

THIS IS THE 1,302nd ISSUE OF

CANADIAN GROCER

PUBLISHED WEEK

THE MACLEAN PUBLISHING

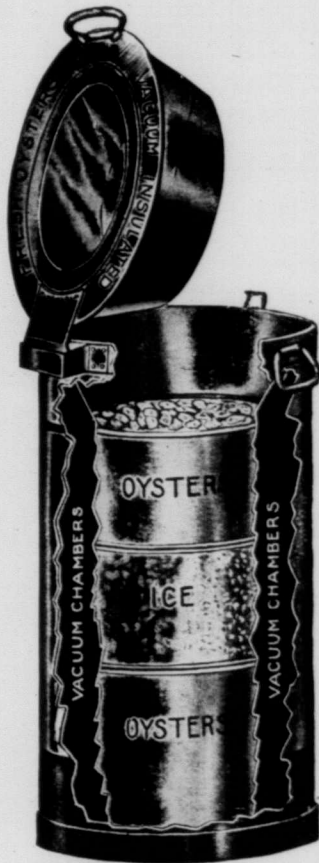
(D.H.)
L.C. Harkness
34 Royal Bank Bldg
TORONTO, ONT.

Vol. XXVI.

PUBLICATION OFFICE: TORONTO, NOVEMBER, 1912

No. 47

Imposing Factors



¶ The advantage of standing on the "Runways" of the little things is not as a rule fully appreciated. In this enlightened age it is advantageous that the merchant be reasonably familiar with his wares. You can no longer stampede your customer; they have to be shown, and temporary impressions must be avoided for impressions that are more lasting. A little counsel with proper grace is very effective.

¶ The average housewife makes an oyster stew by putting the oysters in the milk when cold; instead, she should bring the milk to a simmer, then put the oysters in; allow the contents to simmer for a few minutes, then serve while hot. Butter and other seasoning can be added to suit the taste. This is one of a hundred little pointers contained in a booklet gotten out by the "Oyster Growers' and Dealers' Association of North America," of which we are members.

¶ The first thousand books cost \$200.00 for art, decoration, electrotype, etc., or 20c each. It gives practical and scientific information on oyster propagation and culture as well as the food values of oysters as compared with other food products, also one hundred tried recipes. The scientific end is from such men as Professor Julius Nelson and Professor Frederick P. Gorham, men who stand high in their profession and men who mix the practical with the theoretical and thereby ride an even keel.

¶ November is to Oysters what June is to butter; they are in their prime now. The satisfaction your trade experience and the volume of business you do, depends largely on the quality of oysters you obtain and you should also not overlook the matter of service. We can assure you of all these.



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

The Connecticut Oyster Co.

The only exclusive oyster house in Canada

50 Jarvis Street

TORONTO, ONT.

Selling soap or anything else involves work **some-where** by **someone**.



The Easy Soap to Sell

If the manufacturer doesn't do it you have to, and the more work he does the less there is for you to do.

With "SURPRISE" Soap the selling work is all done before it enters your store.

Because the makers have perfected every detail of the two great selling forces known to merchandizing---the making of a thoroughly good article and the advertising of its genuine merits.

Making generous soap profits the "Surprise" way requires no laboured effort in "pushing" and "persuading"---its quick cleaning qualities are so well known that it sells itself.

The St. Croix Soap Mfg. Co.

St. STEPHEN, N. B.

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Until You Break the Shell

of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Standard trade-marked goods are a bulwark of safety. They can be relied upon for quick turnovers with no danger of dead stock.

**"STOWER'S"
LIME JUICE CORDIAL**

is sweetened to suit the most fastidious palates. No hunting for sugar. Add Water and you have the best and most wholesome summer drink. Has no musty flavor—it is the kind your customers will like.

**CODOU'S
Macaroni, Vermicelli, Etc.**

Finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made, is used in the manufacture of the Codou products. The richness of flavor and tenderness make them most toothsome and satisfying. Genuine French products made by Felix Codou.

Nourishing, Palatable

Coco Fruitine

Vegetable Butter

From the view-point of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and pastry. Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

Cox's Gelatine

Served with fresh, ripe fruit, Cox's Instant Jelly Powder makes a delicious dessert for winter luncheons.

Suggest this to your customers, for they will appreciate the absolute purity of Cox's and will be delighted with the delicious flavor.—The standard for nearly a century—British made.

ARTHUR P. TIPPET & COMPANY

AGENTS

Montreal

Toronto



Which Way Do You Sell Sugar ?

Are you still following the old-fashioned methods—scooping a “quarter’s worth” or a “dollar’s worth” out of a barrel, and delivering it in easily-torn paper bags, causing annoyance to your customer and loss to yourself? Or are you filling sugar orders in the up-to-date way, with

Extra Granulated **SUGAR**
in Original Packages

—2 lb. and 5 lb. Sealed Cartons, and 20 lb., 50 lb., and 100 lb. Cloth Bags? If you feature these Original Packages of Redpath Extra Granulated you give your customers Canada’s finest sugar, at its best. They will certainly appreciate it, and, as you know, a satisfied customer is your store’s best asset.

The Canada Sugar Refining Co.
MONTREAL LIMITED



Guarantee of Purity

Baking Powder, Spices, Coffee, must be of first quality. You cannot take chances upon them, for if you do you will lose customers. If you look for this trade mark—Prince of Wales—on all of these lines you undertake to handle you will be securing the purest and best for your trade. It is on our

Baking Powder
Cream Tartar
Allspice
Cloves

White Pepper
Black Pepper
Nutmegs
Gingers

We supply spices whole or ground. Over 50 years’ experience.

Deal with an old-established, reliable firm and be sure of what you are getting. We also manufacture CORKS and CAPSULES.

S. H. EWING & SONS
MONTREAL and TORONTO

Macaroni Vermicelli Swallow Brand

Have you ever considered that Canadian-made Macaroni is just as good as many lines of imported? If not, you should satisfy yourself on the point and ask your wholesaler about

SWALLOW BRAND
THE HEIGHT OF PERFECTION

THE C. H. CATELLI COMPANY
LIMITED
MONTREAL CANADA



The Best Chef

will tell you that Borden's milk products are a valuable asset in the kitchen for cooking and preparing all manner of table delicacies.

The test of the public for over half a century has proven that **Eagle Brand Condensed Milk** is unsurpassable for general use as well as being a perfect infant food.

Dealers will make no mistake if they feature

BORDEN'S

The whipping qualities of **St. Charles Brand Evaporated Milk** (unsweetened) is one of the features that has made it so popular with most cooks. When whipped it is delicious in coffee or chocolate, or with fruits, puddings or plain cake.

Customers appreciate these qualities. **Reindeer Coffee** combined with milk and sugar is most compact, convenient and economical. No waste, made at a moment's notice by simply adding boiling water. Dealers can add to their profits by recommending these lines.

Borden Milk Co., Limited

"Leaders of Quality"

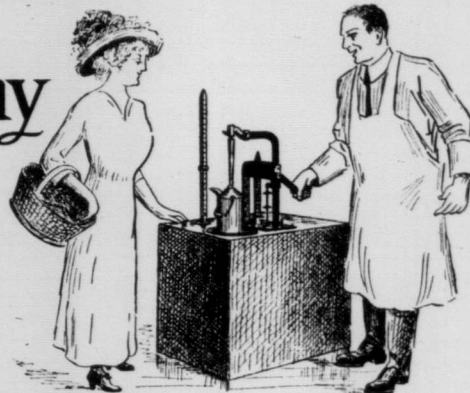
Montreal

Branch Office : No. 2 Arcade Building, Vancouver





The Bowser Way to make Oil Pay



The only way you can handle oil without loss of profits
or damage to other articles is to install a

LOSING OIL
AND
LOSING
PROFITS
AND
LOSING
CUSTOMERS.

BOWSER SELF-MEASURING OIL TANK

instead of the old style tank. The BOWSER pays for itself in savings of oil, the old tank wastes; it delights customers by its accuracy and cleanliness. It shows at a glance exactly how much to charge for oil when filling odd measures, such as lamp or oil stove tanks. It does away with measure and funnel. An automatic stop cuts off the oil as soon as pumping ceases, and prevents dripping. If you want your oil trade to be a profit instead of a loss, a pleasure instead of a nuisance, send us a postal card asking for free Book No. 222 and full particulars.

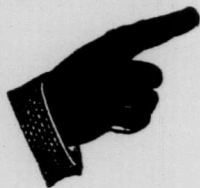
SAVING OIL
AND
SAVING
PROFITS
AND
PLEASING
CUSTOMERS.

S. F. Bowser & Co., Inc., 66-68 Fraser Ave., Toronto, Ont.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems.

Established 1885.

Here's an open door for your line, Mr. Manufacturer



THE DOOR TO THE WEST

We, being the oldest commission firm of Alberta, and being centrally located, are in a position to represent you exceedingly well. This section of the West has an unbounded future, and the manufacturer who gets his line in here now will reap a bountiful harvest. Take the open door to Albertian trade that we can offer you.

Here are a few firms we represent:—

Armour & Co. Knight Sugar Co. Wethey's Mince Meats. Dominion Watch Co.
Evered & Co. (Brass Goods). E. D. Smith. Dominion Salt Co. A. & R. Loggie.
Twyfords Ltd. (Sanitary Goods).

GET IN LINE TO-DAY.

McKelvie and Stirrett, Calgary

BRANCH OFFICES:

LETHBRIDGE, Alta.

EDMONTON, Alta.

THE CANADIAN GROCER

EAT



“Simcoe”

Cheaper and as
nutritious as
meat.



A profit maker
for the wide
awake | Grocer.

Baked Beans



DOMINION CANNERS, LIMITED
HAMILTON, ONT.

SULTANA RAISINS

Just Received into Store

1500 Boxes Cleaned Raisins loose and 1 lb. packages.

Carabourneau's **FINEST, EXTRA CHOICE**
from 8c to 15c lb.

125 Bales Sicily Genuine Filberts, from 11c to 12c lb.

300 Bags Tarragona Almonds, from 14c to 15c lb.

Hallowee New Dates. Finest Quality.

PRICES ARE LOW.

JUST ENQUIRE.

L. CHAPUT FILS & CIE., LIMITEE

WHOLESALE IMPORTERS

MONTREAL



SEE THAT BOX!

Users are making its contents known from one end of Canada to the other, for it is recognized as the best, quickest and most effective hand cleaner on the market.

Beware of Imitations

As many others have tried to place substitutes on the market as near like Snap, both outside and in, as they dare, dealers should keep what they are most frequently asked for.

Patrons know its worth—it's a great seller

THE SNAP COMPANY,
Limited
MONTREAL, CANADA

CASTILE SOAP



"LA VIERGE"

**The Virgin Brand
EXTRA SUPERIOR QUALITY**

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

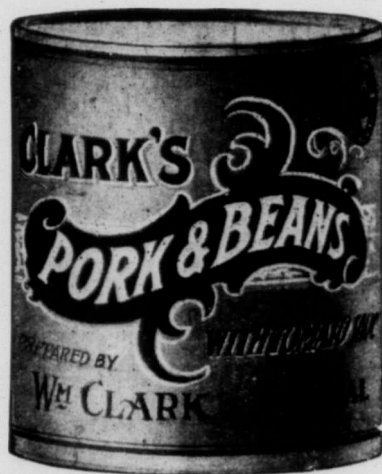
CAUTION:—Other castile soaps are offered on the market closely resembling the VIRGIN BRAND. Insist on the genuine, stamped: "LA VIERGE"—"FELIX EYDOUX"—Marseille.

LAW, YOUNG & CO., Montreal
SOLE AGENTS FOR CANADA

Clark's Pork and Beans

Plain Tomato Chili Sauce

INCREASE OF BUSINESS



is the object in view of every business man at all times. The best way to increase your business, you will admit is to give your customers



SATISFACTION

In foodstuffs, as in all things, the best method you can employ to satisfy your customers is to give them the

QUALITY

CLARK'S PORK AND BEANS are the best quality.
CLARK'S PORK AND BEANS have the best demand.
CLARK'S PRICES are right.

W. CLARK, MONTREAL



E. D. S. PURE FRUITS

There is nothing to be gained by experimenting with a dozen and one different packs of Pure Fruits.

Why not begin correctly by ordering and making prominent in your store the brand that is always a leader. The brand that has proven 100% pure by Government test—E. D. S.

Feature E. D. S. Jams & Jellies and you will satisfy your customers.

Made only by

AGENTS



E. D. SMITH
WINONA :: ONTARIO

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



THE NAME "FAIRBANK" MEANS SOAP SURETY

GOLD DUST



Gold Dust is a success everywhere. You can make it a success in your store if you push it. It pleases the customer because of its cleansing power. It pleases the dealer because of its extensive, expensive, persistent, insistent advertising, which reaches everywhere and stimulates demand.

GOLD DUST practically sells itself.

Made by

The N. K. Fairbank Company,
LIMITED, - - MONTREAL



Did you ever wait five minutes for one cent ?

Have you ever been to the Candy Department of a store and noticed nicely-boxed candy with a 49c price marked on it? Have you ever bought a box of this candy, tendered 50c, and waited five minutes for one cent?

Does this condition exist in your candy department or in any other department in your store? Careful investigation shows that most large stores are dissatisfying customers and losing money in just this way.

This sort of thing does not happen in the small candy shop. It has no need to happen in the large department store. It does, however, because the system of handling cash is not suited to the particular requirements of that kind of department.

Study the needs of your departments. Consult our representative as to the remedy.

Write for Free Booklet.

The National Cash Register Company

285 Yonge Street, - - Toronto

Canadian Factory, Toronto

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and
ATTRACTS TRADE.

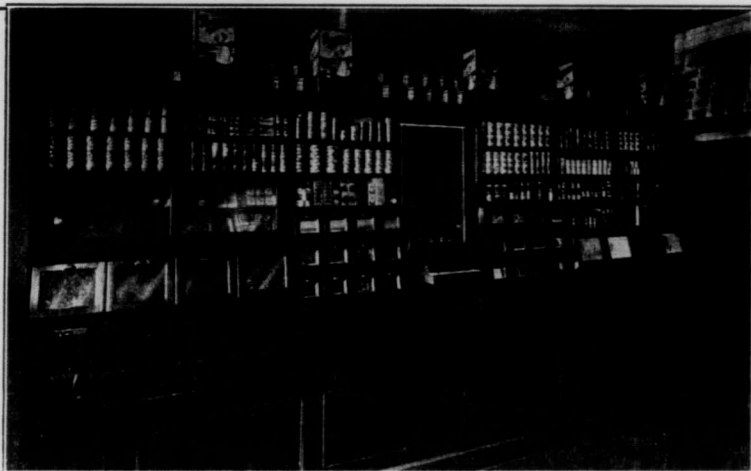
The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.



Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario

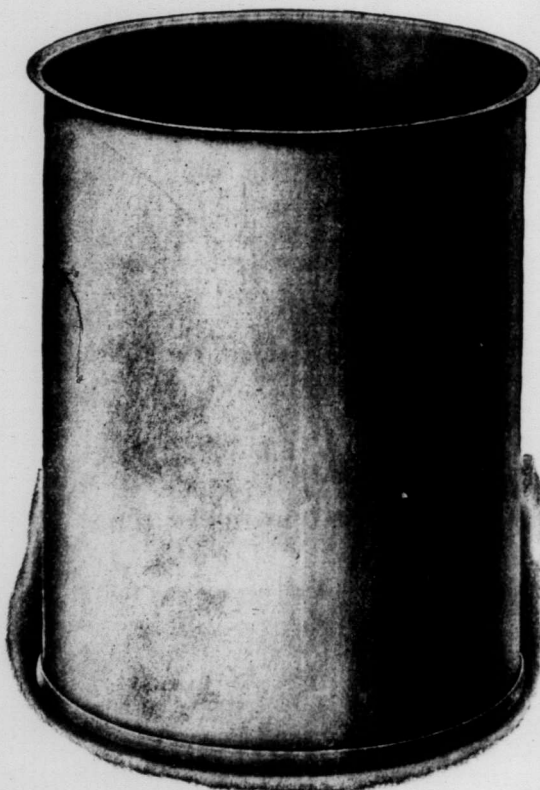
REPRESENTATIVES,

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



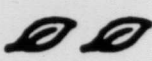
TWO CENTS PER WORD

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



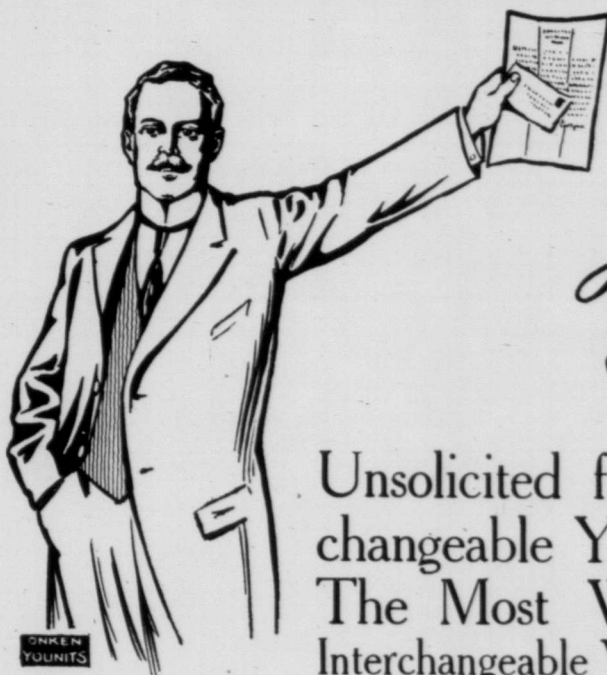
Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.



Hundreds of Letters Like This are Received.

Unsolicited from Purchasers of My Interchangeable YOUNIT Window Fixtures. The Most Wonderful Set of Patented Interchangeable Window Fixtures Ever Made for the

Grocery Store Window Displays For Your Own Satisfaction Read These Letters:

C. H. WEYANT'S UNDERSELLING STORE.
Groceries, Boots, Shoes, Notions, Ladies' and Gents' Furnishings, Dry Goods.
A COMPLETE GROCERY DEPARTMENT.
No. 14 South Jefferson St.
Mount Union, Pa., Feb. 27, 1912.
The Oscar Onken Co., Cincinnati, Ohio.
Gentlemen: I enclose check for Window Fixtures. The goods arrived all O.K. and I must say they are in a class of their own. There are no other fixtures equal to them.
Yours very truly, C. H. WEYANT.



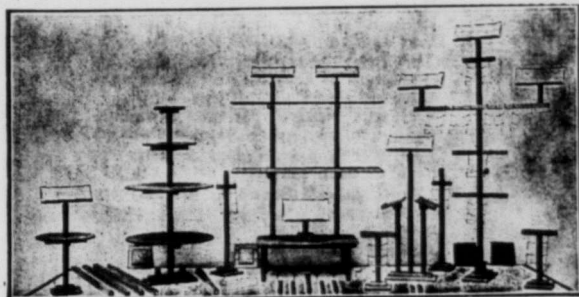
(Patented 1911 in United States and foreign countries.)

A. R. JOHNSTON & CO.
DEALER IN GROCERIES AND PROVISIONS.
Nantimo, B.C., April 12, 1912.
The Oscar Onken Co., Cincinnati, Ohio.
Gentlemen:—
We have received the window fixtures O.K. We are very, very pleased with same. For our line of goods these are unequalled in displaying. They have caused considerable talk in the city and are sure to mean a success.
Our windows now are a real pleasure to trim and a strong drawing card to our business.
Yours very truly, A. R. JOHNSTON & CO., LTD.

Now Understand, I Can Do Just as Much for Your Show Windows.
My Set of No. 14 Wood Window Fixtures Will Put Your Windows on a 100% Efficiency Basis.

I Make Sets for the following lines:

- Set No. 14 For Grocery, bottle goods and sundry windows For 2 large windows, 125 YOUNITS. Price \$36.00 net.
 - Set No. 14½ For Grocery, bottle goods and sundry windows For 1 large window, 65 YOUNITS. Price \$21.00 net.
 - Set No. 4 For General Store, good for groceries, shoes, dry goods, clothing, hardware, etc. Full Set has 110 YOUNITS. Price \$28.00 net.
- Freight and duty allowed to Winnipeg and to all ports of entry east of Winnipeg on the Southern Canadian Border.



The Full Set

The above illustration shows entire set of No. 14 GROCERY YOUNITS, comprising 125 YOUNITS to the set. There are 17 display slabs made of well-seasoned oak lumber. 10 of the slabs are fitted with tilting metal adjustments on back for holding them in different positions. The remaining 108 YOUNITS consist of BASE BLOCKS, UPRIGHTS, CROSS ARMS, and EXTENSION YOUNITS, in assorted lengths and sizes which will enable you to make HUNDREDS and HUNDREDS of Window Trims and as many odd and standard fixtures.

You Never Need A Tool

- Finish** Made of select oak in one stock finish. Weathered Oak, all in a soft, mellow, waxed finish.
 - Storage Chest** Each set is put up in a hardwood, hinged-lid storage chest (oiled finish). A place to keep the unused YOUNITS.
 - Book of Designs** A beautiful book of photographs showing large sized trims made with my YOUNITS sent FREE with each set.
- Shipments made at once. Every set guaranteed absolutely.

THE OSCAR ONKEN CO.

Established 32 Years

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

Order through your JOBBER or DIRECT.
The Oscar Onken Co., 788 Fourth Ave., Cincinnati, Ohio.
Send me your Window Fixture Booklet.
Firm
City
Business

WHITE SWAN

YEAST CAKES

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

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals
Limited**

SOLE DISTRIBUTORS -- TORONTO

GRAY'S JAMS

Contain neither glucose nor preservatives.

Our guarantee of purity is on every jar.

Samples and prices from:

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

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

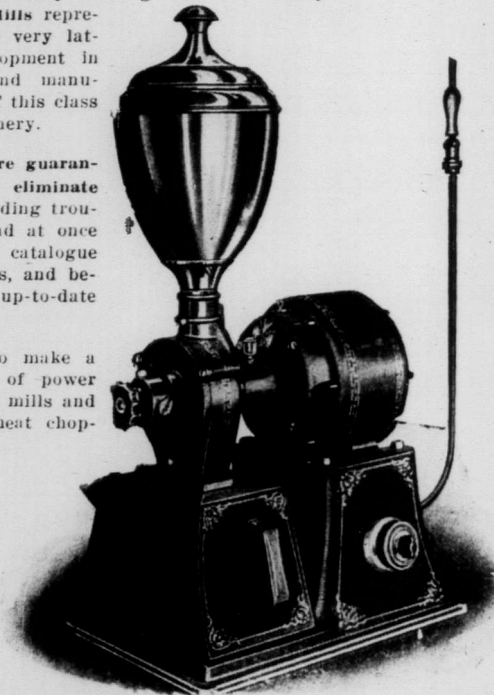
How long have you been guessing?

