, however, as regards fresh laid as pullets have been doing nobly and as older hens stopped laying earlier to moult, it is respectfully hoped by wholesale men that they will keep careful track of calendar and start business one month earlier in New Year, say middle of January. Demand, it would appear, had fallen off slightly owing to continued high prices, but market is fairly firm at last week's figures, except that couple of storage firms are quoting storage stocks at 1 cent less, 33 for "straights," and 36 for "selects." Advices from Chicago state that stocks there are held by strongest storage men, and couple of speculators who have lots of money and no intention of starting slaughter sales. Importation of fresh laids is expected in Toronto very soon, as they can be secur-

ed for 40 cents, case count, or about 48 cents laid down for candled stock of fresh laids. In any case, unless severe winter weather sets in before first of year, situation seems now well in hand. On retail farmers' market 65 cents was highest for first half of week, compared with 75 cents 10 days ago.

Eggs, case lots—		Per dozen.
Strictly new laid, in cartons.	0 50	0 55
Storage, selects	0 36	0 37
Storage, No. 1 stock	0 34	0 34
No. 2's	0 28	0 28
Splits	0 27	0 28

CHEESE.—Trade is quiet with prices keeping firm and slight advance would not be surprise owing to good export demand.

Cheese—		
Old, large	0 15 $\frac{1}{4}$	
Old, twins	0 15 $\frac{1}{4}$	
New, large	0 14 $\frac{1}{4}$	
New, twins	0 15	

HONEY.—No changes in market have been registered this week except slight advance in 5-lb. tins owing to scarcity. Fair business is expected at beginning of year.

Clover, bbls., per lb.	0 09 $\frac{1}{4}$	0 10
60, 30-lb. tins, per lb.	0 10	0 10
10, 5-lb. tins, per lb.	0 11	0 12
Buckwheat, bbls.	0 06 $\frac{1}{4}$	0 07
Buckwheat, tins	0 07	0 07 $\frac{1}{4}$
Comb	2 40	2 75

POULTRY.—Buyers confess they are puzzled just how to figure out market for last two days of this week and three days preceding Christmas. Supplies, particularly of turkeys, are not coming in as freely as anticipated. Some feel this is due to farmers holding off for end of week in effort to catch higher prices. If so, buyers argue, they will defeat own purpose, as market is likely to be glutted. On other hand, many farmers report that stocks in their neighborhood have been pretty well cleaned out, and claim that this is condition generally. If so, expected glut would not materialize and market would be firmer early in week. Most buyers, however, insist that prices will be easier in couple of days, so that retailers may yet get good supply of turkeys at 19—20 cents. Demand for chickens owing to high prices has fallen off a little and quotations are rather easier. Geese and ducks are firm as supplies are small.

Reports from Chicago make it clear that exports from Canada for Christmas will not be heavy at present prices. Quotations for select stocks in barrel lots are 22 $\frac{1}{2}$ cents for turkeys, only shade above Canadian prices; indeed practically same for choice lots.

Fresh Stock—	Live.	Dressed.
Broilers, spring	0 13	0 14—0 15
Ducks, spring	0 11—0 12	0 12—0 15
Fowl	0 10—0 11	0 12—0 13
Chickens, lb.	0 12—0 13	0 13—0 17
Geese	0 10—0 12	0 12—0 14
Turkeys, spring	0 15	0 19—0 20
Turkeys, old Tom	0 14	0 16—0 18

WINNIPEG.

PRODUCE AND PROVISIONS.—Hams and bacon are easier in price in sympathy with decline in hogs. Eggs, butter and lard are steady. Continued mild weather is favorable to milk and cream production, and under present conditions butter will hardly go higher.

Cured Meats—		
Hams, per lb.	0 15 $\frac{1}{4}$	0 20
Shoulders, per lb.	0 14	0 14 $\frac{1}{4}$
Bacon, per lb.	0 19	0 21 $\frac{1}{4}$
Long clear, D.S., per lb.	0 13	0 13
Mess pork, bbl.		27 00
Lard—		
Tierces, per lb.	0 13	0 13
50 lb. tubs	0 67	0 67
20 lb. pails	0 78	0 78
3 lb. tins, cases	0 84	0 84
5 lb. tins, cases	0 83	0 83
Butter—		
Creamery, per lb.	0 30	0 33
Dairy, per lb.	0 24	0 26
Cheese—		
Ontario, large, per lb.	0 15 $\frac{1}{4}$	0 15 $\frac{1}{4}$
Ontario, twins, per lb.	0 15 $\frac{1}{4}$	0 15 $\frac{1}{4}$
Eggs—		
Good eggs	0 30	0 30
Fresh gathered	0 35	0 40



Following items are from Canadian Grocer of Dec. 22, 1893:—

"Fresh eggs are selling in Vancouver at \$1 per dozen. Dealers claim that the Calgary eggs sold in large quantities there taste of the sage brush the hens feed upon. In spite of the price of eggs, very few engage in chicken business."

Editorial Note.—And still they tell us the cost of living is going up!

"The Montreal Wholesale Grocers' Guild at the annual meeting held last Friday in the Board rooms in that city, elected the following officers:— President, Geo. Childs, Sr. (re-elected); treasurer, W. W. Lockerby; Directors, C. C. Chaput, H.H. F. Hughes and W. Kinlock; Committee of Arbitration, H. Laporte, G. E. Forbes, J. E. Quintal, F. Birks and D. C. Brosseau."

Editorial Note.—By one of those peculiar coincidences, this week's issue contains the officers elected for 1914.

"William Turnbull has been with Edward Adams & Co., London, Ont. for ten years. His trip lies along the M.C.R. and Air Line, taking in such towns as St. Thomas, Essex, Amherstburg, Aylmer, Tilsonburg, Simcoe, etc., where he is well and favorably known by all his numerous customers. His home is in St. Thomas."

Editorial Note.—This item is from an article in the issue of 20 years ago, about the travellers of Edward Adams & Co., showing a picture of them at that time. Wm. Turnbull above mentioned is still with the firm, and at the London grocers' banquet recently replied to the toast to the travelers. The "Air" line stated in the item must have meant "Ayr" as in those days we did not know very much about the winged machines that now navigate the atmosphere.

FISH AND OYSTERS

Does Fish Trust or Demand Control Lakes?

Lake Prices and Scarcity Draw Government's Attention—Storm Damages Nets on Lake Huron—Montreal Expects Decline in Bulk Oysters—Lobster Season Opens.

MONTREAL.

FISH.—Distribution of frozen fish has been accelerated a little by change in weather, but still lots of orders have been cancelled, and some are still held in first hands pending better weather conditions. Advices from coast regarding stocks held there are disappointing, in this way that the movement toward the East has not been as large as expected. It is evident that if weather conditions do not improve soon prices will ease off, to what extent it is impossible to predict just now. In Eastern frozen fish supplies seem to be pretty well distributed, and prices for haddock, codfish and herrings are held at the same level, but with proper conditions on fishing grounds no doubt it would not take long to produce fully for all the market requirement, as after this week a reaction in the consumption of Eastern frozen fish is expected. Pickled herrings have been exported in large quantities up till now, which has shortened the stocks somewhat with the holders, and as a consequence prices have a tendency to stiffen up; but as the Newfoundland fishing is in operation now and prospects are favorable, it is expected this state of things will not last long.

In anticipation of the Christmas and New Year's trade, oysters, clams and all kinds of shell fish, crustaceans, mussels and so forth, are in good demand. The price of bulk oysters, which every year at this time is always expected to advance, will not do so on account of an exceptionally large crop of shell oysters, coupled with the facilities to operate on the grounds and in the shucking houses. The demand also for native shell oysters is better than it is generally at this time of year.

