

**PAGES
MISSING**

Special Feature---"Lowering the Living Cost."

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada.
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 14, 1913

No. 46



Wethey's has the taste that grows

With the first taste of Wethey's Mince Meat comes the permanent desire for more Wethey's.

The name "Wethey's" has always been connected with the standard of the mince meat world. It stands for purity, for quality, for value.

No matter what your trade may be—the lumber camp trade or the trade demanding the highest class goods, Wethey's gives them the best that the price can produce.

Wethey's Mince Meat is put up in all sizes of containers from the package shown above to the largest wooden tub.

Insist on your wholesaler supplying Wethey's,—or write us.

J. H. Wethey, Limited
ST. CATHARINES, ONT.

Makers of Jams



to H.M. King George V.

By Appointment

Chivers' Jams

and Marmalades



Famous the world over for
Purity, Quality and Flavour.

Made at the famous Orchard Factory
in silver lined pans under ideal hygienic
conditions.

Fresh Fruit and Refined Sugar Only.
No Preservatives. No Artificial Col-
ouring.

Put up in glass jars, tins, and pails.
Grocers everywhere report increasing
sales.

Stock Chivers' Orchard Factory Jams
and get the cream of the trade.

Now is the time to buy.

For samples and quotations apply to the agents :

THE W. H. MALKIN CO., LIMITED

57 Water St.

VANCOUVER, B.C.

(British Columbia and Alberta)

FRANK L. BENEDICT & CO.

45 St. Alexander St.

MONTREAL

(Canada and Newfoundland)



The Christmas Dinner

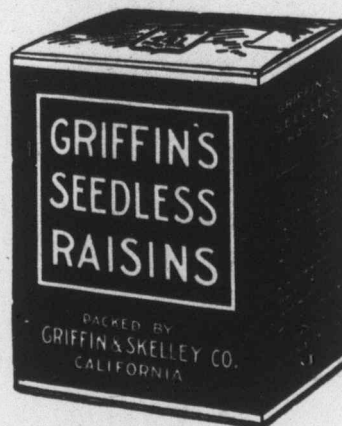
What is Christmas without the good old-time mince pie, the Christmas fruit cake, the plum pudding and the other good things that tickle the palate and make the "Day" a merry one. The good housewife, as you know, must prepare for this, the dinner of all dinners, some time ahead—She is preparing now. How is your stock?

Griffin and Skelley's Dried Fruits

are the finest that the world produces. They give the most complete satisfaction, are always fresh, finely-flavored and of a uniform quality.

Griffin's Seeded Raisins

is a distinctly fancy variety of absolutely seedless raisins, cured in the warm rays of "Old Sol," not by artificial heat. They are the most highly flavored, wholesome and the cleanest raisins that you can procure. They are known as the standard for evenness of quality and packing.



Griffin and Skelley's Canned Meats and Vegetables



represent the height of perfection in fruit and vegetable growing, preparing and canning. They are the safe goods you can handle from your own standpoint, as well as your patrons. We carry a full line.

Griffin's Asparagus



Grown in the Griffin and Skelley private beds on the banks of the Sacramento River, the young and tender blades of the asparagus are picked, prepared and packed within an hour. This ensures their retaining their exquisite flavor—the flavor for which G. and S. Asparagus tips are known.

A. P. TIPPET & CO., AGENTS MONTREAL



Sell the larger pails and increase your turnover and profits

and at the same time give your customers more for their money. Try it out, tell them about the larger quantity, etc., the results will be to your satisfaction.



E.D.S. Jams and Jellies

are as pure as they are good—

Only the finest selected fruits, largely grown on our own orchards, and pure cane sugar are used. They are carefully prepared in a factory that is a model for sanitation and perfectness of equipment. Every pail or jar of E.D.S. Jams and Jellies is brim full of Pure fruit deliciousness.

Made only by

E. D. SMITH & SON LIMITED

WINONA, ONTARIO

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

What we are doing to help dealers sell more



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

We send window trims that are both unique and attractive.

We supply counter and store signs.

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

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

Write for prices of special terms to the trade.

Corneille David & Co.

Toronto Montreal Winnipeg St. John, N.B.



**Every
Household
Has Use for
Arrowroot!**

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

**St. Vincent Arrowroot
Growers' and Exporters'
Association**

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

AGENTS: Wallace Anderson, 49 Wellington St., Toronto
L. H. Millen, Hamilton, Can.



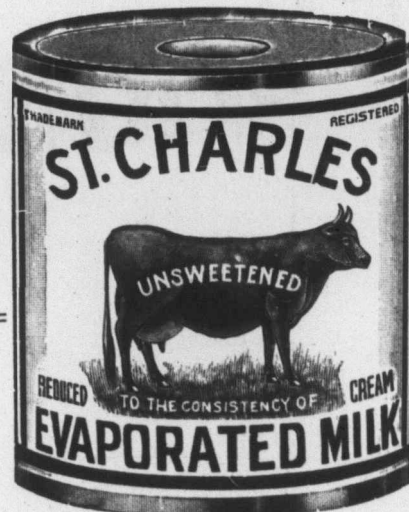
A Trio of Leaders

Prepared with scrupulous care for thinking people—who know what they want.

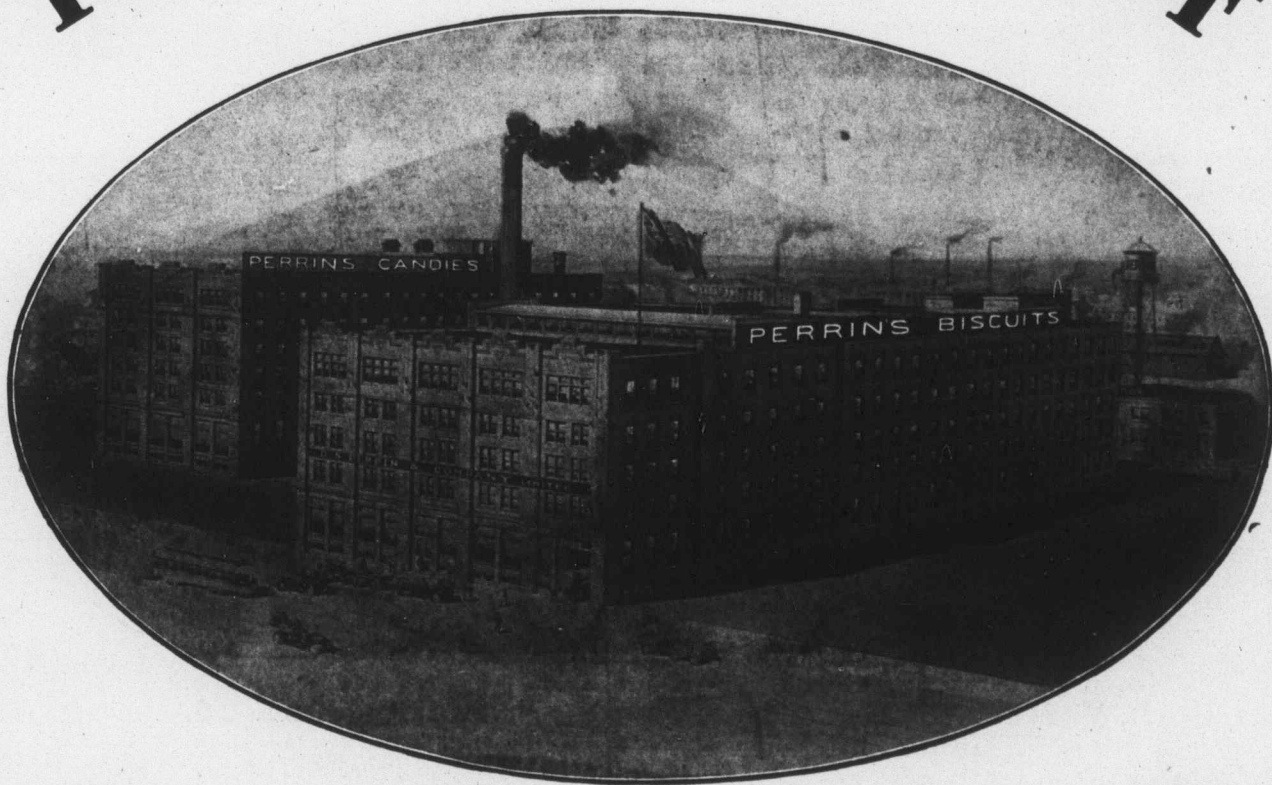


Borden Milk Co., Limited
"Leaders of quality"
MONTREAL

Branch office: No. 2 Arcade Building
Vancouver, B.C.



THE NEW HOME OF



PERRIN'S BISCUITS

LONDON

CANADA

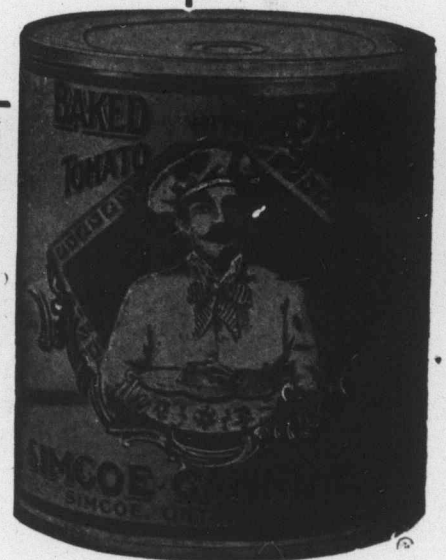
The high cost of meat and the low cost of "Simcoe" Baked Beans

The high prices on meat and the high cost of living in general makes people judicious in their buying. Many are substituting **"Simcoe" Baked Beans** in place of meat—each tin contains as much nutriment as a pound of beef steak.

Being carefully prepared by the most scientific process, **"Simcoe" Baked Beans** have a rich, nutty flavor which is unsurpassed by even the best home-baked.

Put up both Plain and with Chili and Tomato Sauces. It is up to you to supply your patrons. Have a good stock of **"Simcoe" Brand** on hand.

Dominion Cannery, Ltd.
HAMILTON, ONT.



E. D. Smith's The Jam like Mother made 100% Pure

The kind that brings back satisfied customers.
Complete stocks carried by your wholesaler.

Western Distributors

MASON & HICKEY, Winnipeg

Branches: REGINA, SASKATOON, CALGARY and EDMONTON

SYMINGTON'S SOUPS

are
just ideal where
nourishment and
warmth and ease of
preparation are valued.

Contents of one packet make a quart of rich, nourishing soup, a plateful of which, with bread, offers a delicious, sustaining meal

There are eleven varieties—
each distinctive, each delightful

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

Agents:

F. E. ROBSON & CO.
25 Front St. E.
Toronto



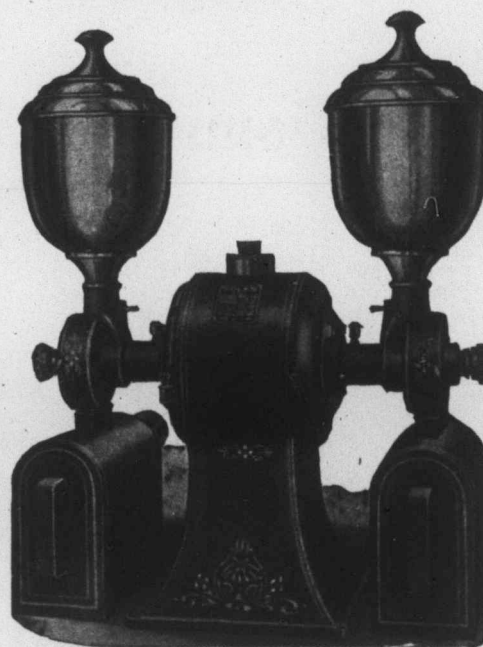
More Than Ever in a Class by Itself

One of our
12 new
models.

Wouldn't
it be a
good idea
then to
look into
the Coles?
It ranks
with the
best and
meets your
price.

26 models
of electric
machines.

Makers of
Hand Coffee
Mills for
twenty-five
years.



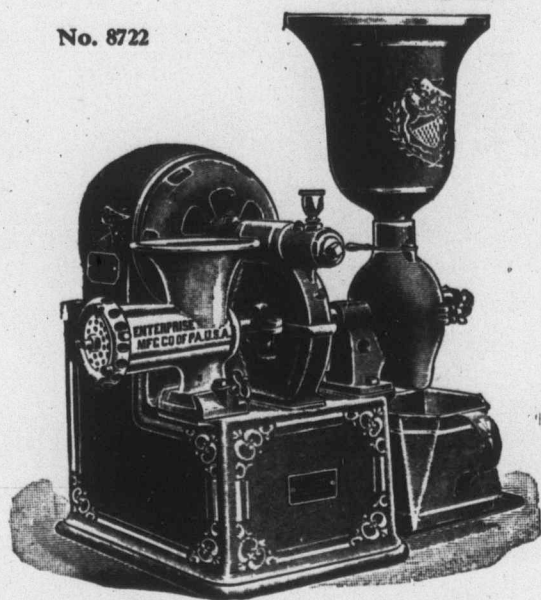
COLES MANUFACTURING CO.

1615 North 23rd St.

PHILA., PA.

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

No. 8722



*Machines
with a character
that is unapproachable*

ENTERPRISE

Coffee Mills and Choppers

The efficiency of Enterprise grinding has long been well-known and appreciated by the trade throughout Canada and the United States. The strong grinders of the coffee mills cut keen and sure without powdering, giving a result equal to steel.

The meat and food choppers are fitted with keen edged knives that revolve against a perforated plate, causing the food to be cut rather than crushed or mangled.

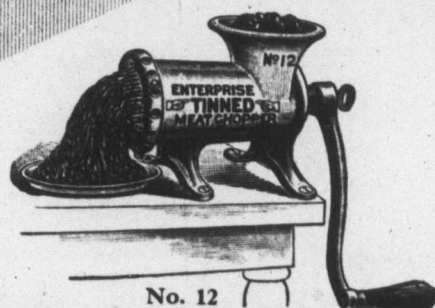
Every Enterprise machine gives the maximum of satisfaction, is strong, durable, all parts are interchangeable which gives it lasting qualities. Quality, fair price and service mark Enterprise Machines as the standard.

Write to-day for Complete Enterprise catalogue.

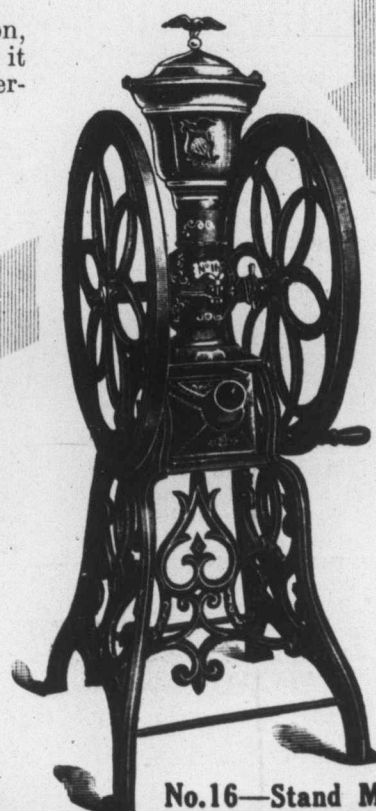
The Enterprise Mfg. Co. of Pa.

Patented Hardware Specialties
Philadelphia, U. S. A.

Chicago Branch, 176 North Dearborn St.
530 Golden Gate Ave., San Francisco
29 Murray St., New York.



No. 12



No. 16—Stand Mill

Tartan
BRAND
THE SIGN OF PURITY

IN STORE—

Full assortment of Mediterranean and California Dried Fruits, Nuts, etc. Prunes, Figs, Dates, Malaga, Valencia and Sultana Raisins, Thompson Seedless, Seeded Muscatels, Fancy French and Italian Glace and Crystallized Fruits, and Canned Goods.

'Phone at our expense a trial order. We solicit your inquiry.

TARTAN Brand Groceries, Spices, Canned Goods are trade winners.

BALFOUR, SMYE & CO.,

Wholesale and
Manufacturing Grocers

HAMILTON

**OLD
CALABAR**

DOG AND PUPPY BISCUITS

Agent—KENNETH H. MUNRO, Montreal

**CHAMPION PRIZE DAIRY
ENGLISH STILTONS**

**SEVEN 1st PRIZES AND
SILVER CHAMPION CUP 1913**

WRITE

TUXFORD & NEPHEWS

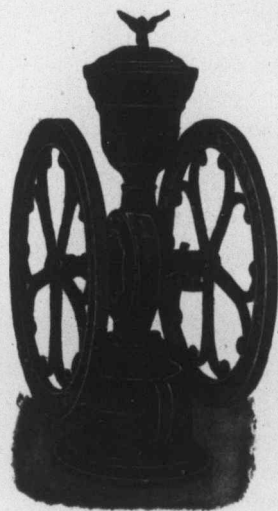
MELTON, MOWBRAY, ENGLAND

The Elgin Mills are guaranteed the fastest grinders according to their size.

No other coffee mill corresponding in size with any style of the Elgin will grind as fast. It is so constructed that it grinds perfectly and runs easily with very little effort on the part of the operator, and with no expense whatever.

It is equipped with special adjusting device and the new style force feed steel-cutting grinders.

The Elgin National Coffee Mills are used by thousands of the best grocers and institutions in Canada and the States. Write for our new catalog to-day.



MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

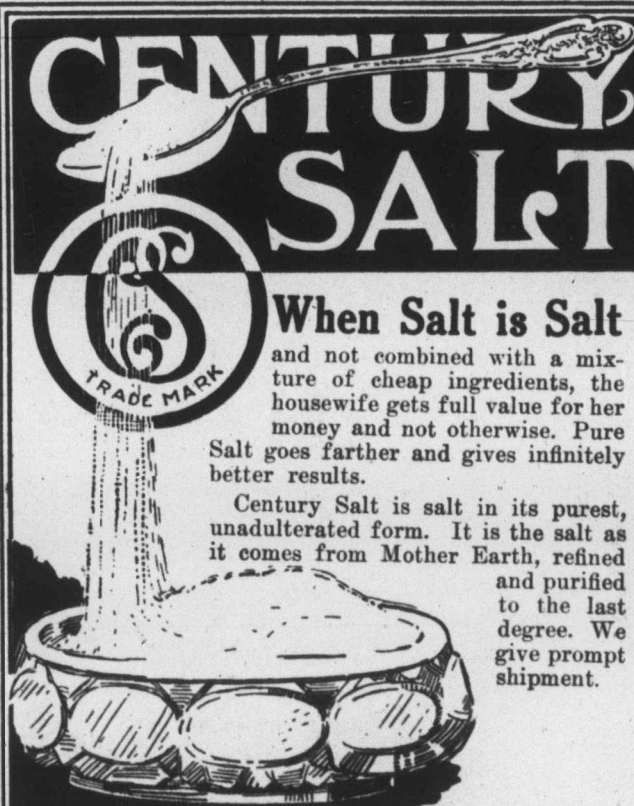
**CENTURY
SALT**



When Salt is Salt

and not combined with a mixture of cheap ingredients, the housewife gets full value for her money and not otherwise. Pure Salt goes farther and gives infinitely better results.

Century Salt is salt in its purest, unadulterated form. It is the salt as it comes from Mother Earth, refined and purified to the last degree. We give prompt shipment.



THE DOMINION SALT CO LIMITED
SARNIA, ONT.