Trying to find the right Electric Mill at the "right price," and incidentally wasting time and money.

Coles Mills represents the very latest development in design and manufacture of this class of machinery.

They are guaranteed to eliminate your grinding troubles. Send at once for our catalogue and prices, and become an up-to-date merchant.

We also make a full line of power and hand mills and electric meat choppers.



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



**"CLUB HOUSE"
BRAND
SPANISH
OLIVES
EXCEL!**



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

"Club House" Brand is attractively packed and yields a good profit margin.

Dealers may be well advised to handle "Club House" Brand Olives.

Send along your orders now.

**Gorman, Eckert & Co.
Limited**

London, - Ontario

Western Selling Agents
MASON & HICKEY, WINNIPEG



MASON'S 'O.K.' SAUCE

THE ORIGINAL



As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price

10cts.

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:
The Lind Brokerage Co., 49 Wellington Street, E. Toronto
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal
The Turnbull Co., 179 Bannatyne Avenue East, Winnipeg, Man.
Nelson Shakespeare Watkins Limited, 860-864 Cambie Street, Vancouver



50% PROFIT GUARANTEED

A Healthful Beverage

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

Cures Constipation and all Stomach troubles.

Strongly Recommended
by the Medical Board
WE WANT AGENTS

La Societe des Eaux Riga
MONTREAL

LIVE CURED FISH

ALL Canadian sardines are caught in the famous Passamaquoddy Bay.

FREQUENTLY all packers obtain fish from the same weir at the same time.

SUPERIOR Quality is therefore dependent upon Superior Methods.



GOLDEN RULE SARDINES ARE ALL LIVE CURED

That is—The holds of all our boats are equipped with sanitary brining tanks, so that the fish come,

RIGHT OUT OF THE OCEAN INTO THE BRINE—ALL ALIVE.

Thus we bring our factory to the fish in place of the fish to our factory.

You do not need to be a fisherman to appreciate this advantage.



IT MAKES THE FISH LOOK BETTER—
TASTE BETTER—SELL BETTER.

McDonald Packing Company

FAIRHAVEN, N.B.

The spotless plant and the largest in Canada exclusively devoted to Sardines.

AGENTS:

Vancouver—Oppenheimer Bros.	Toronto—Wallace Anderson.
Calgary—H. Donkin & Co.	Kingston—James Craig.
Edmonton—D. J. McLeod.	Ottawa—D. Stewart Robertson & Sons.
Winnipeg—G. B. Thompson.	Montreal—J. W. Windsor.
London—Geo. H. Gillespie.	Quebec—Albert Dunn.
Hamilton—J. W. Bickle & Greening.	Halifax—C. E. Creighton & Son.

The Queen of Blends

Roasted by our special process, our Coffee has a delicious flavor and aroma, which ensures it an appetizing beverage.

The Coffee Bean is selected from the choicest growths of the world's finest coffee fields and our own famous blend.



Trade Mark of Quality

Sweetheart Brand Coffee

A few of our lines:—

SWEETHEART BAKING POWDER
SWEETHEART EXTRACT SWEETHEART JELLY
SWEETHEART MUSTARD

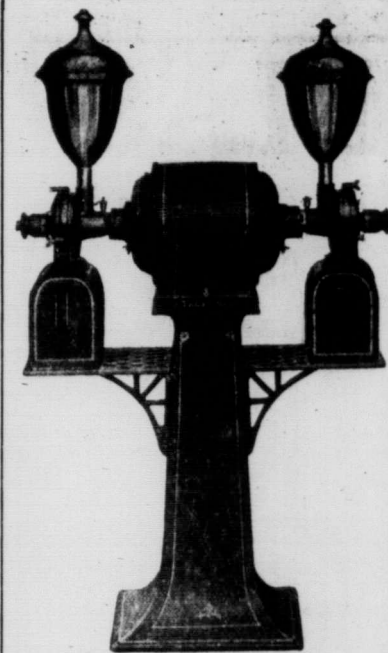
IXL Spice and Coffee Mills

Limited

London, Ontario

Are
You
Satisfied

with the equip-
ment in your
store—your Coffee
Mill, Scales, Spice,
Tea, and Coffee
Bins, etc. We are
agents for the re-
nowned Henry
Troemner Mills,
Scales, etc., and
can equip your
store at the low-
est possible cost.



Get our quotations and prices — estimates and catalog
gladly sent on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. Chicago



A WINNER

Dominion Matches win the satisfaction of the customer, they win sales for the dealer, and win for him a good margin of profit.

Dominion Matches are A1 goods. A trial will convince.

DOMINION MATCH CO.

LIMITED

Deseronto,

:::

Ontario

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



By Royal



Letters Patent.

NELSON'S Crystal

Leaf

GELATINE

Unrivalled in the kitchen,
can be obtained from

W.G. PATRICK & Co.

St. Paul St.,

Montreal.

York St.,

Toronto.

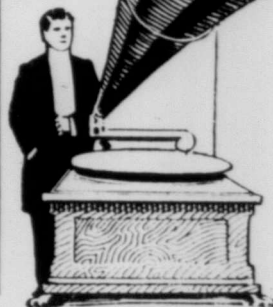
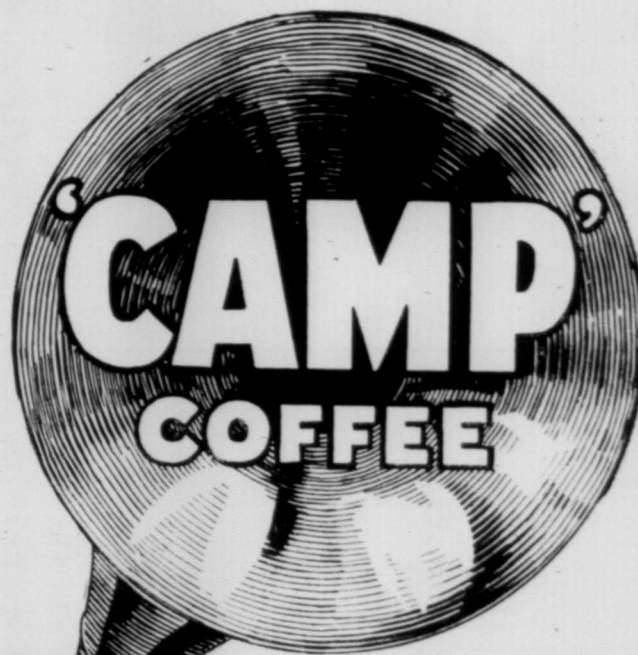
Be Good to her

because in her nervousness, the easily-pleased take-what-is-offered attitude you perceive she is newly-married. Again, be good to her,

SELL HER GIPSY STOVE GLOSS.

Home must be homelike; her stoves revealing the magic of the "GIPSY" touch. Who would deprive her of this chance to earn the praise of him?

HARGREAVES BROS. & CO., LTD.,
HULL, England.
Agents for ONTARIO:
F. E. ROBSON & CO., 25 Front St. East,
TORONTO.



A RECORD Success

'CAMP' COFFEE produces a chorus of praise from all who try it, and to try it once is to buy it always.

Recommend 'Camp' to your Customers.
All Wholesalers stock it.

K. Paterson & Sons, Coffee Specialists, Glasgow

One of the Little Things that Counts

and Counts for a great deal on Wash Day is

The Wash Day Wonder Worker

WONDERFUL SOAP

It has no equal in the effective and rapid cleaning of soiled clothes.

Its attractive labelling and packing assists in effecting a rapid sale, while its sterling qualities are your guarantee of repeat orders.

Ask us about our sales-helping proposition. It cannot fail to benefit both yourself and us.

THE GUELPH SOAP COMPANY
GUELPH - ONTARIO

Sells quickly,
Sells profitably.
Original sweeping compound
Once used, always used,
Cleans carpets, kills moths.
Can't miss the dust.
Lessens labor, saves dusting,
Lays dust and disinfects.
Every housewife should use it,
Every dealer should sell it.
Already the demand is large,
Absolutely lays dust.
Never deteriorates,
No dead stock.



SOCLEAN LIMITED

"The originators of Dustless Sweeping"

TORONTO

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

Tartan
BRAND
THE SIGN OF PURITY

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

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

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

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

All orders shipped same day as received.

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

Rice's Salt

The Salt that is ALL SALT

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

Write for Prices, Prompt Shipment.

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

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

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

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

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

POTATOES
FOR SEED OR TABLE USE

Bags or bulk in cars

Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN

N. B.

BLACK JACK

QUICK
CLEAN
HANDY

½-lb. tins—
3 doz. in case



TRY IT

SOLD BY
ALL
JOBBERS



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 recom-
mending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**

SOLE PACKERS

Halifax, - N.S.

THE CANADIAN GROCER

IT MAKES A DIFFERENCE

to the Consumers whether they have the best article in each line or not. Give them

St. Lawrence

Granulated

the highest grade of sugar made in the Dominion and the standard of quality throughout all Canada.



SATISFACTION-GIVING SALT

PURITY SALT

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

The Western Salt Co., Limited, Mooretown, Ontario



LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

James Dome Black Lead

is the old reliable form of Stove Polish. Put up in attractive packages to retail at 5c. and 15c.

Pays a Good Profit.

Always pleases.

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

THE CANADIAN GROCER

JOBBERS

Apply to our Agents for samples of

JAPAN TEAS, FANNINGS and BASKET FIRED

All on the spot

FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO



BUTTER BUTTER BUTTER BUTTER

Small's Maple Butter is best substitute for and more wholesome than dairy butter. Children like it on sandwiches, and 'tis delicious cake icing. Groceryman, you are easy if lead to take concoctions, imitations, the just-as-good, and *particularly* when at a higher price than the original. Remember, our mark, *CRE-MO*, packed *only* by Canada Maple Exchange, Ltd., Montreal. Standard oil, of the world, for maple. Competition outdistanced for past half century. Our motto, *Quality, Quantity, Price*. Write for syrup prices. All jobbers world over.

KING BRAND JAM (Compound) JAM

has no equal. We can offer better quality goods at the lower figure. One dealer writes: "Your goods are certainly excellent."

KING BRAND

Jam is packed in 5 lb. (friction top) and 7 lb. pails. Glass jars and wooden pails.

ONTARIO BROKERS
Here is Your Chance

Labrecque & Pellerin, Montreal

AGENTS:

Maritime Provinces
Western Provinces

J. Hunter White
J. J. Gilmer & Co., Winnipeg



IT IS NEW Different, Better,

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

10c. Per Package
giving you a fine profit.

MEADOW-SWEET CHEESE

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

Rightly styled

"The King of all Package Cheese"

Have you tried our Saratoga Chips cooked in pure Salad Oil. Put up in packages to retail at 10c. and 20c.

WRITE FOR SAMPLE

The Meadow-Sweet Cheese
29 and 31 William St. MONTREAL

ADVENT

Means a Bigger Fish Trade Than Ever

STOCK THESE

Profit is Large

OCEAN BRAND

Haddies, Kippers, Bloaters.

(A lingering taste of fleshy goodness.)

BONELESS COD

The Big Seller

BONELESS FISH.

Canada Tablet20 1 lb. Tablets
 Canada Crate12 2 lb. Boxes
 Canada Strip30 lb. Boxes, Whole Strips
 Atlantic Special20 lbs., 1 lb. and 2 lb. Blocks
 Mariner Brand25 lbs. Bulk
 Cod Bits25 lbs. Bulk

SKINLESS FISH.

Eastern Hundreds100 lb. Boxes
 Eastern Fifties50 lb. Boxes

WE CAN ALSO SHIP AT SHORT NOTICE.

Large Dried Codfish by the Quintal. Large Fat July Salt Herring by Car Load.

Write

North Atlantic Fisheries, Limited

Selling Branch :

47 William Street, MONTREAL

HOW TO INCREASE YOUR TEA TRADE

Supply your customers with trade-winning tea - not only trade-winning, but trade-holding. Many merchants write in and voluntarily tell us that they have never had such a flourishing tea trade until they handled our lines—and also be informed, Mr. Grocer, that we give you the best teas for the least money. Two Points which you have to consider:

1. YOU ALWAYS HAVE A SATISFIED TRADE
2. YOU MAKE A LARGER PROFIT ON OUR LINES

Wire, write or phone at our expense and we will forward you samples and quotations which you cannot afford to overlook. WE LEAD IN

BULK TEAS

Also include "MELAGAMA" TEA and COFFEE
 an order for

MINTO BROS.,

45 FRONT ST.
 EAST

TORONTO



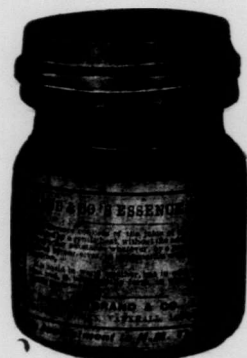
BOUILLON Season is Here

You can fill the want of your custom for a stimulating and invigorating, as well as healthful drink at this season of the year by selling them

BRAND'S BEEF BOUILLON

Contains the fullest nutritive qualities, and is made from the best materials, in a cheap and portable form.

BRAND'S ESSENCE OF BEEF



consists solely of the juice of the finest meats, without the addition of water or of any other substance, very nutritious. Essence of Beef is best taken cold.

Brand's Specialties make a favorable, lasting impression wherever introduced.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

Mayfair, London, Eng.

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



Keep a Good Stock

of Edwards' Soup this cold, chilly weather. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good—they sell often because they are needed in the kitchen almost every day.

There's already a large sale for Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to

DISTRIBUTORS:

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

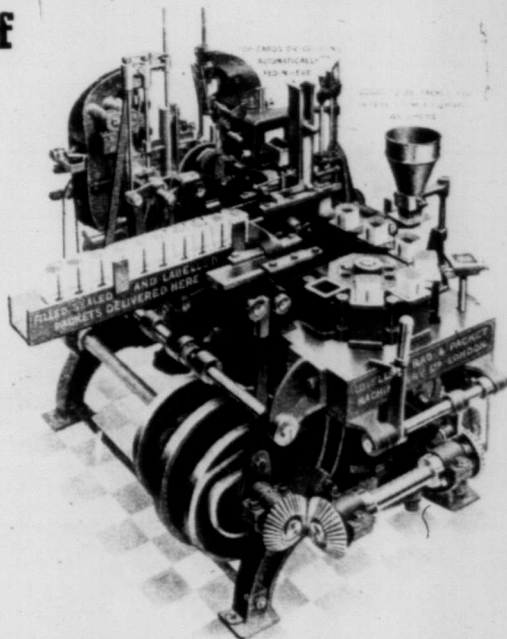
Edwards' Desiccated Soups are made in three varieties—Brown, Tomato, White. The Brown variety is a thick, nourishing soup prepared from beef and fresh vegetables. The other two are purely vegetable soups.

BAG-MAKING & PACKETING

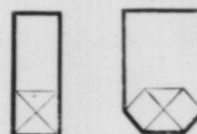
Machinery of

Every Description

Labelling,
Wrapping,
etc., etc.



Bag Machines



With folding in both
these methods

Send us Samples for Quotations

Packeting Machine, with automatic coupon feed and labelling attachments.

Lovell's Bag and Packet Machinery, Ltd., London, Eng.

Every pound of

CHASE & SANBORN'S COFFEE

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

CHASE & SANBORN

MONTREAL

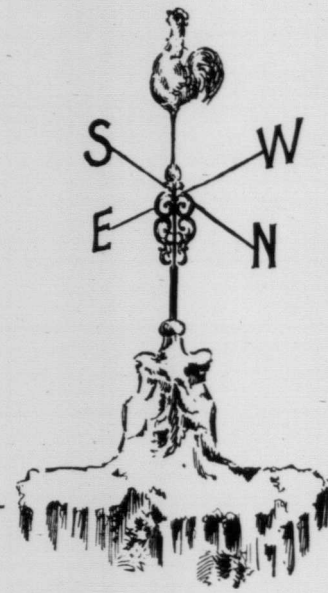
We have supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V., by special command.

THE fact that Cairn's Scotch Jams have made for themselves a place on the table of Royalty is a high tribute to the quality and delectableness of these fruit products.

To serve your customers with the best—sell them Cairn's—they will appreciate them.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents: **SNOWDON & EBBITT**, Montreal



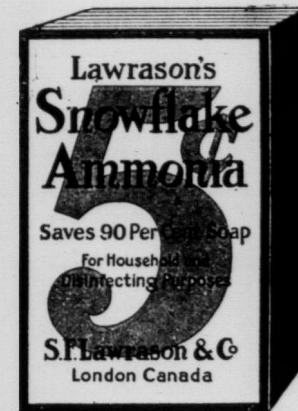
You May Look In Every Direction

but you will find no better quality or more moderate priced articles than Lawrason's.



This bath powder is a boon to the city dweller for softening hard water. Delightfully perfumed—makes a most refreshing and delightful bath.

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



Write at once

S. F. Lawrason & Co.
LONDON, ONTARIO

Frost Coming!

Purchase

PEACOCK PICKLES

Before the Frost
MATHEWSON'S SONS

WHOLESALE GROCERS
MONTREAL

We Both Do:

We do make a little profit on our 30c tea; so do you, but you make considerably more profit on your better teas, 40c, etc., so do we.

We are continually being surprised at how easy it is for merchants to sell 40c tea when they really try to do it. Last week one of our travellers called on a merchant in Northern Ontario who had a small store in a small village, depending on a very poor class of trade for his customers. The previous trip our traveller had sold him 50 lbs. of Red Rose 40c tea in his order, after trying for over a year to persuade him to stock it. When he called this trip the grocer's wife told the traveller to be sure and insist on her husband buying twice the quantity of 40c tea that he had bought in the previous order.

These instances are coming to our notice all the time, and show us how easy it is for grocers to sell 40c tea when they really try, and remember, when you sell a customer better goods the satisfied customer is decidedly more profitable to you than the extra profit you make on the better goods.

Are you getting your share of the 40c tea trade?

T. H. ESTABROOKS CO., LIMITED
7 Front St. E., Toronto, Ont.

WE HAVE A COMPLETE STOCK OF NEW CROP

RAISINS_____

CALIFORNIA SEEDED
" SEEDLESS

MALAGA TABLE
SULTANAS
VALENCIAS

A SNAP IN

PORK & BEANS

1s Chili Sauce, 47½c. doz.
3s " " 95c. "

FIGS_____

COMMADRE (COOKING)
ELEME—FINEST TABLE

NUTS_____

ALMONDS—TARRAGONA
FILBERTS—SILICY
WALNUTS—GRENOBLE

CANNED CATSUP 2s

TO RETAIL AT 5c. TIN

Send your orders early.

EBY-BLAIN LIMITED

Wholesale Grocers

TORONTO

Put Our Value To the Test

We claim to be giving better value in **Bulk Blends** than any other firm in the trade.

The successful **Up-to-Date Grocer** wants **value** and a firm on which he can rely.

Test our claim for yourself by sending us a **trial order**.

It will pay you to make this test. Our **Standard Blends** give perfect security.

You run no risk.

Our guarantee holds. Complete satisfaction or return at our expense.

Freight paid on 100 lbs. in Ontario.

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

EBY-BLAIN, LIMITED

TEA BLENDEES TO THE TRADE

J. F. EBY, President

Toronto, Canada

HUGH BLAIN, Vice-President



Famous for Quality



"SALADA"

is tea in all its native purity and garden freshness. For twenty years its high standard of quality has been consistently, unswervingly maintained.

A tea that does credit to your recommendation.

THE SALADA TEA CO.

TORONTO and MONTREAL

41 Eastcheap, LONDON, ENG.

198 W. Broadway, NEW YORK

WAGSTAFFE'S

Fine Old English

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

FINE OLD ENGLISH MINCE MEAT.

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

FINE OLD ENGLISH PLUM PUDDING.

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

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

Ontario



A Duet of Double Superfine Quality

The mustards that have been the household favorites for several generations.

COLMAN'S MUSTARD
KEEN'S MUSTARD
IN SQUARE TINS

are both unparalleled in flavor and strength. They are the staple brands everywhere.

Magor, Son & Co.
Agents for the Dominion of Canada
403 St. Paul St., MONTREAL
Toronto Office, 30 Church St.



Taking Advantage of the Season

Right from the start of the cold weather the demand for

CROWN BRAND CORN SYRUP

Attains its greatest volume. Most grocers are aware of this fact, and sell five times more Crown Brand than any other Corn Syrup.

Users of Crown Brand know that it is a heat producing food—wholesome and nourishing—a delicious table delicacy for Fall, Winter and Spring use.

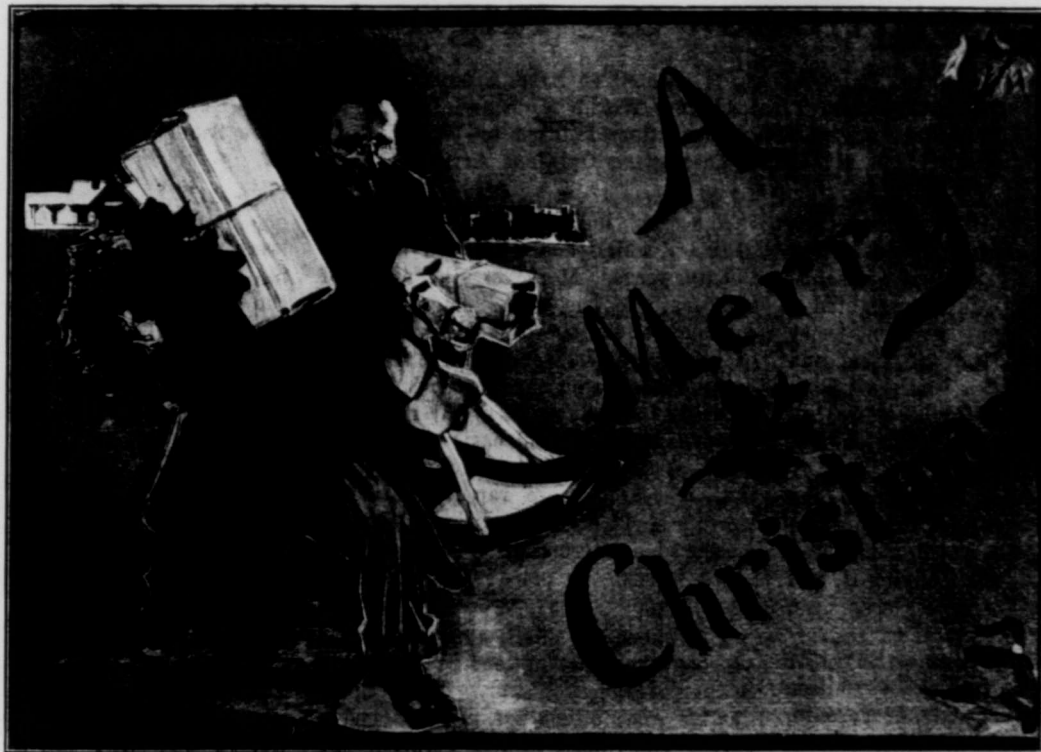
For children, during school days, Crown Brand forms a splendid food—being strengthening and stimulating. Mothers know this, and insist on getting Crown Brand Corn Syrup.