Fresh Fish—	
Bluefish, per lb.	0 18
Carp, 100 lb. boxes, per lb.	0 10
Cod, market, 250 lb. cases, per lb.	0 06
Doree, 100 and 150 lb. cases, per lb.	0 11
Flounders, per lb.	0 06
Frogs legs, large, per lb.	0 50
Frogs legs, small, per lb.	0 25
Haddock, per lb.	0 06
Herring, per 100 fish, large.	3 00
Mackerel, lb.	0 15
Perch, dressed, per lb.	0 09
Pike, dressed, per lb.	0 07
Salmon, B.C., per lb.	0 18
Salmon, Gaspe, per lb.	0 18
Steak, cod, per lb.	0 20
Smelts, per lb.	0 12
Sword fish, per lb.	0 30
Turtles, small, per lb.	0 15
Whitefish, per lb.	0 12
Shell Fish, Fresh—	
Clams, per barrel	8 00
Lobsters, live, per lb.	0 25
Lobsters, boiled, per lb.	0 28
Oysters, bulk, standards, per gal. \$1.40.	
Selects	1 70
Oysters, solid meat, standards, per gal., \$1.70; selecta	1 80
Oysters, Cape Cod, shell	9 00
Oysters, Malpeques, shell	10 00
Periwinkles, per bushel	2 50
Prawns, per gal.	2 00

Scallops, per gal.	3 00
Shrimps, per gal.	2 00
Frozen Fish—	
Haddock, per lb.	0 04½ 0 05
Halibut, per lb.	0 09 0 10
Herring, per 100 fish	1 60 1 70
Pike, per lb.	0 07 0 08
Smelts, fancy, per lb.	0 12 0 13
Trout	0 11 0 12
Smelts, No. 1, per lb.	0 08 0 09
Salmon, fancy, Spring, per lb.	0 14 0 15
Salmon, Gaspe, per lb.	0 15 0 16
Salmon, Qualla, per lb.	0 07½ 0 08
Whitefish, per lb.	0 11 0 12
Prepared Fish—	
Boneless fish, 20 lb. boxes	0 06 0 07
Cod, boneless, 20 lb. boxes, 2 lb. blocks	0 07 0 08
Cod, pure, 3 lb. box, per lb.	0 15 0 16
Cod, boneless strip, 30 lb. box, lb.	0 10 0 11
Cod, shredded, box of 2 doz.	1 80 1 90
Cod, skinless, per 100 lb. box	6 50 7 00
Cod, dried, per 100 lb. bundle.	7 00 7 50
Pollock, dried, per 100 lb. bundle.	6 50 7 00
Salted and Pickled Stock—	
Cod, green, ordinary, per 200-lb. bbl.	9 00 10 00
Cod, green, white napes, per 200-lb. bbl.	9 50 10 00
Haddock, No. 1 green, per 200 lbs.	8 50 9 00
Herring, Gaspe, No. 1, ¼ bbls., \$2.75; bbls.	5 00 5 50
Herring, N.S., per ¼ bbl.	3 00 3 50
Herring, N.S., per bbl.	5 75 6 25
Herring, Holland, per keg, 75c; per ¼ bbl., \$5.50 to \$6.50; per bbl.	9 00 10 00
Herring, Labrador, ¼ bbl., \$3.25; bbl.	8 75 9 00
Herring, Scotch, keg of 12 lbs. net, \$1.25 to \$1.35; ¼ bbl.	7 80 8 00
Mackerel, No. 1, 20 lb. kits, \$1.75, ¼ bbl., \$7.00; bbl.	12 00 12 50
Salmon, Labrador, ¼ bbl., \$6.00 to \$9.00; bbl.	14 00 15 00
Trout, lake, kegs	7 00 7 50
Smoked Fish—	
Haddies	0 07½ 0 08
Fillets of haddie	0 10 0 11

TORONTO.

FISH.—An importance beyond their market relations was attached to fish this past week owing to declaration of Provincial Secretary that U.S. fish trust had ventured to dictate to government institutions just how much fresh lake fish they should consume, one carload instead of three that are required, and Hon. Mr. Hanna intimated that government would do its own fishing. This has been taken in several quarters to mean that fish industry in Ontario waters would be run as public utility. One or two local wholesalers in explaining higher price recently of lake herring said they thought this was due solely to export of fish to Buffalo and New York in response to tariff changes.

Business is steady but still awaits more extreme weather. Lake herring are scarce but most other lines arriving freely. Frozen eels are in and quoted at 11 cents per lb.

A despatch from London, Ont., states that in recent storm on Lake Huron seventy per cent. of the nets were destroyed or damaged and as it will be months before they can be replaced catch will be greatly reduced.

Frozen Fish—	
Roe shad, weight 3 lbs., each	1 00 1 25
Whitefish, per lb.	0 12 0 13
Sea herring, large, each	0 02½ 0 03
Halibut	0 09 0 10
Salmon, Qualla	0 09 0 10
Salmon, Cohoe	0 12 0 13
Trout, per lb.	0 10 0 11
Eels, per lb.	0 11 0 12
Fresh Caught—	
Blue fish, lb.	0 14 0 16
Frogs legs, lb.	0 65 0 70
Haddock, per lb.	0 08 0 09

Herring, per lb.	0 07	0 08
Lobster, live, lb.	0 45	0 45
Lobster, boiled, lb.	0 15	0 25
Mackerel, weighing 1½-3 lbs. each	0 06	0 07
Pickrel, yellow, per lb.	0 12	0 12
Pike, per lb.	0 15	0 20
Salmon, B.C., per lb.	0 15	0 20
Smelts, per lb.	0 12	0 12
Steak, cod, per lb.	0 09	0 09
Flounders	0 06	0 06
Smoked—		
Ciscoes, basket	1 25	1 25
Fillets of haddie	0 12	0 12
Finnan haddie, per lb.	0 09	0 09
Halibut, 25 lb. boxes, per lb.	0 20	0 20
Kippers, new, box of 40 and 50.	1 25	1 25
Bloaters, box of 60	1 25	1 25
Digby herring, per bundle	0 75	0 75
Digby fillets, 10 lb. boxes	1 30	1 30
Prepared—		
Shrimps, 1 gal. cans	1 25	1 25
Shrimps, 2 gal. cans	2 40	2 40
Shrimps, 4 gal. cans	4 60	4 60
Cod, quail on toast	0 07	0 07½
Cod, steak	0 09½	0 09½
Cod, Imperial, 25 lb. pck.	0 06	0 07
Salted and Pickled—		
Holland herring, milkers, 85c; mixed	0 75	0 75
Herring, Labrador, bbl.	6 25	6 50
Herring, Labrador, half barrel	3 50	3 50
Herring, sea, pails	1 25	1 50
Mackerel, pail	2 25	2 25
Oysters, bulk—		
New York counts, gal.	2 00	2 00
Extra selecta, gal.	1 90	1 95
Straights, gal.	1 65	1 75
Oysters, Shell—		
Malpeques, bbl.	11 00	12 00
Torbays	11 00	12 00
Rockaways	8 50	9 00
Blue Points	8 50	9 00
Oyster Bay counts	8 00	8 50

HALIFAX, N.S.

FISH.—Fish markets were quite active this past week and good catches of cod and haddock were landed. These came in very timely as Advent season is now on and demand for fresh fish is exceptionally good. Halibut is also in better supply, but price is excessively high.

Fish dealers are greatly handicapped by lack of ice, for outside shipments.

Smelts are scarce, and fish arriving on market are small. There is an improved demand for salt mackerel, and pickled salmon is also selling more freely. This week lobster season opened in Nova Scotia and already dealers have orders for all they can supply.