THE CANADIAN GROCER

SALMON

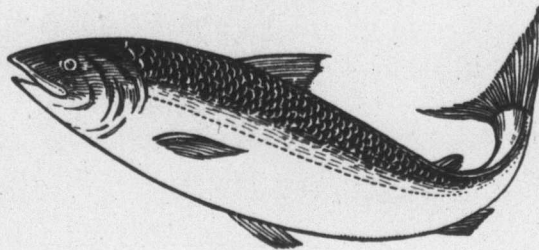
FINEST BRITISH COLUMBIA

SOVEREIGN



Caught in Salt Water
and Canned Immediately

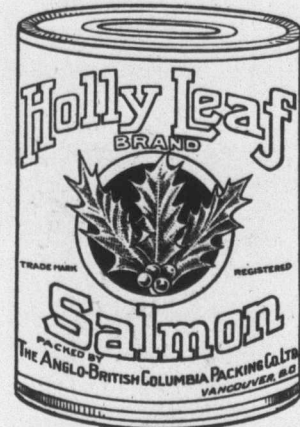
SOCKEYE



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

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

HOLLY LEAF



Quality is Our First
Consideration

W. G. PATRICK & CO., LTD.

Direct Importers
77 YORK ST.

JUST A CARD

To advise you that our first shipment of new season's 1913 Acme Brand Shelled Walnuts have arrived; quality excellent.

Write or see our salesmen for quotations on these.

W. G. Patrick & Co., Ltd.

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

BLUEBERRIES AND SARDINES

are good stocks to-day, and while present stocks last we will sell:—

BLUEBERRIES in
QUART SEALERS
packed by J. S.
Wells, Ltd., White
Haven, N.S.

1 doz. cases at \$3.00 per doz.
These are hand packed goods
and are exceptionally fine.

**SARDINES, KING
EDWARD BRAND**
(Norwegian).

100 tins to the case, \$9.00 per case.
The Sardine fishing in Norway
was practically a failure this
year. We were fortunate in
securing an early supply of
this excellent Brand and while
worth more money to-day, yet
while stock last we will sell at
above figure.

MAIL ORDERS. We
have the stock and
facilities to ship
promptly. Try us.

Fenwick, Hendry & Co.

Importers and Manufacturing
Wholesale Grocers

KINGSTON, ONTARIO, CANADA

A STORY OF GROWTH

The story of GIPSY is a narrative of the stimulus of competition. To make stove polish better than it was ever made before, and to keep on doing so; to give satisfaction to the user, and a reasonable profit to the grocer was, and is, the policy responsible for the continued growth of GIPSY sales.

Push

GIPSY

Stove Gloss

and let us grow together.

HARGREAVES (CANADA,) LIMITED,
33, Front Street, E. TORONTO.

Western Agents:

For Manitoba, Saskatchewan & Alberta:
NICHOLSON & BAIN, Winnipeg, Regina,
Saskatoon, Calgary and Edmonton.

For British Columbia and Yukon:
CREEDEN & AVERY, 118, Homer Arcade,
Vancouver, B.C.

ASK YOUR JOBBER.

Any of these firms
will supply you

Continental Germ-Proof Grocery Bags

Reinforced Auto-
matic Opening,
Square bottoms.

Guaranteed
by the

manufacturer



DISTRIBUTORS:

ONTARIO—The Continental Bag & Paper Co., Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.
MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.
NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.
BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.
QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

RED RIDING HOOD BRAND



5 lb.
SLIP
TOP
CAN

5 lb.
SLIP
TOP
CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

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.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
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.

ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE

is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

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

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. \$1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

Absolutely New

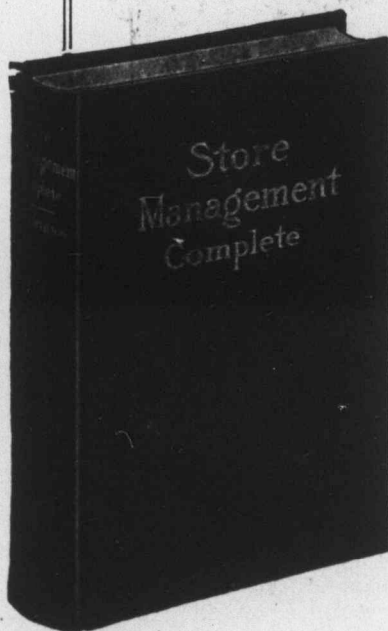
Just Published

TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.

143-149 University Avenue

TORONTO



What About Your
Christmas Trade

Mr. Grocer?

Clark's Mincemeat

will be one of your best sellers

The purest, the best, the most convenient

READY FOR USE

In all sizes. Cans, Pails, Barrels and Glass



Clark's Concentrated Soups

CHATEAU BRAND



Every variety, best of quality,
and prices right

NO BETTER SOUP ON THE MARKET

Clark's English Plum Pudding

Sizes 1 and 2.



Prepared from the very finest selected fruits, spices, etc.
An attractive package, and a first class seller. Get the
prices from your jobber.

STOCK UP NOW

W. Clark Limited, Montreal

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Brantford Cold Storage Co. LIMITED
Wholesale Produce Merchants
If you are in need of
HONEY
In any quantity write us for quotations
BRANTFORD, ONT.

Headquarters for White Beans and Evaporated Apples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

W. G. PATRICK & CO. Limited.
Manufacturers' Agents and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO. TORONTO
Established 1885
SUGARS FRUITS

Morrow and Company
39 Front St. E., Toronto
Cereals
We buy and sell rolled oats, oatmeal, rolled wheat, pot and pearl barley, split peas, cornmeal, white beans, wheat breakfast foods, buckwheat, Graham and whole wheat flours, English and Canadian boiling peas.

The
Condensed Ad.
page
will interest you

WESTERN PROVINCES.

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents.
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our Position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents, Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited

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

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181-183 Bannatyne Ave.
Winnipeg, Canada
Branches Covering
All the Wholesale Centres in the West

WESTERN PROVINCES—Continued.

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities. Suite 109, Willoughby-Summer Block, Saskatoon, Saskatchewan.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

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

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT and GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

SIMPSON PRODUCE CO. Winnipeg Man.
Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.
Simpson Produce Co. 248-252 Princess St. Winnipeg, Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man
Grocery Brokers & Importers
"Foster-Clarks Cream Custard."

Manufacturers' Agents and Brokers' Directory

(Continued.)

BRITISH COLUMBIA.

McLEOD & CLARKSON
 Manufacturers' Agents and Wholesale
 Commission Agents
 383-6 Cambie St., Vancouver, B.C.
 Can give strict attention to a few first-class
 Grocery Agencies. Highest References.

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

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

NEWFOUNDLAND.

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

McCANN & LANGFORD
 Winch Building Victoria, B.C.
 Manufacturers' Agents and Commission
 Brokers.
 We can give special attention to a few
 good agencies. Anything we handle we push
 References: Bradstreets, Royal Bank,
 Union Bank.

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

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.

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



STUHR'S
GENUINE CAVIARE,
FILETS D'ANCHOIS
 (naturels),
ANCHOVY PASTE.

"Please ask for our offer."

C. F. STUHR & CO., HAMBURG.

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



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

Mathieu's Nervine Powders



are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

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

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

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

Name

With (Name of firm)

Street

City or townProv.....

JAPAN TEAS

Furuya & Nishimura

Comfort Soap's Latest Premium

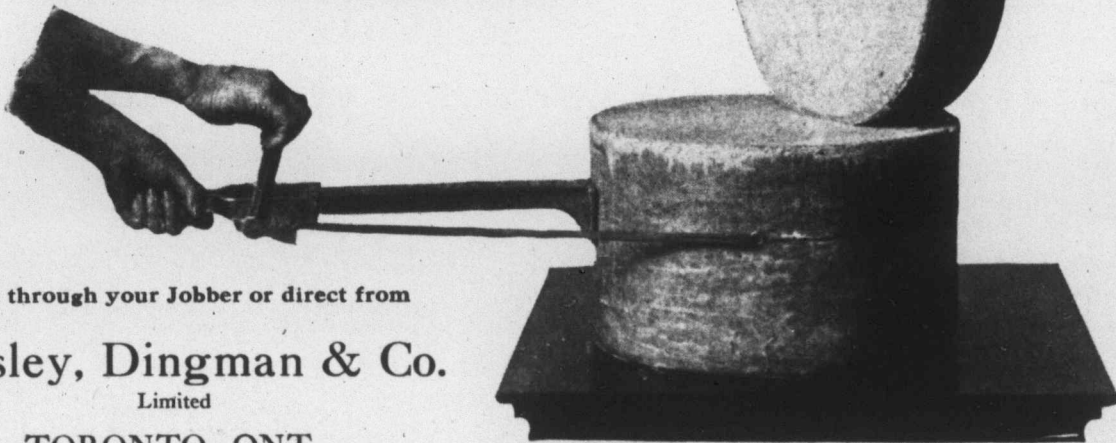
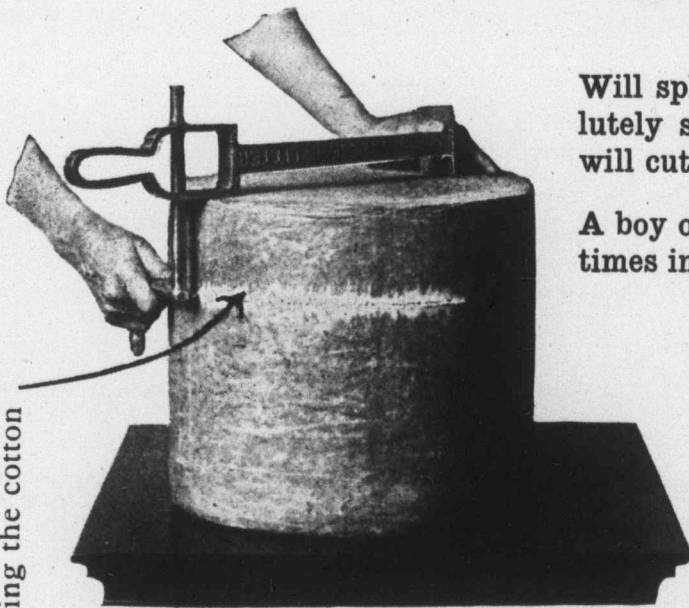
This **CHEESE SPLITTER** given **FREE**
with 10 cases of Comfort Soap or with
5 cases and \$1.50.

Will split your cheese any thickness, absolutely straight, so that your cheese cutter will cut the correct weight.

A boy or girl can split an 80 lb. cheese four times in five minutes.

Will last a lifetime.

Marking and cutting the cotton



Order through your Jobber or direct from

Pugsley, Dingman & Co.

Limited

TORONTO, ONT.

THE CANADIAN GROCER

St. Lawrence

Granulated

the Canadian Standard of Quality. 100% Pure Cane Sugar.

The final estimate of the present Cuban crop for 1912-1913 is 2,428,537 tons, being over 500,000 tons larger than the preceding year. On the other hand, the last estimate of the European beet crop for this season is about 500,000 tons less than last year.



JOHN DIAMOND

458 NORTH THIRD STREET, PHILADELPHIA, U.S.A.

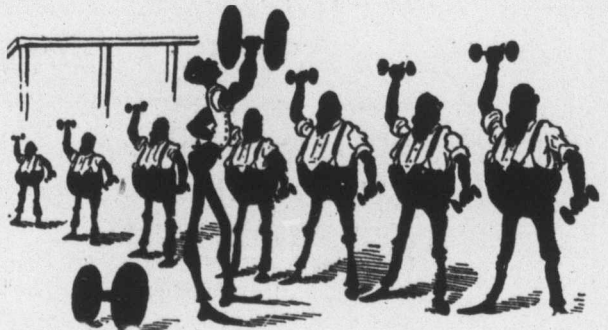
MANUFACTURER OF

Shoe Blackings	Shoe Dressings	Laundry Blues
	American Stick Blue	Stove Polishes
Inks, Mucilage and "Ink-Out"		Pure Petrolatum Pomades
	Electric Paste Stove Polish	

FOR SALE BY ALL FIRST CLASS JOBBERS IN CANADA

To add strength to your business prestige and to develop your profits you must feature and put your selling "push" behind high quality,

staple lines. Fish is an economical and nutritious food—people know this and buy accordingly. They patronize the dealer who handles



OCEAN BRAND

Haddies
Kippers
Bloaters

OCEAN BRAND

Plump
Filletts

CANADA BRAND

Pure
Boneless
Cod

The best from the Northern Waters of the Atlantic. They are quality all through.

NORTH ATLANTIC FISHERIES, LIMITED
MONTREAL

Chocolates

Made by **Bond, Limited**, Bristol, England
are the high-water mark of quality.

Pastelles and Gums

Made by **Carsons, Limited**, Glasgow, Scotland
are an ideal combination of pure
fruit and gums.

MESSRS. DAVIDSON, McBEAN & CO., LTD.

86 Wellington Street West, Toronto

have a full range of samples on show in their sale-room.

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

"CLUB HOUSE" BRAND SPANISH OLIVES

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

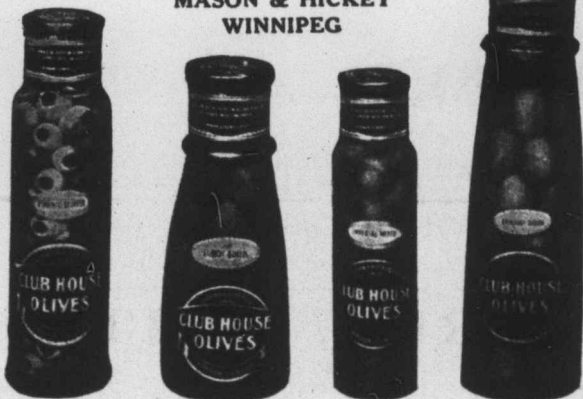
Put up in different sizes of bottles. Satisfaction guaranteed.

Send for a Trial Order.

Gorman, Eckert & Co., Ltd.

London, Ontario

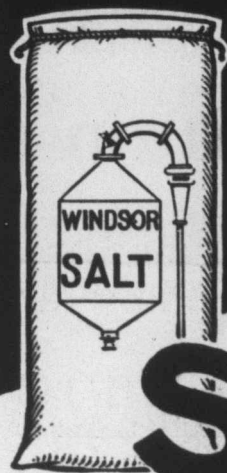
Western Selling Agents
MASON & HICKEY
WINNIPEG



WINDSOR

You want to sell what
your customers want to
buy.

You know that practically
every one of your good
customers wants Windsor
Salt—which is a good rea-
son for your handling it,
isn't it?



SALT



A unique feature!

FATIMA

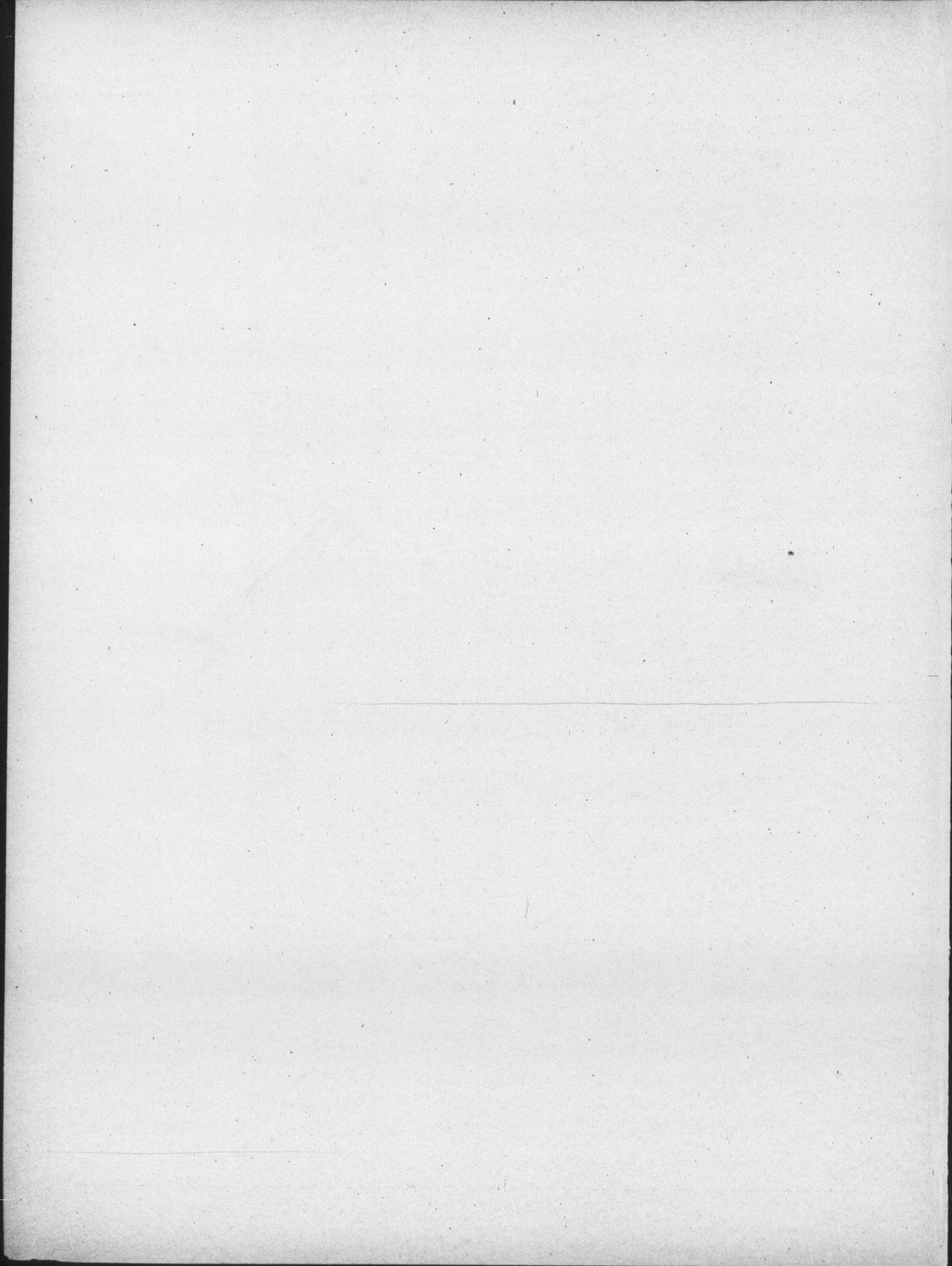
are the only **TURKISH CIGARETTES** which come

20 in a package

This idea is enough out of the ordinary just at present, to attract attention.

And the cigarettes are so fine and fragrant—so thoroughly satisfying—that their sale is increasing rapidly. Have you enough **FATIMAS** on hand to meet this big demand?

HANDLED BY ALL THE WHOLESALE TRADE.



HAVE YOU BEEN AFTER THE TEA PEDLAR?

You can put him out of business if you try. Never as good a chance as right now.

He is selling wretchedly poor tea, and having trouble with his customers.

Go after these customers that are rightfully yours, and sell them a standard brand of package tea like RED ROSE, a tea that *the pedlar cannot imitate nor buy.*

One of your good clerks, with a package of RED ROSE Tea in his hand, could in a couple of days bring in orders that would surprise, and we are sure, greatly please you.

It's really worth trying.

RED ROSE TEA

"is good tea"

Good Day! Do you like French dishes?

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

MESSRS. RAYNAL and ROQUELAURE

of CAPDENAC (AVEYRONS), FRANCE

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

They have revoltionized the food question in Europe.

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

“IF”

that little word “if” —



If those grocers in Canada who from time to time have been **F-I-N-E-D** for selling adulterated spices had stocked **PURE GOLD** products they would have been spared the ignomy of facing the magistrate.

If you are stocking **PURE GOLD** products you can face both **customer** and **inspector**, and with the knowledge that you are selling only the purest products.

How can you afford to jeopardize your prestige—your standing in the community and your reputation by selling products about which you are not **absolutely sure**?

Stock Pure Gold and be sure.

Pure Gold Manufacturing Co.