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

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

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A greeting show card made by Geo. Hill, with J. D. Wisdom, Allandale, Ont. See article for information on how it was arranged.

Functions of the Display Card in Selling

Its Power to attract Attention is Its Chief Value—Once Attention Has Been Fixed on a Particular Article, Sales Often Result—With Approach of Christmas Season Display Cards Should be Freely Used.

The place of the show card in the aggressive retail store, is to-day, a fixed quantity. No one will contradict its claim as a potent factor in securing attention, and attention in vast numbers of cases means extra sales.

Show cards perform many different functions for the merchant who employs them. Here are some:

They call attention to goods on display and can be used to explain their source, quality, flavor, price or other interesting facts.

They are used for announcing special sales on special dates.

They can convey to the onlooker the approach of a special holiday season and advise him to prepare for the occasion.

They are frequently used as the conveyers of greetings prior to festive occasions.

The showcard reproduced above was used for the latter purpose. It was shown by J. D. Wisdom, Allandale, Ont., last year, and arranged by one of his clerks, Geo. Hill. It extended greetings to Christmas shoppers, and the original being 16 x 12 inches in dimensions and in two colors, it naturally attracted at-

tention. To look at the reproduction of the above card, one would naturally suppose it entailed a great amount of work. There is the station and train in the background and the man with the parcels to produce. These, however, were simply a clipping from a magazine, pasted on a piece of cardboard. The lettering and holly decorations, with a dark border around the card represents practically the entire work.

The Wisdom store has usually several of these cards in conspicuous places, using them for practically all the purposes mentioned above. Now that the Christmas season is in sight, dealers should arrange for a number of them. A neat, clean card on a display of new dried fruits, for instance, calling attention to their freshness for Christmas baking, will undoubtedly mean more sales than if it were absent from the display.

The arrangement of such a card as shown above shows that the clerk has an idea and has worked it out to good advantage for a beginner. Any clerk at all artistically inclined can easily make a start in this way and he will gradually become efficient in his work. It was only a short time ago that The Grocer

completed a series of 20 articles on the subject of lettering. Many clerks and dealers interested in this work took advantage of the series, either by following them up at the time or by keeping them on file for future reference. The show card is certainly a trade-getter and in view of the small expense attached to its preparation, it should command much wider respect.

In the final dash for Christmas trade, therefore, every dealer should use the show card. The pasteboard can be secured from the local newspaper office and paste, ink and brush from the stationer or art supply store. If the Christmas cards, or, in fact, those prepared for any particular occasion, are carefully preserved, they can be used a year hence.

EDITORIAL NOTE.—The Grocer would like to get, from readers, samples of their cards for reproduction and friendly criticism. This would not only assist them in their work, but would help others who are beginning, in addition to those well on their way in the study of show card writing.

More Solutions of High Cost of Living

Toronto Board of Trade Committee After Studying the Question Brings in Report—Problem Treated From World Wide and Local Standpoint—Heavy Gold Production and War Preparations Pointed to—Would Co-operative Stores Lessen the Cost?—Other Interesting Opinions Arrived at.

In the past two years there have been almost as many reasons assigned for the "high cost of living" as there are sands on the sea shore. The near-sighted—and they have included the vast majority—looked simply in front of them and blamed the "middleman" or the "combines." To them the "high cost of living" was a purely local question and they alone were affected.

To those, however, who looked far afield, it could be seen that the increase in living costs was world-wide, that people in all lands were studying it, and that, therefore, there must have been something behind these local causes.

Some time ago the Toronto Board of Trade appointed a special committee with Prof. M. A. Mackenzie, of Toronto, as chairman, to investigate the reasons. They have submitted their report and it has caused considerable commotion in trade as well as general circles.

A World Wide Rise.

This committee has found that "there has been a world-wide rise in price of all commodities." The introduction of the "all," of course, makes this a rather sweeping statement. It was further found that "Canadian food prices have risen more rapidly than English food prices, and are now on a higher level than English prices." Wholesale prices of butter, bacon, cheese, flour, rice, sugar, etc., are quoted and in this connection a statement is made by the committee of interest to the retail dealer. The report says: "These are, of course, wholesale prices, but the profits of retailers in England are, as with us, reduced to a minimum by free competition."

It is further affirmed that the cost of living is higher in Toronto than in smaller cities and towns of Ontario. Prices of beef, bacon, fresh fish, eggs, milk, butter, potatoes, coal and rent were considered in this connection, but the report adds that "staple groceries are probably as cheap in Toronto as in smaller places. The cities and towns considered were: Ottawa, Brockville, Kingston, Belleville, Peterboro', Orillia, Niagara Falls, St. Catharines, Hamilton, Brantford, Guelph, Brantlin, Woodstock, Stratford, London, Ont., St. Thomas, Chatham, Windsor, Owen Sound.

Heavy Gold Production.

Among the principal causes of the world-wide rise in the price level of all commodities, including foodstuffs, are the following:—

The great increase in the production of gold, which has continued now for twenty years. Moreover, the effect of this increase has been magnified by economy in the use of gold on the part of bankers and other manufacturers of credit money, who have succeeded in increasing the volume of credit money in proportion to the gold basis on which it rests. The world's stock of money has thus increased more rapidly than the world's stock of commodities which are measured in terms of this money—in other words, the price of commodities has risen.

The enormous sums expended every year by the great nations of the world in preparation for war. This unproductive expenditure has now reached a height undreamed of a generation ago and it is still mounting, drawing away every year millions of men and billions of dollars which would otherwise be employed in the production of commodities of value.

Too Many Leaving the Farm.

A third cause which has especially affected the increased cost of food is to be found in the migration cityward which has been taking place nearly all over the civilized world. Modern cities have been made more and more attractive in comparison with the monotony and isolation of the farm. This is particularly true of the newer cities of North and South America. Australia and New Zealand. Moreover, the adoption of the principle of protection by the food-exporting countries has greatly increased in such countries this movement citywards, and has in North America, for example, developed great manufacturing industries in the cities, largely at the expense of the country districts; even in a fertile Province like Ontario land has been actually going out of cultivation during the past few years.

Are There Too Many Middlemen?

Not long ago The Grocer published an article from the Farmer's Magazine which declared that there were too many small stores in towns and cities, as a rule. This same point is brought up by the Board of Trade committee. They could find no evidence of any combination among the small retail dealers of Toronto for the purpose of keeping up prices of food. In fact they conclude that the small dealer is barely able to make a living in the keen competition to which he is subjected. But the report

goes on to say that "the unnecessarily large number of retail places of business makes for inefficiency and adds to the cost of distribution. For example, a hundred well-equipped and well-placed stores could probably do the whole city business in groceries and do it cheaper than the present multitude of small stores."

Suggestion Adverse to Retailer.

Here, however, the committee expresses some fear. "But," the report continues, "to limit the number of grocers would at once enable the favored few to combine and raise prices." And then comes a serious statement so far as the retailer is concerned: "In order to secure the advantages of the large store for the customer and not for the store-keeper, numerous co-operative societies have been formed in the old country, where the members divide among themselves the profits of the business after the payment of salaries to managers and employees. In 1908, the last year for which complete figures are available, the co-operative societies of the United Kingdom numbered about 3,000, and had aggregate sales amounting to \$565,500,000, on which there was a net profit of \$55,000,000 for division among the members. But in the United Kingdom the railways and other public carriers, including the Post Office, upon the services of which these societies had to depend to obtain supplies, appear to be in reality the servants of the people, which is not exactly the rule that our own public carriers assume in Canada."

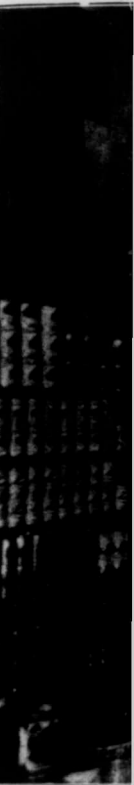
Shipping Facilities Blamed.

The committee also deprecated the poor shipping facilities available for produce coming into Toronto. The members have come to the conclusion that our navigation laws have been drawn up with the idea of injuring United States shipping rather than with the idea of serving Canadian shippers and "certainly not with the idea of serving Canadian consignees." The absence of a public wharf is also referred to, and Parcel Post is advocated.

A Non-Committal Answer.

"How long," said counsel to a witness at Shoreditch County Court, England, recently, "is it before an egg ceases to be new laid?" (Laughter.)

Witness: "I am a fruit merchant, sir." (Laughter.)



Interior view

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Interior view of K. F. Oxley's store at Kelowna, B.C., in which much attention is given to proper grouping of different classes of goods. The business was established in December, 1909.

Shelf Arrangements That Assist Sales

Goods in a Kelowna, B.C., Store are Arranged According to Character—Bottled Goods Occupy Right Side, While Those in Cans are on Opposite—These are Subdivided into Groups—The Value Attached to the Silent Salesman.

System in the arrangement of stock on the shelves opens the way for greater facility in serving customers. Without system there is bound to be too much waste motion, loss of time and inefficient service. The latter frequently results in the loss of a customer, and this is one thing every dealer is anxious to avoid.

System on the Shelves.

On this page is reproduced the interior of K. F. Oxley's store, Kelowna, B. C. An inspection of the shelving shows that on the left only canned goods are shown and on the right bottled goods. The canned goods are subdivided into sections, so that a clerk who has spent a day in the store always knows where to lay his hand on any article in the canned goods line called for. Same applies to the bottled goods. No time is wasted in hunting up a bottle of anything, be it catsup, pickles, meat sauce, or preserved fruit. All glass-packed goods are on the one side and each has its specified location.

There is no reason why every grocery

store cannot follow out this principle of system in shelf arrangement. When packages of tea, canned goods, soap, etc., occupy the same apartment on the shelf, besides a waste of time in finding them, there is always a danger of one article taking up the odor from another. A little special thought given to arrangement would obviate this trouble and make the store salesmen much more efficient. In a store where business calls for three or four salesmen, a great deal of time can be saved.

However, just because a dealer is all alone in the store, and customers call at long intervals, he must not think that system in shelf arrangement is not going to be of value. There are times when a rush is on, and it is for such an occasion that specific arrangement is helpful.

Silent Salesman Sells.

Mr. Oxley of Kelowna is a firm believer in the selling power of the silent salesman. He employs two large ones, using them particularly for selling high class confectionery. These silent sales-

men are placed just inside the door, where they must be seen by every entrant. The Oxley store works on the principle that an article "to be sold must be seen," and that when displayed appropriately more will be sold than otherwise. These salesmen, therefore, are responsible for selling considerable extra goods.

Has Installed New Refrigerator.

Much attention is paid to equipment and conveniences for assisting sales and the store service. Recently, Mr. Oxley installed a large modern refrigerator for hams, bacon, butter, eggs, cheese and other perishable goods. In the picture may be seen a computing scale, coffee mill, biscuit display rack and the appearance of the metal ceiling adds to the general attractiveness of the interior.

The business was begun by Mr. Oxley in Kelowna in December, 1909, just three years ago. Selling and service have been made strong features in the store's methods and results have justified their adoption.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED
John Bayne MacLean - - President.

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TORONTO, NOV. 22, 1912

FLOUR DROPS IN EAST AGAIN.

Manitoba flour has been reduced another 20 cents per barrel in Eastern Canada, making a total decline of 40 cents since the inflow of the new wheat began to bear down on the market. Although prices in Western Canada have been reduced 50 cents per barrel, apparently values in both the East and West are on a similar basis now. This is indicated by the fact that they are both 20 cents per barrel below those ruling one year ago.

There is a good deal of speculation regarding the future of flour, and although prices are now 20 cents below those of year ago, there are those who hint that there may probably be further concessions later on. There is a big yield of wheat in Canada this year, and some grain men who believe the Western crop will not fall far below the 200-million mark, although the Northwest Grain Dealers' Association in their latest statement, estimate it at 188,300,000, added to this we have the good quality of this year's wheat, as well as the large world's yield.

At the present time on the Winnipeg market, cash wheat is 15 cents per bushel lower than a year ago. Flour is only 20 cents per barrel below a year ago, so it would seem that there is possibly still room for some concessions.

TWO WORTHY PETITIONS.

As has already been announced in The Grocer, the Ontario Retail Grocers' Association have prepared two petitions to be presented to Rt. Hon. R. L. Borden and Sir James Whitney respectively. One of these asks that the act regarding the inspection of scales be amended so that the government and not the merchant will bear the cost of inspection.

When it is considered that the majority of merchants' scales tested are correct, and yet inspection of them has to be paid for by the merchants, one will at once see the justice of the Association's request. This is a Dominion government affair and will go to Mr. Borden and his colleagues.

The second petition asks that the Garnishee Law be amended so that a man's wages may be garnisheed above

amount of \$10 instead of \$25 as at present. Sir James Whitney will be asked to give this his serious consideration.

The former amendment affects every dealer in Canada who uses scales. Therefore, to back up the request of the Ontario Retail Grocers' Association as strongly as possible, every dealer throughout the Dominion should sign this petition and forward it to Secretary Wm. C. Miller, of Toronto. The more names attached the more force will it have with parliament.

In respect to the second petition, every merchant in Ontario in every line of business is vitally interested and everybody's assistance is wanted. Already many signatures have been secured from various centres but more are required.

Not only should the petitions be circulated and signed but the assistance of the local members should be assured when the amendments come up in the respective parliaments.

Both petitions were printed in The Grocer of November 8.

THE ROLLED OATS SITUATION.

Seldom if ever has the shortage of rolled oats been so acute and continued for such a length of time as has been the case in Eastern Canada this fall. The situation has been discouraging to the trade, who have been unable to supply sufficient quantities to fill the demand.

While there is some improvement in the condition of supplies, it has been held off later than anticipated, because of the lateness of oats in moving forward, and the inability of the railroads to get them from lake ports to mills on account of the shortage of cars. Indeed, one big mill in order to satisfy to some degree the clamor for supplies, brought in 15,000 bushels of United States oats for Canadian consumption, on which they had to pay a duty of 15c per bushel.

The situation is now clearing, and when it begins to swing back to normal, it seems as if lower prices may be seen. There is a big crop of oats in the West, and at prices ruling, it looks as if a lower figure on the finished product is warranted.

LEAKS IN THE GROCERY STORE.

In order that the maximum amount of water will find its way into the rain barrel, the eave-troughs must be stoutly constructed and firmly erected. If they sag so that the corners sink below the level of the barrel, a large amount of water is sure to be lost.

The profits of the retail business may be likened unto a rain barrel and the business methods of the dealer to the eave-troughs. The size of the profits depends largely on the soundness of the avenues through which the trade runs.

The failure, or, at most, the slow progress of many retail stores to-day, is undoubtedly due to a series of small leaks in the business and not to smallness of the sales. Were these leaks stopped, and were the business methods bolstered up properly, fewer failures would be recorded.

The Grocer has arranged a series of short articles dealing with "Leaks in the Grocery Store" in the hope that they will appeal to readers. One will be observed in this issue while others will appear regularly. The subjects of these articles have been gleaned from merchants themselves so that they are questions which actually arise in the business lives of the majority.

Experiences of dealers with leaks they have found from time to time and remedied will be appreciated. If readers lend their co-operation, this column will be made highly beneficial to all.

ARE CO-OPERATIVE STORES NECESSARY?

Some three years ago Toronto had two or more stores operated by Co-operative Societies. Since then a couple more began operations. To-day there are none. They all failed.

A special committee of the Toronto Board of Trade which investigated the high cost of living problem in that city advises co-operative stores. This committee based its contention on the success of these stores in the Old Country as will be seen from an article on the subject on another page of this issue. The committee has taken the stand that there are too many retailers. But even if such be the case, would the co-operative store solve the high-cost-of-living problem? If a score of Co-operative Societies should happen to organize in any large Canadian city, this could not possibly mean the elimination of all the retailers. The majority would continue in business and competition would be just as keen. In the Old Country members of Co-operative Societies are exempted from a tax on revenue derived by being considered in much the same class as members of fraternal societies. This is not the condition in Canada and not likely to be. Populations in Canadian cities are by no means as dense as in the Old Country and there are too many in practically every district who want service regardless of price, to cater to the co-operative store. In a city like Toronto, where there are some 1,200 grocers, the municipality derives a big revenue in taxes. The entire retail trade, in fact, pay the bulk of the taxes in practically every centre in the Dominion. Eliminate 80 per cent. of the merchants from any place, and what is left?

These are a few facts which evidently the Board of Trade committee overlooked in their reference to the establishment of co-operative stores as a means of cutting down living expenses.

If there are too many grocery stores in any city—and the operators of many of these are bound to be inefficient—why not have every man going into business pass an efficiency examination to exclude the undesirables?

FRUIT LOSSES IN SHIPPING.

Some important subjects were dealt with by the Ontario Fruit Growers' Association at their annual convention in Toronto last week, one of which was the losses entailed by inferior transportation facilities. The statement was made by a Forest, Ont., grower that twenty-five per cent. of the fruit in his home township (Lambton) went to waste because of facilities lacking in the marketing of it.

The claim was made that fruit shipped throughout Ontario was often received in a mangled condition due to carelessness in handling by an insufficient number of railway and express employes.

Since the vast majority of fruit is handled through the retail dealer, could not the latter lend his assistance in making for better transportation? The more fruit marketed the more will be sold because of price reasonableness, and therefore the retailer is vitally interested in the question. The protestations of retail associations should be forwarded to the proper authorities and this should surely assist in insuring more attention to the marketing of this important commodity.

STUDYING GOODS IN STOCK.

The best salesman is one who knows the most about the goods he handles.

Every dealer and clerk should, therefore, study the goods in stock so that they can tell the prospective customer something he or she doesn't know about them. Manufacturers annually spend thousands of dollars on printed booklets, display cards, catalogues and other forms of distributive advertising matters. This is done to enable the dealer to sell those goods more easily.

In a great many cases the dealer is too prone to look upon this literature as matter which is only in the way, and throws it out. But if all clerks and dealers were to read it they would secure valuable information about manufacturers' products which they handle. Some of this matter could with profit be distributed among customers.

It should be remembered that usually the most profit can be derived from that manufactured article where the manufacturer co-operates with the retailer.

EDITORIAL NOTES.

The silent speech of the show card often talks more convincingly than some of the alleged salesmen in the store.

* * *

The dealer who is in business for the future and not simply the present is under obligation to give satisfaction to his customers.

* * *

Extra attention paid to the regulation of goods on the shelves according to their character, will mean time and money saved in the long run.

* * *

Now that the Toronto Board of Trade has solved the High-Cost-of-Living Problem, who is going to be the first to put the reforms indicated into action?

* * *

A Kingston, Ont., man found a \$2,000 pearl in his oysters. With the chances of such prizes as this, there should be a land office business done in oysters.

* * *

A good window display, backed up by a convincing show card, and both backed up by live salesmen behind the counter—and you have an effective selling combination.

* * *

There should be more co-operation among dealers in looking after the "dead beat." This individual is a menace to the trade and combined effort will do much to head him off.

* * *

When the time comes that the amendment to the Scale Inspection Act is discussed by Members of Parliament—when these men are being weighed in the balance before the eyes of the retailer—it is to be hoped they will not be found wanting.

* * *

In the olden days the proper carving of fowl was considered an important accomplishment among the elite. No doubt, however, the shades of some of these experts of the past are now being put to shame by the manner in which Bulgaria, Servia, et al. are carving up Turkey.

* * *

When the cost of living in Canada is being compared to that in the Old Country, it should not be forgotten that the wage earner here receives much more for his labor than his confrere across the ocean.

Series of Articles on Store Organization

This Will Begin in Issue of December 6—Readers Invited to Join in Discussion—Work Entailed in Moving to New Store—The Problem of Pricing Goods—Sample of Advertisement Running in the Press.

*By Henry Johnson, Jr.

I am asked by the editor to write a series of articles along the line of Store Organization and, as this general subject is one of absorbing interest to me and one to which I have given constant thought for many years, I gladly comply with the request. The series will begin with the week ending December 7, and the first article will be on the subject of Working with the Tools We Have at Hand. As the basis of all organization in business must be the human element, I take this subject to cover the clerk, store assistant, delivery man, stock man, etc.; with the thought in mind that the manager of any business must analyze the character of those under him to get out of each the best and the most that is in him. Ideas along these lines will be more than gladly welcomed at any time from any source. I hope you will all feel that this is a forum for open discussion so that you may come forward and contribute your experiences and plans, etc.

Organization—analytical study—intelligent combination—these are the rocks with which we build. Let us get together, and together "take hold and lift" to the end that we may promote mutual betterment. These articles will run every alternate week to allow time for discussion and general correspondence.

Moving and Attending to Business.

I have just finished the herculean task of moving from one store to another while constantly carrying on a growing business. The new store is a model of convenient arrangement. It should seem that it might almost run itself so far as keeping up the originally planned distribution of stock, and it is so easy to keep clean that one might almost hope to do away with the old idea of having periodical cleanings-up. During the months of remodeling, removing and re-arranging, much of the stock has come and gone with only perfunctory checking and with greatly inadequate markings, etc. So at the very start, immediately after the opening had been done with, I put one entire section under the care of one man who has had long experience in groceries and who is one of the best, hardest working and most intelligent

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

clerks I ever saw. I thought I was done with thinking about that section.

More Work Yet Ahead.

I find I was mistaken. The goods are only fairly well kept on the shelves and dirt is already beginning to show. Very many items have no marked sample among them. I can see that some considerable further effort will have to be made to get that section well cared for.

Johnson's Blank Brand of Pure High Grade Spices.

One kind of Cinnamon costs 5½¢ to 6¢ a pound, while another is worth 45¢ a pound by the shipload on import orders. Yet each is pure, true cinnamon. The one difference is in the delicacy and pungency of flavor.

Every variety of Johnston's Brand is the finest the world produces—fresh, pure, true. Therefore these spices are the cheapest as well as most satisfying for you to use. TRY THEM.