WINNIPEG.

FISH AND POULTRY.—There is good demand for all lines of fish on market here. Oysters are good sellers at present, and supplies of poultry appear to be ample for Christmas demands.

Fish—	
Codfish	0 10
Halibut	0 12
Pickrel	0 08
Salmon	0 14
Trout	0 12½
Whitefish	0 08½
Oysters—	
Imperial gallon	2 25
Large tins, 4 1-6 gals.	10 50
Cured—	
Kippered herrings, box	1 75
Holland herrings, keg	0 65
Salt mackerel, kits	2 75
Poultry (live)—	
Chickens, per lb.	0 12
Turkeys	0 14
Geese	0 10
Ducks	0 10
Poultry (dressed)—	
Pow, per lb.	0 13
Chickens, per lb.	0 16
Turkeys, per lb.	0 20
Ducks, per lb.	0 13
Geese, per lb.	0 14

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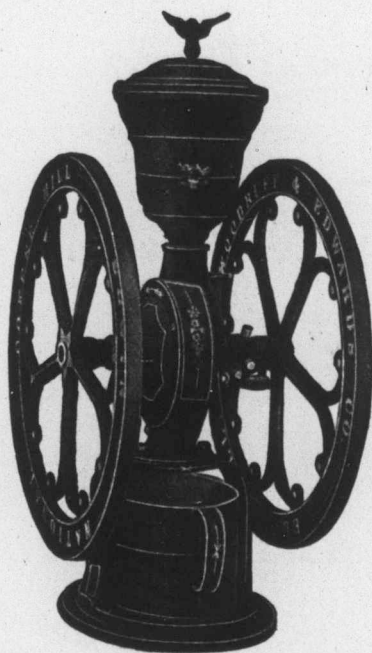
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" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
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Borwick's ½-lb. tins	2 55
Borwick's 1-lb. tins	4 65

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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 70
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 5
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-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	\$ 0 75
12-oz. tins	1 25
16-oz. tins	1 75

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Keen's Oxford, per lb. \$ 0 17
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Alymer Jams.	Per doz.
Strawberry, 1912 pack.	\$ 2 15
Raspberry, red heavy 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 85
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 85
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 60	0 95
Black currant	0 60	0 95
Raspberry	0 60	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.

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Holland.
A. Y. Ten Hope, Victoria Works, Rotterdam, Holland.
A. Roosing, Peas, Beans, Lima, Schiedam, Holland.
Jose Romany Aranda, Valencia Raisins, Denia, Spain.
Georgades & Co., Currants, Patras, Greece,
And others.

You have found the
sweets from our factory
the best and most profit-
able to be had at any
time. We appreciate
your appreciation too.

However, just let us
forget the goodness of
**Diamond Brand Cand-
ies** and **Syrup**, and join
hands in this good old
wish—

Merry Christmas Happy New Year

Sugars & Cannery
Limited
MONTREAL

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and
therefore GOES FURTHEST of any
Washing Soda Sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS
MONTREAL

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy Carr's Biscuits.



The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For prices, etc., write to-day.

CARR & CO. CARLISLE ENGLAND

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

COCOA AND CHOCOLATE.

THE COWAN COA., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
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 35 ..
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate— Per lb.	
Queen's Dessert, 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 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26

Icings for Cake—
Chocolate, white, pink, lemon, orange, maple, almond, coconut, cream, in ½-lb. packages, 2 doz. in box, per doz.

Chocolate Confections— Per lb.

Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. boxes	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 28
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil wafers, No. 2, 5-lb. boxes	0 28
Chocolate ginger, 5-lb. boxes	0 31
Milk chocolate wafers, 5-lb. boxes	0 27
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 55
Almond nut bars, 4 bars per box.	0 85

EPPS'S.

Agents—F. E. Robson & Co., 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
10c tins, 3 doz. in box, dozen 0 90

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), doz. 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box. 0 60
Nut milk breakfast cocoa, ¼'s and ½'s 0 36
Nut milk No. 1 chocolate. 0 90
Nut milk Navy chocolate, ¼'s. 0 28
Nut milk Vanilla sticks, per gr. 1 05
Nut milk Diamond chocolate, ¼s 0 24

Nut milk plain choice chocolate liquors 20 30
Nut milk sweet chocolate coatings 0 20

WALTER LAKER & CO., LTD.

Prenum No. 1, chocolate, ¼ and ½-lb. cakes, 34c lb.; Breakfast cocos, 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, 1-5 lb. cakes, 6-lb. boxes, 52c lb.; Cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 21c lb.; Falcen cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ¼-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.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
East of Fort William, Ont.

Preserved—	Per case
Eagle Brand, each 4 doz.	\$ 6 00
Reindeer Brand, each 4 doz.	6 00
Silver Cow Brand, each 4 doz.	5 40
Gold Seal Brand, each 4 doz.	5 25
Mayflower Brand, each 4 doz.	5 25
Purity Brand, each 4 doz.	5 25
Challenge Brand, each 4 doz.	4 75
Clover Brand, each 4 doz.	4 75
Evaporated (Unsweetened)—	

St. Charles Brand, small, each 4 dozen	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each 4 doz.	4 50
Jersey Brand, tall, each 4 doz.	4 50
St. Charles Brand, Hotel, each 2 doz.	4 25
Peerless Brand, Hotel, each 2 doz.	4 25
Jersey Brand, Hotel, each 2 doz.	4 25
St. Charles Brand, gallons, each ¼ doz.	4 75
"Reindeer" Coffee & Milk, each 2 doz.	5 00
"Regal" Coffee and Milk, each 2 doz.	4 50
"Reindeer" Cocoa and Milk, each 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ¼-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.I'.
1 and ¼ 0 25	0 30	
1 and ½ 0 32	0 40	
1 and ¾ 0 37	0 50	
Packed in 30's and 50-lb. case.		
Terms—Net 30 days prepaid.		

FLAVORING EXTRACTS.

SHIRRIFF'S.

Quintessential.

1 oz. (all flavors) doz.	1 35
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 50
4 oz. (all flavors) doz.	3 50



The good old
T & B
Myrtle Cut

Without a doubt you have scores of customers who go out of their way to buy their tobacco from the tobacconist and who would give you this patronage as readily if you handled such favorite blends as Tuckett's "Myrtle Cut," "Orinoco" and "Our Seal." For a real live tobacco department which will make money for you without taking up much floor space or involving a big outlay for stock, try these three lines. Myrtle cut is the tobacco your pater smoked and appreciated.

Your wholesaler has it.

TUCKETT LIMITED
HAMILTON, ONT.

For Christmas

If you have not ordered Hams and Bacon for your Christmas trade or find that you want more, wire us in your order now and we will see that you are supplied.

"Star Brand" Hams and
Bacon.

F W. Fearman Co.
Hamilton, Ontario

MINCE MEAT

It is impossible to make anything better than

Wethey's "Home-Made"

It is positively the highest grade mince meat on the market and is sold at a most reasonable price.

We are pleased to quote.

J. H. WETHEY, Limited
St. Catharines, Ont.

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVitie & Price, Limited

Biscuit Manufacturers
EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited,
CALGARY, EDMONTON AND LETHBRIDGE
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

COOK'S FRIEND BAKING POWDER

on the market for over 50 years.
Only best quality ingredients used—contains no alum.

If you want your customers to come back and send their friends, give Cook's Friend all the prominence you can.