TORONTO

IRISH MILK

From Ireland

SWISS DAIRY BRAND

Sweetened Condensed Milk

Price **\$3.85** Per Case
of 4 dozen pound tins.

Freight allowed on 5 case lots up to 40
cents cwt.—3rd class.

A 10c. line with a Large Profit

Kirkwood & Sons

176 Dupont St., Toronto, Canada

Just cold enough to keep the foodstuffs at their best.

An artificial ice system or a refrigerator that freezes the goods is most impractical for the average Grocer and Butcher. Foodstuffs that are frozen deteriorate more quickly when taken from the freezing atmosphere. Many products, such as eggs, products put up in jars, etc., are a total loss when once frozen.

The **Eureka Refrigerator** does not freeze; but it keeps up a constant circulation of pure, dry, cold air, carries off the impurities, and keeps the produce at its best. The **Eureka** is the refrigerator for you. Built in all sizes for Grocers' and Butchers' use.



Catalog and Prices sent on request.

**Eureka Refrigerator Co.,
Limited**

54 Noble Street TORONTO

Montreal Representative

JAMES RUTLEDGE,

Tel. St. Louis : 076

Distributing Agents,

Walter Woods & Co., Winnipeg



MAKES IT POSSIBLE

For every grocer to build up and maintain a large and profitable tea trade.

To dispense with at once the necessity of carrying a large stock of tea, deteriorating in quality and eating its head off in interest.

To secure a speedy, actual and protected profit on all sales, and to put the tea pedlar out of business.

To serve your customers with the finest tea grown, fresh and fragrant from the tea gardens of Ceylon.

"SALADA"

LONDON, ENG. 41 Eastcheap NEW YORK 100 Hudson St. BUFFALO 78 W. Genesee TORONTO 32 Yonge St. MONTREAL St. Paul St. BOSTON 34-35 S. Market St. CHICAGO 361 N. River St. DETROIT Shelby Block
Branches also in Pittsburg and Philadelphia

Ad. Writing Contest For Dealers and Clerks

For the best written Christmas newspaper advertisement sent to Canadian Grocer, a prize of \$5 will be given.

Each contestant must make the ad. refer to Christmas goods and all entries must be mailed on or before Dec. 31st.

This contest is open to Canadian and Newfoundland grocers and clerks.

Decide now to come in. Enter as many ads. as you desire.

Address:

The Editor, The Canadian Grocer

143-149 University Avenue, Toronto



KEEN'S OXFORD BLUE

It's a compliment to the good judgment and taste of the modern housewife to suggest KEEN'S OXFORD BLUE to her, for she knows it is the "Old Reliable."

Don't let your stock get low.

Keen's Oxford Blue Never Deteriorates.

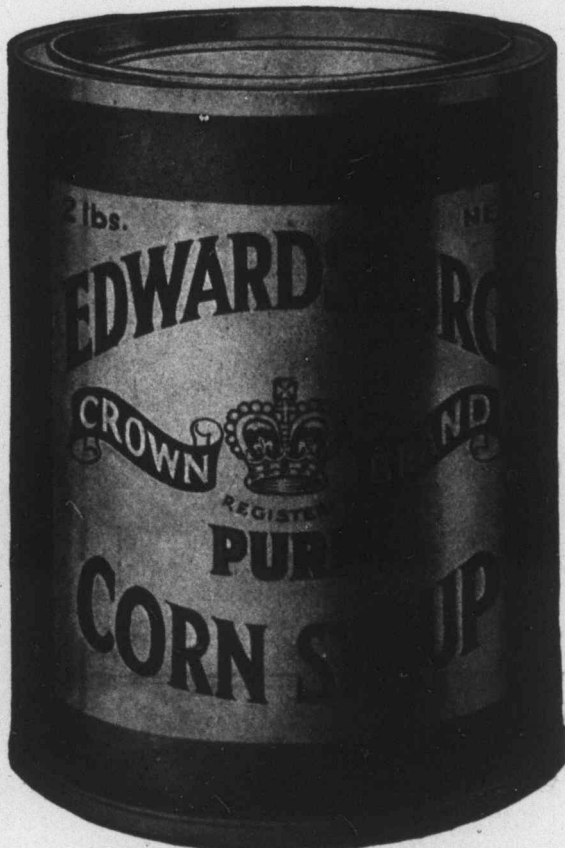
FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal

30 Church Street, Toronto

Agents for the Dominion of Canada



This is **CROWN' BRAND** Weather

"Chill November's icy blast" means that the body requires heat-producing, tissue-building foods.

Crown Brand Corn Syrup

is a good thing to suggest to your customers during the winter months, because of its body-building qualities.

Your customers should have **CROWN BRAND** once—after that it's "a matter of course."

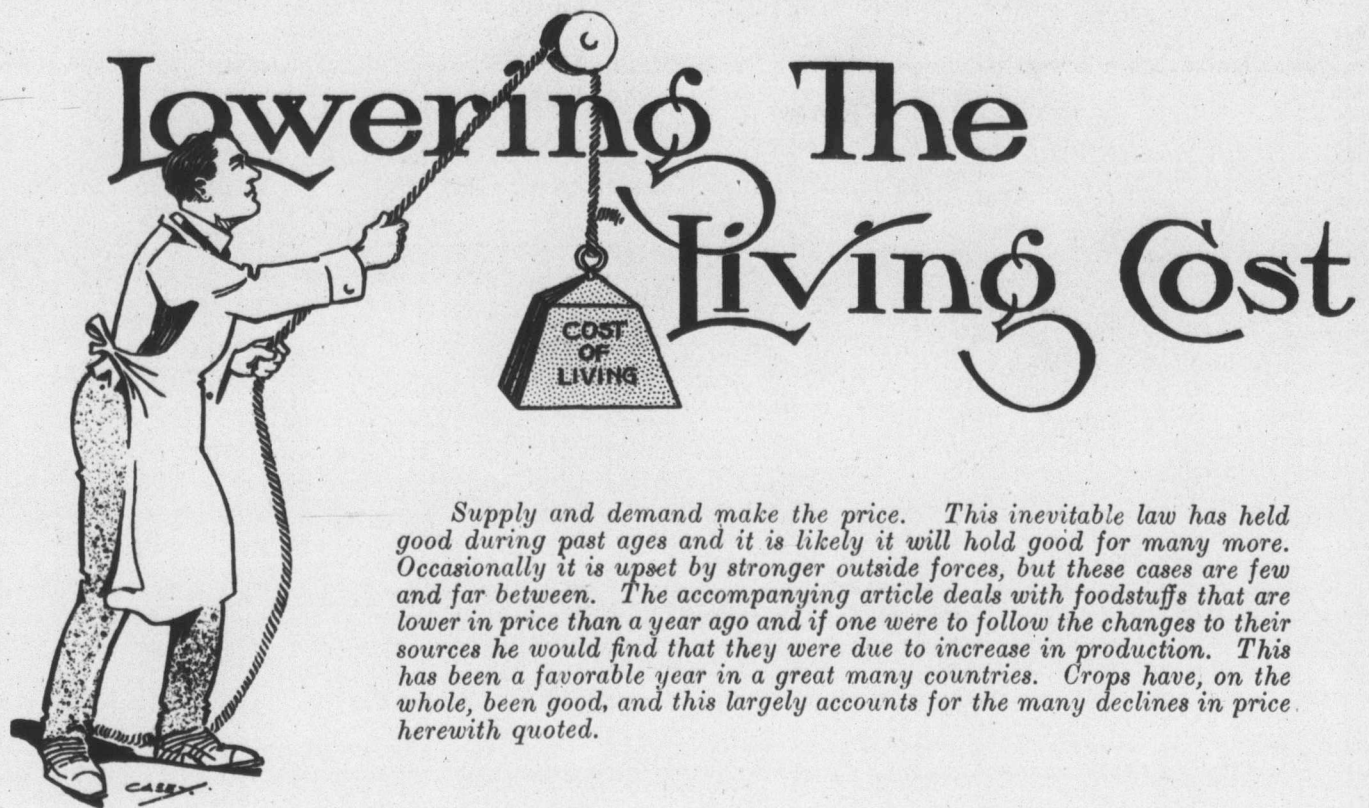
THE CANADA STARCH CO.
LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Cardinal and Brantford

Montreal, Toronto, Calgary, Vancouver



Supply and demand make the price. This inevitable law has held good during past ages and it is likely it will hold good for many more. Occasionally it is upset by stronger outside forces, but these cases are few and far between. The accompanying article deals with foodstuffs that are lower in price than a year ago and if one were to follow the changes to their sources he would find that they were due to increase in production. This has been a favorable year in a great many countries. Crops have, on the whole, been good, and this largely accounts for the many declines in price herewith quoted.

D ID anyone say the cost-of-living was still on the incline? Where did the news come from, and from whence the proof?

If it is going up, what part do staple foods play in the rise? Is it to be taken for granted that they are ALL higher than this time a year ago or shall we "stop, look and listen" and determine the truth of the matter? Coal, we know, is higher and there are no appreciable declines in dry goods, boots and millinery. Neither have fishing rods, guns, automobiles or pianos shown many signs of reaching lower depths, but what about staple foods that everybody uses every day at every meal!

An Extensive Drop.

Just take a glance at the accompanying list of groceries—staple groceries, please remember—that are not as high to-day as they were in November, 1912. On the next page is a table showing the entire list and giving the comparisons with prices existing a year ago. These figures are, of course, from wholesaler to retailer (Toronto market), but at least 95 per cent. of the goods quoted can be bought more cheaply by the consumer to-day than at the corresponding period in November of 1912.

Read this list over once again. Now what has the consumer—that is the one complaining of the high cost of living—got to complain about? Can he not buy sugar, rice, beans, flour, rolled oats, potatoes, lard, honey, butter, cheese, canned tomatoes, peas, beans, salmon, strawberries, raspberries, peaches, pears, cherries and plums, etc., cheaper than year ago? Here is a variety of wholesome fare that will surely keep him alive

for a considerable period. Several, too, of these goods are now lower in price than they have been for years, so that, evidently, if the poor or oppressed seeks to live cheaper this winter than last, or for several winters past, he should make a clear study of the goods that have declined in prices. He can surely "lower the living cost" and still consume healthy and wholesome foods, the quality of which has not been impaired.

The Part of the Retailer.

Here's where the retailer comes in. Those dealers who have been listening to the cry of high-cost-of-living from many of their customers have a good chance to help them this coming winter. It need

scarcely be suggested how—the course is plain. But what should be the methods? Several present themselves as part of a good, strong, selling campaign boosting along these cheaper staple goods to those who cannot afford the others and more expensive ones.

First comes a lower cost-of-living window display. This presents a splendid opportunity to show samples of all these goods as well as probably those which have remained staple in price so far as the last few years are concerned. Necessary in such a window would be a show card or two calling attention to the nature of the display. Suggestions for wording of these cards are:—"Lowering the Living Cost;" "Cheaper Than a Year Ago, Quality Same;" "Wholesome Foods at Lower Prices;" "The Chance You Have Been Looking For," etc., etc. Two or three of such cards would be almost necessary if the proper idea is to be conveyed to the passing public.

Connected up with this display there should be a strong newspaper ad. or two calling attention to it and quoting retail prices to show that these goods are to-day lower than during last November. A show card or two inside the store will also add to the drawing power of such a campaign.

Here is a splendid chance for dealers in a community where price will be a big consideration this winter with many people, to secure new trade as well as some good healthy permanent advertising. Now is the time to act. Get in on the opportunity first and secure the results that are bound to follow. Plan at once. Capitalize the idea immediately. The chance is yours.

LOWER PRICES FROM YEAR AGO	
Beans	Butter, Cheese
Cornmeal	Currants
CANNED GOODS	
Corn	Peaches
Peas	Plums
Tomatoes	Pears
Mon	Raspberries
Cherries	Strawberries
Flour	Rollled Oats
Honey	Rollled Wheat
Lard	Raisins, Val.
Lemons	Sago
Potatoes	Sugar
Rice	Syrup
	Tapioca.

Sugar Market Much Lower.

Coming to a consideration of these items one by one, sugar may be considered as ranking well up among the most important of staple groceries, and being probably without a rival as the one used most universally. In a comparative list which appeared in the Fall Campaign number of Canadian Grocer on October 10 it was shown that sugar was over \$2 per cwt. lower than in 1890. The comparison given in this article shows it is 35 cents lower per cwt. than one year ago, and \$1.45 below the quotation of two years ago. At that period sugar had reached the highest point in twenty-two years owing to the scarcity of raws. Since that time the situation has been growing better gradually.

Butter Below Last Year.

Butter is a close second to sugar for everyday use. The advantage over last year is not so pronounced—one cent for creamery and two cents for dairy (both prints and solids), but it is quite appreciable. This fall, owing to the open weather, the supply has been very plentiful, and Western Canada has gone farther in looking after itself, so that outside demand has been unable to firm up the market as it did in the fall of 1912. In addition, stocks have continued heavy.

Rice, Tapioca and Sago.

Rice is cheaper owing to favorable crop conditions chiefly. Last year Far East reports were not optimistic. Sago, brown, is 1 to 2 cents lower, and tapioca, usually classed with it, is cheaper for medium pearl by 1½ cents per lb. Seed pearl is also 1 cent cheaper, but flake 1½ cents higher this year.

Record for Beans.

Beans are 40 per cent lower this year, and hold the record for the whole list. Conditions are reversed compared with last year. At this time Canadian beans were just beginning to come in, and were of such poor quality that nearly all buying had to be of Austrians, and this continued throughout the year. This year the Ontario crop is the best for years, so far as quality goes, and quantity seems pretty good. Austrians have taken a back seat, and few, if any, importations have been made, nor are likely to be. Primes are \$1.85, com-

TABLE OF COMPARISONS SHOWING PRICE DECLINES

	1913.	1912.
Sugar, extra granulated, 100 lbs.	4.50	4.85
Butter, creamery prints	28	29
Butter, dairy prints	22-24	24-26
Rice, plain ragoon, lb.	03½-.04	04-04½
Sago, brown, lb.	04½-.06	06½-.07
Tapioca, medium pearl .....	.05	.06½
Beans, prime Canadian, bushel	1.85	3.10
Beans, H. P. Canadian	2.15	3.25
Raisins, Valencia, lb. ....	.08	.09
Currants, filiatras, lb. ....	.08½	.07½
Dates, Fards, 12-lb. boxes, lb. ....	.08½	.09½
Lemons, Verdelli, case	4.25	6.00
Syrup, corn, 2-lb. case	2.50	2.55
Potatoes, Ontario, bag .....	.95-1.00	1.00-1.10
Potatoes, sweet, bbl.	3.50	4.50
Flour, Manitoba, 1st pat.	5.30	5.70
Flour, winter wheat, 90 p.c.	4.10	4.40
Cornmeal, 25-bag lots, bag	2.20	2.25
Rollod oats	2.22½	2.50
Rollod wheat, 100-lb. bbl.	2.80	3.00
Pure lard, tierces, lb. ....	.14	.14½
Cheese, new, large, lb. ....	.14	.14½
Honey, clover, 60-lb. pails	10-11	12
Canned goods—		
Salmon, B.C. sockeyes, 1-lb. talls, doz.	1.95	2.87½
Strawberries, 2's H.S., doz.	1.92½	2.15
Raspberries, 2's H.S., doz.	1.92½	2.02½
Peaches, 2's H.S., doz.	1.27½	1.50
Pears, 2's, Flemish, doz.	1.52½	1.77½
Plums, 2's, Green gages, doz.	1.07½	1.30
Cherries, 2's, black, pitted	1.92½	1.97½
Corn, 2's .....	.92½	.97½
Peas, 2's, sweet wrinkled, doz. ....	.87½	1.35
Tomatoes, 3's, doz.	1.00	1.37½

The above comparisons show a lengthy list of staple groceries that are lower in price than year ago, in spite of the high-cost-of-living talk—a formidable array, is it not?

pared with \$3.10 one year ago, and hand-picked at \$2.15, instead of \$3.25. Low prices are likely to rule for months.

Reversal in Raisins.

Raisins also are in a reversed position compared with last year. Then Valencias were scarce and high; while Californias were plentiful, and so low that an amalgamation of growers was formed after the season was well advanced, the claim being made that prices were lower than cost of production. There is no danger of a similar claim being made this year; promptly two cents was added to last year's, with the result that buyers are not backward in declaring they will "wait for more reasonable figures." Valencias, as had been known for months, started in at lower quotation than last year, and promise to remain there.

Other Dried Fruits Lower.

Currants were not affected by Balkan war, and it looks as if present reduction of cent a pound over 1912 will continue. This applies to nearly all grades, Filiatras, Patras, Vostizzas, etc.

So far as dates are concerned, comparison is a little difficult, as new crops are just arriving and prices are apt to fluctuate for a few weeks, according to size of shipments. Indications, however, are that the finer figs will remain about 1 cent a lb. lower, though taps may be somewhat higher, as indeed they are for new shipments.

Lemons Promise to be Cheaper.

Lemons will be in much more favorable position, as was stated in last

week's issue. Sicilian crop is better than last year, and Californian shows no signs yet of scarcity, which last year combined with frosts not only kept it entirely out of Canada, but caused Sicilians to advance prices sharply. At present, on eve of new crop arrivals, prices are nearly one-third lower.

Corn syrup is a trifle lower (5 cents) in spite of high price for corn, which caused an advance a few weeks ago. As that situation is gradually improving, price is not likely to go higher at any rate. Other syrups, maple and molasses, are same price.

An Old Friend of Everybody.

Coming to potatoes, although present position is only 5 cents lower than year ago, likelihood is that high prices of 1912-1913 will not be repeated, for later on they advanced nearly to \$2 a bag. American demand, stimulated by tariff changes, is causing scarcity in New Brunswick, and already has advanced prices, both for Ontarios and Eastern, from 10 to 20 cents, and this may be repeated at least to extent of 10 or 15 cents, but even then margin will be big in favor of lower 1913-1914 prices. Ontario potatoes this year are excellent crop, unlike last year, and running Eastern close. Sweet potatoes have become big sellers in this province, and with plentiful crop are now \$1 per barrel lower than one year ago.

Advantage in This Year's Flour.

Flour, following bumper wheat crop, early cut, threshed and milled, is much
(Continued on page 34.)

PHOTOGRAPHS WANTED.

Canadian Grocer would appreciate a photograph of any window dressed with goods that are lower than last year, or that are no higher. Will dealers and clerks kindly send them to the Editor.

Views on Proposed International Conference

What Some Members Interested in Association Work Think of the Projected Big Convention in San Francisco—Some Consider it Good Idea, While Others Cannot See Benefits—"Co-operative" Movement Referred to By One As Common Problem.

D. A. Hill, Waterford, Ont.—I am a firm believer in conventions, etc. In fact I believe in organized effort in anything.

Just now it does not appear to me just what we grocers in Canada could or would learn from those of France or England, where conditions are so different. However, I would think that a conference of the kind proposed could not fail to do some good and would like to see its promotion carried through.

J. H. Edwards, Carleton Place.—Provincial conventions are a very good thing. If grocers in the different countries mentioned have the same problems to solve, an international conference should also be very beneficial. I think the cost of attending such conference considered, each province should send as many representatives as possible.

Donald McLean, Roncesvalles Ave., Toronto.—I believe that great good would come out of an international conference of retail grocers as proposed to be held in San Francisco in 1915. In coming in touch with each other the delegates from the different countries would all learn something beneficial in adjusting the problems which from time to time arise in the conduct of business specially pertaining to the grocery trade.

J. H. Marshall, Niagara Falls.—Believe the idea is well worth consideration. No doubt the feeling of a large number will be expressed at the meeting to be held in Toronto this month, when the ideas and possibilities of such a conference will be more fully explained.