2 oz. tins of Black Pepper, White Pepper, Cayenne, Mustard, Ginger, Allspice, Cream Tartar, each	10c
2 oz. Cinnamon and Nutmeg	15c
2 oz. Mace	20c
4 oz. Black Pepper, Mustard, Ginger, Allspice, each	15c
4 oz. White Pepper, Cayenne and Cream Tartar, each	20c
4 oz. Cinnamon and Nutmeg	25c
4 oz. Mace	35c

Ask for "Johnston's Spices."

A few days ago this man came to me and asked me if my cost book would help him in marking up his shelves—showing, it seemed to me, some poverty of initiative. I told him to go ahead and mark up what he knew about, for that would take a good deal of time, and then we could go over the other things and fill in the gaps; but I see he has not done that. Yet this man is a thinker. He really tries hard to work well and advance the general welfare in every direction.

I believe we shall all have to take lessons from E. W. Darrel, who writes on "When I Stopped Guessing" in System, for we certainly must manage to shorten the steps and cut out the needless re-handling and re-arranging of stocks, etc.

Pricing Goods Important.

With a stock which runs heavily to goods of extra fancy grade, with hundreds of items which cost lots of money and in many cases are sold rather slowly, this matter of having all things plainly priced is very important, for it is not possible for anybody to continually be accurately posted on all values at all times. I buy the goods myself and plan how they may be used and sold; yet I find myself often at sea to know just what a given item should sell for and I seem to lack the time necessary to go over the entire stock as it comes in and have it marked up and priced—yet this must be done. If I delegate this task to others, I find that time is lost sight of

and goods cost much more than we can afford just because of the slowness with which most ordinary help will get through a task.

Sample of Advertising.

I have therefore just begun on a new plan, trying to kill two birds with one stone. I am running lists like the following in my weekly ads. and it is my intention to save such lists and post them about the store in their proper places. Thus after a while I hope to get around the circle and have everybody thoroughly posted in every department. Verily, there is no doubt about it that the boss has the unending job—yet I have long taken some little, perhaps pardonable pride in my ability to get others to do my work. Here is the sample list:

PARCELS POST QUESTION REVIVED.

A report comes from Ottawa to the effect that Hon. Mr. Pelletier, Postmaster-General, is seriously considering the introduction of a Parcels Post system for Canada. If it is established it will likely be along similar lines to that adopted by the United States which will come into effect on January 1 next year. The charges, as set forth in the "Bourne Bill" which passed the United States Congress, are regulated by distance, the country being divided into eight zones or districts. The weight limit is increased from 4 pounds to 11 pounds with special provisions for transportation of live fowl, fresh eggs, etc. The rates rise from 5 cents a pound with 1 cent for each additional pound in cities and suburbs to maximum rate of 12 cents a pound for all distances exceeding 1,800 miles.

The progress of the system in the United States will be followed and, if the success warrants it, Hon. Mr. Pelletier will no doubt attempt something similar.

CLEAR UNDERSTANDING.

"Please ship me another car of stock, same as last."

"Cannot ship anything until last car is paid for."

"Cancel the order. Can't wait so long."

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Getting the Advantage of the "Dead Beat"

Retail Grocers at Association Meeting Discuss Plans to Get Their Money—More Co-operation Advised—Form to be Filled Out by Credit Applicants Suggested—Grocers Will Place Candidate in Field for Alderman.

Toronto, Nov. 21—(Special) — How the "dead beat" can best be guarded against was one of the interesting questions that came up for discussion at the monthly meeting of the Retail Grocers' Association on Monday night. Neil Carmichael, who broached the question, advocated co-operation among the grocers as a means of reducing the loss from this source, which he declared to be enormous in this city.

"There is altogether too much reticence among the grocers in regard to their bad accounts and the 'dead beats,'" he declared. "Many grocers do not like to go to court, because if they do, the other dealers will know that they have got stung. Things should not be such. All members of the association should co-operate to help one another in collecting accounts. I would like to see some measure to make grocers feel that they have the support of their fellow tradesmen in this regard. The public know that the grocer doesn't like to go to court, and for this reason it can impose on him.

To Prevent Bad Accounts.

"Not only would I like to see co-operation among the grocers in collecting accounts, but also in preventing bad accounts. The dealer should not be afraid to say to his neighbor, 'So-and-So was dealing with me, but I cut him off.' He should save his neighbor from contracting bad accounts if at all possible.

Spirit of Brotherly Love Shown.

"I know a grocer who opened up in business on Yonge Street North," said S. W. Hall, "and the day he opened, his nearest competitor walked into his store and gave him the names of 20 people to whom not to give any credit. He has found since that they were really 'dead beats,' and that he was saved a good deal by the assistance of his brother grocer."

"He is the right sort of a grocer," spoke up a member. "We want more like him."

Form for Collecting Information.

"Why shouldn't we require customers who apply for credit to give us such information as will make us certain that they are entitled to it?" asked W. C. Miller. "I see a form in The Canadian Grocer of last week, which is used by the grocers of Vancouver for customers to fill out in making applications for credit. It asks for certain information which every grocer is entitled to before extending credit. One of the important

questions is where a customer dealt last. This would allow us to get in touch with his former grocer and ascertain if he is reliable."

"If you ask a good many where they have been dealing," spoke up one member, "they will give you the name of one of the big department stores."

"Well, they have to pay the cash there," spoke up another. "In that case better ask them to pay you cash, too."

Endorse Grocer as Alderman.

The Retail Grocers are taking a keen interest in the approaching municipal elections. David Bell, a member of the association, has already declared himself as a candidate for alderman in Ward 3, and has received the endorsement of the Retail Grocers' Association.

"I understand," said S. W. Hall, "that the peddlers are organizing to knock Controller McGuire, because he supported our legislation re peddlers during the past year."

"I have heard of the same thing," said W. C. White. "If we expect candidates to support our legislation, we must be prepared to support them."

A motion was passed by the association to get out a circular endorsing Alf. McGuire as controller and D. Bell as alderman, and the members of the association pledged themselves to give active support to both these candidates during the week previous to the election.

Action of Baker Complained Of.

"I understand a bread company whose bread many of us sell is taking orders for flour also," said J. Blood. "Don't you think we should let them know that we don't approve of them entering our field?"

"I don't think they will get much trade—especially at the price they are asking," remarked another.

"But, if they are going to be our competitors we should refuse to handle their bread," was a reply.

Dairy Firm Selling Potatoes.

"I hear an ice cream and milk company is selling potatoes at \$1.25 per bag," said a member.

"I think it will be a good ad. for the grocer," remarked another. "Some people who got them are sorry now."

"I don't think that the ice cream firms should sell their goods to societies and churches at the same figure as to the grocer," said W. S. Hall. "If we are providing supplies for a supper or

banquet, we never get the order for ice cream, as they get it from the manufacturers at the same price as we do."

The New Membership Fee.

Said J. S. Bond, re the membership fee of \$2 which will come into force next year. "It is worth three times \$2 just for the benefit received from talking over trade matters with other members of the association. A fee of \$2 is a ridiculously small sum on which to run an association."



B. C. WINDOW DRESSING COMPETITION.

Vancouver, Nov. 21—(Special)—Commencing week of November 25, displays of "Made in British Columbia" goods will be made in the windows of many local grocery stores. The idea originated with Thomas Connor, secretary of the Retail Grocers' Association, and from the hearty co-operation that is being received from manufacturers and the grocers themselves, the exhibition will be a success. The city has been divided into four sections, with four cash prizes to be awarded in each section. Besides this a prize of \$100 will be given for the best dressed window in the entire competition. These prizes go to the clerks, not the owners of the stores, and will be awarded by a committee of competent judges on the following points: Efficiency, as regards sales, 50 per cent.; artistic arrangement of display 25 per cent.; novelty of idea shown, 25 per cent.



TWEED MEN SIGN PETITIONS.

Tweed, Ont., merchants are doing their duty towards the petitions advancing the amendments to the Weights and Measures Act and Garnishee Law. A short time ago, W. C. Miller, the secretary of the Ontario Retail Grocers' Association, prepared petitions to be signed. These were printed in The Grocer and have been returned, the former with 14 signatures attached and the latter with 19. A. C. Barnett, of Tweed, heads both lists.



BRANTFORD R. G. A. OFFICERS.

The new officers of the Brantford Retail Grocers' Association as elected at the last monthly meeting are as follows: President—John Kew. Vice-President—Geo. Bickle. Secretary—Ed. J. Church. Treasurer—H. Foulds.

A resolution was passed pledging the united support of the members in pushing forward the work of organization in the city and surrounding country.

Current News of the Week

Quebec and Maritime Provinces.

J. J. Martin, grocer, Montreal, has disposed of his stock.

Hector Beaudry, grocer, of Montreal, has sold to Sauche & Leblanc.

Raoul Guimont, grocer, of Drummondville, Que., has sold to J. E. Ally.

Payette & Lussier, general merchants, of Hudson, Que., have been registered.

The business of Beer & Goff, grocers, Charlottetown, P.E.I., is advertised for sale.

The lobster factory of Geo. A. Fournier, Green Point, N.B., sustained loss by fire recently.

St. John, N.B., grocers have raised the price of milk to their customers from 7 to 8 cents per quart.

Robert Hooper, of Montreal, buyer for The William Clark Co., of that city, was instantly killed on Saturday last, when he was crushed under the wheels of a C.P.R. train at Lakeside. Mr. Hooper, in some manner or other, missed his footing on the steps of the train and fell beneath the cars. The deceased had been employed by W. Clark & Co. for a number of years.

Ontario.

E. Hockaday, grocer, Hamilton, has sold out.

L. M. Goodrich, grocer, Ottawa, succeeds F. R. Hay.

W. C. Howard, grocer, Newmarket, Ont., has sold out.

J. F. Cryderman, grocer, Toronto, has sold to T. L. Brown.

John Shute, grocer, of Stokes Bay, Ont., was burned out this week.

Albert McKay, grocer, Britannia Bay, Ont., is succeeded by W. F. Nesbitt.

A. McIntyre, general merchant, Garson Mines, Ont., has disposed of his business.

Bert Heard, grocer, Peterborough, Ont., spent a few days in Toronto during the past week.

The St. Thomas Packing Co., of St. Thomas, Ont., has increased its capital stock from \$100,000 to \$250,000.

Wm. Wasson, Warsaw, Ont., has taken over the general store business of Levi Payne, of that village. Mr. Wasson was in business in Warsaw some years ago.

The practice indulged in by some honey dealers who sell honey by weight and include the weight of the container to make up the total weight, was strongly condemned by the Bee-keepers Association in convention in Toronto last week.

A general meeting of the Canadian Credit Men's Association, Ontario Division, will be held to-night (Nov. 22) at McConkey's, Toronto. The secretary, L. J. Ball, will give an illustrated address on the aims and accomplishments of the association.

Lumsden Bros., manufacturers of confectionery in Hamilton, Ont., have instituted a libel suit against a newspaper there and a writ has been issued for \$25,000 against it. The paper published a story to the effect that the candy made was unfit for market, as claimed by a health inspector who made a raid on it same day. The firm was, however, acquitted by the magistrate and hence the reason for the libel suit.

MANY HAPPY RETURNS

To HENRY SWAN, of Swan Brothers, retail grocers, King Street E., Toronto. Mr. Swan was born in Edinburgh, Scotland, November 20, 1841. He began business October 1, 1863, on King Street, and has therefore been 39 years in business there. He learned his trade on Yonge Street, Toronto, beginning at the corner of Yonge and Albert Streets, in 1854; later he was at Yonge and Temperance Streets from 1858, until beginning business on present premises. Between 1854 and 1858 he had some farming experience which proved a valuable asset to his business. He is the only member of Swan Brothers.

* * *

MANY HAPPY RETURNS

To GEORGE E. BRISTOL, of Geo. E. Bristol & Co., wholesale grocer, Hamilton, Ont., born November 23, 1855, at Belleville, Ont. Mr. Bristol went to Hamilton in October, 1871, as junior in the office of Lucas, Park & Co., wholesale grocers there. On Jan. 1, 1881, he was taken into the firm. Mr. J. H. Park retired in 1892, and the other partners went out December 31, 1905. The present name of the firm is Geo. E. Bristol & Co.

Port Arthur, Ont., will get a match factory. A concern known as The Eureka Co. have stated that they will establish there, Edward Stewart, a member of the firm having decided on Port Arthur after considering several places. The match to be specialized on will be a safety match something in the nature of the imported Swedish variety.

The petitions re the Inspection of Scales as well as that of Garnishment of

wages are now being circulated in London, Hamilton and Brantford, by members of the Ontario R.G.A. Woodstock has already sent theirs in, while Toronto will probably get theirs under way during the next week. Secretary Miller of 632 Yonge St., Toronto, is sending copies of the petition out to many towns and villages where there are no associations, and asking someone to undertake their circulation. Merchants in every municipality, no matter how small the number may be, are invited to send their endorsement of the amended legislation which the Ontario Retail Grocers are attempting to secure. The association desires to make clear that while this legislation is being promoted by the grocers, every business man is vitally interested in at least one, and in many instances, both of these measures, so that in circulating the petitions, men in all lines of business may be invited to sign them.

Western Canada.

The Bell Trading Co., Nelson, B.C., have opened a new store.

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

Marantz & Parks, general merchants, Garland, Man., have dissolved; Parks continuing.

The Jackson Grocery Co. has been organized in Calgary, Alta., with a capital of \$10,000.

Jordan & Johnston, of Winnipeg, have bought Livingstone's general store at Swan River, Man.

The Western Milling Company's plant at Calgary, Alta., has been taken over by the Brackman-Kerr Co.

B. Tobias & Co. have formerly declared open the new addition to their general store in Morden, Man. An orchestra was on hand for the occasion.

A driver of a grocery delivery wagon owned by the John Irwin Grocery store, Calgary, Alta., was recently arrested charged with stealing a case of salmon, a case of eggs and other goods.



SECURES VALUABLE INFORMATION.

MecLean Pub. Co.,
Toronto, Ont.

Gentlemen:—

Herewith I have pleasure in handing you cheque for Two Dollars, in payment of my subscription for the Canadian Grocer for the first year.

I look forward for the Canadian Grocer to come to hand every week, and must say that I get some very valuable information from it.

Wishing you every success.

A. H. SCHWEITZER.

Berlin, Ont., Nov. 4, 1912. 80 Cedar St., N.

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Porto Rico

Easier Figures on New Dried Fruits

On Account of Additional Shipments Coming to Hand—Seeded Raisins Extremely Low in Price—Dates of Good Quality and Well Taken Up—New Nuts Now Coming In—Many Canadian Beans of Poor Quality.

QUEBEC MARKETS.

POINTERS:—

Dates.—Down about one cent.

Sultana Raisins.—Down.

Nuts.—Quite generally down.

Montreal, Nov. 21.—General condition of trade is eminently satisfactory. Orders are coming in well and supply for most part is such that it is possible to fill requirements. No startling price changes have come, but there have been a number of small variations, most of which are in a downward direction. Dates, for instance, have dropped a little, new supply arrived making this possible. Sultanas, too, are arriving, though not before badly needed. Then certain lines of nuts are far more plentiful than they were week ago. This naturally has brought a downward movement of prices.

SUGAR.—Still refiners are taking all the raw sugar which offers, and it appears they are glad to do this, since crop of year hence is none too sure. This is likely to prevent any great decline in prices, though it is expected that market will have moderate tone for some little time.

Of course 1913 beet crop is unknown yet, but something can already be judged of cane, and this does not promise to be as good as this year's crop. In the Barbadoes climate has been dry, and cane is backward. Cuba, on the other hand, has had a lot of wet weather. The climate has not been perfect, but on whole the cane has developed well.

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

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—No further changes, over those noted last week, have been struck. Generally demand is good, much better than it has yet been this fall.

Fancy Barbados molasses, puncheons	0 38	0 40
Fancy Barbados molasses, barrels	0 41	0 43
Fancy Barbados molasses, half-barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 33	0 35
Choice Barbados molasses, barrels	0 36	0 38
Choice Barbados molasses, half-barrels	0 38	0 40
New Orleans	0 25	0 28
Antigua	0 30	0 32
Porto Rico	0 40	0 42

Corn syrups, bbls.	0 03 1/4
Corn syrups, half-barrels	0 03 1/2
Corn syrups, quarter-barrels	0 03 3/4
Corn syrups, 38 1/2-lb. pails	1 75
Corn syrups, 25-lb. pails	2 40
Cases, 2-lb. tins, 2 doz. per case	2 75
Cases, 5-lb. tins, 1 doz. per case	2 40
Cases, 10-lb. tins, 1/2 doz. per case	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60

DRIED FRUITS.—Second arrival of new dates has tended to reduce prices, though only slightly because of great demand. Generally quotations are about one cent lower than week ago. As yet no change has been made in price asked for one pound packages, but a small reduction is likely to be made there.

Figs, at present, are firm, demand having grown greatly and supply not having been augmented.

Prunes have generally declined about one-half cent a pound. The demand is exceedingly large, and appears to be growing, but news of fresh supply has caused prices to be dropped slightly. The new supply was long in coming, but should reach Montreal last of this week.

It will be noted that there has also come general decline in Sultana raisins, while Valencia fine are also quoted lower. A better supply, and better news from abroad, is responsible for change.

Evaporated apricots	0 14 1/2
Evaporated apples	0 07 1/2
Evaporated peaches	0 10
Evaporated pears	0 13
Currants, fine filiatras, per lb., cleaned	0 05 1/2
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 05 1/2
Currants, Patras, per lb.	0 09
Currants, Vostizas, per lb.	0 09 1/2
Dates, 1-lb. packages	0 07 1/2
Dates, Hallowee, loose	0 05 1/2
Figs, 3 crown	0 08
Figs, 4 crown	0 09 1/2
Figs, 5 crown	0 11 1/2
Figs, 6 crown	0 12 1/2
Figs, 7 crown	0 13 1/2
Figs, 8 crown	0 14 1/2
Figs, 9 crown	0 15 1/2
Cornaire figs, about 33-lb. mats	1 30
Glove boxes, 15-oz., per box	0 10 1/2
Glove boxes, 10-oz., per box	0 07 1/2

Prunes—	
20-30	0 13
30-40	0 11 1/2
40-50	0 11
50-60	0 10
60-70	0 09
70-80	0 08 1/2
80-90	0 08
90-100	0 07 1/2
Bosnia prunes	0 08

Raisins—	
Choice seeded raisins	0 08
Choice fancy seeded, 1-lb. pkgs.	0 08 1/2
Choice loose muscatels, 3-crown, per lb.	0 08
Choice loose muscatels, 4-crown, per lb.	0 08 1/2
Seedless, new, in packages	0 07 1/2
Select raisins, 7-lb. box, per lb.	0 07 1/2
Sultana raisins, loose, per lb.	0 11 1/2
Sultana raisins, 1-lb. cartons	0 12 1/2
Malaga table raisins, clusters, per box	0 75
Malaga table raisins, clusters, per 1/4 box	1 90
Valencia, fine, off stalk, per lb.	0 08
Valencia, select, per lb.	0 08 1/2
Valencia, 4-crown layers, per lb.	0 09

COFFEE.—On primary market there is still strong underlying bull sentiment, based upon supposition that Santos crop for 1913-14 will be poor. At immediate present things are quiet, unsettled state of affairs in Europe tending to produce a certain inactivity. Locally there have been no price changes.

Mocha	0 25	0 28
Rio	0 21 1/4	0 23 1/4
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 26 1/4

SPICES.—Crop shortage has caused a large grinding demand on primary market. This has been for entire list, though perhaps cloves have been especially active. Locally market is steady.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 26	0 35
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	0 25	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 22	0 27

NUTS.—New supplies in number of lines have been received. Filberts are now much more plentiful and drop of 1 1/2 cents has come as natural result. Walnuts, too, have changed in price, though somewhat strangely. Myette Grenobles have been advanced two cents, because of higher costs abroad, and Marbots have dropped 1 1/2 cents because of a more plentiful supply. Some new lines are not in yet. When they arrive there will almost certainly be further changes.

In shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 11	0 12
Filberts, Barcelona, per lb.	0 10	0 11
Tarragona Almonds, per lb.	0 14	0 15
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Comes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15
Shelled—		
Almonds, 4 crown, select, per lb.	0 42	0 50
Almonds, 3 crown select, per lb.	0 32	0 34
Almonds, 2 crown select, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
roasted	0 08 1/2	0 09 1/2
roasted	0 08 1/2	0 09
Diamond G, roasted	0 09	0 10
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	0 10	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	0 13	0 15
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE.—Still mills are unwilling to make any concessions, and buyers are anxiously seizing whatever is offered. It seems that present conditions will be maintained for some little time.

Locally there is good call for rice. Prices remain at the old figures.

Rangoons—	
Rice, grade B, bags 250 lbs.	3 75
Rice, grade B, bags 100 lbs.	3 75
Rice, grade B, bags 50 lbs.	3 75
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 75
Rice, grade B, pockets 25 lbs.	3 75
Rice, grade C.C., bags 250 lbs.	3 75
Rice, grade C.C., bags 100 lbs.	3 75
Rice, grade C.C., bags 50 lbs.	3 75
Rice, grade C.C., pockets 25 lbs.	3 75
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 75
Patna, polished	4 45
Imperial	5 00
Imperial Glace	5 40
Sparkle	5 00
Crystal	5 25
Snow	5 00
Ice Dips	5 75
Carolina Rice	7 90
Brown Sago, lb.	0 06
Tapioca, medium pearl, lb.	0 07
Seed, lb.	0 07

WHITE BEANS.—More of these are coming forward, though there is still somewhat of scarcity. Farmers leave

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threshing of this crop until the last, and whatever inducements of price they seem unwilling to change their system. Now their crop is beginning to come forward. The supply, however, is not large enough to justify any lower price.

White beans, per bushel 3 15

TEA.—There is some reason to believe that this market is weakening a little. Locally, however, there has been no change whatever.

ONTARIO MARKETS.

POINTERS:—

Dried Fruits.—Further shipments bring lower prices.

Evaps.—Lower.

Nuts.—New season's stock arriving.

Beans.—Many poor quality Canadian.

Toronto, Nov. 21.—Jobbers are still making complaints regarding slow movement of freight on account of shortage of cars. Situation has been particularly bad this fall and not only has it interfered with local shipments but also materially with those which are being sent out to lake and rail points. There has been a good deal of shipping by this route and some firms have now got decks pretty well cleared. Shipping by boat will be in order for about a week more. Of course, navigation when weather is mild sometimes continues well up into December, but insurance risks are not accepted after November 28.