Ask Your Wholesaler

W. D. McLaren, Limited, Montreal

Sparkling Cider, 24 pts. 4 75
Sparkling Cider, 36 splits 4 90
Extra Fins, 100% 16 00
Apple Vinegar, 12 qts. 2 40
These prices are F.O.B. Montreal.
Imported Peas "Soleil"

Per case
Sur Extra Fins, 40 Flacons, cs. \$10 00
Sur Extra Fins, 100 1/2 cs. 15 50
Extra Fins, 50 1 kilo, cs. 14 50
Extra Fins, 100 1/2 kilo, cs. 15 00
Tres Fins, 100 1/2 kilo, cs. 13 50
Fins, 100 1/2 kilo, cs. 11 50
Mi Fins, 100 1/2 kilo, cs. 11 00
Moyens No. 1, 100 1/2 kilo, cs. 10 00
Moyens o. 2, 100 1/2 kilo, cs. 9 50
Moyens No. 3, 100 1/2 kilo, cs. 9 00

MINERVA PURE OLIVE OIL.
Case—
12 litres 8 00
12 quarts 6 00
24 pints 6 50
24 1/2 pints 4 25
Tins—Gall.
5 gals. 2s 2 00
2 gals. 6s 2 05
1 gal. 10s 2 10
2s, 1/2 gal. 2 60

CANNED HADDIES "THISTLE" 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.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.
Tierces 0 10 1/4
Tubs, 60 lbs. 0 10 1/4
Pails, 20 lbs. 0 10 1/4
Tins, 20 lbs. 0 10 1/4
Cases, 3 lbs., 20 to case 0 11 1/4
Cases, 5 lbs., 12 to case 0 11 1/4
Cases, 10 lbs., 6 to case 0 11

F. O. B. Montreal.
MARMALADE SHIRRIFF BRAND.
"SHREDDED."

1 lb. glass (2 doz. case) \$1.90 \$1.80
2 lb. glass (1 doz. case) 3 20 3 30
4 lb. tin (1 doz. case) 5 50 5 25
7 lb. tin (1/2 doz. case) 8 60 8 25

"IMPERIAL SCOTCH."
1 lb. glass (2 doz. case) \$1.60 \$1.55
2 lb. glass (1 doz. case) 2 80 2 70
4 lb. tin (1 doz. case) 4 80 4 65
7 lb. tin (1/2 doz. 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 85
F. D., 1/2-lb. 1 45
Per jar.
Durham, 4-lb. jar 0 75
Durham, 1-lb. jar 0 25

VERMICELLI AND MACARONI
C. B. CATELLI CO., LIMITED.

Hirondelle Brand.
1 lb. pkgs. Loose.
Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs., cases 7 6 1/2
Egg noodles, case 10 lbs. loose; case 60 pkgs., 1/2 lb. each. 7 1/2
Marguerite Brand.
Same assortment as above... 6 1/2
Egg noodles in 10 lb. cases, loose, in 60 pkgs., 1/2 lb. each 7 6 1/2
Catelli Brand.
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose) . . . 3 1/2

30 lb. cases, 1 lb. pkgs. 6
Terms, Net 30 days.

D. SPINELLI CO., Registered.
Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets, 30 lb. case. 7 6 1/2
Spinelli Brand.

Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose) 5 1/2

30 lb. cases, 1 lb. pkgs. 6
Terms, et 30 days.

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 50
Cherry contains 2 doz. 1 80
Peach contains 2 doz. 1 80
Weight 8 lbs. to case. Freight rate, 2nd class.

JELLO ICE CREAM POWDER.

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.

SOAP AND WASHING POWDERS.
SNAP HAND CLEASER.

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

RICHARDS PURE SOAP.
5-case lots (delivered), \$4.15 each with 20 bars of Quick Naptha as a free premium.

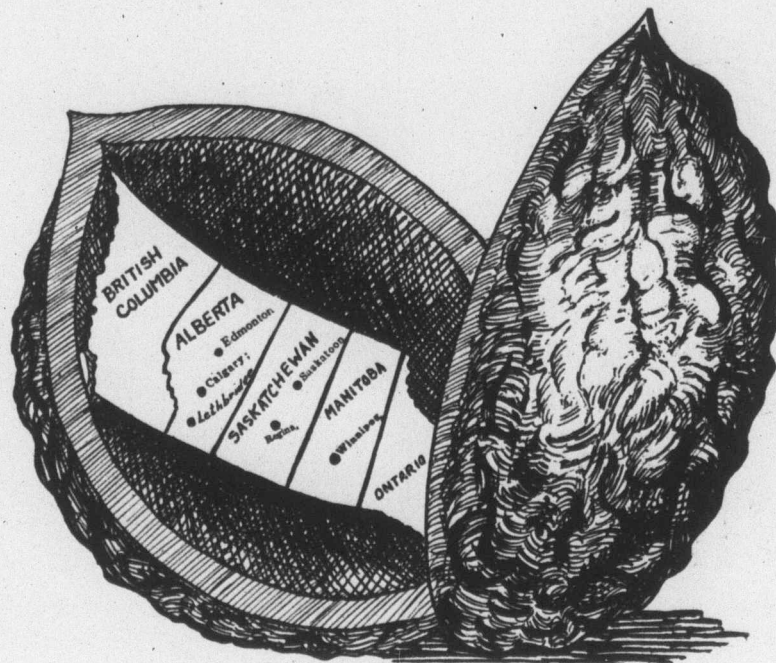
Richards Quick Naptha Soap.
GENUINE. Packed 100 bars to case.
FELS NAPHTHA.

Prices—Ontario and Quebec:
Less than 5 cases \$ 5 00
Five cases or more 4 95

STARCH.
THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes Cents
Laundry Starches—
40 lbs. Canada Laundry06
40 lbs., Boxes Canada white gloss 1 lb. pkgs06 1/2
48 lbs., No. 1 white or blue, 4 lb. cartons07
48 lbs., No. 1 white or blue, 3 lb. cartons07
100 lbs., kegs, No. 1 white06 1/2
200 lbs., bbls., No. 1 white06 1/2
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs07 1/2
48 lbs., silver gloss, in 6-lb. tin canisters08
36 lbs., silver gloss 6-lb. draw lid boxes08
100 lbs., kegs, silver gloss, large crystals07
28 lbs., Benson's satin, 1-lb. cartons, chrome 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 corn07 1/2
40 lbs. Canada pure corn starch.. .06



The meat of the nut

Here it is, all ready for you to share, the meaty, profitable deliciousness of the best portion of all the Western Hemisphere—reached through the Nicholson & Bain sales forces.

We help Manufacturers and shippers to get a big share of the big business doing in this large and profitable country.

Our sales forces, well distributed warehouses and unsurpassed shipping facilities enable us to place your goods on this large market, to even better advantage than you could with your own travellers.

Our travellers call personally and cover the entire Western territory regularly, and the strategic location of our large warehouses insures prompt service to your customers.

Write us for terms and particulars and let us know your lines. We will crack the nut for you and help you get a big share during 1914.

Nicholson & Bain, Wholesale Commission
Merchants and Brokers
HEAD OFFICE—WINNIPEG, MAN.

REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE



Greetings

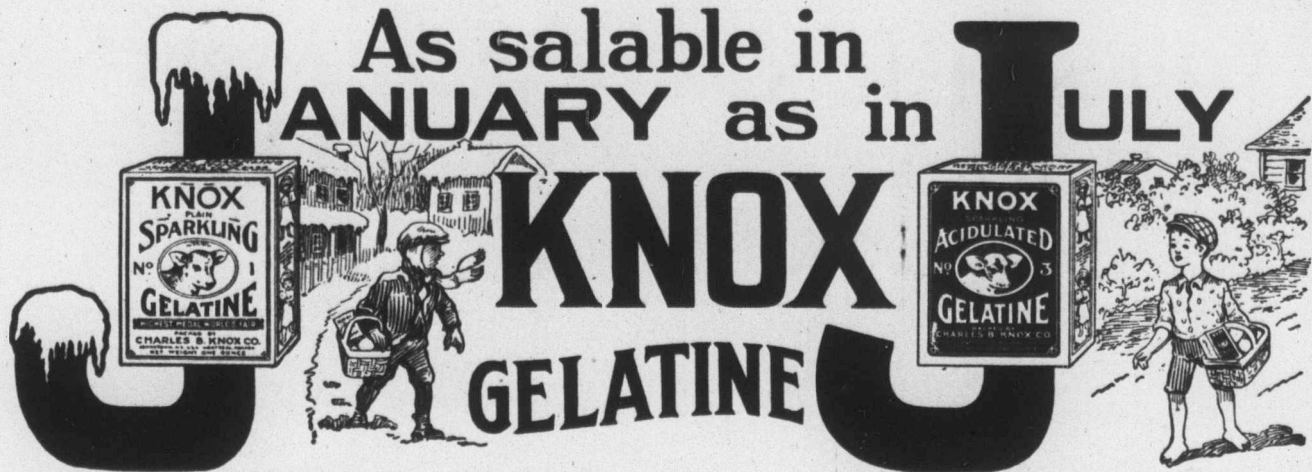
We'll just say to you what we said last year: May your next year's "Catch" be the biggest ever. What better can we wish you?

Still, lest we forget next week, just remember that **Ocean Brand, Haddies, Kippers, Bloaters, Fillets** will be the 1914 Leaders.

North Atlantic Fisheries
LIMITED
MONTREAL

(20-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes,	
per lb. ....	.10
BRANTFORD STARCH.	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs. ....	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	05½
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs. ....	.07
Barrels, 200 lbs. ....	.06½
Kegs, 100 lbs. ....	.06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs. ....	.07½
8 in case ....	.07½
5-lb. toy trunks, lock and key,	
6-lb. toy drum, with drumsticks,	
8 in case ....	.08
Kegs, extra large crystals, 100	
lbs. ....	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs.,	
per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, epr	
case	3 00
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.06
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs. ....	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs. ....	.07½
(20-lb. boxes ¼c higher than 40's.)	
OCEAN MILLS, MONTREAL.	
Chinese starch, 48, 1 lb., per cs., \$4.80;	
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.	
SOUPS—CONCENTRATED.	
CHATEAU BRAND.	
Vegetable, Mutton Broth, Mulligatawny,	
Chicken, Ox Tail, Pea, Scotch	
Broth, Julienne, Mock Turtle, Vermi-	
celli, 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 90
Clear soups, in stone jars, 5 varie-	
ties, doz.	1 40
SODA—COW BRAND.	
Case of 1-lb., containing 60 packages,	
per box, \$3.00.	
Case of ½-lb., containing 120 packages,	
per box, \$3.00.	
Case of 1-lb. and ½-lb., containing 30	
1-lb. and 60 ½-lb. packages, per box,	
\$3. Case of 5c packages, containing	
96 packages, per box, \$3.00.	
SYRUP.	
THE CANADA STARCH CO., LTD.	
CROWN BRAND CORN SYRUP.	
2-lb. tins, 2 doz. in case.	2 50
5-lb. tins, 1 doz. in case.	2 85
10-lb. tins, ½ doz. in case.	2 75
20-lb. tins, ¼ doz. in case.	2 10
Barrels, 700 lbs.	3½
Half barrels, 350 lbs.	3½
Quarter barrels, 175 lbs.	4
Pails, 38½ lbs.	1 85
Pails, 25 lbs. each.	1 35
LILY WHITE CORN SYRUP.	
2-lb. tins, 2 doz. in case.	2 85
5-lb. tins, 1 doz. in case.	3 20
10-lb. tins, ½ doz. in case.	3 10
20-lb. tins, ¼ doz. in case.	3 05
(5, 10 and 20-lb. tins have wire handles.)	

BEAVER BRAND CORN AND	
MAPLE SYRUP.	
Quart tins (wine measure), 2 doz. in	
case, per case	4 70
MOLASSES.	
THE DOMINION MOLASSES	
COMPANY, LTD.	
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 75
British Columbia, per case.	2 40
DOMOLCO BRAND.	
2s, Tins, 2 doz. to case.	
Quebec and 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.	
½-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 25
Cases of 3 doz. ¼-pints.	2 25
STOVE POLISH.	
JAMES DOME BLACK LEAD.	
6a size, gross	\$ 2 40
2a size, gross	2 50
NUGGET POLISHES.	
Doz.	
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan.	3 65
Card Outfits, Black and Tan.	3 25
Creams and White Cleanser.	1 13
TOBACCO.	
IMPERIAL TOBACCO COMPANY	
OF CANADA.	
Chewing—Black Watch, 6s.	45
Black Watch, 12s.	45
Bobs, 5's and 10's.	30
Bully, 6's.	44
Currency, 6½s and 12s.	39
Stag, 5 1-3 to lb.	50
Old Fox, 6 lb. boxes.	40
Pay Roll Bars, 7½s.	59
Pay Roll, 7s.	59
War Horse, 6s.	42
1½g Smoking, Shamrock, 6s, plug	
or bar.	45
Rosebud Plug, 7s.	50
Empire, 6s and 12s.	44
Ivy, 7s.	50
Starlight, 7s.	50
Cut Smoking—Great West	
Pouches, 2s.	30
Regal Cube Cut, 9s.	70
TEAS.	
THE SALADA TEA CO.	
East of Winnipeg.	
Wholesale R't'l	
Brown Label, 1s and ½s.	25 30
Green Label, 1s and ½s.	27 35
Blue Label, 1s, ½s, ¼s, and	
¼s.	30 40
Red Label, 1s and ½s.	36 50
Gold Label, ¼s.	44 60
Red-Gold Label, ¼s.	55 80
LUDELLA.	
In 30, 60 and 80 lb. cases.	
Black, Green or Mixed.	
Blue Label, 1s.	0 20
Blue Label ½s.	0 21
Orange Label, 1s.	0 23
Orange Label ½s.	0 24
Brown Label 1s and ½s.	0 29
Brown Label ¼s.	0 30
Green Label 1s and ½s.	0 35
Red Label ¼s.	0 40



KNOX GELATINE has "no season",—it's **always selling**, because, we have taught the consumer to use it for desserts all year 'round. Persistent advertising, much of it containing recipes, keeps your customers interested in **KNOX GELATINE**. Big value and highest quality are back of the advertising. This combination sends steady sales to the grocer. Consider the profit you make out of the retail price of 15 cents per package and you'll

"Make **KNOX** your gelatine leader."

CHARLES B. KNOX COMPANY
JOHNSTOWN, N.Y.

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of \$2 to any Address.

Technical Book Department

MacLean Publishing Co.
143-149 University Avenue, Toronto

Dont Burn Waste Paper —Sell It For Cash!

The safe, sanitary and *profitable* way to dispose of waste paper, rags, straw, etc., is *SELLING IT FOR CASH*. This is best accomplished by storing and baling it in a

Schick
ALL STEEL
FIREPROOF

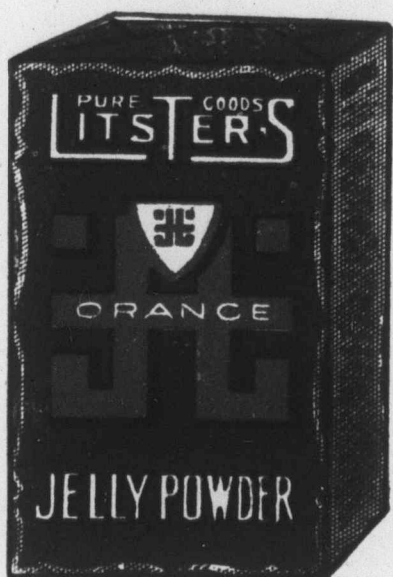
BALING PRESS

A Davenport Press means an end to the unsightly rubbish pile—it saves wasting space—it removes a serious fire risk—it represents a source of steady income—it soon saves its cost. The *HOW* and *WHY* are in the catalog No. 9 —ask for a copy.