Eric C. Jamieson, Hamilton, Ont.—This would undoubtedly be very nice and very beneficial to many but I doubt if many Ontario grocers could afford the time and expense entailed.

E. K. Barnsdale, Stratford, Ont.—It would be a great benefit to the trade if some means could be arrived at to put the grocery trade upon the footing it once had. Of late years both in Canada and the United States it has fallen below the calling of a trade. In my early days there was apprenticeship to the grocery trade but competition brought about cheap labor. The mechanical part of

WHAT ARE YOUR VIEWS?

In connection with the suggestion to hold an international conference of retail grocers in San Francisco in 1915, as referred to in Canadian Grocer two weeks ago, several dealers with whom we got in touch, express their opinions on this page. Different views are held, some maintaining the idea a splendor did one, and others that it might not produce results commensurate with the expense. Opinions of others in the trade are requested. Make this an open discussion so that when the time comes to decide, the various aspects of the case will be familiar. Drop us a line to-day.—The Editor.

parcelling goods, etc., has been done away with by the attractive package goods and has put the trade into a form of working for the benefit of the manufacturers, and the goods can be handed out by the inexperienced help. I cannot see where the trade can be much benefited by this International Conference, except to change views of how business is conducted in these several countries.

F. W. Hutton, St. Mary's, Ont.—Personally, if I attended the exhibition and was in San Francisco I would be so interested in seeing the city and exhibition I would not feel like spending much time at the convention. There are some large issues no doubt common to the trade that benefit would result from an exchange of ideas on these subjects, such as the co-operative movement, but in other matters trade conditions are entirely different in the countries you name.

Letters to the Editor

Editor Canadian Grocer:

Dear Sir,—It has occurred to me that I might with some advantage to the community in which I live, use the columns

of your valuable trade paper, regarding a live question in reference to the peddling of vegetables and the organization of a market for the sale of ranch produce in our city.

I firmly believe in originality but also think that we should learn by the experience of others, and when I explain the problem which we have to contend with, maybe some of my fellow grocers would be so kind as to give me any information regarding the market question, also the peddling problem.

Now, as to conditions, I will try and be as brief as possible. Of course most of your readers know, that the Kootenay is a district to be reckoned with in the growing of fruit, but until the trees get bearing, the rancher should derive an income from the sale of small fruits and vegetables. But the local market is supplied by Chinamen who have truck gardens in the vicinity of the city and peddle produce from house to house. The white rancher cannot compete with the Chinaman owing to the difference in the standard of living. We thought that by establishing a market and regulating the hours of peddling we could make the position of the rancher more secure. I will tell you how this question affects the grocer—not in my own experience, but in the experience of other grocers.

We have to keep a stock of vegetables, but we only get an order when the Chinaman forgets to call on the housekeeper. Then the telephone rings, and Mrs. So-and-So wants some vegetables sent up because "the Chinaman did not call this morning." How does it affect the small fruit sales? Well I will tell you; the grocer gets the early strawberries and raspberries in before the Chinaman's are ready; he works up a nice business, gets in his usual stock, then some morning there is no demand. The driver reports that the Chinese are out peddling; then the grocer's troubles begin. He does not know how many to buy, etc., and the Chinaman gathers up the old baskets and uses them again and again which is very unsanitary.

I happen to be one of a committee appointed by the Nelson Board of Trade and any information brother grocers can send me in reference to the hours of peddling, cost of license and market by-laws will be appreciated. Nelson has a population of about 7,000 souls. Thanking you in anticipation.

Nelson, B.C.

R. G. JOY.

How Prize Winning Displays Were Trimmed

Importance of Illustrating the Holiday Spirit in Window Displays for Special Festive Occasions—"Harvest Abundance" the Great Feature of Thanksgiving Trims.

The closing of the Thanksgiving contest suggests preparations for the Christmas one. We have now practically reached the middle of November with only about five weeks before the big day. We want everyone who possibly can, to become identified with our Christmas window dressing contest. Now is the time to decide to enter and now is the time to begin plans. Have the Christmas trim thought out well in advance, and then when the greatest effort in display of the whole year is to be made, the work will be greatly lightened and facilitated. Let everybody come in. "The more the merrier."

The reason the judges decided on giving first prize to the window of E. C. Matthews was on account of it being an outstanding Thanksgiving window and because it had splendid sales producing tendencies. Thanksgiving is a time of giving thanks for the bountiful harvest. A window dressed particularly for the occasion should, therefore, breathe the air of Thanksgiving.

This is what the Matthews' window does. Note the miniature sheaves of wheat; the prize pumpkins, potatoes, squash, etc.; the pictures of the turkey and the general suggestion of a bountiful harvest contained in the well-filled window.

The floor of the window was built on a slant well up into the store allowing room for an abundant trim of vegetables, fruits, honey, etc. The symmetrical arrangement is another point in favor of this display.

• • •

The general idea of an abundant harvest is well illustrated in the second prize display of Smith & Burton, Brandon, Man. Probably this window does not smack of the Thanksgiving time as well as it might, but in the opinion of the judges it was a good selling trim. It is generally considered that fruits and vegetables play an important part in displays and sales around that festive season, and if sheaves of wheat, oats, etc., and a pumpkin or two had been used in the background, the idea of a splendid harvest might have been conveyed more lucidly.

But the main point is that this display was considered a good seller. The word "Thanksgiving," written in loaf sugar embedded in cranberries, must have attracted considerable attention from the color contrast. Walnuts, almonds, several varieties of confectionery, dried fruits, olives, etc., were arranged on the floor of the window. Price cards, it will be noted, occupy prominent positions.

The Smith & Burton window is enclosed, and the background was taken advantage of as well as the sides to show an abundance of goods. Biscuits, wines, pickles, preserved fruits, olives,

GET A GOOD PICTURE.

Every dealer and clerk who enters the Canadian Grocer's Christmas window dressing contest should make sure that a good photograph is secured. In fact, as has been previously pointed out, one of the main reasons why this contest is run from year to year is to secure good photographs of good windows which can be reproduced and shown to all readers of this paper. Therein lies the chief benefit of the contest.

It is therefore again urged that every effort possible be made to secure a good picture of the Christmas window. A picture of the entire store front is not wanted—simply a picture of the goods in one window.

The photographer should not, therefore, stand too far away from the window. He should be just close enough that the camera will take in the goods themselves and not the entire store front. Photograph of the whole store front is useless from a reproduction standpoint.

Some time ago Canadian Grocer published an article on how to get a good window photograph without reflections. Several copies of this article are yet in hand and any who desire will be sent one on receipt of a request. This shows why, if at all possible, the picture should be taken at night, not by flashlight, but by a long time exposure with the window lights turned on the display. The night must be calm or the camera will vibrate and spoil the picture.

Some amateur photographers have secured good results by using a small camera and having the picture enlarged.

canned vegetables, grapes, bananas, etc., are to be seen in profusion.

• • •

The judges concluded that the most attractive display submitted was that of G. F. Grinyer, Eglinton. The "Thanksgiving" spirit, however, was not quite so strong in it as in the other two. It was considered, however, a very neat arrangement of vegetables, which would undoubtedly attract much attention. It was dressed in crescent shape, the bottom having been filled in with sweet potatoes in centre and onions on each side. There were six tiers—First, cabbage; 2nd, squash; 3rd, cauliflower; 4th, citron; 5th, red cabbage; 6th, pumpkin. There were tomatoes just above the cabbage to give a color contrast, and in the next row the spaces between the squash were filled with cucumber, and between the fourth and fifth row celery was placed horizontally, again to produce a color contrast, and the back row of large pumpkins was filled in between with bunches of wheat.

• • •

Space this week did not permit showing the winning window in Class 2 of the competition. This was sent in by Bruce McDougall, Ingersoll, Ont., whose trims, as appearing in Canadian Grocer, have attracted widespread attention.

• • •

Canadian Grocer would strongly urge readers to file the three displays on the opposite page so that they may be looked up next October prior to the 1914 Thanksgiving. They will serve as assistants in trimming the window for that occasion.



Robt. Simpson & Co., wholesale grocers, Hamilton, Ont., as was announced in our issue of October 10, have sold their warehouse, but the report has erroneously been circulated that they have sold their business. Robt. Simpson states there is no foundation for such a report.

Three Thanksgiving Prize Winners



Smith & Burton, Brandon, Man., captured second prize in the competition with the display below.

Window of E. C. Matthews, Parliament St., Toronto, winner of first prize in the Thanksgiving Window Contest for cities over 10,000.

The bottom display, shown by G. F. Grinyer, Eglinton, won third prize in the contest. Its attractiveness stands out prominently.

The CANADIAN GROCER

Established 1886.

Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President

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TORONTO, NOVEMBER 14, 1913

HELPING THE FINANCIALLY OPPRESSED.

Dealers who do business in districts where money is not so plentiful as it might be and where price means considerable to the consumer, should study carefully the table and article in this issue dealing with "Lowering the Living Cost." Here is a chance for them to secure a large amount of healthy publicity, and at the same time to help the working classes to live more cheaply until the present financial depression has been passed.

A glance at the table shows many of the old favorite staple lines to be cheaper than a year ago. These are old friends of the consumer who thinks that every foodstuff necessity has gone aeroplaning. He has heard so much about the high-cost-of-living that he believes everything to have gone beyond his reach.

A campaign to show him that such is not the case compared with a year ago would make him more cheerful. It would show him that you are interested in his welfare and it would help considerably to get your money for goods you sell him. The list of foodstuffs demonstrates that a man could live very comfortably and more cheaply than a year ago if necessity demanded it. A selling campaign of lower priced goods of which the quality has not depreciated, should make a big hit wherever attempted aggressively. Try it.

SELL PLUM PUDDINGS.

One of the comparatively new Christmas lines sold by the retail grocer which has gained popularity in recent years is the plum pudding. Since reputable manufacturers began manufacturing this article and since consumers are more and more depending upon the retailer for their entire foodstuff supplies, plum pudding has come to be quite a seller prior to Christmas time.

From now on every dealer should feature it in some way or another. A display card or two about the store even before a stock is laid in suggesting that plum puddings be given as Christmas gifts, should bring in some advance orders. This would help to give an idea as to the number and size of plum puddings to stock. Since they are done up in attractive style by the manufacturers, they

can be used to splendid advantage in Christmas displays. There is little danger of deterioration, containing as they do so much dried fruits and moisture. They can, therefore be sold well in advance of the Christmas season.

Here is a line on which a bigger feature than usual can with profit be made. Now is the time to consider stocking and laying of plans.

MOLASSES SITUATION QUIET.

Several months ago the Montreal editorial representative of Canadian Grocer contributed several articles on the molasses market from a Barbadoes standpoint which were criticized by a Barbadoes newspaper. Our contention was that there was no good reason for any material advance in molasses owing to several conditions, one of which was a fairly plentiful supply when the fact was considered that so many had already received their requirements, or a good percentage of same.

This the Barbadoes newspaper criticized stating that the supply was inadequate to meet demand and even hinting that this paper was trying to injure the industry of the island.

We pointed out, of course, that the latter statement was entirely untrue; that we were merely giving the molasses situation as we found it, and that it was our idea the market would not show any great advances.

Speaking with a representative of a large Barbadoes shipping firm who was in Canada last week, Canadian Grocer learned that the molasses market there was quiet; that the year had not been a good one and that there was no likelihood of any advance in the market for some time at least. One of the chief causes for the situation as it exists was the fact that owing to the cheapness of sugar, many growers had turned their attention to molasses which is made from the same cane, thus placing on the market a larger supply than was anticipated. This is exactly as this paper stated last April. Our review of the situation then has been entirely borne out by later developments.

HOLDING THE TEA TRADE.

Canadian Grocer is in receipt of a letter from a traveler, (not a tea salesman) telling of a conversation he had recently with a tea peddler which should make every retail dealer think hard. Here is the letter:—

"Editor, Canadian Grocer,—On a recent trip north a man seated himself in the vacant seat beside me in the car and immediately entered into conversation with me. He informed me that he was a tea-traveler. Later I learned that he was more correctly speaking—a tea peddler. He was very communicative and proceeded to show me his order book and promissory notes received in payment of his goods. He had a bundle of these ranging all the way from \$3 to \$10, and running from two to six months' time.

"He stated that he added from 25c to 50c to the invoice price on each note according to the time given for payment. His sales for the previous month amounted to considerably over five hundred dollars. He was then on his way to purchase fresh supplies and have them shipped to the small station which was his head quarters and where he kept his one-horse peddling rig. He stated that the local bank readily cashed the notes, as they were generally given by well-to-do farmers.

"The thought naturally arose in my mind—why do the public especially farmers in comfortable cir-

THE CANADIAN GROCER

cumstances buy their tea in this manner and what means can the retail grocer adopt to counteract this serious loss of trade in their business."

The two important points from the standpoint of the trade brought out in this letter are, first, that this tea peddler is selling considerable goods that should be sold by the grocer and second, that the grocer is losing a lot of good business he should have. What must he do to regain this trade which is rightly his? What is the matter that he is not selling this tea instead of the peddler?

The natural answers to these two questions are:—"Sell tea of a uniform blend and quality" and "Be aggressive in pushing sales."

One of the chief reasons why so much trade is lost to the peddler is that fact that too many chances are taken with the quality and blend. Naturally when a customer finds a blend that she likes, she wants to buy it again. If the dealer changes that blend how easy it will be to lose that customer! The first peddler who comes along finds her an easy victim. She buys—first on trial—and if satisfied at all, she continues to give her tea trade to the peddler.

Aggressive methods must be used to get new trade. Convincing arguments must be brought into play. The fact that a dealer is selling only standard blends, the quality and flavor of which never vary, coupled with his sanitary methods of stocking and selling should be utilized to the fullest to impress upon customers the necessity of buying from him.

Every dealer should resolve now to adopt methods for holding his present tea trade and for obtaining new customers.

PROFITS OF THE MAIL ORDER HOUSE.

A retail mail order house has recently confessed that it requires one thousand employes to handle an annual business of \$5,000,000. That is \$5,000 for each employe.

Suppose for the moment that the average wage of this body of workers is fifteen dollars a week, or \$780 a year.

Seven hundred and eighty dollars are 15.6 per cent. of \$5,000 (the amount of sales per employe). To pay wages alone, therefore, the profits on each five thousand dollars worth of goods sold must be 15.6 per cent.

How much more profit must be added to cover city rental, city insurance, delivery, freight, city taxes, heat, and all the other operating expenses?

Now consider the local merchant. How much does it cost him to do business? He'll probably say from 14 to 18 per cent., since that is about the average operating cost in an ordinary store.

Yet if one takes up the mail order catalogue likely as not, he'll read this:—"Cut out the middleman's profit. Buy from us and save the money your local man gets."

Don't these facts conflict badly? How untruthful that mail order proposition now sounds?

HIGHEST IN 25 YEARS.

Tea has reached the highest point on the world's markets in twenty-five years. That is the rather serious situation as it confronts the tea world to-day and is the climax resulting from a series of adverse crop reports verified by actual conditions.

Nor is relief in sight. The India crop is nearly at an end, for climatic conditions render an all-the-year-round crop impossible there, as it is in Ceylon. London reports smaller stocks in hand than one year ago and much more so than in 1911. Prices have advanced steadily, auction

by auction, and now cable advices agree that the average figure to-day is close to two cents above what it was twelve months ago. Already there is talk of increasing the price of bulk teas to the retailer, but so far package teas have remained the same, in spite of the primary market pressure to advance. Some of the packers declare they will pocket their losses for a year before they will alter present quotations on their goods.

It is curious that while teas have been advancing that twin-favorite, coffee, has been following suit. In the latter case, however, it is not a universal condition, as in teas, but is limited mainly to Brazils, but as these exercise and influence on all other crops through their preponderance in sales, the effect practically is the same. How the tea situation will be worked out by the packers will be watched with interest during the next twelve months.

STRANGLE HOLD ON CREDIT BUYERS.

When a new customer who is at all doubtful asks a dealer to open an account for her, the first thing to do is to find out "when" each week or month the account is to be paid. A record should be kept of this day or date and if there is any doubt at all no more goods should be given the customer when the date expires, unless the account is paid.

The easiest time to decide on when the money will be forthcoming is at the time the customers requests credit. He will naturally concede to your suggestion and name the day. It then becomes an easy matter to ask for the money at the proper time. No person could reasonably object to your request. Each, in fact, would almost be in duty bound to pay. If it is thought advisable a money limit might also be placed on new and untried credit buyers.

The fact should be clearly understood that, by arranging a stated time when the account must be paid up or business dealings will cease, the dealer has a strangle hold on his credit customers.

EDITORIAL NOTES.

What would the old cow say if she were told that cream could be produced with profit from butter?

Tea is too big an item to let slip through one's fingers to the peddler.

Many dealers are now selling dried fruits for Christmas baking. Are you?

A "shop early" campaign should be soon got underway. Only 34 more shopping days before Christmas.

The indifferent clerk who only takes orders behind the counter should be induced to join a salesmanship class.

That the cost of living from a food standpoint is only higher to those who want to live high is pretty conclusively shown in an article in this issue.

Canned apple has advanced above opening prices. Gallons, standards, are up from \$2.40 to \$3.00; group B and 3's standards advance from .95 to \$1.05 same group. Readers will recall the forecast in last week's issue stating that some lines were slated for an advance. Apples are the first to move.

How Other Grocers Do Things



RAPID GROWTH IN NINE YEARS.

In the article in the Fall Number (October 10) of Canadian Grocer dealing with the store and business of Acton Bros., Victoria, B.C., it was stated that Wm. Acton was in business there for some 20 years. Mr. Acton points out in a letter that while he has been connected with the retail business for more than 23 years he was only in business for himself for 9. For 14½ years previously he clerked in a large store.

Nine years ago when he opened for himself he had only his daughter as clerk to help him and a boy as driver. To-day the staff musters 14 all told.

Mr. Acton uses a credit register to look after his accounts and states that his outstanding accounts to-day are less than when he did half the business.

WORKING FOR LARGE SALES.

That it is often just as easy to sell \$5 worth of an article as to sell 25 cents worth is something which every retailer does not realize. The result is that many a clerk is content with a small sale when he might just as well secure a large order.

Buying in quantities for winter is the gist of a recent appeal of the Malcolmson grocery at Chatham, Ont., to its customers. "For Your Winter Supply" is the caption of a recent advertisement, which opens by calling attention to a recent large shipment of New Brunswick potatoes. "Those who had them from us last spring," adds the advertisement, "will remember how dry they cooked and what fine flavor they were. The potatoes are very uniform in size, smooth skin, and every potato good. During next week we offer these fine potatoes at the very low price of \$1 a bag. May we send you 5 bags or more?"

The same appeal to bulk buying is carried further with quotations on canned goods in the case, as well as in single tins.

The Malcolmson store is adopting the policy of pushing the sale of seasonable Christmas stuff well in advance, the same advertisement calling attention to fruits, raisins, currants and peels. A recent window display followed out the same policy by featuring various kinds of nuts, the display in itself being very

suggestive of the approach of the Christmas season and undoubtedly reminding the youngsters and a good many of the older people of what was coming in a few weeks more.

Though good use is made of prices in newspaper and window display advertising, the store has always laid first emphasis on quality.

A GOOD FISH ADVERTISEMENT.

During the fish season many grocers find it profitable to let the public know through newspaper advertising something about the lines carried. Herewith is a good selling, well-written and well-

Fish Demand

There has been such a heavy demand for fish that it has been very difficult to obtain the supply. We have placed a standing order, however, and will have regular weekly shipments of such smoked fish as are on the coast markets. This week we have

Kippered Herring Kippered Salmon Finnan Haddie

We are placing our Salt Fish in stock this week as well:

Salt Salmon Salt Mackerel Salt Herring
All in Brine

Dry Salt Cod
In Bricks and in Wood Boxes

We can also give you practically everything in Canned Fish. Let us especially draw your attention to Salmon:

Horseshoe Brand Salmon in One-pound Tins, 25c
Horseshoe Brand Salmon in Half-pound Tins, 15c

Always sought after and hard to get.