Full array of new season's dried fruits are now in and are going out to retail trade. Further shipments of several lines have caused prices to be reduced.

Orders for confectionery are coming in freely in anticipation of Christmas trade. New season's nuts are also beginning to go out.

SUGAR.—Refined sugar is unchanged, and outlook for future is same. There is same easiness ahead but there is difference of opinion as to when it will become evident in refined prices. Some dealers think that steadiness may hold until close to the end of year, while others would not be surprised at change any time. Limited supplies available for immediate use tends to put off any immediate reduction. The clearing of the Balkan trouble would probably bring about an easier turn.

Reports from Cuba are still encouraging, and quotations are easier for December and again for January. There are indications of an early commencement of crop making in Cuba.

Extra granulated, bags	4 85
Extra granulated, 20-lb. bags	4 95
Extra granulated, 5-lb. cartons	5 15
Extra granulated, 2-lb. cartons	5 15
Imperial granulated	4 70
Beaver granulated	4 70
Yellow, bags	4 45
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 25
Extra ground, 50-lb. boxes	5 45
Extra ground, 25-lb. boxes	5 65
Powdered, bbls.	5 05
Powdered, 25-lb. boxes	5 45
Powdered, 50-lb. boxes	5 25

Red Seal, 5-lb. box	0 37
Crystal diamonds	7 50
Paris lumps, in 190-lb. boxes	5 60
Paris lumps, in 50-lb. boxes	5 70
Paris lumps, in 25-lb. boxes	6 00

SYRUPS AND MOLASSES.—There has been no change in corn syrups since last week's reduction of 15 cents per case. Demand is on an appreciable scale, the cooler weather proving beneficial to retail trade. Conditions at present look favorable for good season's trade in syrups.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03½
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03½
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	0 28
West Indies, half barrels	0 30
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 49 0 50

DRIED FRUITS.—With additional shipments of several varieties of new season's fruits, there have been some further readjustments in prices. Second shipment of new dates came to hand at end of last week and are quoted lower than initial arrivals. Hallowees are selling at 5½ cents in full boxes and one cent higher in halves. Packages are quoted at 7 to 8 cents. Dates are of good quality this year and have been taken up well.

As has been pointed out before, seeded raisins opened this year at extremely low figure and there have been further concessions since. Goods bought at low price are now coming to hand and quotations to retailers are lower, some lines of choice seeded selling down to 6¾ cents. A big trade in seeded raisins is anticipated this year.

Valencias are also being shaded, new selling as low as 8¾ cents. There is still quantity of old Valencias held here and they are being sold at 7 to 7½ cents. Orders for dried fruits are now being sent forward, especially those lines which enter into make up of Christmas cake. Sultanas are in limited supply as yet but stocks will soon be plentiful. New arrivals will be sold lower than present quotations.

While seeded raisins on the coast are showing somewhat steadier feeling, prune market continues to sag. There are even concessions below present quotations being offered here. Quotations have ruled so high in recent years as to make this year's values look extremely low. Peaches are also great deal lower than last year, and still lower prices are being quoted now than few weeks ago.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13½
40 to 50, in 25-lb. boxes	0 11½	0 12½
50 to 60, in 25-lb. boxes	0 10½	0 11½
60 to 70, in 25-lb. boxes	0 09	0 09½
70 to 80, in 25-lb. boxes	0 08½	0 08
80 to 90, in 25-lb. boxes	0 08	0 08
90 to 100, in 25-lb. boxes	0 07½	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		

Apricots—		
Standard, 25-lb. boxes	0 13	0 15
Choice, 25-lb. boxes	0 13	0 15

Peaches—		
Standard, 25-lb. boxes	0 10	0 11½
Choice, 25-lb. boxes	0 10½	0 11½

Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18

Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½

Currants—		
Fine Filiatras, per lb.	0 07	0 07½
Choicest Amalas, per lb.	0 07½	0 07½
Patras, per lb.	0 07½	0 07½
Choice Vastizas	0 07½	0 08½
Shade dried Vostizas	0 10	0 10
Cleaned, ¼ cent more.		

Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 08½	0 08½
Valencias, old stock	0 07	0 07½
Seeded, 1 lb. packets, fancy	0 07½	0 07½
Seeded, 1 lb. packets, choice	0 06½	0 07

Dates—		
Hallowee, full boxes	0 06½	0 06½
Hallowee, half boxes	0 06½	0 06½
Fards, choicest, 12-lb. boxes	0 09	0 10
Fards, choicest, 50-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 07	0 08

COFFEE.—There is a good seasonable demand for coffee reported, both for straight varieties and standard blends. Present is always season of good consumption.

Some firms would quote straight Guatemala at slightly higher figure, one house putting it at 26 to 28 cents. There is nothing particularly new from the big coffee markets of the world. Some sensational crop estimates have been received, to which no attention has been paid, it being considered too early for reliable crop estimates. Action of big factors in market show that they have implicit confidence in situation.

Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Guatemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 12	0 13

SPICES.—There is no break in firming tendency in cloves. Developments during past two weeks have proven that early reports of short crop were true and it seems quite certain now that yield will not exceed 50,000 bales. There seems nothing ahead for time at least except steadying prices. Peppers hold steady but nutmegs on primary market are hardly so firm.

There is good demand present in spices, covering the whole list. The approach of Christmas baking season is causing retailers to look to stocks.

	5 and 10 lb.	¼ lb.	¼ lb.
	Tins.	pkgs.	tins doz.
Allspice	14-17	60-70	70-80
Cassia	22-27	72-90	80-90
Cayenne pepper	23-33	72-90	90-115
Cloves	25-29	90-95	85-110
Cream tartar	25-26	90-00	
Curry powder	25-30		
Ginger	22-27	65-85	75-95
Mace	65-80		0-2 75
Nutmegs	25-30	90-00	1 60-2 50
Peppers, black	20-23	67-75	80-90
Peppers, white	28-30	90-1 05	1 05-1 15
Pastry spice	20-27	65-95	75-110
Pickling spice	14-18	75-00	75-00
Turmeric	16-18		
Range for pure spices according to grade.			Pails or

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boxes 2 cents per lb. below tins. Barrels 3 cents below tins.
 Mustard seed, per lb., in bulk 0 10 0 12
 Celery seed, per lb., in bulk 0 08 0 40
 Shredded cocoanut, in pails 0 15 0 17 1/2

RICE AND TAPIOCA.—There is no special interest being taken in either rice or tapioca at present. Trade is running along on even lines, with no new features in regard to market.

Standard B., from mills, 500 lbs. or over,
 f.o.b. Montreal 3 75
 Rice, standard B., f.o.b., Toronto 3 83

	Per lb.	
Rangoon	0 04	0 04 1/2
Fancy rangoon	0 06	0 06 1/2
Patna	0 06 1/2	0 06
Japan	0 06	0 07
Java	0 06 1/2	0 07
Carolina	0 06	0 10
Sago, medium brown	0 06 1/2	0 07
Tapioca		
Bullet, double goat	0 08	
Medium, pearl	0 06 1/2	0 07
Flake	0 06	0 08
Seed	0 06 1/2	0 07

NUTS.—Several lines of new nuts in shell have arrived, including Sicily filberts, Tarragona almonds and Grenoble walnuts. Latter is in earlier than usual. New stock is quoted at little higher figure, while same is also true of Bordeaux and Marbots. Almonds in shell on other hand are lower. Brazils still remain moderate in price and with quotations much lower than for past years, there should be good trade in them this season. Pecans are high line this year.

New shelled walnuts will be late in coming and probably greater portion of Christmas requirement will be freshly cracked goods which are now selling at 29 to 30 cents. New seasons to arrive around December 15, are quoted at 34 to 35 cents. New shelled almonds are higher again this year, being quoted just now at 33 to 36 cents. One wholesaler stated he would have to sell some of better grades of new season's shelled almonds at close on 40 cents. Shipments of new nuts are being made out to retailers as they come in.

Almonds, Formigetta	0 15	0 15 1/2
Almonds, shelled	0 33	0 36
Almonds, Tarragona	0 16 1/2	0 17
Walnuts, Grenoble	0 16	0 16 1/2
Walnuts, Bordeaux	0 13	0 13 1/2
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 34	0 35
Chestnuts, Italian, large, lb.	0 12 1/2	
Chestnuts, Canadian, peck	2 25	
Filberts	0 11	0 12
Hickory nuts, per lb.	0 07	
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08 1/2	
Peanuts, green, jumbo	0 10	

BEANS.—From reports received, it would seem as if quality of Canadian beans is even worse than anticipated. "Instead of 75 per cent. being first quality," said one big dealer this week, "25 per cent. will be nearer the mark, while balance will be hard to sell where people have been used to good beans. Of course, it was the weather that impaired the quality."

It is predicted in some quarters that on account of poor quality of Canadian beans Austrian hand picked will have great run here this year. One firm has contracted for \$19,000 worth of them. The duty is 25 cents per bushel. Austrian are, in some cases, quoted as high as \$2.70 on local market.

Prime beans, per bush., new 2 90
 Hand picked, per bush., new 3 00
 California Lima, lb. 0 08 0 08 1/2
 Austrian, H. P., per bush. 2 75

EVAPORATED APPLES.—Weaker feeling continues in evaporated apples. The total pack is going to be large, and accordingly, lower prices. Low price on other evaporated fruits is also a factor. Evaps are being quoted as low as 7 cents.

CANNED GOODS.

TORONTO.—Retailers have not in all cases received their season's supply of canned goods, although most of them have received some. Those who have had them in for any length of time report that demand has been on a good scale for season.

The local canned goods situation is now more settled, quiet and easier. The easiness is not apparent in any change in quotations, but some jobbers who had ideas above opening prices are beginning to ease them down to original figures. The speculative value as yet at any rate is nil. Of course this is not the case with those who got their tomatoes, for instance, at \$1.10 per dozen by placing orders at that figure last spring. Tomatoes are now ruling at the \$1.35 to \$1.37 1/2 level, which was the opening price.

MANITOBA MARKETS.

POINTERS—

Corn Starch—Cheaper.
 Cocoanut in Bulk—Up 2 cents.
 Sultanas—Advanced.

Winnipeg, Nov. 20.—Groceries are moving freely, local houses finding it necessary to work extra shifts to get orders out on time although big rush prior to Christmas has hardly yet started.

In common with other wholesalers, they report satisfactory improvement in collections. This would indicate that big settlement of November 4 had come off satisfactorily and that all classes will now get their share of proceeds of Western crop.

There are some price changes to be noted but none of particular importance in staple lines. Corn starch is 1/4 cent per lb. cheaper and the cheaper brooms are down.

Coffee is reported to be firm and advance in ground coffees general.

Cocoanut in bulk has advanced 2 cents per pound.

SUGARS.—The Sugar market seems to have settled to fairly firm basis. There are no changes to report and none anticipated at present. Demand continues exceptionally good.

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

SYRUPS.—The city business in syrups is reported as being heavy and there is a sales-factory demand from country points. High priced butter is giving a decided boost to syrup sales.

Corn Syrup—	
2 lb. tins, per case	2 38
8 lb. tins, per case	2 78
10 lb. tins, per case	2 66
20 lb. tins, per case	2 67
Barrels, per 100 lbs.	4 05
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, 1/2 gals.	5 85

DRIED FRUITS.—Smyna Sultan raisins are higher and quoted now at 14 1/2 cents. Evaporated apples have declined to 7 1/2 cents. Trade in dried fruits is fairly brisk and should reach large proportions during next two weeks.

Prunes—	
90-100s, 25s, s.p.	0 36 1/2
90-100s, 10s, s.p.	0 36
80-90s, 25s, s.p.	0 06 1/2
80-90s, 10s, s.p.	0 07 1/2
70-80s, 25s, s.p.	0 07 1/2
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07 1/2
50-60s, 25s, s.p.	0 08 1/2
40-50s, 25s, s.p.	0 09 1/2
Cooking Figs—	
Choice boxes	0 06 1/2
Half boxes	0 06 1/2
Half bags	0 05 1/2
Valencia Raisins—	
Fine, f.o.s., 28s, s.p., per box	2 45
Fine, selected, 28s, s.p., per box	2 65
4-crown layers, 22s, s.p., per box	1 40
4-crown layers, 18s, s.p., per box	0 75
4-crown layers, 7s, s.p., per box	2 20
Ne plus ultra, 82s, s.p., per box	0 14 1/2
Sultanas	
Dry, clean, per lb.	0 07
Washed, per lb.	0 07 1/2
1-lb. package	0 08 1/2
2-lb. package	0 17 1/2

COFFEES AND TEAS.—Coffee is firm and all blends have advanced. There is nothing new in teas.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12 1/2
Teas—	
China blacks, choice	0 25
India and Ceylon, choice	0 32
Japan, May picking	0 35
Japan, choice	0 35

BEANS.—Reports from Ontario are that bean crop is inferior in quantity and quality to last year. An Eastern authority states: "There will be a large portion of the crop fully six to ten-pound pickers. A few are up to prime quality, viz., three-pounders, and these are in such urgent demand that the early arrivals are urgently sought for to fill orders in hand. It will take a lot of machine handling to reduce the majority of receipts to a prime basis, which takes time and expense, and delays shipment."

There is now good local demand.

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

NUTS.—Nut prices are steady. There is very satisfactory demand.

Brazil	0 13	0 14
Tarragona almonds	0 16 1/2	
Peanuts, roasted, Jumbos	0 12 1/2	
Peanuts, choice	0 11	
Pecans	0 17	
Marbot walnuts	0 13 1/2	
Grenoble walnuts	0 16	
Sicily filberts	0 11 1/2	
Shelled almonds	0 33	0 34
Shelled walnuts	0 29	

NEW BRUNSWICK MARKETS.

St. John, Nov. 20.—Arrivals of dried fruits during past week have been

most encouraging and quotations are gratifying to local trade. California raisins are lower than last year, and currants slightly easier, while peaches are lower than for years, if ever before, in St. John. Advices to customers by local wholesale dealers are to effect that they may advertise that cost of Christmas pudding will be cheaper this year, because of easier tone in flour market, decline in sugar and easiness in dried fruits. Spices remain practically about the same, while nuts will be lower, but peels are a little higher. Brazil nuts will be cheaper than for many years on account of great abundance, while dates and figs will rule about same.

Provision market remains firm and with no indication of relief. Sugar market, according to local advices will be no higher until well after new year, which means that for busy season at Christmas prices will be as easy or even more so than at present. Molasses is strong at 38 cents which is a record and it is apt to be even higher, local dealers say. Reports received from Barbadoes and West Indies are most unsatisfactory regarding crop conditions and those who are fairly well stocked in St. John are not selling in larger quantities than absolutely necessary.

Bacon	.....\$	.....	\$0 15
Beans, hand picked, Austrian	.....	2 85	2 90
Beans, yellow eye, bushel	.....	0 00	0 00
Butter, dairy, per lb.	.....	0 30	0 34
Butter, creamery, per lb.	.....	0 27	0 29
Buckwheat, W. grey, bag	.....	.....	3 00
Cheese, new, lb.	.....	0 15½	0 15¾
Coronants, 1½, lb.	.....	0 07¾	0 08
Canned Goods—			
Beans, baked	.....	1 30	1 35
Beans, string	.....	.....	1 02½
Beans, doz.	.....	.....	1 10
Peas, No. 4	.....	.....	1 40
Peas, No. 3	.....	.....	1 42½
Peas, No. 2	.....	.....	1 45
Peas, No. 1	.....	.....	1 80
Peaches, 2's, doz.	.....	1 55	1 60
Peaches, 3's, doz.	.....	.....	2 40
Raspberries, doz.	.....	.....	2 20
Strawberries	.....	.....	2 20
Tomatoes	.....	.....	1 65
Clams	.....	4 00	4 25
Cornmeal, gran.	.....	.....	5 15
Cornmeal, bags	.....	.....	1,65
Cornmeal, bbls.	.....	.....	3 45
Eggs, henney	.....	0 34	0 38
Eggs, case	.....	.....	0 29
Finnan Haddies	.....	4 40	4 50
Fish, cod, dry	.....	.....	5 00
Flour, Manitoba	.....	.....	6 45
Flour, Ontario	.....	.....	5 85
Lard, compound, lb.	.....	0 10½	0 10¾
Lard, pure, lb.	.....	0 15½	0 15¾
Lemons, Messina, per box	.....	3 50	4 00
Molasses, Barbados, fancy	.....	.....	0 38
Oatmeal, rolled	.....	.....	5 75
Oatmeal, stl.	.....	.....	6 35
Pork, domestic mess	.....	26 00	26 25
Pork, American clear	.....	26 50	29 25
Potatoes, barrel, new	.....	1 35	1 50
Raisins, California, seeded	.....	0 07¾	0 08½
Rice, per lb.	.....	4 25	4 50
Salmon, case	.....	.....	.....
Red Spring	.....	9 75	9 50
Coboes	.....	8 50	8 75
Sugar—			
Standard granulated	.....	4 90	5 00
Austrian, granulated	.....	4 80	4 90
Bright yellow	.....	4 70	4 80
No. 1 yellow	.....	4 40	4 50
Paris lumps	.....	5 90	6 00

BRITISH COLUMBIA MARKETS.

Vancouver, Nov. 21.—General provision market remains unchanged. Supplies and demands provide situation similar to past two months, there being general steadiness.

Arrivals of Smyrna figs, Hallows dates, new California walnuts, new almonds, Brazil nuts and new chestnuts

from Italy have been fairly good. There also have arrived two cars of bananas, two cars of sweet potatoes, two cars of Spanish onions from Valencia and two cars of Spanish malagas.

First appearance of Japanese oranges is also to hand, and the usual quantities of apples and Ashcroft potatoes have come.

The ruling wholesale prices follow:

SMOKED MEATS—Hams, boiled, .28; hams, boned, .23; bacon, green, rolled, .22; bacon, smoked, rolled, .23; bacon, dry salt backs, .15.

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

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

FRUIT—Oranges, Valencia, case, \$4.25 to \$4.50; grape fruit, California, per case, \$6.25; lemons, per case, \$6.75 to \$7; apples, snow, per case, \$1.75 to \$2.25; Northern Spy, case, \$1.50 to \$1.75.

LEAKS IN THE GROCERY STORE



FORGOTTEN CHARGES.

One of the greatest leaks in the retail store to-day is "forgotten charges." If the total amount lost annually by the Canadian grocery trade in this respect were known, we would probably all be very much astounded.

Forgotten charges occur in those stores particularly where a poor system is operated by careless clerks. This combination is enough to wreck any business and it has laid low a great many.

The meaning of "forgotten charges" is plain. This leak occurs usually when several customers are waiting to be served; as soon as one is served the next in line is waited on without a record of the credit transaction being made at the time. This record is often forgotten for all time, the sale denoting a clear loss amounting to total of invoice cost plus cost of doing business.

Such leaks are disastrous. To avoid them, the dealer should have a system. That system may be that when a credit order is given it must be recorded on a counter-check book. Whatever it is, let the system be insisted upon regardless of who is at the counter. When a business gives away goods by forgotten charges it becomes, in ignorance, a charitable institution.

MORE ANSWERS TO PROBLEM.

Some additional replies have come in to the problem on "What Should The Buying Price Be?" The question as it appeared in The Grocer in issue of Nov. 8 is again reproduced:

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

READER.

The following reply has come from Truro, N.S.:

Editor Canadian Grocer.—"Referring to the article in Nov. 8th. edition of The Grocer, 'What should the buying price be?'"

"I think if it costs 18 per cent. to run a business a person should have an average profit of 25 per cent.

"Considering that there is only about 10 per cent. profit on larger articles, including flour and sugar, there should be a profit of 40 per cent. on the smaller articles, including those selling at 25 cents.

"In order to make 40 per cent. on an article selling at 25c it must cost 18c (to be exact, 17 6-7c), being the price at which I think the article selling for 25c should be bought."

Yours truly,
CARL D. RYAN.

Thos. Hart, a St. John, N.B., reader, writes that the buying price should be 20½c, but he does not state what net profit he has figured on.

BROOM AND WASHBOARD SITUATION.

A good many jobbers and retailers have been anticipating that brooms would take a further downward dip, because of the low prices prevailing on broom corn. True, corn, is low in price, the common variety being lower than for some few years, but in spite of the fact, several manufacturers claim that prices are not going to ease to any great extent. Indeed there are those who claim that high quality brooms are going to be higher.

This same manufacturer hinted that it is probable that wash boards may be advanced in price. "I have been looking for an advance for the past month or so," he stated. "Manufacturers in the United States have put up prices. The reason for this is the general advance in these lines that go into the construction of the wash board. Wood material is high, and the same is also true of the metals used in them. Indeed the cost of manufacture is considerably above what it was some time ago."

FLOUR & CEREAL DEPARTMENT



Flour Down [in Eastern Canada Again

Manitoba Drops Another 20 Cents Per Barrel—Now on About Same Basis as West—Some Dealers Looking for Further Reduction—Rolled Oats Shortage Relieved Somewhat—Expecting Lower Prices on This Commodity

Manitoba flour has been reduced another 20 cents per barrel in Eastern Canada, making a total drop of 40 cents in the East since the new wheat crop began to have its influence on prices. This puts it practically on same basis as the West where prices were reduced 50 cents per barrel some few weeks ago.

It was pointed out at the time of the other 20 cents reduction two weeks ago that prices in the East would likely see another drop in order to bring prices on level with wheat, as well as values on flour in the West.

It is felt in some quarters that flour prices are not yet at the bottom. Reduction has been quite large but Canada and the world, as a whole, has a good yield of wheat this year. One man who is expecting that future will see lower prices still, put forth this argument:—"Flour to-day in both the West and East is just 20 cents per barrel below that of year ago. The change in wheat, however, is on much larger proportion. Cash wheat in Winnipeg on November 18 of last year was 98 $\frac{5}{8}$ cents, while to-day, same grade is only 83 $\frac{3}{4}$ cents. This is difference of 15 cents per bushel and the difference in flour is certainly not on similar proportion."

As pointed out last week, situation in rolled oats in regard to supplies has been particularly bad for past two months in Eastern Canada—worse than has ever been experienced before. Some mills are making a little headway with orders but there are others who are having no end of trouble getting raw material from lake ports on account of car shortage.

It is probable that lower prices, however, will be seen on rolled oats as soon as situation begins to clear. Prices of oats warrant lower figure.

MONTREAL.