Davenport Mfg. Co.
DAVENPORT, IOWA,

LITSTER'S JELLY DESSERTS



Of all jelly desserts, Litster's has the most food value. Once you introduce this line your customers will realize how fine it is. You are sure of giving satisfaction because you get it.

*"Anything Litster's
is good"*

THE LITSTER PURE
FOOD CO., LIMITED
TORONTO

How is your stock of DATES?

Dates have been scarce for the last couple of weeks. We have just passed into stock, a carload—but now have only

200 boxes Khadrowee Dates

which we offer—subject to being
unsold at

4 $\frac{1}{4}$ c lb. f.o.b. Toronto

ORDER AT ONCE TO ENSURE
YOUR ORDER BEING FILLED

We are clearing our stock of

Malaga Table Raisins

Our quotations will bring
your orders

If you run 'short of anything
for Xmas Trade]

Phone your] order at our expense—We
ship all orders same day as received.

EBY-BLAIN, LIMITED
Wholesale Grocers, TORONTO

California Navel Oranges

First car of season arrived last week. Another car due Monday. Remember, we are the leaders in high-class Navel Oranges.

For Xmas and present selling, quality and color perfect. Also Florida, Mexican and Jamaica Oranges.

Fresh car Cocoanuts.

California Emperor Grapes

White & Co., Limited

TORONTO and HAMILTON

TO our many customers and business friends, we wish a Right Merry Xmas and a Very Happy New Year.

May this old-fashioned greeting find you in the best of health and may Dame Fortune smile upon you throughout the New Year.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

Guelph and North Bay

Shirriff's True Vanilla

The Old Reliable Line

Grocers never have to offer an apology for Shirriff's True Vanilla. It is always right—always satisfies the customer. This old reliable extract stands to-day supreme in flavor, boquet and strength, the same as it has done for over thirty years. There is real satisfaction for the grocer in selling such an article—especially when there is a good profit on every sale, and the demand is greater than any other vanilla extract sold in Canada.

Imperial Extract Co., Toronto



*May your Christmas be
a most happy one and
may Dame Fortune
smile on you and yours
throughout the New Year*

Rose Quesnel Smoking Tobacco and King
George Navy Chewing Tobacco will add con-
siderably to your profits and prosperity.

Rock City Tobacco Co., Limited
QUEBEC



HIRONDELLE (Swallow Brand)

The brand of Canadian Maca-
roni, Vermicelli, Spaghetti,
etc., that is unsurpassed by any
imported.

All dealers should satisfy
themselves on this point by
asking their wholesalers.

The price for both dealer and
customer is right, while the
profits are excellent.

C. H. Catelli Company, Limited
MONTREAL, CANADA

Mr. C. C. Mann, 517 Board of Trade Bldg.,
Toronto, Can., Agent for Province of Ontario.
Tees & Perse, Limited, Agents for the
Western Provinces.



Pure Leaf Kettle Rendered LARD

Elgin Brand Lard has a record that is hard
to equal in the trade.

We use only the finest leaf and employ only
the kettle rendering process.

We manufacture all kinds of pork and dairy
products and guarantee quality and satisfaction.

We solicit your consignments for cold storage
—facilities unequalled.

Send for Post Card Order Book.

The St. Thomas Packing Co.
LIMITED

Pork Packers and Provision Merchants.
Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.

TO THE COFFEE & TEA TRADE



Use Fancy Paper Bags
Adolph Kraut Co.
57 Warren St. New York.

Good Day! Do you like French dishes?

You do? Good! You are not the only one who does. Your customers, too, may like to dine at home as they would in one of the famous restaurants of Paris, and without trouble or great expense. You agree? Then write

MESSRS. RAYNAL and ROQUELAURE of CAPDENAC (AVEYRONS), FRANCE

They will send you a list of their 200 dishes, all packed in boxes and ready for serving at table.

They have revolutionized the food question in Europe.

You will probably find it to your advantage to demonstrate an early interest in a line which will soon be in demand throughout the Dominion.

A Money-Maker for the Grocer

A long prosperous season is at hand for every grocer selling Armour's Bouillon Cubes. The great, growing popularity of hot bouillon as an every-day drink is the grocer's opportunity for increased trade and multiplied profits. The most refreshing and delicious of winter drinks is A. B. C. Bouillon made with

Armour's Bouillon Cubes

Our all-season advertising campaign in newspapers and magazines of immense Canadian circulation is making countless new customers for dealers handling Armour's Bouillon Cubes.

Get this product on your counter without further delay. Collect your share of the profits. Sign and send the coupon, or order to-day and be ready for the big demand.



ARMOUR AND COMPANY

Chicago, Ill.

Sales Agents: Fowler's Canadian Co.,
Hamilton, Ont.

Sign and send the Coupon—NOW

Armour & Company, Chicago, Ill.

Send Price List and Discounts on
Armour's Bouillon Cubes.

Name

Address

(C.G.)



EVERY POUND OF
ANCHOR BRAND FLOUR

has character in every ounce

because extreme care, watchfulness, ability, integrity, the most modern equipment and only the choicest Western Spring Wheats form the complement that obtains the highest possible quality every day in the year.

The most searching analysis and tests make uniformity certain.

As rapidly as people learn all the facts about Anchor Brand Flour, they are satisfied only with this Brand.

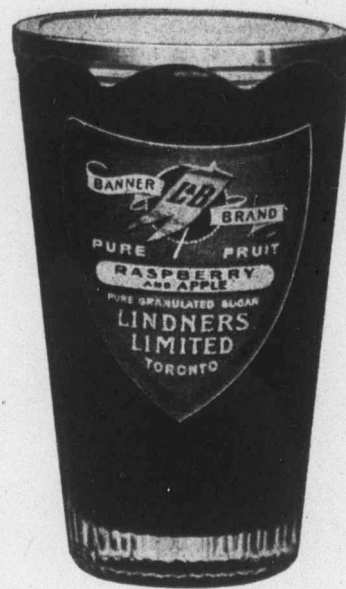
Anchor Brand Flour is better because the trouble and expense are taken to make it better.

Standard Prices—Worth More.

Free samples for Missourians will be sent to Dealers and Bakers for distribution.

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba



Our new container for



JAMS

Places these famous pure fruit and apple jelly Jams in a class by themselves. This container is sure to be copied for it is a winner.

L. and B. Banner Brand Jams lead the world for a moderate-priced preserve. Every container is labelled with the exact ingredients.

Stock up now.

LINDNERS LIMITED

340 Dufferin St.,

Phone Parkdale 2985

TORONTO

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto; Watt, Scott & Goodacre, Montreal; H. D. Marshall, Ottawa, Ont.; Lyne Usher, Halifax, Nova Scotia, and Prince Edward Island; H. Donkin & Co., Vancouver; W. L. McKenzie & Co., Edmonton and Regina; H. M. Jackson, Calgary; Western office at Winnipeg.



**Superlative
Quality
Consistently
Maintained**

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50¢ per 100 lbs.