Nabob Brand Salmon in One-pound Tins, 20c

A beautiful red Sockeye and hard to beat.

Western Pink Salmon in 1 lb. Tins, 2 for 25c

The McKenzie Company, Ltd.

GROCERIES

Well written and well displayed fish ad. used by a Kelowna, B.C., firm.

displayed advertisement used by the McKenzie Company of Kelowna, B.C. It will be seen that plenty of white space has been left all around the type to give it distinction. It contains no rules to detract attention, yet the important points stand out prominently.

The idea of suggesting to customers and others that there is now a good demand for fish should certainly give an idea to those who are not buying it to begin doing so. A simple suggestion like that sometimes produces splendid results.

GETS GOOD PROFIT FROM CONFECTIONERY.

David Bell, a Yonge Street, Toronto, grocer, sells considerable confectionery to his grocery customers. He does this by means of a large, attractive silent salesman, which occupies a prominent position exactly in front of the entrance. This means that every customer as she enters the store must see the show case. This contains high-class chocolates on copper and silver-colored platters, neatly arranged on cloth on the bottom and other confectionery on glass shelves. These shelves are adjustable and can be placed at any height in the show case desired. The case itself has two sliding doors at the rear.

In referring to sales made in confectionery, Mr. Bell states:—"It certainly pays to handle this line. I do not pretend to cater to transient trade but just to my regular customers and from invoices that come in from time to time, it would surprise you to see what is sold by that silent salesman. There is a splendid profit too on confectionery and it certainly pays me well to handle it."

STRAIGHT TALK TO CREDITORS.

A. W. Mooney, Biggar, Sask., presents a straight talk to those owing him money in a recent newspaper advertisement. This read as follows:—

Having put our business on a
STRICTLY CASH SYSTEM

We are on all
giving Liberal Discounts goods

We have rendered all our accounts to the last known address of our customers. If you don't get yours it is not our fault.

We mean to try and collect every dollar of our overdue accounts and notes this year.

So if you have not paid yours and receive a call from the sheriff, the fault will be yours.

Get Busy and Pay
and Save Further Expense

A. W. MOONEY,
Main St. Biggar.

The Clerks' Page

By the Cub Reporter

GOOD SELLERS JUST NOW.

The Cub Reporter.—The following are the goods we are pushing strongly just now:—

Canned Peas.
Canned Salmon.
Canned Tomatoes.
Syrups.
Meat Extracts.
Cocoa.

In regard to canned goods, our employer has suggested that we sell as many of them this fall and winter as we possibly can. They are all cheaper than a year ago, and this gives us a splendid point in suggesting that customers buy them. Home-grown fresh vegetables are over for another year, and that gives us another talking point in pushing sales of the canned article. We had, too, some old stocks held over, and so are anxious to get rid of them as soon as possible.

Every autumn we try to sell as much syrup as possible. Butter is high, and where families cannot afford both, we urge them to take syrup, because it is both wholesome and appetizing. Syrup, too, is a good cold weather food on account of its fattening qualities. This is something we occasionally impress on a customer.

The colder weather opened up a better demand for meat extracts, and we have helped this along with some counter displays and show cards. The same applies to cocoa, which is now being used extensively for social functions.

All these lines we are finding to be good sellers when a little extra attention is given them.

Winnipeg, Man.

H. F. H.

INTERESTING RAISIN FACTS.

In Great Britain the consumption of raisins is 5 lbs. per head; in Canada and United States less than 1½ lbs., so that people over here have much to learn still as to the wholesome food qualities of this ancient diet.

Up to 1892 Spain was the largest raisin producing country in the world; since that time California has outstripped it. One county alone, Fresno, now

doubles Spain's whole output. Australia also is coming to the front in raisin production.

The seeded raisin lately has become an important part of the industry. The raisins are first subjected to 140 degrees Fahrenheit of dry temperature for 3 to 5 hours; then chilled, so that the cap stems are removed without difficulty. Then they are passed on through cleaning or brushing machines, which remove the dust. Afterwards they are elevated to rooms with a moist temperature of 130 degrees, which brings them back to normal condition. Then they are passed through seeding machines, first between rubber rollers, which flatten the berry and press the seeds to the surface, when an impaling roller catches the seeds between its "teeth" and deftly removes them without injuring or removing the flesh. A whisk sweeps the seeds from the rollers, and they are sent along to a seed receptacle, and alcohol and other by-products are produced. The raisins themselves are passed on to the packing tables.

BANANA GROWING IN CUBA.

How bananas are grown in Cuba will be of interest to every clerk. While they can be raised in any part of the island so far they have been grown on a commercial scale only in Baracoa, Sagua de Tanamo, Nipe and Sama, all on the north coast. There are, in the four districts mentioned, about 31,000 acres under banana cultivation, thirty per cent. of this area being owned by fruit companies and the remainder by small growers, who sell their fruit to the exporting houses.

The trees can be grown in many different kinds of soil, although, of course, with varying degree of success. In Baracoa they are planted not only in the rich valleys, but also on the hills and in rocky soil; in fact, some of the best producing land in that section is so largely composed of limestone rock that many of the growers, when planting, take the sucker or bulb and drop it, with a hatful of earth, in a hole in these rocks, and from that position the tree grows and bears fruit.

The bulb is set out only on the first planting. When the fruit is ready for cutting the tree is felled and one of the suckers from the same root is allowed to grow. In ten or twelve months this again produces, and so on from year to year. It probably would be better to plant new stock every six or seven years, but this is not done in Cuba. The tree grows to a height of seven to twelve feet, and is four to ten inches in diameter. At present nothing is done in Cuba with the stalks, except to allow them to rot on the ground and so fertilize the soil.

Cuba exports nearly all of its bananas to Boston, New York, Philadelphia and Baltimore, these shipments amounting to over 2,500,000 bunches a year, but this number could be almost doubled in about three years, when new plantations come into bearing.

OBSERVATIONS OF THE CUB REPORTER.

Seasonable articles sell easier.

• • •

Small leaks allowed to go unchecked spell ruin.

• • •

An angry customer is a poor advertisement for any store.

• • •

"Service" should be the keynote of the staff of any store.

• • •

A stitch in time saves nine. Stop the petty leaks before they become uncontrollable.

• • •

Be keen to study suggestions given, but be slow in giving advice to others.

• • •

A talkative clerk is a poor salesman. Make him an auctioneer.

• • •

Be punctual; that is half the battle in success.

—•—

AN A1 PAPER.

Kirk Bros., Bracebridge, Ont., write as follows re The Canadian Grocer:—"Would say that The Canadian Grocer is an A1 paper, and well worth any grocer's time to read."

LOWERING THE COST OF LIVING.

(Continued from page 26.)

below 1912, and taking into account rate cutting that is going on, margin is still more pronounced. Flour, both Manitoba and Ontario, gives indications of remaining much lower for many months at least.

Rolled oats, by no means a contemptible article of diet, either in quantity or total price, are much lower, as crop is heavier than last year, and rolled wheat even with advance, through greater cost of barrels, is 20 cents a bbl. lower. Cornmeal is 5 cents a bag below 1912.

Pure lard has half a cent advantage, in spite of last week's Toronto rise. Considering the fact that live hogs f.o.b. are fully 50 cents higher than one year ago, lard is below what might be expected.

Cheese is about 1/2 cent lower, due in large measure to poor export demand, in presence of competition.

The Honey Bee Has Helped.

Honey is likely to continue 1 to 2 cents below last year owing to larger crop and the fact that buyers mostly held off in face of what they considered bee men's excessive schedule of rates, until latter were forced to tumble goods on market. Buckwheat, unlike clover, is about the same as last year.

A Conspicuous Reduction.

Canned goods can be described almost en bloc, as far below last year's prices. This, probably, is the most conspicuous of all reductions, as it covers scores of articles that form a considerable part of fall, winter and spring menus. Salmon, with an excellent pack, this being the year of the "run" (once every four years), led the way, and the reductions ranged from one-third to nearly one-half. The canned fruit and vegetables followed, and particularly pleasing to grocers was the possibility of selling peas at 3 for a quarter and tomatoes at 10 cents flat after the high prices of last year had greatly retarded sales. All reports to date agree that the output over the grocers' counters will be enormous, and the pack will be hard put to supply the demand. The list given contains six fruits and three vegetables, but these are merely taken as samples, for the whole list helps to lower the cost of living.

Neither Up Nor Down.

It must not be implied that all the other articles in the grocer's list have gone up. There is quite a respectable list that may be said to remain "on the fence," unchanged. Among these coffees will be considered as an important item. Rios and Santos are indeed somewhat lower, but the most on the list are stationary. However, all are due for an advance of 2 or 3 cents at least, ac-

ording to the importers, owing to the drought in Brazil. Standard package teas are same price.

Hallowee figs opened about the same as last year, and spices show little change except cream of tartar and black

pepper, both of which are several cents higher.

Among miscellaneous articles are maple syrup, molasses, peels, bananas, and cranberries. These are no higher than a year ago.

Advertises Medicinal Qualities of Olive Oil

How One Dealer Got Good Business By Telling the People Something Useful About This Line — Splendid Opportunities for Creating Larger Sales.

Dealers should fully realize the possibilities for the sale of olive oil. This article has been recommended by doctors from both a food and medicinal standpoint, and can, therefore, easily be made a splendid seller the year round. The following advertisement was recently run in a Canadian newspaper by one dealer in olive oil:—

"One of the most sensible things inaugurated of late is the taking of olive oil as food and medicine. Physicians have advised such uses of the oil, but it has only been of recent date that it has become a 'fad.' It has been proved in many cases to be not only a corrective of the liver, but a food for the system as well, and is of great benefit for weak stomach and bowels. The dose is usually a teaspoonful of oil to be taken half an hour before breakfast and half an hour after supper. The oil may be freely used with vegetables and on salads, as it is harmless and beneficial. Its use may be continued for years, and in assisting the liver to do its work (it is in most cases mildly cathartic), the complexion is cleared of the ugly brown spots and leathery yellow appearance due to torpidity of the liver. The taste is not unpleasant, although a liking for it has, in most instances, to be acquired. But very few effective medicines are really finely flavored, although any unpleasant taste can be disguised. Many physicians strongly recommend its uses, both internal and external. It is excellent to use, after the bath, and many delicate persons—especially children—are greatly benefited by being massaged with it."

This is a good informative ad., and one which produced results. It gives facts that every reader at all bothered with stomach trouble will digest. It shows, too, how a thorough knowledge of goods helps to sell them.

ON TRIP AROUND THE WORLD.

Gerald Larkin, Toronto, son of P. C. Larkin, "Salada" Tea, sent a cable this week of his arrival at Kyoto, Japan, on

his trip around the world. From there he will go to Shanghai, Hong Kong, Singapore, Batavia, Java, and Rangoon in Burmah, India. He intends to see a good deal of the Island of Java and of Burmah. Thence he proceeds to Calcutta and across India, visiting Lucknow, Delhi, Cawnpore and many other places of interest in that country. In February he sails for Ceylon where he will spend five or six weeks, and from there go on to Marseilles, France, in the usual way, through the Red Sea and Suez Canal. Before returning he will spend considerable time in the London office of P. C. Larkin & Co.



OLD FIGS SOLD AS NEW.

An Ontario dealer writes that there is some misrepresentation on goods this fall. Old re-processed figs are, he states, sent in as new in new boxes. "They should be sent in garbage cans," he adds.

This would undoubtedly represent a serious leak if these figs did not come up to the expectations of the consumer who had paid the price for good figs. A loss of reputation is a serious thing, because if a dealer gets the name of charging high prices for poor quality goods, he might as well "close up shop."

This letter suggests a keen watch on all goods that enter the store.

AN APPRECIATION FROM THE WEST INDIES.

MacLean Publishing Co., Ltd.,
Dear Sirs,—Herein please find enclosed \$2.00, my annual subscription to The Canadian Grocer. Same is very much appreciated by me, getting, as I do, the various hints and market reports.

Yours truly,
J. B. SMITH.

Oct. 27, 1913.

St. John's, Antigua, B.W.I.



ASSOCIATION NEWS

SOO MERCHANTS ORGANIZE.

Sault Ste. Marie merchants have formed a branch of the Retail Merchants' Association of Canada. The following officers were elected:—President, J. Stevenson; First Vice-President, A. S. Thompson; Second Vice-President, H. Bryan; Secretary, F. Gorman; Treasurer, H. W. Climie (grocer). The employees' compensation act was discussed at the meeting, and a petition asking the Government to leave the retail merchants out of the act was largely signed.

• • •

FAVOR EARLY CLOSING.

A despatch from London, Ont., says that about 50 of the prominent grocers there have already signed the petition for early closing. This will be presented to the city council, asking that a civic ordinance be passed fixing the closing hours for grocery stores at 7 o'clock in the evening. During week-days the majority of the stores close before that hour, but the by-law is aimed directly at the late Saturday nights, when the stores are kept open until nearly midnight and clerks and drivers are not through their duties until practically Sunday morning.

Thos. Shaw, Harry Ranahan, T. B. McCormick, Norman McLeod, T. A. Rowat, Frank Harley, etc have all expressed themselves in favor of the move.

• • •

PETERBOROUGH GROCERS TAKE BOLD STAND.

The regular semi-monthly meeting of the Grocers' Section of the Retail Merchants' Association of Peterboro, Ont., was held in the Y.M.C.A. as usual on Monday night, November 10th, when a good number were present.

Prior to the last regular meeting it was considered that certain wholesalers were not using the grocers fairly in regard to co-operative stores, and were requested to make some change in their policy. One wholesale grocery firm said they would sell "to any person they had a mind to," regardless of how it affected the other grocers.

It was decided to give them an opportunity to sell to co-operative stores for two weeks, which was acted upon, with the result that they only sold to them. This firm has now, however, changed its policy, with the result that it won't sell the other fellow in future. Other wholesalers are now being dealt with similarly.

One large cereal company, in reply to the retailers' question, said they do not supply co-operative societies or any other societies in Canada with their goods, although they have been requested to do so. The sales manager stated that he believed that inside of ten years there would be a co-operative society in every village, city and town in Canada, as they were strong enough now in the Old Country to have their own buyers on the Winnipeg market to buy their supply of wheat, which they ship themselves to their own mills. Peterborough grocers think, however, that he has overlooked the fact that the merchants of Canada are waking up to the fact that they need organization for their own protection, and will stand ready to oppose any legislation which will give co-operative societies any special privileges.

The holding of a banquet in the near future for all the merchants was favorably commented upon, and will be dealt with at the next meeting.

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HAMILTON GROCERS MEET.

The regular monthly meeting of the Hamilton grocers was held in the Board of Trade rooms on Thursday, November 6th, with a good attendance present. N. C. Cameron, secretary of the Grocers' Section, R. M. A. of Peterborough, and who is also treasurer of the Ontario Provincial Board, was invited to address the meeting.

Mr. Cameron outlined the work of the Grocers' Section in Peterborough, as well as the many legislative matters being taken up by the Association, and closed his address with a strong appeal for a closer unity among the grocers and merchants of the Dominion.

A hearty vote of thanks was tendered to the speaker, who was asked to come back again, to which Mr. Cameron replied that Hamilton grocers proved to be grocers to the back bone in inviting him again. They didn't mind being imposed upon the second time.

Other important business came before the meeting—re the sale of tobacco and cigarettes to minors and the adulteration of maple syrup, which will come up for further discussion at the next meeting.

The opinion of the members of the Association is that the present cry against the high cost of living is emphasized to an unnecessary extent by

the newspapers, who appear to aim their remarks at the retailers.

"If," said M. R. Hill, secretary, "the public knew under what conditions the grocers are carrying on their business, the grocers would be more pitied than blamed."

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TRAVELERS NOMINATE OFFICERS

At the general meeting of the Commercial Travelers' Association of Canada the following nominations were made for 1914:—S. M. Sterling, President; James G. Cane, First Vice-President; George W. Moore, Second Vice-President; E. Fielding, Treasurer—all elected by acclamation.

Directors for Toronto Board—J. W. Charles, Alec Cook, Harry Dodson, John Everett, R. G. Hector, Walter Moore, James McLaughlin, A. C. Rogers, C. J. Tuthill (nine to be elected).

Hamilton Board—W. H. Dean, First Vice-President; E. O. Zimmermann, Second Vice-President, each elected by acclamation.

Directors for Hamilton Board—W. W. Godard, Arthur F. Hatch, M. P. Malone, George A. Matheson, P. A. Sommerville, C. C. Smye, H. G. Wright (six to be elected).

Montreal Board—W. Williamson, Vice-President (elected by acclamation); D. Adair, George Dawson, directors (one to be elected).

The following boards were elected by acclamation:—Berlin Board, J. Fraser, W. J. Moody; Kingston Board, W. H. Graham, W. S. R. Murch; Guelph Board, Adam Taylor, Vice-President; R. Gemmell, Director; Brantford Board, J. S. Hamilton, D. J. Waterous; Winnipeg Board, A. C. Merrett, Vice-President; A. E. Rowland, Director; Vancouver Board, E. A. McMaster, R. E. Jamieson; Ottawa Board, J. H. Lawrie; Brockville Board, M. Moore.

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

The ballot will be declared at the annual meeting to be held in St. George's Hall on December 26.

A committee, consisting of E. Fielding, J. McLaughlin, Richard Ivens, J. G. Cane, George W. Moore, Robert Orr, T. Menzies and A. Barton were appointed to arrange for a banquet, to be held the early part of the ensuing year.



Advices from Washington, D.C., intimate that the United States Government intends waging war against manufacturers fixing resale price on their goods. The claim is made that this is against the understanding of the Sherman Anti-Trust Law. No doubt there will be many objections to such a project.

Staff Gatherings

The T. H. Estabrooks Company, Limited, entertained their travelling staff and department heads at luncheon last Saturday evening at the King Edward Hotel, Toronto, the occasion being the celebration of a record month's business during October. Geo. H. Campbell, manager of the Ontario branch, tendered congratulations to the staff and briefly reviewed the work accomplished during the year.

During the evening R. W. Vout, one of the salesmen, was presented with a handsome gold watch, inscribed, he having made a record in October in sales of Red Rose Tea. Mr. Vout has been with the firm since it started operations in Ontario and he gave an interesting resume of the business of the past twelve years.

Frank Leech entertained the gathering with a recitation and Wes. Williams with a song, and there were several selections on the victrola which contributed largely to the pleasant evening.

COMMENT ON CANNED GOODS.

United States Trade Paper Refers to Drop in Canned Tomatoes From Year Ago.

The Baltimore Trade, a canned goods' paper in Baltimore, Md., has the following in a recent issue in regard to United States and Canadian canned goods conditions:—

"We are inclined to say, paraphrasing the old adage, "Go to the Canadian canner, thou hustling American and learn." We can imagine a whole lot of Tomato canners in this country exclaiming, like old Rastus "Is dat hebben?" Just think of it, a cut of 22½c and another cut of 15c., making 37½c., and still the price is \$1.00. For the benefit of the incredulous we would say, that it is all true too, and what may surprise some others even more, is that the goods sold at the higher prices were billed later at the lower ones, or allowances made. Money actually handed back. This is good business and begets for the company the confidence and friendship of every trader and we do not know but what its reflection is seen in the action of the retailers who do not hesitate to retail an article bought at 95c at 10c per can.