FLOUR.—As hinted as probable in past issues, Manitoba flour has been reduced another 20 cents per barrel. This is a total drop of 40 cents for month,

and brings first patents locally down to \$5.40 per barrel.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	5 40	
Manitoba straight patents, in bags	4 90	
Manitoba strong bakers, in bags	4 70	
Manitoba second, in bags	4 30	

CEREALS.—Market is steady and orders quite large. Indeed, mills have orders on file which will keep them busy for some time to come. It is not thought in view of this fact, that there will be reduction for some time at least.

Fine oatmeal, single bag lots	2 75
Standard oatmeal, single bag lots	2 75
Granulated oatmeal, single bag lots	2 75
Rolled oats, 90 lbs. sacks, jute, 25 bags to car lots	2 40
Rolled oats, jute bags, 90-lb. single bag lots	2 50
Rolled oats, cotton bags, 90-lb. single bag lots	2 55
Rolled oats, barrels	5 50
Rolled wheat, bbl.	2 75
Hominy, 95 lb. sack	2 30
Boiled cornmeal, 100 bags	2 25

TORONTO.

FLOUR.—Manitoba flour has been reduced another 20 cents per barrel, making a total decline of 40 cents during the month, and bringing first patents in jute down to \$5.30 per barrel locally. This reduction is in keeping with expectations, as lower values on wheat well warranted lower figure than those struck two weeks ago. Even now, there are those who will believe that bottom has not been reached for, while flour is now 20 cents per barrel lower than year ago, wheat is also much lower. Flour in cotton sacks is quoted at 10c per barrel above jute.

Manitoba Wheat.		
1st patent, in car lots, per bbl.	5 30	
2nd patents, in car lots, per bbl.	4 80	
Strong bakers, in car lots, per bbl.	4 60	
Feed flour, in car lots, per ton	31 00	33 00
Flour in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption	4 85	5 15
Patents, 94 p.c., domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 05

CEREALS.—Relief to acute rolled oat shortage has been held off much longer, with some mills at least than was expected. Some are beginning to catch up, but there are still some big companies who have done little in this direction. The reason for relief being so long in coming is that mills have been unable to get the raw material from lake ports.

In order to supply orders to some extent, one big mill actually brought in 15,000 bushel of oats from the United States to grind for home consumption, and on which they had to pay 15 cents per bushel duty. Things should begin to run more smoothly before long.

The yield of oats and the price at which they are quoted really warrant lower prices on rolled oats but this has been deferred on account of condition of supplies. With situation clearing, lower prices will probably rule.

Rolled oats, small lots, 90 lb. sacks	2 60
Rolled oats, 25 bags to car lots	2 40
Standard and granulated oatmeal, 95-lb. sk., small lots	2 75
Rolled wheat, small lots, 100-lb. bbls.	3 00
Rolled wheat, 5 barrel to car lots	2 80
Cornmeal, 95 lb. bags, 25 bag lots	2 25
Rolled oats in cotton sacks, 5 cents more.	2 30

MILL FEEDS.—There has been no change in either bran or shorts. Drop expected with increased grinding of wheat has not made its appearance. A good call, with approach of cold weather and better season of demand has changed views of many dealers in regard to probability of much lower prices. Still, there is no denying that mill feeds are high.

Bran, in car lots, per ton	22 00
Shorts, in car lots, per ton	17 00

WINNIPEG.

FLOUR AND CEREALS.—Local flour market holds steady with an excellent domestic demand. Export trade is dull. If present low prices of wheat continue it is likely that flour will go down.

Best patents, per bbl.	5 60
Seconds, per bbl.	5 00
Rolled oats, 50 lb. sack	2 25
Granulated oatmeal	2 75
Cornmeal, 95 lbs.	2 30

STRONG DEMAND FOR TEA.

The "London Grocers' Gazette" of November 2nd says: "It was again this week essentially a fine tea market, and particularly in the case of high-priced Pekoes, there was often an advance of anything up to a penny per pound. The teas were no better either, so it was not a case of improving quality, but the demand ran tremendously strong. Poor teas were generally easier."

A VALUABLE ASSISTANT.

Editor, Canadian Grocer. I find the Canadian Grocer to be a very valuable assistant. Would miss it very much if it did not come.

Yours truly,

FRED. L. GILES.

Toronto, Nov. 9, 1913.



New Lemons of Good Quality and Color

Should Sell Well—Color Exceptionally Good For First Shipments—Navel Oranges Now on Market—Quality Apparently Varies—Grapefruit of Better Quality — Cranberries Are Firmer.

New lemons should sell well, for not only are prices lower than for past few months but quality and color of new stock is good. It is unusual to see the early shipments of new lemons so well colored. They are generally rather green, which while not impairing the quality any, seems to interfere with their sale. This year, probably on account of earliness of season, first shipments came along with a color that should appeal to most exacting buyers. It is for this reason that many dealers are finding it to their advantage to push lemons. Prices under larger shipments are still lower again this week, at several centres.

New Navel oranges from California have become quite general throughout Western Canada, while there has also been an odd shipment to the East. This is particularly early for navels to come forward. In some cases, the quality is said to be good, and in others directly the opposite. It is somewhat the same in new Florida oranges, for while some are of excellent quality, others are not quite so good.

Grapefruit from Florida which was off in quality at first of the season is showing an improvement. If this continues a good season can be expected as crop is large and prices much more reasonable than they have been for several years.

There is a firmer feeling in cranberries with the arrival of later varieties, which are acknowledged as better keepers and therefore command a better price. The demand is seasonably good.

A report from Kingston, Jamaica, says that the banana cultivation was damaged considerably by strong gales, accompanied by heavy rain.

MONTREAL.

GREEN FRUITS.—Week has seen several changes in prices. Apples are gen-

erally quoted somewhat higher, not that the supply is short, but because the demand is great. No. 1 fall apples are now being quoted as high as \$5.50, while for No. 2's, four dollars is frequently being asked.

In cranberries another advance has been made. Price last week varied from \$7.50 to \$8.50. Now the finest quality is being sold at \$9.50. The supply is none too large and demand has grown steadily since cool weather set in. There is possibility that cranberries will go still higher. Again grapefruit shows its downward tendency, some lines of Florida now being sold as low as \$3.50 a case. The prediction that grapefruit will soon be as cheap as oranges seems possible.

Oranges tend a little higher, Valencias now being generally quoted at \$4.50, whereas a number of lines were last week quoted at \$4.25.

Apples, fall, No. 1	3 75	5 50
Apples, fall, No. 2	3 00	4 00
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	5 50	5 50
Limes, box	1 25	1 25
Oranges, late Valencias	4 50	4 50
Pineapples, Cubans, cases of 24	6 50	6 50
Grapes	2 25	2 75
Summer apples, No. 1	4 50	4 50
Summer apples, No. 2	3 50	3 50
California plums	1 50	1 75
California pears	3 50	3 50
California peaches	1 00	1 00
Pears, in barrels	8 00	12 00

VEGETABLES.—Here prices remain steady. The demand is large. Bad condition of the roads, which has kept many market gardeners from getting to the city, has tended to cause some difficulty, but generally supplies are good.

Spanish onions, large case	2 50	2 50
Canadian red onions, per lb.	0 01 1/2	0 01 1/2
Beans, green, bags	0 75	0 75
Wax beans	0 75	0 75
Carrots, bags	0 75	1 00
Cabbage, dozen	1 20	1 20
Cauliflower, doz.	0 60	0 75
Cucumbers, basket	0 30	0 35
Peppers, green, basket	3 75	3 75
Radishes, dozen	0 22	0 22
Sweet potatoes, per basket	2 00	2 00
New potatoes, bag	1 00	1 00
Spinach, box	1 00	1 00
Parsnips, bag	3 00	3 75
Tomatoes	3 00	3 00
Turnips, per bag	1 25	1 25

TORONTO.

GREEN FRUITS.—With continued influx of new lemons, prices have continued their downward movement, now being quoted at \$4 to \$4.50 per case. Quality and color is such as to cause them to sell freely. Some lots of Florida oranges are good, while others are lacking somewhat in quality. First navel oranges came in this week, which is exceptionally early. One firm said their car was good, while another house stated that they wouldn't accept shipment.

Apples are quite a feature at present time. In addition to Canadian varieties, there is shipment of fancy stock from Washington State in this week, selling at \$2.50 to \$2.75 per box. Canadian grapes are done. Malagas are selling quite well.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 75	2 75
Greenings, fancy, per box	1 25	1 25
Greenings, No. 2, per bbl.	2 25	2 25
Fancy imported, box	2 50	2 75
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	9 00	9 00
Cranberries, crate	3 25	3 25
Grapes, Almeria, per lb.	5 50	6 50
Hothouse grapes, per lb.	0 75	0 75
Grapefruit, per case	4 00	4 00
Lemons, Verdelli	4 00	4 50
Limes, per 100	1 25	1 25
Oranges, late Valencias, case	4 50	4 50
Oranges, Florida, case	3 00	3 50
Pineapples, per case	5 00	5 00
Persimmons, per case	2 50	2 50
Pomegranates, per doz.	0 90	0 90

VEGETABLES.—There has been a change to firmness in potatoes, particularly New Brunswick stock. The reason for strength is chiefly scarcity of stocks locally, due to shortage of cars at shipping points. Demand has been good, dealers beginning to arrange for their winter requirements.

California celery is selling fairly well at \$4 per crate. Some Canadian stock is also being sold.

Beets, per bag	0 75	0 75
Carrots, per bag	0 75	0 75
Cabbage, per dozen	0 50	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	4 00	4 00
Cucumbers, Boston, hot house, doz.	1 50	1 50
Lettuce, doz. bunches	0 35	0 35
Mushrooms, per lb.	0 75	0 75
Onions—		
Spanish, per crate	2 50	2 75
Canadian onions, 75 lb. bag	1 00	1 00
Potatoes, Ontario, per bag	1 00	1 10
Potatoes, New Brunswick	1 10	1 20
Tomatoes, hothouse, per lb.	0 25	0 25
Sweet potatoes, hamper	1 50	1 50

WINNIPEG.

FRUITS AND VEGETABLES.—Navel oranges and malaga grapes are now

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on market. Cranberries have advanced \$1.00 per barrel. There has been general advance on all native grown vegetables except potatoes. Wholesale fruit men complain of slow transit of freight.

Fresh Fruit—		
Malaga grapes, kegs	8 00	8 50
Navel oranges, case		5 00
Tokay grapes		2 75
California grapes, case		3 00
Oranges, Valencia		5 50
Bananas, per bunch	2 50	3 50
California lemons, crate		8 00
Limes, box		2 00
Washington apples	1 50	2 25
Ontario tomatoes		0 75
Ontario apples	4 50	5 50
Cranberries		13 00
Spanish onions		3 75
Florida grape fruit		5 50
Pears		4 00
Potatoes—		
Potatoes, per bushel		0 40
Carload lots		0 33
Jersey sweet potatoes, barrel		6 50



Following items are from the file of The Canadian Grocer of November 25, 1892:—

“On December 1, J. E. McElderry who has so successfully conducted the grocery business in Day’s Block, Guelph, Ont., for twenty years, will admit into partnership James A. McCrea, who for the past seven years has been traveling for Davidson & Hay, wholesale Grocers, Toronto.”

Editorial Note.—The name of J. A. McCrea is still a well known one in Guelph. The business above referred to is now operated under the name of J. A. McCrea & Son.

This item was taken from our Toronto market report of November 25, 1892:

“BEANS.—There is nothing new to say of the bean market. The price is unchanged at \$1.20 to \$1.25.”

Editorial Note.—To-day new prime beans are quoted at \$2.90, and hand-picked at \$3 per bushel. The demand for beans at present time is, of course, much above that of 20 years ago in view of the large amount required for railway construction, lumbering and mining camps.

“The retail merchants of Montreal held a meeting on the 17th inst. and appointed a committee which was instructed to obtain legal advice as to the constitutionality of the business tax imposed in the Province of Quebec. The committee is to report this week. The business tax was bitterly denounced by several of the speakers for its unfairness to the merchants. There is

some talk of resisting the collecting of the tax. There appears to be a spirit of accommodation manifested by the provincial government as all the collectors of revenue have been notified that they are to take no action for the collection of the obnoxious tribute until they are further advised.”

Those dealers who have been selling caviare will be interested in knowing that prices are higher this year by 25 per cent. than last. Russia is practically the only source of supply. Caviare is made from the sturgeon, and it is claimed this fish has been caught in recent years regardless of necessity for close season being observed.

LIVE BEARS ATTRACT BUYERS.

St. John, N.B., Nov. 20.—(Special)—A novel window display was shown last week in store of Vanwart Bros., Charlotte Street. It was a showing of four bears, a mother and three cubs, which had been shot near McAdam, N.B., and brought to the city where they were displayed in the Vanwart store. It was a

London Grocers Looking After Petitions

Committees Will Wait on Local Members of Parliament to Ask Their Assistance with Amendments to Garnishee Law and Scale Inspection Act—Signatures of Grocers, Butchers and Milk Dealers Secured—Association Will Bring Out Aldermanic Candidate.

London, Ont., Nov. 21.—(Special)—The Retail Grocers’ Association at their last regular meeting discussed the petitions on the Garnishee Law and the Scale Inspection Act, which are to be presented to Premiers Whitney and Borden respectively.

The petition to Sir James Whitney asking him to amend the Garnishee Act was signed by all the grocers, butchers and milk dealers. A committee consisting of Pres. John Diprose, H. Fountaine, Thos. Shaw, E. J. Ryan and Jos. Scandrett was named to see the Hon. Adam Beck, to ask him to support the above measure.

Adam Palmer, J. A. McFarlane, G. B. Drake and Harry Hanahan were named to wait on the members of East, West and North Middlesex to request them to support the measure.

Another largely signed petition will be sent to Premier Borden, showing forth the injustice of the merchants paying for inspection of scales when it is done in the interests of the purchasing public. Building and health inspectors, it was pointed out, are paid salaries instead of fees.

good advertisement for the store, for great numbers of people came from different parts of the city, and taking advantage of this fact, the other windows in the store, adjoining that in which the animals were shown, were filled with a tempting array of fall fruits, provisions of various kinds, and up-to-date lines of groceries which were boosted considerably through the spectacle presented so near hand.

A FOUR DAYS’ SALE.

O. Laeroix, 19 St. Joseph St., Quebec, P.Q., put on a four days’ sale from Nov. 11 to 14, inclusive, and advertised it in the local papers. The advertisement was introduced as follows: “During the above four days we will have bargains in all our lines to offer to the economical housewives. Prices are figured regardless of cost—some of them are even lower than wholesale prices. We want to make this November Sale one of our biggest sales of the year.

“Christmas will soon be on and many of the Holiday goods are offered.”

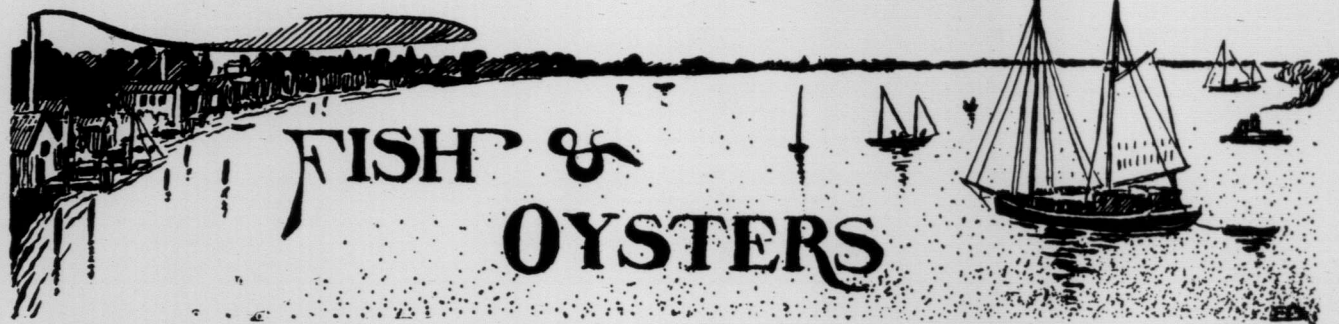
Following up this, was a lengthy list of goods with their prices.

Committees were also named to wait on the local members of the House of Commons asking them to use their influence to have the above injustice remedied.

A resolution was also passed asking The Canadian Grocer to urge all Grocers’ Associations and merchants where there are no organizations to see their members of Parliament asking their support of the above measures when they come up. President Diprose stated the Ontario Retail Grocers’ Association would see that both petitions were presented at the coming sessions.

A resolution of condolence was requested to be sent to the family of the late Wm. Hayes, grocer, who was buried a few weeks ago.

The meeting was of the opinion that the grocers of the city should have a representative on the aldermanic board for the coming year. Thos. Shaw was urged to stand, but would not consent. The members present refused to take “no” for an answer, and gave him till next meeting to consider the matter.



Dealers Preparing for Advent Trade

This is Expected to be Heavy—Advent Season Opens on Dec. 1.—Supplies are on Liberal Scale—Temperature Now More Favorable—Seasonable Movement of Oysters.

Dealers, both wholesale and retail are preparing for the advent fish trade which will be under way in little more than a week, Dec. 1 being the first Sunday of the Advent season. While wholesalers are putting forth the greatest effort, retailers are looking forward and by end of next week should begin to order on larger scale in anticipation of a bigger demand during coming weeks. Prospects are bright for good trade during this period. Supplies are on quite liberal scale and all that is needed is suitable weather. The temperature of late has been more favorable to the fish trade, and should continue to become more so.

QUEBEC.

MONTREAL.—The cooler weather is having a stimulating effect upon this market. For oysters especially the call has increased. A demand for both shell and bulk stock has developed which is far in excess of anything noted so far this year. It is likely, however, that orders will grow greater still before December is well under way.

The cool weather has also meant much to the smoked-fish market. Haddies, Kippers and Fillets are now arriving in good quantities, the quality being well nigh perfect. The demand also has improved greatly.

At present time, fresh halibut is extremely scarce, and it is doubtful if there will be any greater supply next week. Fresh lake fish too are finished. However, there is a fine supply of Cod and Haddock, and frozen lake fish are in good supply. New frozen herring, smelts, striped bass, mackerel, and salmon, also arrived on Tuesday, enabling a wider range to be offered.

Few price changes have been made. Herring is quoted somewhat higher. Smelts too are advanced, being now quoted at 11c instead of 9. Whitefish, on other hand, has dropped to 11 cents.

FRESH AND FROZEN.

Flounders	0 10
Dressed perch	0 09
Fancy spring salmon, per lb.	0 20

Large shad herring, each	0 03
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04½
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 11
Herring, frozen, per 100 fish	2 00
Mullets	0 04½
Pike, dressed and headless, lb.	0 08
Pike, round	0 06
Steak cod	0 06
Mackerel	0 12
B.C. red salmon	0 19
New Gaspé salmon, per lb.	0 18
Qualla salmon	0 07½
No. 1 smelts, per lb.	0 11
Lake trout, per lb.	0 12
Whitefish, large, per lb.	0 11
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Barbotte (dressed) bullheads, per lb.	0 09
Black Sea bass	0 12
Fancy bluefish	0 15
Fancy weakfish	0 12

PREPARED FISH.

Boneless cod, in blocks or pkgs., lb.	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30-lb. box	0 12

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green halibut, per 200 lbs.	7 50
Salt cods, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring	6 50
Scotch herring, keg	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt cods, per lb.	0 06
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	12 50

SMOKED.

Bloaters, box	1 25
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 15
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	0 10

SHELL FISH.

Solid meats—Standards, gal., \$1.70; select, gal.	1 90
Bulk standards, gal., \$1.40; select, gal.	1 60

ONTARIO.

TORONTO.—Plans are being made by wholesalers, as well as good many retailers to get full benefits from Advent season which will be here in little more than a week. Prospects for trade during this period are bright.

The change is gradually being made from fresh to frozen varieties of fish, the list of fresh caught being decidedly on the dwindle. Smoked varieties are doing quite well, haddies and fillets being in demand.

FROZEN FISH.

Halibut, per lb.	0 10	0 11
Trout, per lb.	0 11	0 12
Coho salmon, headless and dressed	0 12	
Qualla salmon, per lb.	0 10½	
Sea herring, per 100	2 00	2 50

FRESH CAUGHT FISH.	
Whitefish, per lb.	0 13
Steak cod	0 08
Haddock	0 07
Herrings, per lb.	0 05
Perch	0 06

SMOKED.

Finnan haddie	0 08
Smoked fillets	0 11
Smoked bloaters, 60s	1 25
Kippers	1 25

PREPARED.

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

SALTED AND PICKLED.

Labrador herring, per keg	3 25
Labrador herring, per barrel	6 00
Labrador trout, per keg	7 50
Scottish herring, Loch Fyne, per kit.	1 10
Oysters—	
Selects, per gallon	1 75
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	1 70
Straights, 5 gal. lots	1 65

NEW BRUNSWICK.

ST. JOHN.—Arrivals of fresh stock during week were somewhat disappointing. Sales with most dealers have, however, considerably increased during last few weeks, and with Advent fast approaching they are looking forward to further increased trade. For first time in St. John, Scotch cured herring are now being sold.

The lobster fishing season was opened on the 15th of this month, and prices range from 20 cents to 60 with demand quite encouraging. The opening this year is a little earlier than last season, and much in advance of what it was a few seasons ago.

NOVA SCOTIA MARKETS.

HALIFAX.—The fishing season on the Cape Breton coast is now about closed. Season on whole was not as good as last year. There was a large decrease in catch of codfish as compared with 1911. Mackerel also show slight decrease, while herring are about same as last season. Lobster fishing was pretty good this season, and prices not so high as last year.

Salmon was above that last season. There is also decrease in catch of halibut this season. Last year was one of best in many years.

SARDINE PACK NOT GOOD.

The foreign sardine pack on the whole has not been good this year. It is said to be now certain that the catch of French sardines will be the poorest on record. In Portugal, the supply of suitable fish is not equal to the demand, while the Norwegian catch is poor.

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Produce & Provisions



An Easier Feeling In Pork Products

In Sympathy With Lower Hog Values—Should be More Liberal Supplies From Now on—Increased Supply of Butter Acts as Check on Firming Market—New Laid Eggs in Scant Supply.

There is a general easier feeling in pork products of late, with a few exceptions of certain lines in which there is still a dearth of supplies. At a number of centres, however, there has been weakening in prices of many lines of provisions as well as in lard in sympathy with the lower values that have ruled on live hogs during this month.

For a considerable time this fall, run of hogs was scant and with a good demand, pork products were kept well cleaned up. Hogs, however, have come forward more freely and prices have eased. While the porkers on Toronto market early in October went above \$9 per cwt., at present time they are down to the 8 cent mark and thus the easier feeling in the products. Probably the decreased consumption by reason of high prices has also been a factor.