St. George Evaporated Milk, 4 doz. in case \$3.00
Princess Condensed Milk, 4 doz. in case.. 4.50
Banner Condensed Milk, 4 doz. in case... 5.25

J. Malcolm & Son, St. George, Ont.



The touch finale
to the New Year's
Dinner

Whether it be a fruit, lobster or cold meat salad it requires the true finishing touch imparted to it by

**ROYAL
Salad Dressing**

Salads are fast becoming part of the daily diet in Canada and Royal Salad Dressing is fast becoming an indispensable part of the daily salad. Its really fine flavor is irresistible. Push Royal Salad Dressing in the Winter as well as during the other seasons. Suggest it for the New Year's Salad. It's always good, always fresh. It is profitable.

Sold by

**The Horton-Cato
Mfg., Company**

WINDSOR, ONTARIO





German Eagle Brand Products

Now is the best time to start handling

PURE COUNTRY PORK SAUSAGE

Contains nothing but Pork Meat

J.M. Schneider & Sons Limited.

HIGH GRADE GERMAN SAUSAGE PORK PACKERS

APPLES

Before purchasing write for our quotations on the famous **Georgian Bay** apples. We will be packing from five to ten thousand barrels.

LEMON BROS.

Owen Sound, Ontario

Xmas Greetings

To our customers. The profits and general satisfaction given by "St. Nicholas" lemons is one of the pleasant features of Yuletide,

Franc Tracuzzi

Messina, Italy.

J. J. McCabe, Agent

Toronto, Ont.

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP



Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

"HAVE YOU A LITTLE 'FAIRY' IN YOUR HOME?"

The N. K. Fairbank Company, LIMITED, MONTREAL

A woman may not mention "Chase & Sanborn" when she asks for Coffee the first time—but if you make the suggestion she will thank you for it—and come back for more.

Chase & Sanborn
MONTREAL, QUEBEC

"After all, there's nothing like **"FORCE"**



This is the universal verdict
of your "best customers"—
the kind it pays to please.

**TOASTED
WHEAT
FLAKES**



THE superiority of **FORCE** amongst wheat foods has never been questioned. The superiority of wheat as the premier food may have been questioned, but never seriously, nor for long, nor by the wise. **FORCE** is a safe food to push—it delivers full value for every cent it costs.

Made by

THE H-O COMPANY
HAMILTON, CANADA

TWO CENTS PER WORD

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

Quality Counts

DO YOU KNOW THAT
OUR

BROOMS

ARE MADE TO BRING
REPEAT ORDERS, AND
THEY DO.

TRY THEM!

Walter Woods & Co.
Hamilton and Winnipeg

Huntley & Palmers English Biscuits

A good line of biscuits is bound to bring the class of trade you are looking for.

Three good lines which are splendid sellers.

H.P. Shortcake, H.P. Puff Sandwich,

H.P. Popular (40 lb. Kegs)

We also have just received a fresh shipment including the following quick selling lines.

Acorn
Alaska Wafers
Arctic Wafers
Boudoir
Butter Cake
Breakfast
Carmencita, asst.
Cinderella
Concert
Pantomime
Chocolate Mxd.
Coronation
Creamy Fingers
Cracknel Toy
Crusoe
Creamy Choc.
Dessert
Digestive, Rich
Dinner
Finger Shortbread
Good Luck

Grosvenor
Henley
Littlefolk
Macatoon, Italian
Monarch
Nursery Rhymes
Olive
Orkney Shortbread Asst.
Oriental Creams
Pantomime
Petite Beurre
Puff Sandwich
Phillipine
Plantation
Ratafius
Reading Shortbread
Regatta
Shortcake
Tea Rusks
Universe
Popular (kegs)

Fenwick, Hendry & Co.

Manufacturing Wholesale Grocers
KINGSTON, ONTARIO, CANADA



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST
SELECTED COCOA BEANS AND
BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS
BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS
MADE SOLUBLE AND EASY FOR DIGESTION.

JAMES EPPS & CO., LTD. (LONDON, ENGLAND).

Canadian Address, 25 E. Front Street, Toronto.

Gentlemen:—Please send particulars of your SPECIAL
OFFER and oblige.

Name

Address

Those Who Know Cane's Washboards Always Specify Them

Because They are Right in Price and
Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.



Buyers' Guide

O. E. Robinson & Co.

Manufacturers and Buyers of Dried,
Evaporated and Canned Apples.
Ingersoll, - - - Ontario.
Established 1886.

COMTE'S

Satisfaction and profits with every sale.
We want more agents. Write
Augustin Comte & Co.,
Limited, P. O. Box 2963, MONTREAL
COFFEES

AGENTS

COCO-BUTTER Here's a line that will prove profitable. It is 100% pure vegetable fat; never goes rancid. More economical than butter and lard, and
IT IS LIKED.
COLONIAL COCO-BUTTER LIMITED
MONTREAL

EGG FILLERS

12-DOZ. EGG CASES
The Trent Mfg. Co., Limited
Trenton, Ontario, Canada

MAUREL & DUNAN

Established 1872
Specialize in BEST QUALITY OLIVE OIL
For Table use First Class Agents Required.
Address **NICE, FRANCE** Cables **Maurel-Dunan**
Nice

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

FRUIT PULPS

of all kinds
Bitter Oranges for Marmalade. Peels in Brine.
F. KESSELL & CO.
7-8 The Approach
London Bridge, London, Eng.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

Write us for New Price List of WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

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.

HOLLAND RUSK

The common verdict of your customers after they have tried it: "There's only one thing just as good—More."
Order a case from your jobber to-day.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



ALLISON COUPON BOOKS

cost so little that we can't send a salesman to see you about them. That means, however, that you have nothing to pay but the actual cost of the books, AND THEY PAY FOR THEMSELVES MANY TIMES OVER. So Allison Coupon Books are not an expense. Rather it costs you money if you DON'T have them.



How They Work

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

For Sale by the Jobbing Trade
Everywhere.

Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana U.S.A.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

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

BLACK JACK

**QUICK
CLEAN
HANDY**

½-lb. tin—
3 doz. in case



TRY IT

**SOLD BY
ALL
JOBBERS**

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

WANTED — EXPERIENCED WHOLESALE Grocery Travellers, for a long established house; live connection necessary. Apply stating territory covered, length of connection, salary wanted, age, married or single. Box 41, Canadian Grocer.

WANTED—BY AN OLD ESTABLISHED packing house, travellers on commission, on ground north of the old Grand Trunk, Toronto to Sarnia, to Owen Sound, and between Toronto and Lake Huron, and ground east of Belleville to Montreal and north of Pembroke with the exception of the city of Kingston. Apply Box 40, Canadian Grocer, 143 University Avenue, Toronto.

FOR SALE

FOR SALE—GENERAL STORE, ESTABLISHED 52 years, new store, new barn, good house. Stock \$3,000, turnover \$12,000, post office over \$100. 4½ miles to M.C.R., 7 miles to Hagersville. Book accounts always under \$500. Possession given at once. R. J. Thomas, Hartford, Ont.

SITUATIONS WANTED

SPECIALTY SALESMAN WITH LARGE connection in Maritime Provinces open for engagements. Apply Box 39, Canadian Grocer, 143 University Avenue, Toronto.

A YOUNG MAN, WITH THOROUGH grocery experience in the East and West, seeks position as manager or head clerk in a "Good Store." Or would consider a good line on the road. Can furnish best of references. Apply Box 2A, c/o Canadian Grocer.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

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

ADDING TYPEWRITERS WRITE, ADD OR subtraet in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. **THE NATIONAL CASH REGISTER COM.** pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

BUSINESS-GETTING TYPEWRITTEN LET- ters 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.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a 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.

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. 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."

AS A STEADY SELLER MAPLEINE



is classed with the staple flavors. It ranks high in popularity.

Order from your Jobber, or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.; Mason & Hickey, 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co.
SEATTLE - WASH.