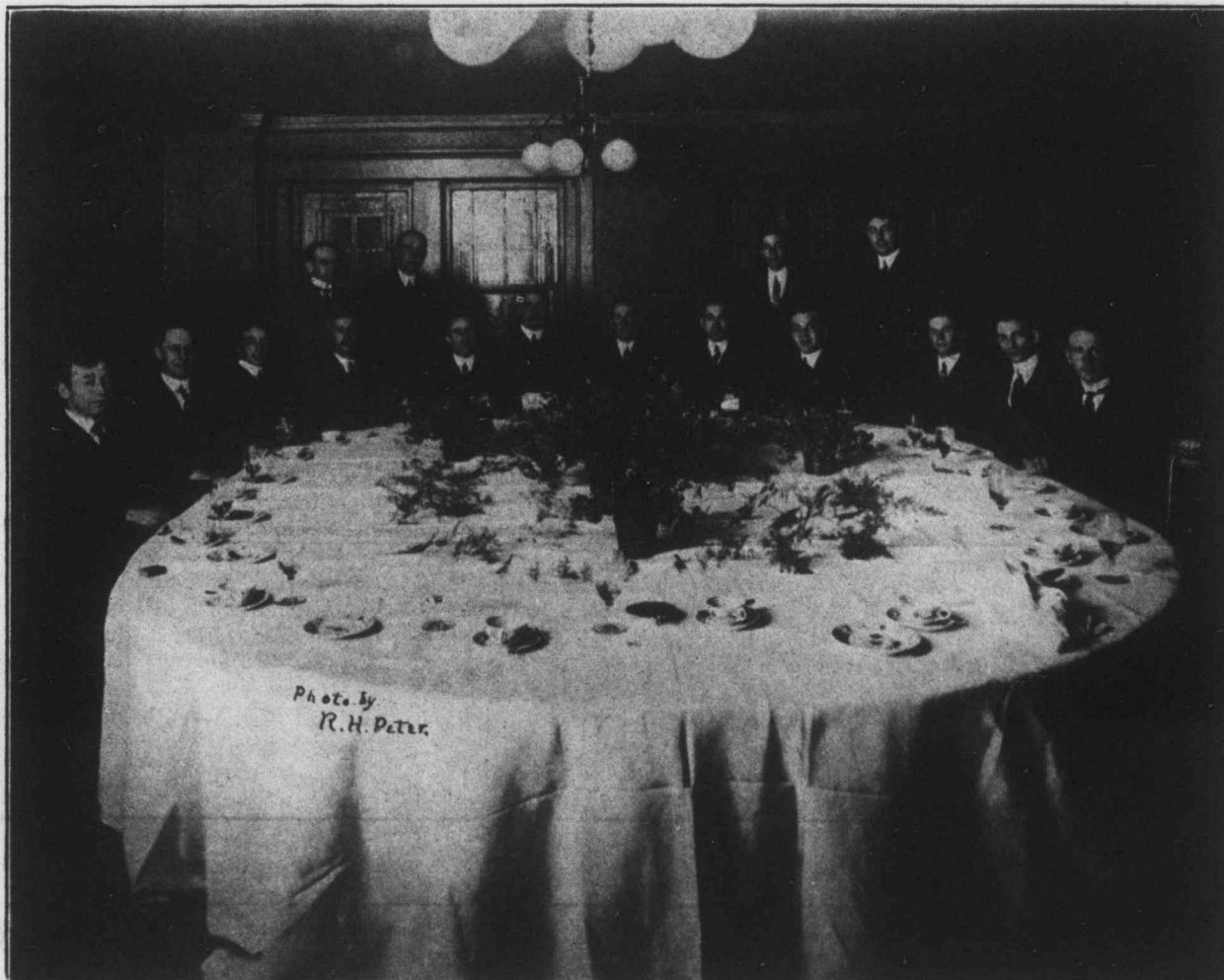
There is an evidence of co-operation between manufacturer, jobber and retailer that should stand as a splendid object lesson to our traders. What a contrast this is with the methods followed here, when New York city alone can sell \$150,000,000 worth of canned goods the manufactured value of which is hardly over \$20,000,000."

NEWS OF CONFERENCES WANTED.

Now that the Christmas and New Year season will soon be here, there will be many staff conferences, dinners, banquets, etc. Canadian Grocer requests manufacturers, wholesalers and retailers to send in news items of these functions. They will be appreciated for our news columns.

The Dominion Government is sending a flour expert to Japan to demonstrate the Canadian product.

CLERKS' AND BOSSES' BEST FRIEND.
 Editor, Canadian Grocer:
 Dear Sir,—To my mind the Canadian Grocer is the clerks' and bosses' best friend.
 FRED. L. GILES.
 College St., Toronto.



At the banquet of Red Rose Tea Salesmen. From left to right, sitting: Frank Leech, A. V. Elliott, W. Linder, Jno. Diprose, Chas. Miller, N. W. Williams, Geo. H. Campbell, R. W. Vout, W. J. Swift, W. J. Brokenshire, G. C. Poole, Geo. R. Cole. Left to right, standing: Chas. R. Furness, A. L. Curry, W. A. Pridham, B. E. Miller.

Current News of the Week

Quebec and Maritime Provinces.

J. & M. Guillemette, grocers, Quebec, P.Q., have registered:

Omer Dionne, grocer and liquor dealer, Montreal, has sold to J. L. Patenaude.

J. E. Goudey and W. S. Porter, general merchants, Port Maitland, N.S., sustained fire losses recently.

The Frank Hawkins Tobacco Company, Limited, has been incorporated, with headquarters in Montreal and capital of \$50,000.

Peter Garborino has been appointed the Montreal manager of P. Pastene & Co., Inc., of Naples, Italy, and New York and Boston.

Arthur Oatway, formerly in the tea blending department of Bauld Bros., Ltd., Halifax, N.S., has gone into the brokerage business.

Alexander McDonald and Jno. W. Caruthers have formed a partnership to operate a general store in Montague, P.E.I., under the name of Alexander McDonald & Co.

T. H. Estabrooks, of the T. H. Estabrooks Co., has just returned home to St. John, N.B., from his annual inspection tour of the Toronto, Winnipeg and Calgary branches. Speaking of conditions in Western Canada, Mr. Estabrooks says: "I found business better than I anticipated and improving very nicely, but do not anticipate any boom."

Wm. Staples, a Fredericton, N.B., grocer, entered his store late one night recently, and found a thief emptying the contents of his till. The young man was given a severe lecture and allowed to go. Next morning another merchant with whom the would-be thief was employed, missed several things from his store, swore out a warrant for his arrest, but by that time the young man had left for parts unknown.

Ontario.

Jno. Hickman, grocer, Toronto, is succeeded by Jos. J. Clark.

Mary A. Morgan, grocer, Toronto, is succeeded by J. E. Thompson.

Mrs. M. J. Lawson has opened a grocery store at Elmvale, Ont.

Wm. Bruce, a Dundas Street, Toronto, grocer, died last week in his 70th year.

T. D. Hicks has sold his grocery business in Mount Forest, Ont., to Melvin McWhinney, of Galt, Ont.

C. Gilligan, of Burlington, Ont., has

purchased the grocery business of A. B. Wilson, Dundas, Ont.

A Peterboro, Ont., grocer was fined \$10 and costs, amounting in all to \$12.60, for selling cigarettes to a minor.

Beginning December 1 The Cowan Co., Toronto, will close their factory at 5.30 p.m., instead of 6 o'clock as formerly, thus allowing their employees an extra half hour in the evening.

Woods-Norris, Limited, advertising agents, Toronto, have changed their style to Norris-Patterson, Limited, with no change in the personnel of the directorate.

W. A. Cuilfoyle, Lucan, Ont., whose grocery and crockery stock was so badly damaged by fire some weeks ago, has decided to go out of business, and has taken over a local dray business.

Chas. H. Du Maresque, grocer, Bloor Street, Toronto, lost a horse and stable through fire last week. The fire presumably was started by thieves, who made away with a pony and cart.

Geo. Warrell, grocer, New Liskeard, Ont., exhibited recently some fine specimens of cabbage and turnips grown in the Cochrane district. One of the turnips weighed ten and a half pounds.

C. T. Miller, of T. H. Estabrooks Co., Toronto, is making a pleasure trip to New York this week, after which he will spend a few days at the head office of the company at St. John, N.B., in the interests of the firm.

Henri De Leeuw, merchandise broker, 28 Front Street E., Toronto, is making a flying trip to New York this week to confer with Mr. Ten-Hope, of Holland, who is making a voyage there in the interests of his business in America.

A. C. Gittens, representing Leacock & Co., sugar and molasses shippers, Barbadoes, B.W.I., was in Toronto during the past week calling on the firm's agents, Dane & Hortop, and the wholesale trade. He had come through from Halifax, St. John and Montreal, and left for home by way of New York from Toronto.

A recent issue of The Port Elgin Times, Port Elgin, Ont., contains a lengthy article on the Stevens-Hepner brush and broom works there. Illustrations are shown of H. H. Stevens, the general manager, and John Hepner, president of the company, as well as of the factory itself, showing an addition, 88 ft. by 40 ft., made to the works during the past summer. The article also

points out that both Mr. Hepner and Mr. Stevens are old Port Elgin boys.

Jamaica Food Products, Limited, has been incorporated in Ontario with an authorized capital of \$50,000. The directors are R. T. Shiell, M.D., Toronto, president; Geo. M. Ritchie, Toronto, vice-president; J. M. Wilkinson, Toronto, secretary-treasurer; Chas. V. Young, Toronto; A. R. Keith, Toronto; A. C. W. Horne, Jamaica, B.W.I.; F. W. Oates, Toronto. F. W. Oates is managing director. The chief line this company will sell is evaporated bananas.

The Grocers' Specialty Co., wholesale commission merchants and importers, and manufacturers' agents, recently opened for business in Hamilton, Ont. G. A. Griffith is president; A. Huntley, vice-president, and Gordon W. Hickey, managing director and secretary. The traveling staff will include Wm. Beswick, in the Niagara district; G. A. Griffith, Northern district; Wm. Little, Soo district; A. W. Robertson, Brantford; A. Huntley, Hamilton City, and P. Davidson, Galt, Preston and Hespeler district.

Western Canada.

Estate of the Imperial Grocery Co., Regina, Sask., has been sold.

A report in Vancouver, B.C., states that flour is selling for a dollar a pound in the new gold fields at Shushana, and nails are worth two cents each, according to statements made by new arrivals from the creeks. Four hundred men are now working in the diggings.

A litigation case of interest to the trade was recently disposed of in Moose Jaw, Sask. The Medicine Hat Grocery Co. sued Jas. Freedman for collection of \$1,964.08, an amount due on groceries and fruit furnished by the company. The dispute had occurred in the matter of discounts, the defendant claiming a discount of five per cent. as well as a deduction in the price of a car of damaged fruit, which he had bought at the price of 50 cents a case. Some of the fruit had been found in very bad condition, and the defendant claimed that he had refused to accept the goods except upon being guaranteed against loss by the plaintiff. Evidence failed to prove that the agreement for the purchase of the fruit at the price of 50 cents was not binding, and it was not shown that the discount of five per cent. was actually agreed upon. The judge, therefore, found for the plaintiff, with costs of action.

Tea Markets Reach Highest Point in 25 Years

Are Up 2 Cents on Average Above Last Year—Advance in Canned Apples—Brazilian Coffees Easier—New Nuts Arrive and Are Higher Than Year Ago—Olives Likely to be Higher Than Present Cut Prices.

MARKETS IN BRIEF

QUEBEC MARKETS.

PRODUCE AND PROVISIONS—

New laid eggs jumped to 50c. Smoked meats weak, due to condition of London market. Butter demand firm and steady.

FRUIT AND VEGETABLES—

Mackintosh apples drop \$1.50 from former prohibitive price. Tokay grapes advance 50c. New Messina lemons in at \$5.00. Potatoes firmer owing to colder weather. Many being left in fields.

FISH AND OYSTERS—

Fresh halibut scarce and high. Herring and pickled fish in good demand. Active demand for malpeques.

FLOUR AND CEREALS—

Sale of 100,000 barrels of flour, but ordinarily demand quiet and disappointing. Shipment of bran to States makes market firmer. Rolled oats easier.

GENERAL GROCERIES—

Canned apples, 3's and gallons, standards, advance over opening prices. New dates higher. Good demand for all dried fruits. Dried peaches and pears advance.

ONTARIO MARKETS.

PRODUCE AND PROVISIONS—

Fresh laid eggs advance 2 to 3c, and split and No. 2's 1c.

Fresh creamery prints 1c higher. Breakfast and roll bacon decline 1/2c. Poultry declines 1-3c, with plentiful supply.

FRUIT AND VEGETABLES—

Ontario potatoes off market, and New Brunswick up 5 to 10c bag. "Garden" huckleberries being offered. Verdelli lemons advance 50c, but new Messinas will arrive at end of week. Florida oranges down and Valentias advance. Bananas up 25c. Snow apples almost done, and spies begin to move. Grapes, Almerias and Tokays, advance 50c to \$1.

FISH AND OYSTERS—

Trout and whitefish close season; only frozen now used. Herring scarce owing to exports. Where prices would advance considerably purchases not made in this province.

FLOUR AND CEREALS—

Millers expect firmer market for flour on advance in wheat—selling at 40c below. Good supplies of cornmeal coming in. Mill feeds firmer.

GENERAL GROCERIES—

Tea reaches highest point in world's markets in 25 years. Canned apples advance 10c for 3's, and 60c for gallons. Decline in primary coffee markets owing to financial stringency in Brazil. New crop olives expected to be higher.

5-lb. cartons	6 30
Crystal Dominoes, cartons	7 10
Yellow Sugars—	
No. 3	4 45
No. 2	4 45
No. 1	4 05
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

MOLASSES AND SYRUPS.—The market is much the same as last week with a good business passing, the prices remaining unchanged.

Barbados Molasses—	Prices for Island of Montreal.		
	Extra Fancy.	Fancy.	Choice
Punchons .....	.44	.41	.39
Barrels .....	.47	.44	.42
Half Barrels .....	.49	.46	.44
For outside territories prices range about 2 cents lower per gallon than for delivery, Island of Montreal.			
Carload lots of 20 punchons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.			
Corn Syrups—			
Barrels, per lb., 3/4c; 1/2 bbls., 3/4c; 1/4 bbls.	0 04		
Pails, 38 1/2 lbs., \$1.35; 25 lbs.	1 35		
Cases, 2 lb. tins, 2 doz. in case	2 90		
Cases, 5 lb. tins, 1 doz. in case	2 85		
Cases, 10 lb. tins, 1/2 doz. in case	2 75		
Cases, 20 lb. tins, 1/4 doz. in case	2 70		
Maple Syrups—			
Pure, per 8 1/4 lb. tin	0 75		
Pure, in 15 gal. kegs, 8c. per lb., or per gal.	1 00		
Maple Sugar, pure, per lb.	0 10	0 11	

DRIED FRUITS.—There is a strong demand for all lines and an advance in prices is shown. This, of course, was anticipated and is looked for about this season of the year, as these lines come into prominence about this time.

EVAPORATED FRUITS.	Per lb.
Apples, 50-lb. boxes	0 07 1/2
Nectarines, choice	0 11
Peaches, choice	0 09 1/2
Pears, choice	0 12 1/2

DRIED FRUITS.

Candied Peels—		
Citron	0 17	
Lemon	0 11	
Orange	0 13	
Currants—		
Amalias, loose	0 07 1/2	0 08
Amalias, 1-lb. pkgs.	0 07 1/2	0 08 1/2
Filiatras, fine, loose	0 06 1/2	0 07
Dates—		
Dromedary, package stock, per pkg.	0 07 1/2	
Fards, choicest	0 11	
Hallowee, loose	0 05	
Hallowee, 1-lb. pkgs.	0 05 1/2	
Figs—		
Finest, 6 crown, about 12 pounds	0 15	
Same fruit, 5 and 4 crown, 1 and 2 cents less.		
Fruit—		
40 to 50, in 25-lb. boxes, faced	0 14	
50 to 60, in 25-lb. boxes, faced	0 13	
60 to 70, in 25-lb. boxes, faced	0 12	
70 to 80, in 25-lb. boxes, faced	0 09 1/2	
80 to 90, in 25-lb. boxes, faced	0 08	
90 to 100, in 25-lb. boxes, faced	0 07 1/2	
Raisins—		
Malaga table, box of 22 lbs., according to quality	2 50	5 25
Muscatels, loose, 3 crown, lb.	0 07 1/2	
Sultana, loose	0 10	
Sultana, 1 lb. pkgs.	0 11 1/2	
Valencias, old stock	0 04	
Seeded, fancy	0 09 1/2	
Seeded, choice	0 09	
Prices quoted on all lines of fruits liable to be shaded for quantities, according to the state of the market.		

RICE.—There is little or no change in prices on the local market. Business has been firm and steady.

Rangoon Rice—	Per cwt.
"B," bags 50, 100 and 250 lbs.	3 30
"B," pockets, 25 lbs.	3 40
"B," pockets 12 1/2 lbs.	3 50
"C.C.," bags 50, 100 and 250 lbs.	3 20
"C.C.," pockets 25 lbs.	3 30
"C.C.," pockets 12 1/2 lbs.	3 40
India bright	3 45
Lustre	3 55
Fancy Rices—	Per cwt.
Polished Patna	4 60
Pearl Patna	4 60
Imperial Glace	4 80
Sparkle	5 10
Snow, Japan	5 30
Ice drips, Japan	5 45
Crystal, Japan	5 10
Carolina head	7 10
Imported Patna—	Per lb.
Bags, 25 lbs.	0 05 1/2
Half bags, 12 1/2 lbs.	0 05 1/2
Quarter bags, 6 1/2 lbs.	0 05 1/2
Velvet head Carolina	0 09
Sago, brown	0 04 1/2
Tapioas—	Per lb.
Singapore, medium pearl	0 04 1/2
Singapore, seed	0 04 1/2
Penang	0 04 1/2

TEAS.—There is a general healthy feeling in the tea business all round just now as stocks are unusually small for this time of year. The last shipments of Japan's are just arriving and it is understood that no more teas will be shipped this year, and into the bargain stocks in first hand are small. Cable advices from China report a big shortage in these teas also. Likewise Ceylon Green market is very high, and this has a hardening tendency for Japan's and China's. A prominent importer in Montreal states that he never saw stocks so low in his whole experience.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 18	0 25
Common	0 15	0 18
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 30	0 32
Pekoe Souchongs	0 30	0 32
Garden grown	0 75	1 00

QUEBEC MARKETS.

Montreal, Nov. 13.—Trade has been quite brisk during the past week, the usual fall rush now being on. All seasonable lines are active, especially dried fruits which have been in great demand. The market is firm generally and prices remain about the same with one or two exceptions.

Canned apples (new crop) are showing an increase of 60c per doz. gallon tins over opening price. This is accounted for by the short crop, and prices are expected to rule high.

SUGAR.—The market is much the same as last week with nothing of especial interest to note. Prices are unchanged and the demand good.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 40
20-lb. bags	4 50
2 and 5-lb. cartons	4 70
Second grade, in 100-lb. bags	4 25
Extra Ground Sugars—	
Barrels	4 80
50-lb. boxes	5 10
20-lb. boxes	5 20
Powdered Sugars—	
Barrels	4 80
50-lb. boxes	5 00
25-lb. boxes	5 00
Paris Lump—	
100-lb. boxes	5 15
50-lb. boxes	5 35
25-lb. boxes	5 45
Crystal Diamonds—	
Barrels	5 20
100-lb. boxes	5 35
50-lb. boxes	5 45

THE CANADIAN GROCER

India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 25
Hyson	0 22	
Spanish No. 1	0 12 1/2	
Virginia No. 1	0 13 1/2	
Gunpowders	0 19	0 20
China Greens—		
Pingsuey gunpowder, low grade.....	0 14	0 15
Pingsuey gunpowder, pea leaf	0 20	0 20
Pingsuey, gunpowder, pinhead	0 30	0 30

ONTARIO MARKETS.