At this season when prices on provisions are usually at low point, we find them abnormally high on both sides of Atlantic, although there has been some slight reaction of late. The small supply of hogs has been the cause. There is plenty of feed in both the United States and Canada and with good corn yield, there should be more liberal supplies of bacon.

There have been better supplies of butter on several markets of late, acting as check on firming tendency present for some time. The plenty of rough feed in country will likely have an important bearing on butter, resulting in an increased production, while the advent of New Zealand butter will also be a factor. There is a lull in demand from the West, although buyers are ordering their goods held in store to be shipped.

New laid eggs still continue scarce and high in price. There is good demand for storage article.

MONTREAL.

PROVISIONS.—For bacon and pork there is a great call. Short cut pork is

still almost impossible to obtain. Bacon is more plentiful, also ham. Lard also is being largely ordered.

Long clear bacon, heavy, lb.	0 13½
Long clear bacon, light, lb.	0 14½
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 11¼
Large sizes, 20 to 28 lbs., per lb.	0 16
Medium sizes, 15 to 19 lbs., per lb.	0 16½
Extra small sizes, 10 to 14 lbs., per lb.	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 16½
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 18½
Breakfast bacon, English, boneless, per lb.	0 19
Windsor bacon, skinned, backs, per lb.	0 22
Spiced roll bacon, boneless, short, per lb.	0 16
Boiled ham, small, skinned, boneless	0 25
Hogs, live, per cwt.	8 60
Hogs, dress, per cwt.	12 50 12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15½
Cases, tins, each 10 lbs., per lb.	0 16¼
Cases, tins, each 5 lbs., per lb.	0 16½
Cases, tins, each 3 lbs., per lb.	0 16½
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 15½
Tubs, 50 lbs. net, per lb.	0 15½
Tierces, 375 lbs., per lb.	0 15¼
One pound bricks	0 16½

Compound Lard—	
Boxes, 50 lbs., per lb.	0 10¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 19
Pails, tin, 20 lbs. gross, per lb.	0 10½
Tubs, 50 lbs. net, per lb.	0 10¼
Tierces, 375 lbs., per lb.	0 09¾
One pound bricks	0 10¾

Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces	27 00
Heavy short cut clear pork, bbl.	25 00
Clear fat backs	28 00 29 00
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00 18 00

BUTTER.—Market here remains steady, prices still being largely governed by state of affairs in England. Local demand is large, but supply is not at all what could be desired. From present indications, both in Canada and in the Old Country, prices are likely to be maintained at practically present figure. No advance is expected until nearly Christmas. Possibly a higher figure may not then be struck, though it is impossible to predict so far ahead with any surety of being correct.

Creamery blocks	0 32½
Dairy tubs, lb.	0 26 0 28

EGGS.—There has been tendency upward here, though quotations remain same. New laid eggs are exceedingly difficult to secure. There seems no doubt that this condition is in part due to decrease in market gardens, caused by increase in real estate subdivisions. Then, colder weather has, of course, had its

effect upon the hens. The bad roads, too, are keeping some farmers from getting to town. All things, indeed, seem to have combined to make eggs scarcer. At same time demand is greater, so that slight upward tendency is not to be wondered at.

Probability seems to be that no great change will occur here for fortnight or more.

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

POULTRY.—More fowl are coming forward now than formerly, so that supply is probably equal to demand. This, however, has increased. Now there is call for geese, and ducks are moving largely. For turkey, too, there is demand.

Prices remain at old figure, nor is any change expected.

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

HONEY.—Supply of honey is woefully short. Rainy weather interfered greatly with the bees. Many, indeed, were killed. The whole honey crop was curtailed. Little is in warehouses now, and there is little more to be secured from Canada. Honey is to be brought in from Bermuda, but this supply can not possibly reach Montreal for three weeks or perhaps more.

Prices have stiffened a little. Buckwheat now being generally quoted at 10½ instead of 10.

White clover honey, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12	
Clover honey, 10-lb. pails, per lb.	0 12½	
Clover honey, 5-lb. pails, per lb.	0 15½	
Buckwheat, 60-lb. tins, lb.	0 10	0 11

CHEESE.—This market is rather weak in tendency. On English market bottom seems to have fallen out of cheese. Evidently there is a supply being brought in from New Zealand or some other place. As result, less is being taken from Canada at the moment. Therefore, there is an ample supply on local market. Prices are steady for the

time, but a slight decline would not be altogether surprising.

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

TORONTO.

PROVISIONS.—There is an easier feeling in some lines of provisions this week in sympathy with weaker tendency in live hogs of late. Smoked hams are down ½ cent per pound, while several firms are quoting lard ¼ cent lower. Hogs have been running heavier of late accounting for production of more lard.

Movement of hogs is better at times. In some quarters more liberal supplies are expected from now on.

Smoked Meats—		
Light hams, per lb.	0 17	0 17
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Bacon, plain, per lb.	0 21½	0 21½
Bacon, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 14½	0 15
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26
Long clear bacon	0 14½	0 15½
Lard, tierces, per lb.	0 14½	0 14½
Lard, tubs, per lb.	0 14½	0 14½
Lard, pails, per lb.	0 14½	0 15
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local	8 00	8 00
Live hogs, at country points	7 65	7 65
Dressed hogs	11 00	11 50

BUTTER.—Butter is less firm than week or so ago, although the somewhat easier feeling has not made itself noticeable in any lower quotations. There is a good deal of freshly made butter coming in, particularly of dairy, and there have been some accumulations. With good receipts of butter and plenty of feed in the country, a check should be put on the firming tendency of butter.

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

EGGS.—The scarcity of new laid eggs still continues. Indeed in this particular variety, local wholesalers say little relief can be expected this side of the new year. In the meantime, storage eggs are meeting with good demand, and in some cases quality is preferable to the so-called fresh gathered, which are frequently held too long by shippers to qualify in this class.

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

CHEESE.—Retail sales of cheese at the present time are good, and a normal amount of business is passing through wholesalers' hands.

Cheese—		
	New.	Old.
Large	0 14½	0 15½
Twin	0 14½	0 15½
½ Twin	0 15	0 16
Stilton	0 16	0 17

POULTRY.—There is a considerable quantity of poultry arriving. Demand from retailers is fair for season, while good deal is going into storage. Quotations are unchanged.

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

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

HONEY.—Probably high prices demanded for honey have retarded sales to some extent, but considering prices, fair business is in progress. Supplies are by no means large.

White clover honey, in combs, fancy, doz.	3 00
White clover honey, in combs, No. 1, doz.	2 65
Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12
Clover honey, 10-lb. pails, per lb.	0 12½
Clover honey, 5-lb. pails, per lb.	0 12½
Buckwheat, 60-lb. tins, lb.	0 10½

WINNIPEG.

PRODUCE AND PROVISIONS.—Lard prices have taken slight drop and as

pack has weakened considerably during past week further reduction, including other hog products is not improbable. Cured meats are unchanged and dairy produce and eggs are steady.

Lard, tierces	0 15
3 lb. tins, cases	9 55
5 lb. tins, cases	9 45
10 lb. tins, cases	9 40
20 lb. pails, cases	3 10
50 lb. tubs	7 55
1 lb. bricks	0 16
Cured Meats—	
Hams	0 16
Long clear	0 15½
Short clear	0 15
Shoulders	0 15½
Bacon	0 21
Cheese—	
Ontario large	0 16
Ontario twins	0 16½
Manitoba large	0 15
Manitoba twins	0 15½
Butter—	
Creamery	0 33
Dairy	0 28
Eggs, fresh laid, Manitoba	0 35
Southern eggs, storage	0 28

Provision Market Higher Than in 1911

Breakfast Bacon About 5 Cents Above Last Year's Price to the Retailer—Lard, Ham and Pork also Higher—Comparisons With Past Two Years—All Has Depended on Supply of Hogs.

Following the trend of live hogs, provisions at the present time are at a comparatively high figure, especially when compared with a year ago. Of course the situation is much different from that which ruled last fall. In the fall of 1911, beginning from early September, live hogs began to come forward on a very liberal scale, and prices accordingly kept tobogganing until farmers who had hogs to sell thought that there was no bottom to the market.

Hogs Higher Than Year Ago.

One year ago, live hogs on the Montreal market were quoted at \$6.65 per cwt., while to-day the price is \$8.60, or practically 2 cents per pound higher. In the face of this fact and a good steady demand for pork products that has prevented any accumulations, it is not surprising to find that prices to-day are considerably above those of one year ago. Long clear bacon for instance is about 3 cents above a year ago, prices of light weight at Montreal being 14½ cents as against 11½c a year ago. Lard is also higher. Hogs have been running light in weight during most of the fall, and the production of lard has been small, although showing up a little better of late, with a slight easing in prices at some points.

Comparison With Year Ago.

Here is a comparison of present prices on Montreal market with those of a year ago:—

	To-day	1 Yr. ago.
Long Clear bacon, light	14½	11½
Hams, medium, 15 to 19 lb.	16½	14½

breakfast bacon, boneless	19	14
Boiled ham, skinned	26	24
Spiced rolled bacon	16	12
Pure lard, in tierces	15	12
Compound lard, tierces	10	8¾
Heavy short cut clear pork	\$25.00	22.50

Not so High as Two Years Ago.

This comparison, without doubt, gives the idea that provision prices at the present time are extremely high, but it is an old saying, that things are never so bad that they couldn't be worse. For instance, if we look up prices of two years ago, we will realize this. In the fall of 1910, the supply of hogs was very meagre, and pork products had attained probably a record height. Here are comparisons of the past few years on three lines:—

	Now	1911	1910
Long clear bacon	14½	11½	15½
Medium hams	16½	14½	18½
Pure lard tierces	15	12	15

Here, it is shown that prices in 1910 were even greater than to-day. Most retailers well-remember that period of high prices as it interfered to no little extent with sales.

A Matter of Supply.

The cause of these wide price fluctuations from year to year, lies with the farmer. Because in 1909, hogs were low, he gave no attention to them, and prices in 1910 went up. Then all the farmers went in for hogs, and prices last year went down. Again, the farmer neglected hogs and history has repeated itself this year, by prices again attaining a high point.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER. W. H. GILLARD & CO.

Diamond.
1-lb. tins, 2 doz. in case .. \$2 00
1/2-lb. tins, 3 doz. in case.. 1 25
1/4-lb. tins, 4 doz. in case .. 0 75

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

No. 13, 1-lb., 2 dozen 3 00
No. 14, 8-oz., 3 dozen 1 75
No. 15, 4-oz., 4 dozen 1 10
No. 16, 2 1/2-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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, \$3.00.
The King's Food, 2 doz. in case, per case, \$4.80.

White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per dozen, \$1.

White Swan Self-rising Pancake Flour, per doz., \$1.

White Swan Wheat Kernels, per doz., \$1.50.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.
Strawberry, 1912 pack \$ 2 15
Raspberry, red, h'vy syrup 2 15
Black currant 2 00
Red currant 1 85
Peach, white, heavy syrup 1 50
Pear, Bart., heavy syrup 1 77 1/2

Jellies.

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

Marmalade.

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

Pure Preserves—Bulk.

5 lbs. 7 lbs.
Strawberry 0 69 0 95
Black currant 0 69 0 95
Raspberry 0 69 0 95

14's and 30's per lb.

Strawberry 0 13
Black currant 0 13
Raspberry 0 13
Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

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

Unsweetened Chocolate—

Supreme chocolate, 1/2's 12-lb. boxes, per lb. 0 33
Perfection chocolate, 20c size, 2 doz. in box, doz.. 1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90
Sweet Chocolate— Per lb.

Queen's Dessert, 1/4's and 1/2's, 12-lb. boxes 0 40
Queen's Dessert, 6's, 12-lb. boxes 0 40
Vanilla, 1/4-lb., 6 and 12-lb. boxes 0 35
Diamond, 8's, 6 and 12-lb. boxes 0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes 0 24
Diamond, 1/4's, 6 and 12-lb. boxes 0 25

Icings for Cake—

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

Chocolate wafers, No. 1,
5-lb. boxes 0 30

Chocolate wafers, No. 2,
5-lb. boxes 0 25

Nonpareil wafers, No. 1,
5-lb. boxes 0 30

Nonpareil Wafers, No. 2,
5-lb. boxes 0 25

Chocolate ginger, 5-lb. bxs. 0 30

Milk chocolate wafers, 5-lb. boxes 0 36

Coffee drops, 5-lb. boxes .. 0 36

Lunch bars, 5-lb. boxes .. 0 36

Milk chocolate, 5c bundles,
3 doz. in box, per box.. 1 35

Milk chocolate, 5c cakes,
3 doz. in box, per box.. 1 35

Nut milk chocolate, 1/2's, 6-lb. boxes, lb. 0 36

Nut milk chocolate, 1/4's, 6-lb. boxes, lb. 0 36

Nut milk chocolate, 5c bars,
24 bars, per box 0 90

EPPS'S.

Agents—Willson & Warden,
Toronto; Forbes & Nadeau,
Montreal; J. W. Gorham & Co.,
Halifax, N.S.; Buchanan & Gordon,
Winnipeg.

In 1/4, 1/2 and 1-lb tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.;
J. A. Taylor, Montreal, P.Q.;
F. M. Hannum, Ottawa, Ont.;
Jos. E. Huxley & Co., Winnipeg.
Man.; Tees & Persse, Calgary,
Alta.; Johnson & Yockney, Ed-
monton; D. M. Doherty & Co.,
Vancouver and Victoria.

Elite, 10c size (for cooking)
dozen 0 90

Mott's breakfast cocoa, 2-doz.
10c size, per doz. 0 85

Nut milk bars, 2 dozen in
box 0 80

" breakfast cocoa, 1/4's
and 1/2's 0 36

" No. 1 chocolate 0 30

" Navy chocolate, 1/2's .. 0 26

" Vanilla sticks, per grs 1 00

" Diamond chocolate, 1/2's 0 24

" Plain choice chocolate
liquors 20 30

" Sweet chocolate coat-
ings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, 1/4
and 1/2-lb. cakes, 33c lb.; Break-
fast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb.
tins, 39c lb.; German's sweet
chocolate, 1/2, and 1/4-lb. cakes,
6-lb. boxes, 26c lb.; Caracas
sweet chocolate, 1/4, and 1/4-lb.
cakes, 6-lb. boxes, 32c lb.; Auto
sweet chocolate, 1-6 lb. cakes, 6-
lb. boxes, 32c lb.; cinquieme
sweet chocolate, 1-5, cakes, 6-
lb. boxes, 20c lb.; Falcon cocoa
(hot or cold soda), 1-lb. tins, 34c
lb.; Cracked Cocoa, 1/2-lb. pkgs.,
6-lb. bags, 31c lb.; Caracas tab-
lets, 5c cartons, 40 cartons to
box, \$1.25 per box.

The above quotations are f.o.b.
Montreal.

COCOANUT.

CANADIAN COCOANUT CO.
Packages—5c, 10c, 20c, and 40c
packages, packed in 15-lb. and
30-lb. cases. Per lb.
1-lb. pkgs. White Moss. .. 0 24

1/2-lb. pkgs. White Moss .. 0 27

1/4-lb. pkgs. White Moss .. 0 28

1 and 1/2-lb. pkgs., assort-
ed 0 26 1/2

1/4 and 1/2-lb. pkgs., asstd. 0 27 1/2

1/4-lb. pkgs., asstd., in 5-lb.
boxes 0 28

1/2-lb. pkgs., asstd., in 5-lb.
boxes 0 29

1/4-lb. pkgs., asstd., 5, 10, 15-
lb. cases 0 30

Bulk—
In 15-lb. tins, 20-lb. pails and
10, 25 and 50-lb. boxes.

Pails Tins Bbls.
White Moss, fine
strip 0 19 0 21 0 17

Best shredded .. 0 18 0 16

Ribbon 0 19 0 17

Macaroon 0 17 0 15

Desiccated 0 16 0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved— Per Case

Eagle Brand, ea. 4 doz. \$6 00

Reindeer Brand, ea. 4 doz. 5 75

Silver Cow Brand, ea. 4 dz 5 40

Gold Seal Brand, ea. 4 doz 5 25

Mayflower Brand, ea. 4 doz 5 25

Purity Brand, ea. 4 doz... 5 25

Challenge Brand, ea. 4 doz 4 50

Clover Brand, ea. 4 doz... 4 50

Evaporated (Unsweptened)—

St. Charles Brand, small,
ea. 4 doz. 2 00

Peerless Brand, small, ea.
4 doz. 2 00

St. Charles Brand, Family,
ea. 4 doz. 3 90

Peerless Brand, Family,
ea. 4 doz. 3 90

Jersey Brand, Family, ea.
4 doz. 3 90

St. Charles Brand, tall, ea.
4 doz. 4 50

Peerless Brand, tall, ea.
4 doz. 4 50

Jersey Brand, tall, ea. 4
doz. 4 50

St. Charles Brand, Hotel,
ea. 2 doz. 4 25

Peerless Brand, Hotel, ea.
2 doz. 4 25

Jersey Brand, Hotel, ea.
2 doz. 4 25

St. Charles Brand, gallons,
each, 1/2 doz. 4 75

"Reindeer" Coffee & Milk,
ea. 2 doz. 5 00

"Regal" Coffee and Milk,
ea. 2 doz. 4 50

"Reindeer" Cocoa & Milk,
ea. 2 doz. 4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

Per Case.

Canada First Baby Eva-
porated Milk 2 00

Canada First Family Eva-
porated Milk 3 90

Canada First Medium (20
oz.) Evaporated Milk... 4 50

Canada First Hotel Eva-
porated Milk 4 25

Canada First Gals Evaporated
Milk, Manufacturer's Special 4 75

Canada First Condensed
(sweetened) 5 25

Rose Bud Condensed Milk 5 15

Beaver Condensed Milk ... 4 50

THE CANADIAN GROCER

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

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

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

Package Coffee.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 35
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30
Presentation (with tumblers) per lb.	27c

MINTO BROS.

MELAGAMA BLEND,

Ground or bean— W.S.P. R.P.	
1 and ½	0 25 0 30
1 and ½	0 32 0 40
1 and ½	0 37 0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

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

CEREALS.

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

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

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

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

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

Large (each ½ doz.) 8 25

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

FLAVORING EXTRACTS.

SHIRRIFF'S.

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

Discount on application.

CRESCENT MFG. CO.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

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

LAPORTE, MARTIN & CO., MONTREAL AGENCIES.

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

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

MINERVA PURE OLIVE OIL.

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

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

BASSIN DE VICHY WATERS.

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

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Case 12 lbs. 2½-lb. bars, lb	0 08½
Case 25 lbs. 11-lb. bars, lb	0 07½
Case 50 lbs. ¾-lb. bars, case	3 50
Case 200 lbs. 3¼-oz., case.	3 75
"La Lune," 65 p.c. olive oil.	
Case 25 lbs., 11-lb. bars, lb.	0 07
Case 12 lbs., 2½-lb. bars, lb.	0 08
Case 50 lbs., ¾-lb. bars, case	3 25
Case 100 lbs., 3¼-oz. bars, case	1 80
Case 200 lbs., 3¼-oz. bars, case	3 40

ALIMENTARY PASTES.

BLANC & FILS.

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

DUFFY & CO. BRAND.

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

CANNED HADDIES, "THIS-TLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ½-lb. tins, \$1.25; 1-lb. tins, \$2.25.	
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BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.	
Tierces	0 09¾
60 lb. tubs	0 10
20 lb. wood pails	0 10½
20 lb. tins	0 09¾
Cases, 3 lbs., 20 to case.	0 10¾
Cases, 5 lbs., 12 to case.	0 10¾
Cases, 10 lbs., 6 to case.	0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 10
Tubs	0 10¾
20-lb. pails	0 10½
20-lb. tins	0 10
10-lb. tins	0 10¾
5-lb. tins	0 11
3-lb. tins	0 11
1-lb. cartons	0 11½

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

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

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins	
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00

F. D., ¼-lb. 0 85

F. D., ½-lb. 1 45

Per jar

Durham, 4-lb. jar 0 75

Durham, 1-lb. jar 0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI D. SPINELLI C'Y., MONTREAL

Fine.

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

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER-ED.

Assorted case, contains 2 doz.	2 50
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Straight.

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

IMPERIAL DESSERT JELLY.

Ontario Prices.

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

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

RICHARDS PURE SOAP.

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

FELS NAPTHA.

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

ALWAYS IN THE LEAD



EASIFIRST SHORTENING

is ALWAYS THE SAME

Uniform in quality, of unexcelled shortening value. A perfect blending of vegetable and animal fats selected for high shortening properties.

Produced under Government Inspection by our own Exclusive Process.

GUNNS Limited Packers and Refiners TORONTO

HAMS

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

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

F. W. FEARMAN CO.
LIMITED
HAMILTON

Are You Buying BULK MINCE MEAT?

If you are,—then listen,—The choice quality of the ingredients we use is a revelation to most people.

And again---

No matter what price you want to pay we have the goods in unbeaten values. To the skeptic we say—try us.

J. H. WETHEY, Limited
ST. CATHARINES

"THE MINCE MEAT PEOPLE."

THE CANADIAN GROCER

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4 1/2 lbs.) enlarged size \$4 50
 40c Pail, formerly 50c, 2 doz. in case (8 lbs.) 7 20
 75c Pail, formerly \$1.00, 1 doz. in case (17 lbs.) 6 75

"ANTI-DUST" SWEEPING POWDER.

Size No. 1, 3 doz. crates, per doz. \$ 1 50
 No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.

EDWARDSBURG STARCH CO. Boxes Cents

Laundry Starches—
 40 lbs. Canada Laundry.. .05 1/2
 40 lbs., Canada white gloss, 1 lb. pkgs.06
 48 lbs., No. 1 white or blue, 4 lb. cartons06 1/2
 48 lbs., No. 1 white or blue, 3 lb. cartons06 1/2
 100 lbs., kegs, No. 1 white06
 200 lbs., bbls., No. 1 white06
 30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs. .07 1/2
 48 lbs., silver gloss, in 6-lb. tin canisters08
 36 lbs., silver gloss 6-lb. draw lid boxes08
 100 lbs., kegs, silver gloss, large crystals07
 28 lbs. Benson's satin, 1-lb. cartons, chromo label07 1/2
 40 lbs. Benson's Enamel (cold water), per case .. 3 00
 20 lbs. Benson' Enamel (cold water), per case .. 1 50
 Celluloid—boxes containing 45 cartons, per case 3 60
 Culinary Starch.
 40 lbs. W. T. Benson & Co.'s prepared corn07 1/2
 40 lbs. Canada pure corn starch05 1/4
 (20-lb. boxes 1/4c higher.)