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

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

Don't be satisfied with selling ordinary Pot and Pearl Barley—

Ordinary barley will not give that high degree of quality or satisfaction to the customer, or the good profit and good selling satisfaction to the dealer. Why then bother with the ordinary? Get a stock of the real John MacKay Medicated Pot and Pearl Barley, the Standard of the World.



Every bag bears the name John MacKay, with the Highlanders' Head. Accept no other. Order from your wholesaler or direct. Every bag guaranteed or your money back.

John Mackay, Ltd.
Bowmanville, Ont.

A MERRY XMAS

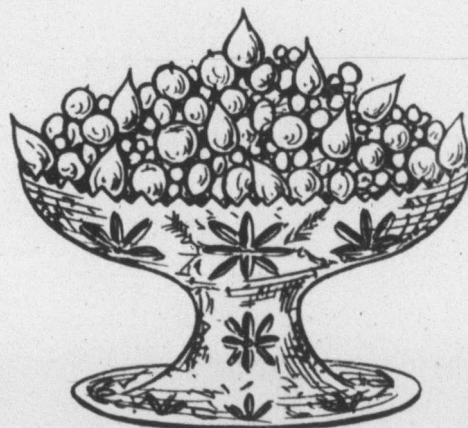


Xmas Table Essentials

In the remarkable successful blending of rich Oriental fruits, appetizing spices and purest Malt Vinegar lies the secret of the success of H. P. Sauce.

French Fruits Glace and Crystallized

Greengages
Angelique
Strawberries
Pineapple
Mirabelles
Assorted
Apricots
Cherries
Limes
Pears
Figs



W. G. PATRICK & CO., Limited

77 York Street, Toronto

MONTREAL

WINNIPEG

VANCOUVER

Cleans alike, the hardest
and most delicate skin

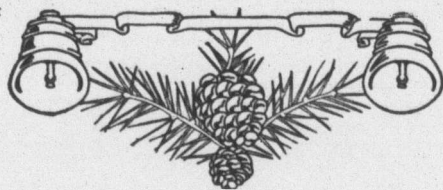


Snap is the friend of the horny hand of the laborer, and the delicately soft hand of the pretty miss.

It removes soil and stain without injuring the skin or irritating it in any way. Snap is antiseptic, healing.

Replenish your Fall Stock.

SNAP COMPANY, Limited
MONTREAL



To the many new customers of "DISTIL"
Coffee Essence throughout Canada and to
the trade generally we extend the

Season's Joyous Greeting

A British
delight for
over 25 years

22 prize
medals for
quality.

Order direct from
The Harry Horne
Co.,
Toronto,
or
Leadley, Limited,
Winnipeg.



THE DISTIL
MFG. CO.,

LIMITED

London, Eng.

Agents wanted for
Vancouver, Montreal
and St. John. Cor-
respond with The
Harry Horne Co.

Greetings to the Trade

from the makers of the soap that
DOES what it is supposed to do.
Wonderful Soap washes thor-
oughly with minimum effort and
without injury to even the most
delicate fabrics.

It is an excellent seller and pays
a good profit.

The Guelph Soap Co.
GUELPH, ONTARIO



BUY
"Redona" and "Matador"
SHELLED

ALMONDS

The most popular amongst the Grocery and
Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red
"B" Fruit Pulp.

Monument Buildings, London, England



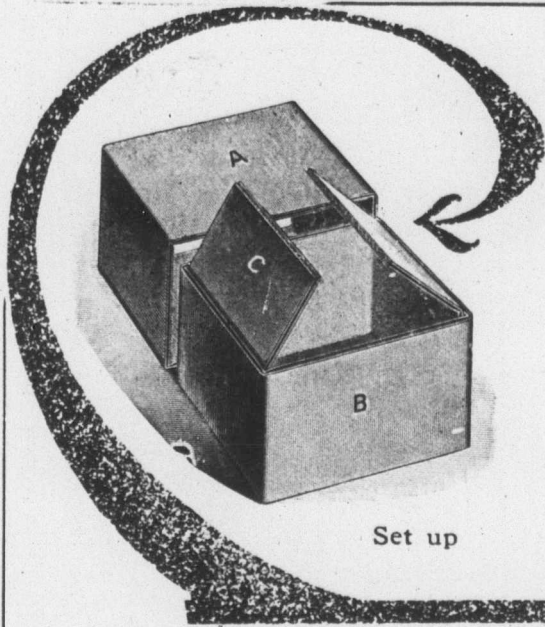
THE MCGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG
FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time,
space and waste in bags. No hole punching or any extra
trouble whatsoever, simply lay the bags in their respec-
tive compartments. Quicker service a certainty. No up-
to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. MCGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto



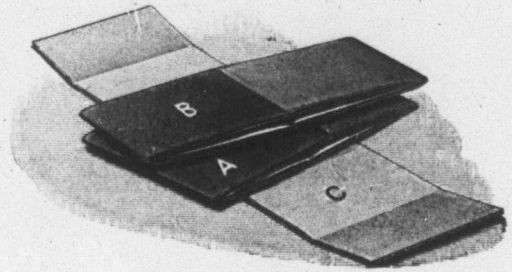
Set up

Style 75 Cellular Express and Freight Box

half the weight of a light-wood box

Think, Mr. Wholesaler, Mr. Canner, Mr. Packer, what a saving of room in your shipping department can be effected by the use of Thompson and Norris Cellular Express and Freight Boxes. Note the difference in space required for the box "set up" and "knocked down."

There is a box to suit every requirement, boxes that will stand any kind of abuse in transportation. T. and N. Boxes are easier to pack and are half the weight of the same size wooden box. Further details of your shipping proposition on request. The illustration shows only one of our many styles. We furnish a style that best suits your needs. Let us know your requirements. Write for illustrated catalog.



Knocked down

The Thompson & Norris Co. of Canada, Limited

Niagara Falls, Ontario Brooklyn, N.Y. Boston, Mass.
Brookville, Ind. London, Eng. Julich, Germany



German Mustard



"Duesselderfer Senf"

Absolutely the best. Unrivall-
ed by any French or Eng-
lish mustard. A fast seller. Put
up in cases con-
taining two
dozen crock.

Ask your wholesale dealer or write to

Canadian Product & Importing Co.
Berlin - Ontario

D. & J. McCALLUM PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

RENNIES SEEDS

PUREST-CLEANEST
MOST RELIABLE
GET CATALOGUE
AT BEST DEALERS
OR DIRECT
TORONTO - MONTREAL
WINNIPEG - VANCOUVER

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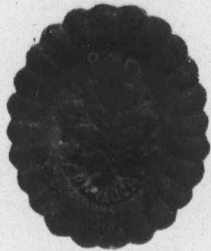
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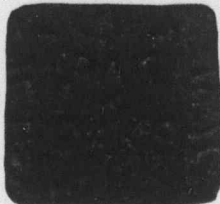
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The Connaught

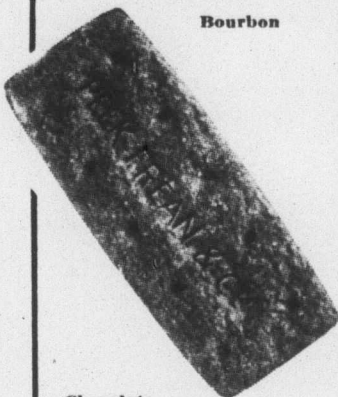


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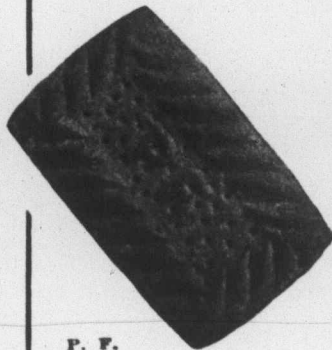
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