Toronto, Nov. 13.—Arrivals of new figs, dates, prunes and nuts, and rapid transhipment to fill retail orders, is chief business of wholesalers this week. Good reports are coming in of Christmas orders, although not universally up to last year's so far. Then, of course, advance buying was far more pronounced, so that actual comparison is more difficult, and will be until late "returns" are in, for buying this year will continue close to actual holiday season.

SUGAR.—Prices show no sign of changing, and with raws higher drop is last thing looked for. Conditions are expected to remain stable for some little time, as refiners are reported to have orders to keep them busy for several weeks to come. Demand is improving with activity in confectionery departments for Christmas.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	4 50
20 lb. bags	4 60
2 and 5 lb. cartons	4 80
Beaver granulated, in 100 lb. bags.....	4 35
Extra Ground Sugars—	
Barrels	4 35
50 lb. boxes	5 10
25 lb. boxes	5 30
Powdered Sugars—	
Barrels	4 70
50 lb. boxes	4 90
25 lb. boxes	5 10
Paris Lump—	
100 lb. boxes	5 25
50 lb. boxes	5 35
25 lb. boxes	5 55
Crystal Diamonds—	
Barrels	5 30
100 lb. boxes	5 25
50 lb. boxes	5 35
5 lb. cartons	7 40
Crystal Dominoes, cartons	7 50
Yellow Sugars—	
No. 3	4 45
No. 2	4 35
No. 1	4 05
Barrels granulated and yellow may be had at 5c per cwt. above bag prices.	

COFFEES.—Brazil coffees are easier this week, options having declined nearly 3/4 cent, and actual coffee for shipments 1/2 cent. This drop was owing to heavy sales in New York on account of large Brazilian interests who were unable to carry load owing to great financial stringency in Brazil.

Spot stocks are unusually small, recent actual demand having practically exhausted desirable selections. Mild grades continue firm and in very active demand. Bogotas and Mexicans are scarce, with no shipments available of former until next month, and from Mexico until January or February.

Business with roasters is, as usual at this time of year, active, and at drop are likely to make a little money, which, they claim, they have not for 3 years.

Coffee, Roasted—		
Bogotas	0 27	0 28
Guatemala	0 26	0 28
Jamaica	0 24	0 25
Java	0 32	0 35
Maricaibo	0 25	0 26
Mexican	0 27	0 28
Mocha	0 30	0 32
Rio	0 18	0 20
Santos	0 22	0 23
Chicoery, per lb.	0 10	0 12

TEAS.—Advices from London received in Toronto state that tea market is highest it has ever been during past twenty-five years, and prominent packers confirm this. This is due to unsatisfactory conditions in nearly every tea producing country, and as India crop is nearly over, remedy will not be found for nearly a year. On average teas are 2 cents higher than one year ago, and promise to continue so for long time to come.

At annual meeting of one of the largest tea houses in London, held a few days ago, the chairman said:

"The average price of tea to-day is close upon one penny per pound higher than it was this time last year—and with no prospects of any large increase of supplies. The evidence points to the tea producing companies being assured of remunerative prices for some years to come, as the normal increase in consumption will easily absorb any increase in supplies that may possibly be furnished."

A cable from London received in Toronto on Wednesday says: "Competition very keen; all around buying."

Supplies of Japan teas have proved 5,000,000 lbs. less than last year, which was similar amount less than year before. Export to Canada and United States will be under 30,000,000 lbs., lowest in twenty-five years and New York considers that advance of two cents is likely.

China green teas are being held back and prices ruling strong.

RICE AND TAPIOCA.—Exports of rice from Java will be restricted this year owing to a government regulation passed through fear of famine. It is expected that Japan rice will be scarce for similar reason. Locally, demand for rice is fairly good and prices are firm.

Rangoon, per lb.	0 03 1/2	0 04
Rangoon, fancy, per lb.	0 05 1/2	0 05 1/2
Patna, per lb.	0 05 1/2	0 05 1/2
Japan, per lb.	0 05 1/2	0 05 1/2
Java, per lb.	0 05 1/2	0 05 1/2
Carolina, per lb.	0 05	0 12
Sago—		
Brown, per lb.	0 04 1/2	0 05
White, per lb.	0 05 1/2	0 05 1/2
Tapioca—		
Bullet, double goat	0 09 1/2	
Medium pearl	0 05	
Seed pearl	0 05 1/2	
Flake	0 09 1/2	

DRIED FRUITS.—Figs, dates and prunes; new stock, are arriving more plentifully and prices with later shipments, as usual, are easier. Scarcity of prunes, however, keeps market very high and slight relapse shown in New York and other United States points has not extended here. Some special brands of prunes are quoted at advance of 1 to 2 cents on those given below. Oregons promise to become quite a factor in consumption this year. Valencia's are easier this week and new stock is selling down to 7 cents. California seeded fancy raisins, however, are firmer, but as in States, buyers are holding out as long as possible against Association's prices.

Reports from California state that its prune crop "has turned out to run largely to large size prunes this year, especially 40-50's, and this size is 1/4 cent lower than one month ago." Some of outsiders are underselling Associated Raisin Co. by 1/8 to 1/2 cent.

New shipments altogether will place wholesalers in splendid shape to deal with Christmas orders.

Apples, evaporated, new, per lb.	0 09	0 09 1/2
Apples, evaporated, old, per lb.		0 08
Apricots—		
Standard, 25 lb. boxes	0 16	0 18
Choice, 25-lb. boxes	0 18	0 20
Fancy	0 22	0 24
Candied Peels—		
Lemon	0 11	
Orange	0 12	
Citron	0 16	
Currants—		
Filiatras, per lb.	0 06 1/2	
Amalas, choicest, per lb.	0 08	0 07
Patras, per lb.	0 07 1/2	0 07 1/2
Vostizsas, choice	0 08	
Vostizsas, shade dried	0 10 1/2	0 11
Cleaned, 1/4 cent more.		
Dates—		
Faris, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Faris, choicest, 60-lb. boxes	0 08	0 08 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2
Hallowees		0 07
Figs—		
3 crown layers	0 10	
4 crown layers	0 10 1/2	
5 crown layers	0 11 1/2	
6 crown layers	0 12 1/2	
7 crown layers	0 14	
Fine pulled	0 14	
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 05	0 05 1/2
Prunes—		
30-40s	0 15	
40-50s	0 13 1/2	
50-60s	0 10	
60-70s	0 09 1/2	
70-80s	0 08 1/2	
80-90s	0 08	
90-100s	0 07	
Peaches—		
Standard, 50-lb. boxes	0 08 1/2	
Choice, 25-lb. boxes	0 08	0 08 1/2
Choice, 50-lb. boxes	0 08 1/2	0 08 1/2
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencia, new stock	0 07	0 08
Seeded, fancy, 1 lb. packets	0 09	0 09 1/2
Seeded, choice, 1 lb. packets	0 08	0 08 1/2

SPICES.—Primary markets in white pepper are slightly lower this week. Cables report clove market as decidedly firmer. Estimates of heavy crop have all been digested and many look for gradual increase in prices. In Europe, new crop gingers are being dealt in at higher limits.

Spices are slightly lower this week. Cables report clove market as decidedly firmer. Estimates of heavy crop have all been digested and many look for gradual increase in prices. In Europe, new crop gingers are being dealt in at higher limits.

	5 and 10 lb.	1/4 lb.	1/2 lb.
	Tins, pks., doz.	tins, doz.	tins, doz.
Allspice	14-17	65-70	70-80
Cassia	22-27	72-80	80-90
Cayenne pepper	23-28	72-80	90-115
Cloves	30-35	1 00-0 95	1 00
Cream tartar	30-33		
Curry powder	35		
Ginger	22-27	65-85	75-90
Mace	75-1 00		2 75
Nutmegs	25-30	90-0 00	1 60-2 50
Peppers, black	18-20	67-75	80-90
Peppers, white	28-29	95-1 10	1 10-1 20
Pastry spice	20-27	65-85	75-1 10
Pickling spice	14-18	75-0 00	75-0 00
Turmeric	16-18		
Range for pure spices according to grade. Falls or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.			
Cardamom seed, per lb., in bulk	1 80	2 25	
Carraway, per lb.		0 12	
Cinnamon, Ceylon, per lb.		0 50	
Mustard seed, per lb., in bulk	0 10	0 12	
Celery seed, per lb., in bulk	0 30	0 35	
Shredded cocconut, in pails	0 18	0 20	

NUTS.—Old crop nuts have been pretty well cleaned up, and wholesalers are ready for new shipments, which began this week. First of these were Sicily filberts, which opened at 13 cents. Tarragona almonds are also at hand, and are selling around 16-17 cents, and it is said next shipment will bring nearer 18 cents.

Shelled almonds will retail around 40 cents. Grenoble walnuts will be in in about one week; Marbots will be about

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14c to 14½c, and Bordeaux 12½c to 13½c. All these are considerably higher than one year ago.

In shell—	Per lb.	Per lb.
Almonds, Formigetta	0 16	0 16
Almonds, Tarragona, new	0 16	0 17
Brazils	0 21	0 22
Chestnuts, peck	1 75	1 90
Filberts, Sicily, new	0 12	0 13
Filberts, Barcelona	0 12	0 09½
Peanuts, green, per lb.	0 10½	0 11
Peanuts, roasted	0 12½	0 14
Pecans	0 14	0 16
Walnuts, Grenoble	0 12½	0 13½
Walnuts, Marbots	0 14	0 15
Shelled—		
Almonds	0 40	0 41
Filberts	0 27	0 27
Peanuts	0 09	0 10
Pecans	0 07	0 07
Walnuts	0 32	0 35

SYRUPS AND MOLASSES.—Prices are unchanged this week, and demand keeps steady.

Syrups—	Per case.	Per case.
2 lb. tins, 2 doz. in case	2 80	2 85
10 lb. tins, 1 doz. in case	2 75	2 75
20 lb. tins, ½ doz. in case	2 70	2 70
Barrels, per lb.	0 03½	0 03½
Half barrels, lb.	0 04	0 04
Quarter barrels, lb.	1 85	1 85
Pails, 33½ lbs. each	1 35	1 35
Pails, 25 lbs. each	0 27	0 29
Molasses, per gallon—		
New Orleans, barrels	0 29	0 31
New Orleans, half barrels	0 28	0 28
West Indies, barrels	0 30	0 30
West Indies, half barrels	0 45	0 47
Barbados, fancy, barrels	0 49	0 50
Barbados, fancy, half barrels	4 80	4 80
Maple Syrup—Compound—		
Gallons, 6 to case	5 40	5 40
½ gals., 12 to case	4 80	4 80
¼ gals., 24 to case	2 70	3 00
Pints, 24 to case	1 25	1 25
Gallons, 6 to case	8 00	8 00
½ gallons, 12 to case	7 25	7 25
Quarts, 24 to case	4 70	4 70
Pints, 24 to case	0 14	0 15
Maple Sugar—		
Pure, per lb.	1 80	1 80
40 and 48 twin bars	3 00	3 00
Maple butter, lb. tins, dozen	1 80	1 80

DRIED VEGETABLES.—Report from Kent County states that bean crop will be smallest in some years, according to threshing returns. In quality, however, they are sound and dry. Prices are very firm at present quotations, and some jobbers report it very difficult to get shipments.

Beans—	Per bushel.	Per bushel.
Canadian, prime	1 80	1 80
Canadian, extra H. P.	2 00	2 40
Yellow eyes	3 25	3 25
Brown	2 75	2 75
Peas, Canadian, per bus.	2 60	2 60
Peas, green, imported, bus.	2 60	2 60

OLIVES.—No sign has been given yet by packers of prices for new crop olives, which are due about first of year. It is stated, however, on good authority that as result of poorer crops last few weeks than estimated earlier in season, prices will certainly be no lower than at present, and are far more likely to be advanced.

CANNED GOODS.

Toronto, Nov. 13.—Close on heels of intimation in Canadian Grocer last week of advances in some lines of canned goods has come announcement this week from Dominion Canners of an advance in price of apples.

The new prices and comparisons are as follows:—

	New price.	Old price.	Last year.
3's, standards, group B.....	\$1.05	\$0.95	\$0.97½
Gals., standards, group B.....	3.00	2.40	2.52½

From this it will be seen the increase in 3's is 10 cents per dozen, and in gals. 60 cents per dozen, or 5 cents per can. This raises present price considerably above last year's, which were .97½ and \$2.52½ respectively. Reason for advance is small crop of apples, and in letter to trade packers advise providing promptly for full requirements, "as there will be no surplus this season."

Independents on hearing of advance by Dominion Canners at once raised their own prices and several who tried to get at old prices a few hours after advance were disappointed.

Further advices from France and Norway confirm report given some time ago in Canadian Grocer of failure of sardine catch there to come up to expectations. This is confirmed by London, Eng., representative of this paper, who recently spent some time in France. "This year," he writes from Nantes, "crops of all kinds of vegetables are light, and sardine catch very small."

Retailers should note coming increase in best grades of sockeye salmon on November 17 next, as already announced in Canadian Grocer. These amount to 5 cents per dozen cans.

FRUITS.

Apples—		
3's, Standard	1 07½	1 07½
3's, Preserved	1 47½	1 47½
Gals., Standard	3 02½	3 02½
Gals., Preserved	4 02½	4 02½
Blueberries—		
2's (Huckleberries) standard	1 47½	1 47½
2's (Huckleberries) preserved	1 77½	1 77½
Gals. (Huckleberries) standard	6 52½	6 52½
2's Black Cherries, pitted H.S.	1 92½	1 92½
2's Black Cherries, not pitted H.S.	1 52½	1 52½
2's Red, Ptd. Cherries, H.S.	1 92½	1 92½
2's Not ptd., Red Cherries, H.S.	1 52½	1 52½
Gals., Ptd., Cherries	8 52½	8 52½
Gals., Not Ptd., Cherries	8 02½	8 02½
2's Cherries, White Ptd., H.S.	1 92½	1 92½
2's Cherries, White, Not Ptd., H.S.	1 52½	1 52½
2's Black Currants, H.S.	1 92½	1 92½
2's Preserved, Black Currants	2 27½	2 27½
Gals. Black Currants, standard	5 27½	5 27½
Gals. Black Currants, solid pack	8 27½	8 27½
2's Red Currants, H.S.	1 92½	1 92½
2's Red Preserved Currants	2 27½	2 27½
Gal. Red Currants, standard	5 27½	5 27½
Gals. Red Currants, solid pack	8 27½	8 27½
2's Gooseberries, H.S.	1 77½	1 77½
2's Gooseberries, Preserved	2 02½	2 02½
Gals. Gooseberries, standard	7 02½	7 02½
Gals. Gooseberries, solid pack	8 77½	8 77½
Grapes—		
2's, white, Niagara, preserved	1 37½	1 37½
Gals., white, Niagara, standard	3 27½	3 27½
Lawtonberries, gals., standard	7 02½	7 02½
2's Pineapple, sliced, H.S. White Bahama	1 92½	1 92½
2's Pineapple, grated, H.S. White Bahama	1 47½	1 47½
2's Pineapple, whole, H.S. White Bahama	1 92½	1 92½
3's Pineapple, whole, H.S. White Bahama	2 47½	2 47½
Peaches—		
2's white, heavy syrup	1 27½	1 27½
2½'s white, heavy syrup	1 77½	1 77½
3's white, heavy syrup	1 87½	1 87½
1½'s yellow, heavy syrup	97½	97½
2's yellow, heavy syrup	1 27½	1 27½
2½'s yellow, heavy syrup	1 77½	1 77½
3's yellow, heavy syrup	1 87½	1 87½
3's yellow, whole, heavy syrup	1 52½	1 52½
3's pie, not peeled	97½	97½
3's pie, peeled	1 27½	1 27½
Gals., pie, not peeled	2 52½	2 52½
Gals., pie, peeled	3 77½	3 77½
Pie fruits, assorted, gals. (add 5 per cent.)	.....	.....
Pears—		
2's Bartlett, heavy syrup	1 52½	1 52½
2½'s Bartlett, heavy syrup	1 77½	1 77½
3's Bartlett, heavy syrup	2 02½	2 02½
2's Flemish beauty, heavy syrup	1 47½	1 47½
2½'s Flemish beauty, heavy syrup	1 97½	1 97½
3's Flemish beauty, heavy syrup	1 97½	1 97½
2's Keiffers, heavy syrup	1 27½	1 27½
2½'s Keiffers, heavy syrup	1 52½	1 52½
3's Keiffers, heavy syrup	1 77½	1 77½
2's light syrup, globe	97½	97½
3's light syrup, globe	1 37½	1 37½
3's pie, not peeled	97½	97½
3's pie, peeled	1 27½	1 27½
Gals., pie, not peeled	2 52½	2 52½
Gals., pie, peeled	3 77½	3 77½
Pineapple, sliced, 2's	2 00	2 00
Plums—		
2's, Damson, light syrup	97½	97½
3's, Damson, light syrup	1 27½	1 27½
2's, Damson, heavy syrup	97½	97½

3's, Damson, heavy syrup	1 37½
Gals., Damson, standard	2 77½
2's, egg, heavy syrup	1 07½
2½'s, egg, heavy syrup	1 37½
3's, green gage, heavy syrup	1 47½
2's, green gage, light syrup	1 07½
2½'s, green gage, heavy syrup	1 07½
3's, green gage, light syrup	1 37½
3's, green gage, heavy syrup	1 47½
Gals., green gage, standard	3 02½
2's, Lombard, light syrup	87½
2½'s, Lombard, light syrup	1 07½
3's, Lombard, light syrup	1 27½
2's, Lombard, heavy syrup	97½
2½'s, Lombard, heavy syrup	1 27½
3's, Lombard, heavy syrup	1 37½
Gals., Lombard, standard	2 77½
2's Rhubarb, preserved	1 62½
3's Rhubarb, standard	2 27½
Gals. Rhubarb, standard	3 52½
2's Strawberries, H.S.	1 92½
2's Strawberries, preserved	2 27½
Gals. Strawberries, standard	7 52½
Gals. Strawberries, solid pack	9 77½
Lawtonberries—	
2's Blackberries, H.S.	1 92½
2's preserved	2 12½
Raspberries—	
2's black, H.S.	1 92½
2's black, preserved	2 12½
Gals., black, standard	7 02½
Gals., black, solid pack	9 27½
2's red, H.S.	1 92½
2's red, preserved	2 12½
Gals., red, standard	7 27½
Gals., red, solid pack	9 27½
Group B, 2½ cents less per dozen.	
Salmon—	
Fraser River Sockeyes—	
1 lb. talls, dozen	1 90
1 lb. flats, dozen	2 02½
½ lb. flats, dozen	1 22½
Northern River Sockeyes, dozen	1 90
Red Springs, dozen	1 80
Cohoos, dozen	1 45
Pinks, dozen	1 00

MANITOBA MARKETS.

Prunes—Still advancing.

Soaps—Advance 20 cents per case.

Apricots—1½ cents up.

Winnipeg, Nov. 12.—Wholesalers report a good reasonable movement in all staple lines and no changes of importance are reported except in soaps on which there is general advance of 20 cents per case on laundry soaps due to the increasing cost of raw material.

Collections are fair but have not shown as marked improvement as the extremely heavy crop movement had led many to expect.

City retail trade is brisk. The exceptionally fine weather is undoubtedly favorable to grocers and provision merchants.