BRANTFORD STARCH.

Ontario and Quebec.
 Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs.... .05 3/4
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs.06 1/2
 First Quality White Laundry—
 3-lb. canisters, cs of 48 lbs. .07 1/4
 Barrels, 200 lbs.06 1/2
 Kegs, 100 lbs.06 1/2
 Lily White Gloss—
 1-lb. fancy cartons, cases 30 lbs.07 3/4
 6-lb. toy trunks, lock and key, 8 in case08 1/4
 6-lb. toy drums, with drumsticks, 2 in case... .08
 Kegs, extra large crystals, 100 lbs.07 1/4
 Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case 3 00
 Celluloid Starch—
 Boxes containing 45 cartons, per case 3 75
 Culinary Starches—
 Challenge Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .06
 Brantford Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .07 1/4
 "Crystal Malze" Corn Starch—
 1-lb. pkts., boxes 40 lbs... .07 1/4
 (20-lb. boxes 1/4c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, \$4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz. per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 9-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

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

SYMINGTON'S SOUPS.

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

SODA—COW BRAND.

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

SYRUP.

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

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

BEAVER BRAND MAPLE SYRUP.

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

Terms: 30 days net. No discount for prepayment.

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

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

MOLASSES.

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 70
 British Columbia, per case 2 40

DOMOLCO BRAND.

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

SAUCES.

PATERSON'S WORCESTER SAUCE.

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

H. P.

H. P. Sauce— Per doz.
 Cases of 3 dozen \$1 90

H. P. Pickles—
 Cases of 2 doz. pints ... 3 35
 Cases of 3 doz. 1/2-pints. 2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case \$2 25
 Medium, packed in 3-doz. case 1 40

HOLBROOK'S IMP. WORCES-
 TERSHIRE SAUCE. Per doz.
 Rep. 1/2 pints, packed in 6-doz. case \$2 25
 Imp. 1/2-pints, packed in 4-doz. case 3 15
 Rep. qts., packed in 2-doz. case 6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.
 6a size, gross \$2 40
 2a size, gross 2 50

NUGGET POLISHES. Doz

Polish, Black and Tan ... 0 85
 Metal Outfits, Black and Tan 3 65
 Card Outfits, Black and Tan 3 25
 Creams and White Cleaner 1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

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

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.
 Wholesale R't'l
 Brown Label, 1's and 1/2's .25 .30
 Green Label, 1's and 1/2's .27 .35
 Blue Label, 1's, 1/2's, 1/4's and 1/8's30 .40
 Red Label, 1's and 1/2's... .36 .50
 Gold Label, 1/2's44 .60
 Red-Gold Label, 1/2's55 .80
 LUDELLA CEYLON TEA.
 Orange Label, 1/2's24 .30

Brown Label, 1/2's and 1's .25 .40
 Brown Label, 1/4's30 .40
 Green Label, 1/2's and 1's. .35 .50
 Red Label, 1/2's40 .60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases. All delivered prices.

Wholesale R't'l

Brown Label, 1-lb. or 1/2. .25 .30
 Red Label, 1-lb. or 1/2.... .27 .35
 Green Label, 1's, 1/2 or 1/4 .30 .40
 Blue Label, 1's, 1/2 or 1/4. .35 .50
 Yellow Label, 1's, 1/2 or 1/4 .40 .60
 Purple Label, 1/4 only55 .80
 Gold Label, 1/4 only70 1.00

"KOLONA" TEA.

Ceylon Tea. in 1 and 1/2-lb. lead packages—black or mixed.
 Orange Label, 1's23 .30
 Black Label, 1-lb, retail at 25c20
 Black Label, 1/2-lb., retail at 25c21
 Blue Label, retail at 30c24
 Green Label, retail at 40c... .30
 Red Label, retail at 50c35
 Brown Label, retail at 60c... .42
 Gold Label, retail at 80c.... .55

JAMS AND JELLIES.

T. UPTON & CO.

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

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

Pure Orange Marmalade—Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, \$1.10 per doz.; 16-oz. glass jars, 2 doz. in case, \$1.50 per doz.; pint sealers, 1 doz. in case, \$2.25 per doz.; No. 2 tins, 2 doz. in case, \$2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42 1/2c per tin; No. 7 tins, 12 in case, 57 1/2c per tin; No. 7 wood pails, 6 in crate, 57 1/2c per pail; 30-lb. wood pails. 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

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

YEAST.

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



AN ALL YEAR ROUND SELLER

The sale of HOLLAND RUSK has no season—winter or summer, spring or fall, there's always a demand for it because there are so many ways it can be eaten. It's delicious with berries or sliced fruit, either fresh or canned; with poached egg, with cheese, with jelly, with hot milk in cold weather, in fact with any meal, any time, HOLLAND RUSK is delicious. Infants, growing children, every member of a family eat HOLLAND RUSK; invalids find it highly nourishing and easy to digest. Put a dozen packages on your counter where your customers can see them. You'll be surprised how fast the sales come, once you start them, and you want them because of the good profit.

HOLLAND RUSK CO.
HOLLAND, MICHIGAN

Valuable premium coupons in every package increase sales. Send for list of gifts.

Shooting at Random

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

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

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

Get in touch with us.



NICHOLSON & BAIN, Wholesale Commission Merchants
and Brokers

HEAD OFFICE, - - WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

All Dried Fruits are now in store and forward orders will have immediate shipment.

CURRENTS

Our special brands have become very popular. This popularity has been attained by the uniform good quality which has been put out under the different brands.

THE CANADIAN GROCER

50

Hf. case Monarch .....	.08 $\frac{1}{2}$	Hf. case Monogram .....	.07 $\frac{1}{4}$
Hf. cases Victor .....	.07 $\frac{3}{4}$	Hf. case Pantry .....	.07

RAISINS

Rowley's Select Valencias .....	.09 $\frac{1}{4}$	Good Smyrna Sultanas .....	.07 $\frac{7}{8}$
Griffin's Seeded, 1s .....	.07 $\frac{3}{4}$	Good Smyrna Sultanas, Cleaned .....	.08 $\frac{7}{8}$
No. 55, Choice Seeded, 1s .....	.06 $\frac{3}{4}$	Bevan's Connoisseur Clusters	2.55
Seedless Muscatels, 50s .....	.05 $\frac{7}{8}$	Bevan's Connoisseur Clusters, $\frac{1}{4}$ s .....	.75
Thompson's Seedless, 50s .....	.06 $\frac{7}{8}$	Bevan's Extra Dessert, Clusters	3.40
Thompson's Seedless, Bleached, 25s .....	.10 $\frac{3}{4}$	Bevan's Extra Dessert, Clusters, $\frac{1}{4}$ s .....	.95
Griffin Seedless, 1s .....	.08 $\frac{5}{8}$	Bevan's Solito 20 1 lb. pkts.	3.60
Purple and Gold, Seedless, 1s .....	.07 $\frac{3}{4}$	Bevan's Royal Buck Clusters, $\frac{1}{4}$ s	1.15
Choice Smyrna Sultanas .....	.08 $\frac{7}{8}$	Bevan's Royal Buck Solito 20 1 lb. pkts...	3.95
Choice Smyrna Sultanas, Cleaned .....	.09 $\frac{7}{8}$		

PRUNES

Herbert's Santa Clara, 30-40, 25s .....	.12 $\frac{1}{4}$	Herbert's Santa Clara, 70-80, 25s .....	.07 $\frac{3}{4}$
Herbert's Santa Clara, 40-50, 25s .....	.10 $\frac{1}{2}$	Herbert's Santa Clara, 80-90, 25s .....	.07 $\frac{1}{4}$
Herbert's Santa Clara, 50-60, 25s .....	.08 $\frac{3}{4}$	Herbert's Santa Clara, 90-100, 25s .....	.06 $\frac{3}{4}$
Herbert's Santa Clara, 60-70, 25s .....	.08 $\frac{1}{4}$	Fifty pound boxes, $\frac{1}{4}$ c less.	

APRICOTS

PEACHES

Herbert's Santa Clara, 30-40, 25s12¹/₄
 Herbert's Santa Clara, 40-50, 25s10⁰/₄

Herbert's Santa Clara, 70-80, 25s07³/₄
 Herbert's Santa Clara, 80-90, 25s07¹/₄

Herbert's Santa Clara, 50-60, 25s08³/₄
 Herbert's Santa Clara, 60-70, 25s08¹/₄

Herbert's Santa Clara, 90-100, 25s06³/₄
 Fifty pound boxes, ¹/₄c less.

APRICOTS

Flower Brand, choice, 25s13¹/₂

PEACHES

Choice Muirs, 25s08
 Choice Muirs, 50s07³/₄

FIGS

Camel, 3 Crown, Eleme, 10s11
 Camel, 4 Crown, Eleme, 10s11³/₈
 Camel, 6 Crown, Eleme, 10s13¹/₄

Camel, 7 Crown, Eleme, 10s14¹/₂
 Camel, Glove Boxes12¹/₄

NUTS

Shelled Bordeaux Walnuts, freshly cracked29
 3 Crown Valencia Almonds34
 3 Crown Aluante Almonds33
 Sicily Filberts, bales 220 lb.11¹/₂
 Tarragona Almonds, sacks 112 lbs.16

Grenoble Walnuts, sacks 112 lbs.16¹/₂
 Marbot Walnuts, sacks 112 lbs.14
 Bordeaux Walnuts, sacks 112 lbs.13
 Pecans, large, bbls. 200 lbs.16
 Brazil, large, washed, sacks 175 lbs.13¹/₂

We solicit your orders.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts.

TORONTO

THE CANADIAN GROCER



A Good Profit Assured

Satisfaction Warranted

in the sale of the well-known long, shredded brand, the

WHITE DOVE COCOANUT

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

Write for particulars to

W. P. Downey
MONTREAL

Georgian Bay Apples

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

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

Get Your Town On The Map

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

J. J. McCABE

Agent

Toronto, - Canada

Thorne's Toffee

Everton Toffee, Rex Toffee, Butterscotch, Walnut Bars, Almond Bars, Buttered Almonds in 4-lb tins and 7-lb. bottles.

These are goods for the better-class trade and are extremely popular wherever they are sold. You will find them worth stocking, as they sell rapidly and give a good profit. We also manufacture a cheaper quality.

Prices and samples on application to

HENRY THORNE & CO., Ltd.
The Cocoa Works

LEEDS, ENGLAND

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.

MacLean Publishing Co.
145-449 University Ave., Toronto

Buy Sour KROUT NOW PRICES RIGHT

Packed in 40 gallon barrels, 30 gallon barrels, 10 gallon kegs and 3 pound tins.

Write for Prices.

F. D. LEA & CO.

SIMCOE, ONT.

Ripe California Navel ORANGES

First cars have arrived and are splendid in quality and appearance.

Almeria Grapes, Bananas, Cranberries,

Onions, Sweet Potatoes, Pineapples. All the best and the best of everything.

17 carloads of the different lines arrived for us in Toronto last Monday.

WHITE & CO., LTD.

TORONTO and HAMILTON

"The Premier Fruit House"

Prepare Early for the Holiday Fruit Trade

Our Christmas stock is now arriving. Get your orders in early to insure prompt delivery.

**New Nuts, New Dates, New Figs,
Malaga Grapes, Grape Fruit,
Oranges, Lemons, Bananas.**

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



ONE SELLING REASON BUT THERE ARE MORE

It is human nature to prefer to sell goods guaranteed in quality by the manufacturer, and it is human for the public to prefer that class of goods. Elgin Brand Pure Lard, Cooked Meats, Smoked Ham and Bacon are guaranteed quality; but we don't want you to sell for that reason alone. There is another.

Very shortly after you start to sell it, Elgin Brand goods will give you another reason. It very seldom loses an adherent, once it gets him.

Quality pulls for Elgin Brand.

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.
Let us send you one of our Post Card Order Books.



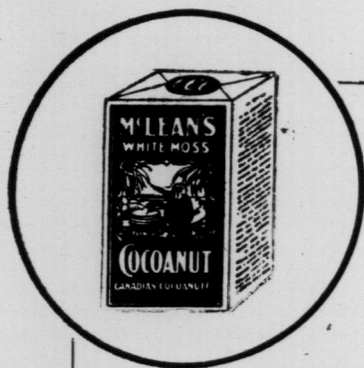
The C. BORGEN PACKING CO.

STAVANGER - NORWAY

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

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

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



McLean is the
NAME
White Moss is the
BRAND

Join them when ordering
and avoid mistakes.

Canadian Coconut Co., Montreal



THE MCGREGGOR PAPER BAG HOLDER.

Better Service Means More Trade

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

KILGOUR BROS.

21-23 Wellington St. West, TORONTO



JUBILEE

and

KLONDIKE

Brooms are winners. They are made of the finest pea green Corn on handles polished by our own special process and each broom is enclosed in individual wrapper, covering both Corn and Handle. There is nothing in the market to compare with them.

Ask for latest price list.

STEVENS-HEPNER CO., Limited

PORT ELGIN, ONTARIO
CANADA

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

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

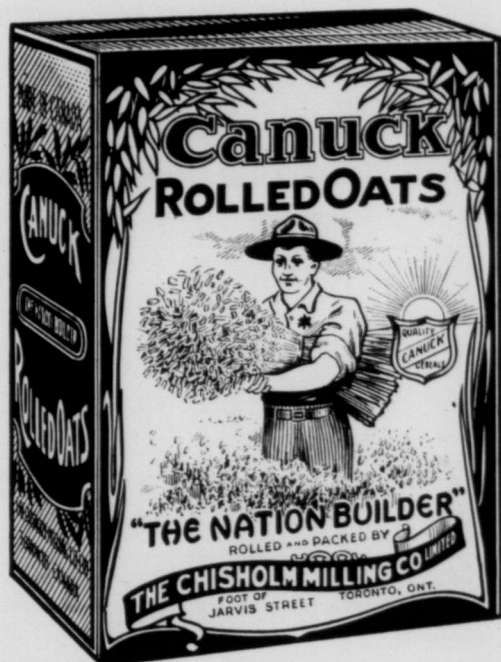
AURORA COFFEE

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

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.



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

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

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

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

Two sizes, retailing at 10c and 25c.

Chisholm Milling Co., Ltd.
Toronto

BROOMS OF QUALITY

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

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

Walter Woods & Co.
HAMILTON - WINNIPEG



Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
TORONTO Limited



**Stuhr's
DELICACIES.**

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

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG

53 Highest Awards in Europe and America

**WALTER BAKER & CO.'S
CHOCOLATE
& COCOA**



Registered
Trade-Mark

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

of all Pure Food Laws

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

**Headquarters
for
Maple Flavor**

We can supply anything wanted in
Maple Flavor

We can quote **BETTER PRICES**
than you are **NOW PAYING**

Be sure and ask us to quote—it's
to **YOUR ADVANTAGE**

THOMAS HENDERSON

Manufacturing Chemist
86 FULTON ST., NEW YORK

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

"Always The Same"

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

**ANCHOR
BRAND FLOUR**

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

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

**Readers Of The Grocer, Let Us Know
Your Wants**

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

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

Frequency of Sailings

Every eleventh day a
Pickford & Black
steamer leaves Halifax
for Bermuda, St. Kitts,
Antigua, Barbados,
Trinidad and Demer-
ara; the round trip oc-
cupying thirty days.

For further particulars
apply to

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



OAKEY'S

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

'WELLINGTON'

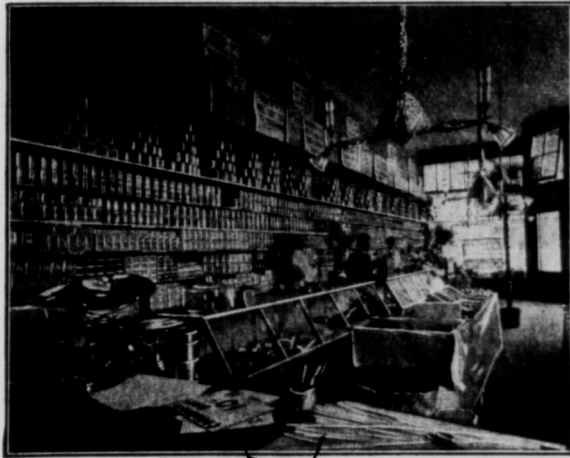
KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

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

Wellington Mills, London, England



A MODERN METHOD

NO WASTE SPACE—every inch of shelf room available where our system of PATENT ADJUSTABLE BRACKETS is installed.

Adjustable Shelving is adaptable to any line of goods, from the most delicate to heavy merchandise. It is the modern method of store Shelving. Each shelf may be of a width and distance to accommodate the goods it carries.

NO OBSTRUCTIONS—EASILY ADJUSTED

THE PIQUA BRACKET CO. Sole Manufacturers
PIQUA, OHIO.

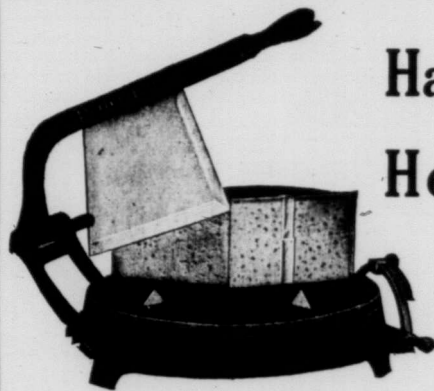


**DON'T
GUESS**

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & Co. CARLISLE ENGLAND

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



Have No Hesitation

in deciding in favor of a fixture that saves its cost by cutting cheese ACCURATELY.

The Perfection Cheese Cutter

encased in a handsome glass and wood, highly polished case, prevents the giving of over-weight by its attachment for exact measuring, doing away with the accumulation of dried-up scraps and crumbs.

THE UNUSUALLY MODERATE PRICE we ask for this fixture will surprise you.

**The American Computing Co.
of Canada**

Hamilton, - - - Canada



Superlative Quality Consistently Maintained

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

St. George Evaporated Milk, 4 doz. in case\$3.50
Princess Condensed Milk, 4 doz. in case...\$4.20
Banner Condensed Milk, 4 doz. in case...\$5.00

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

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits;—

**Quality
Freshness
Service**

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

McVITIE & PRICE, Ltd.

Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:

Ontario and Quebec:
W. G. PATRICK & CO., Ltd., York Street, TORONTO
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.

MOTT'S
"Elite"
Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.



By Special royal permission.

5. Uniformity of size.
6. Tasty, Nutritious, Zesty.
7. Satisfaction for your customers.
8. Profit for you.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

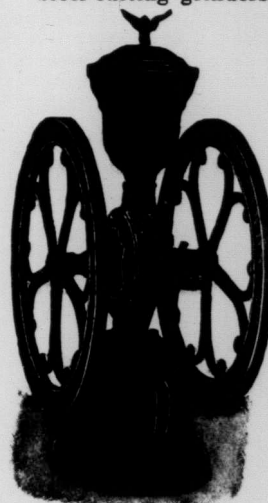
CANADIAN AGENTS
J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - - - Ontario

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

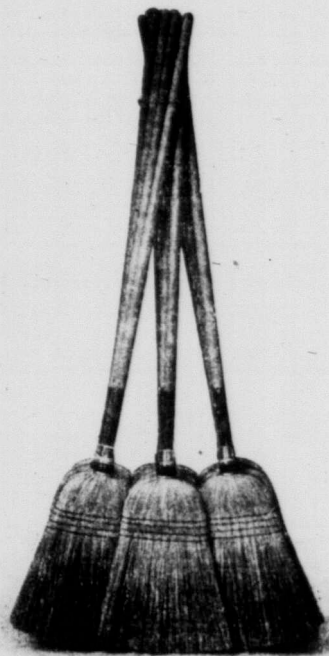
in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); The Cedville Co. (and branches)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; E. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbeur & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards
CO.

ELGIN, ILL., U.S.A.



The Daisy Broom

is the

**Best Light Carpet Broom
Made in Canada**

WEIGHT—24 lbs. to the dozen.

LENGTH—14 $\frac{1}{4}$ inches.

HANDLES—Finest quality maple, highly polished, stained, yellow, giving the broom the finish it deserves.

CORN—All the finest quality short corn, hand-picked, bleached and toughened, goes into this broom, making it a perfect broom for a lady doing her own sweeping.

Every broom is carefully examined before leaving the factory. We guarantee every broom we make.

PRICE—\$4.50 per dozen, delivered anywhere in Canada in lots of six dozen and over.

Ask your wholesale grocer.

The Parker Broom Co.

692 Wellington Street, OTTAWA, ONTARIO



BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros. Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches—the plant is modern and strictly sanitary, and is operated under the most ideal conditions. BRUNSWICK BRAND SEA FOODS come perfect to the consumer.

Our Chief Sellers:

1/4 Oil Sardines Kippered Herring
3/4 Mustard Sardines Herring in Tomato Sauce
Finnan Haddies Clams Scallops
(Both Oval and Round Tins)

Connors Bros., Limited

Black's Harbor, N. B.

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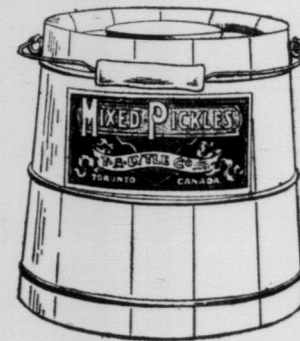
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Quality must count in pickles and relishes, no matter in what condition they reach the consumer. *Quality counts* in LYTLE'S BULK PICKLES. Equal value is not to be found in any other bulk pickles. Quotations on application.

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Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'



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If you are not stocking Anti-Dust—
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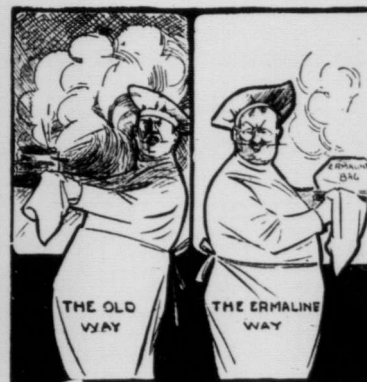
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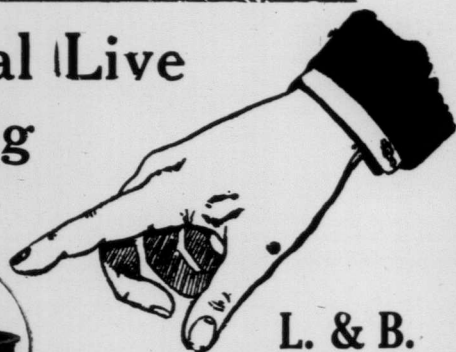


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Laurentia is a scientific evolution, not a scientific combination.

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