SUGARS.—Eastern sugar is firm but no changes are reported locally. There is a fair demand with stocks ample.

Sugar, Eastern—	Per cwt.	in bbls.
Extra standard granulated	4 95	4 95
Extra ground or icing	5 55	5 55
Powdered	5 35	5 35
Lumps, hard	5 85	5 85
Montreal yellow	4 65	4 65
Sugar, B.C.—		
Extra standard granulated	4 95	4 95
Yellow sugar, No. 1	4 55	4 55
Yellow sugar, No. 2	4 40	4 40
Yellow sugar, No. 3	4 30	4 30
Bar sugar	5 10	5 10
Icing sugar	5 30	5 30
Powdered sugar	5 10	5 10
H. P. lumps	5 80	5 80
Sugar packed in 100 lb. sacks 5c per 100 lbs. less.		

SYRUPS.—Syrup prices are steady with a good average fall demand which will no doubt improve with colder weather.

Corn Syrups—	Per case.
Barrels, per 100 lbs.	4 25
Cases, 20-lb. tins, ½ doz. in case	2 77
Cases, 10-lb. tins, ½ doz. in case	2 76
Cases, 5-lb. tins, ½ doz. in case	2 68
Cases, 2-lb. tins, 2 doz. in case	2 48

Molasses—	Per gal.
Barbadoes	0 45
New Orleans	0 33
Maple Syrups—	
Imperial quarts, case 2 doz.	5 20
Imperial ½ gals., 1 doz.	4 75

DRIED FRUITS.—Prices on prunes seem hardly to hold for one week and are again recorded higher. Apricots have

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had sharp advance. Other lines are steady. Taken as a whole, the market for dried fruits is firm. The demand this winter should be good as apples are scarce and dear and their place must be supplied with other lines in many households.

Apricots—		Per lb.
Extra choice	.....	0 18½
Choice	.....	0 15½
Standard	.....	0 11½
Slab	.....	0 11½
Currants—		
Dry clean	.....	0 07½
Washed	.....	0 07½
1 lb. package	.....	0 09½
2 lb. package	.....	0 17½
Figs, Cooking—		
Choice, boxes	.....	0 06½
Half boxes	.....	0 05½
Half bags	.....	0 05½
Nectarines	.....	0 11
Prunes, in 25-lb. boxes—		
90 to 100	.....	0 06½
80 to 90	.....	0 07½
70 to 80	.....	0 08
60 to 70	.....	0 08½
50 to 60	.....	0 10½
40 to 50	.....	0 12
Raisins, Valencias—		
Fancy, off stalk, 28s, per box	.....	2 20
4 crown layers, 28s, box	.....	2 40
4 crown layers, 14s, box	.....	1 25
4 crown layers, 7s, box	.....	0 65
Raisins, Sultanias—		
Californias	.....	0 09½
Smyrnas	.....	0 14
Raisins, Muscatels—		
3 crown, loose, 50s	.....	0 07½
3 crown, loose, 25s	.....	0 08½
Choice seeded, package	.....	0 09
Extra fancy seeded, package	.....	0 10

TEAS AND COFFEES.—The coffee market is steady after the late advance and no immediate change is anticipated.

Coffee—		Per lb.
Rio, No. 5, green	.....	0 14
Rio, roasted	.....	0 20
Santos, green	.....	0 16
Santos, roasted	.....	0 21
Chicoy, per lb.	.....	0 11½
Teas—		
China, blacks, choice	.....	0 25 0 40
India and Ceylon, choice	.....	0 32 0 49
Japans, choice	.....	0 35 0 45

BEANS.—Beans are steady with none of the new Ontario crop as yet on the market.

Beans—		
Austrian, hand picked	.....	2 65
3 lb. picker	.....	1 90
Peas—		
Split peas, sack, 96 lbs.	.....	3 85
Whole peas, bushel	.....	2 75
Barley—		
Pot, per sack 96 lbs.	.....	3 45
Pearl, per sack 96 lbs.	.....	4 75

NUTS.—There has been a good demand for chestnuts both Ontario and Spanish which are obtainable at wholesale at from 20 to 25 cents per lb.

In shell—		Per lb.
Almonds, Tarragona	.....	0 18½
Brazils	.....	0 18
Filberts, Sicily	.....	0 19
Peanuts, Jumbos, roasted	.....	0 12½
Peanuts, choice, roasted	.....	0 10
Pecans	.....	0 22
Walnuts, Grenoble	.....	0 16
Walnuts, Marbot	.....	0 13½
Shelled—		
Almonds	.....	0 41
Walnuts	.....	0 31
Chestnuts, per lb.	.....	0 20 0 25

SASKATCHEWAN MARKETS.

By Wire.

Regina, Nov. 12.—Trade is still a little on the quiet side but improvement is anticipated soon. An advance has taken place in canned apples, during the week, of 10 cents on the 3's and 60 cents on the case. Canned salmon has also advanced.

Produce and Provisions—		
Bacon, breakfast, per lb.	.....	0 22 0 23
Butter, creamery, per lb.	.....	0 30 0 32
Cheese, per lb.	.....	0 16 0 16½
Eggs, per dozen	.....	0 30 0 31
Lard, 5's, per case	.....	8 25 8 50
Lard, 6's, per case	.....	8 15 8 45
Lard, 10's, per case	.....	8 05 8 40
Lard, 20's, each	.....	2 65 2 85
Flour and Cereals—		
Cornmeal, 24s, 67½c; 28s, \$1.20-\$1.25;	.....
10-10s, \$2.55-\$2.75; 48s, \$1.35; 98s	.....	2 44

Flour, 24s, \$2.55-\$3; 48s, \$2.80-\$2.95; 98s	2 75	2 90
Rolled oats, 10-8s, \$2.35-\$2.36; 20s, 55-56c; 40s, 90c-\$1.00; 80s	2 05	2 10
Dried Fruits—		
Apricots, choice	.....	0 19
Coffee, whole, roasted, Rio	.....	0 21
Currants, gulf cleaned	.....	0 08½
Figs, natural 6's	.....	0 05
Evaporated apples, per lb.	.....	0 09½
Dried peaches, 25s	.....	0 09
Dried peaches, choice, 25s	.....	0 09½
Raisins, muscatels, 50s	.....	0 08½
Raisins, muscatels, 25s	.....	0 08½
Raisins, Valencias, select, 28s	.....	2 65
Raisins, seeded, choice	.....	0 07½ 0 09½
Nuts—		
Almonds, whole	.....	0 17½
Brazils	.....	0 18
Filberts	.....	0 14½
Walnuts	.....	0 15½
General—		
Potatoes, per bushel	.....	0 50
Prunes, 70-80, 25s	.....	0 08½
Beans, Ontario, per bushel	.....	2 00
Beans, Hungarian, per bushel	.....	2 45
Rice, per cwt.	.....	4 35
Sugar, standard, gran., per cwt.	.....	5 27
Sugar, yellow, per cwt.	.....	4 87
Canned Goods—		
Apples, gals., case, \$1.91; doz.	.....	3 86
Corn, standard, per 2 dozen	.....	2 21
Peas, standard, per 2 dozen	.....	2 05
Plums, Lombard	.....	2 10
Peaches	.....	2 91
Strawberries and raspberries	.....	4 20
Tomatoes, standard, per dozen	.....	2 65
Salmon, Sockeye, 4 doz. case, 1s.	.....	7 60
Sockeye, ½s	.....	9 80
Red springs, 1s.	.....	6 70
Cohoos, 1's, \$5.50; hump back 1's.	.....	3 60
Starch—		
Laundry, 1s	.....	0 08½
Corn, 1s	.....	0 07 0 08½
Poultry—		
Turkeys, lb.	.....	0 26
Geese, lb.	.....	0 21½
Chickens, lb.	.....	0 25
Fowl, lb.	.....	0 19

Apples, gals., case, \$1.91; doz.	.....	3 86
Corn, standard, per 2 dozen	.....	2 21
Peas, standard, per 2 dozen	.....	2 05
Plums, Lombard	.....	2 10
Peaches	.....	2 91
Strawberries and raspberries	.....	4 20
Tomatoes, standard, per dozen	.....	2 65
Salmon, Sockeye, 4 doz. case, 1s.	.....	7 60
Sockeye, ½s	.....	9 80
Red springs, 1s.	.....	6 70
Cohoos, 1's, \$5.50; hump back 1's.	.....	3 60
Starch—		
Laundry, 1s	.....	0 08½
Corn, 1s	.....	0 07 0 08½
Poultry—		
Turkeys, lb.	.....	0 26
Geese, lb.	.....	0 21½
Chickens, lb.	.....	0 25
Fowl, lb.	.....	0 19

Apples, gals., case, \$1.91; doz.	.....	3 86
Corn, standard, per 2 dozen	.....	2 21
Peas, standard, per 2 dozen	.....	2 05
Plums, Lombard	.....	2 10
Peaches	.....	2 91
Strawberries and raspberries	.....	4 20
Tomatoes, standard, per dozen	.....	2 65
Salmon, Sockeye, 4 doz. case, 1s.	.....	7 60
Sockeye, ½s	.....	9 80
Red springs, 1s.	.....	6 70
Cohoos, 1's, \$5.50; hump back 1's.	.....	3 60
Starch—		
Laundry, 1s	.....	0 08½
Corn, 1s	.....	0 07 0 08½
Poultry—		
Turkeys, lb.	.....	0 26
Geese, lb.	.....	0 21½
Chickens, lb.	.....	0 25
Fowl, lb.	.....	0 19

Apples, gals., case, \$1.91; doz.	.....	3 86
Corn, standard, per 2 dozen	.....	2 21
Peas, standard, per 2 dozen	.....	2 05
Plums, Lombard	.....	2 10
Peaches	.....	2 91
Strawberries and raspberries	.....	4 20
Tomatoes, standard, per dozen	.....	2 65
Salmon, Sockeye, 4 doz. case, 1s.	.....	7 60
Sockeye, ½s	.....	9 80
Red springs, 1s.	.....	6 70
Cohoos, 1's, \$5.50; hump back 1's.	.....	3 60
Starch—		
Laundry, 1s	.....	0 08½
Corn, 1s	.....	0 07 0 08½
Poultry—		
Turkeys, lb.	.....	0 26
Geese, lb.	.....	0 21½
Chickens, lb.	.....	0 25
Fowl, lb.	.....	0 19

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Nov. 13.—Dealers are greatly pleased with the fall business. Receipts of orders are quite large and collections good. Outside trade seems to be particularly bright and there are big local orders. Flour market is steady. Dealers do not now expect lower quotations in Manitoba flour, despite difference in Ontario. Molasses market is easy. Stocks are plentiful and prices are lower. Beans are firmer and advanced slightly. Provision market is strong; pork is higher; fresh eggs are scarce and higher in price, while butter is about same. Poultry is plentiful and beef easier.

Produce and Provisions—		
Bacon, breakfast, per lb.	.....	0 20 0 22
Bacon, roll, per lb.	.....	0 16 0 16½
Beef, barrel	.....	23 75 25 00
Pork, American clear, per bbl.	.....	26 00 27 50
Pork, domestic, mess, per bbl.	.....	30 00
Butter, dairy, per lb.	.....	0 26 0 28
Butter, creamery, per lb.	.....	0 29 0 31
Cheese, new, per lb.	.....	0 15 0 15½
Eggs, in case, 30c; henery	.....	0 35
Lard, compound, per lb.	.....	0 11½ 0 11½
Lard, pure, per lb.	.....	0 15½ 0 15½
Flour and Cereals—		
Buckwheat, W., grey, per bag	.....	2 75 2 85
Cornmeal, gran., \$5.50; bbls. \$3.65; bags	.....	1 75
Cornmeal, ordinary, bags	.....	1 75
Flour, Manitoba, per bbl.	.....	6 25
Flour, Ontario, per bbl.	.....	5 25
Rolled oats, per bbl.	.....	5 40
Oatmeal, standard, per bbl.	.....	5 95
Fresh Fruits and Vegetables—		
Lemons, Messina, box	.....	3 50 4 00
Potatoes, barrel	.....	1 40 1 50
Sugar—		
Standard granulated	.....	4 60
United Empire	.....	4 50
Bright yellow	.....	4 30
No. 1 yellow	.....	4 10
Paris lump	.....	5 75
Molasses, Barbados, fancy	.....	0 35 0 38
Currants, 1s, per lb.	.....	0 08 0 08½
Raisins, California, seeded	.....	0 09½ 0 10½
Rice, per cwt.	.....	3 60 3 70
Beans—		
Canadian white	.....	2 35 2 40
Yellow eye	.....	3 25 3 40
Canned Salmon—		
Pinks	.....	4 25 4 75
Cohoos	.....	7 40 7 80
Red spring	.....	8 25 9 25
Salmon, Sockeye, 4 doz. case	.....	7 60
Canned Fruits and Vegetables—		
Beans, baked	.....	1 30 1 35
Beans, string	.....	0 87½ 0 90
Corn, dozen	.....	0 95 1 00

Peas, No. 4	.....	0 85 0 90
Peas, No. 3	.....	0 87½ 0 90
Peas, No. 2	.....	0 90 0 95
Peas, No. 1	.....	1 30 1 35
Peaches, 2's, dozen	.....	1 80½ 2 00
Peaches, 3's, dozen	.....	1 97½ 2 00
Raspberries, dozen	.....	1 97½ 2 00
Strawberries	.....	1 97½ 2 00



Following items are from Canadian Grocer of Nov. 17, 1893:—

“There is no new feature in nuts and prices rule steady as before. We quote filberts, 8½ to 12c; peanuts, 8 to 11c per lb., and cocoanuts, \$3.75 to \$4 per hundred; Tarragona almonds, 11½ to 12c.; and shelled almonds, 23 to 45c, according to grades.”

Editorial Note.— This item is from the Montreal market 20 years ago. A glance at quotations to-day show that nuts have advanced somewhat during the intervening time.

“The main trouble which the Toronto retail stores will have in trying to close on Saturday afternoons will probably be found in the fact that the dealers themselves cannot get through delivering orders early enough to close on the afternoon of the busiest day in the week. Orders cover two days, and as it is now, the grocer's wagon runs until almost midnight. Better close earlier other week days, and in that way try to balance the over work on Saturday. We don't believe the Toronto dealers will succeed.”

Editorial Note.—The situation to-day is pretty much the same as in 1893. It would no doubt be a big contract on the hands of anyone who attempted to get all the grocers to close early on Saturdays. The prediction of 20 years ago has been fulfilled.

MONTREAL TRADE NOTES.

H. Laporte, president Laporte, Martin, Limited, Montreal, has been spending a short holiday at Atlantic City.

N. P. Aldred, formerly with E. W. Gillet & Co., Ltd., in Western Canada, is now in Montreal representing F. E. Rolson & Co., Toronto.

N. J. Hughes, manufacturer of brooms, Kingston, Ont., was in Montreal this week.

J. Roberts, of Furuya & Nishimura, Montreal, will sail, early next month, for the Old Country to spend a holiday with his people there.

FLOUR and CEREALS

Millers Hoping Listed Prices Will Soon Rule

Unwilling to Change Quotations in Hope That Bottom in Wheat Has Been Reached—Some Selling 40 Cents Below for Manitoba—Cornmeal Coming in Freely from States—Big Order for Flour in Montreal.

Cutting of list prices by mills goes merrily on and is likely to continue for some weeks yet. Situation seems to be that millers have long realized that their list prices are far too high in comparison with low rate for wheat and finding public unwilling to contract at high quotations, have been forced to come down 10, 20 30 cents and more. This, as has been pointed out on several occasions by Canadian Grocer, has been going on for weeks. Export as well as local business has been done on lower basis, and Ontario as well as Manitoba flour has been dealt in along same line. Head of big milling company has expressed opinion that low price of wheat has been caused by abnormal rush to elevators and glutting of market, induced by financial pressure on farmers of West, and effort to realize as soon as possible on crops to satisfy pressing obligations. Result has been—and this has been deplored—that much Canadian Northern No. 1 wheat, has been sacrificed at prices far below what much inferior United States and other wheat will bring when markets recover. However, situation seems unavoidable. Millers, generally, have feeling, therefore, that market will recover as soon as present loading has been partially digested, and that bakers and retail grocers will be willing to buy flour at higher prices than they offer now, when wheat has advanced. However, had list prices on flour been reduced it might have been difficult in face of world's large supply of wheat to bring them up again. Hence they have been retained, nominally, at higher figures set as "opening prices."

One of the largest orders ever placed in Canada is reported in Montreal, 100,000 barrels of flour, and all for local consumption. Figure is not mentioned.

It is stated that English mills are preparing to handle Argentine wheat and ship flour to States, following passing of tariff bill. England, being free trade, gets free entry of flour into States. English mills have been making great headway under freight system, by which much more is charged for flour going to England from other countries than for wheat. In 1902, 19,000,000 cwts. flour were imported into England, whereas in

1912 only 10,000,000 cwts. went in. Britain uses more flour, but British mills manufacture difference themselves.

MONTREAL.

FLOUR.—Feature of local market last week was sale of over 100,000 bbls. made for home consumption, delivery to be spread over next twelve months. Grade of flour and price it was made at could not be ascertained. Aside from this, demand has been quiet and rather disappointing to millers. Struggle of buyers against high listed prices continues strong as ever.

	Car lots, in bags, per bbl.
Manitoba Wheat Flour—	
First patents	5 40
Second patents	4 90
Strong bakers'	4 70
Flour in cotton sacks, 10 cents per barrel more.	
Winter Wheat Flour—	
Fancy patents	4 40 4 60
90 per cent.	4 10 4 30
Straight roller	3 90 4 10
Blended flour	4 30 4 45

CEREALS.—There has been no actual change in prices for rolled oats as yet, but tone of market is easy, with only small volume of business passing.

	Per 90-lb. sack
Cornmeal—	
Kiln dried	2 60
Softer grades	2 50
Rolled Oats—	90s, in jute.
Small lots	2 22½
25 bags or more	2 12½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—Fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
Rolled wheat—	100-lb. bbls.
Small lots	2 85
Hominy, per 90-lb. sack	2 40 2 75

MILL FEEDS.—Demand from United States for shipments of bran was feature of local market during week. Supplies are now more plentiful than they have been of late and sales for November shipments were made. Same price was offered for December shipments but millers would not accept as they have confidence in future course of values. Easy feeling noted week ago still continues.

	Car lots, per ton
Mill Feeds—	
Bran	22 00
Shorts	24 00
Middlings	25 00
Wheat moulee	24 00
Feed flour	24 00
Feed cornmeal, per cwt.	1 85

TORONTO.

FLOUR.—As referred to above, listed prices have been shot to pieces by millers in efforts to induce buying in face of low

wheat prices and high flour quotations. Below are given ranges in sales, most of them at lower figures. For instance, a miller this week stated that at \$5.00 several sales of first patent had been made but he was refusing now to take less believing market would soon be firmer on advancing wheat prices. Even lower than \$3.90 has been paid for 90 per cent.'s in Ontario wheat flour.

	Small lots, in jute bags per bbl.
Manitoba Wheat Flour—	
First patent	5 00 5 40
Second patent	4 50 4 90
Strong bakers'	4 30 4 70
Flour in cotton sacks, 10c per bbl. more.	
Winter Wheat Flour—	
Fancy patents	4 20 4 40
90 per cent.	3 90 4 00
Straight roller	3 80 3 90
Blended flour	4 20 4 35

CEREALS.—Shipments of cornmeal are coming in more freely, at least three carloads reaching Toronto early this week. There is tendency to hold cornmeal up, however, in face of this, one jobber stating that as profits on rolled oats are very light, cornmeal must make up to jobber, wholesaler and retailer. Demand for this and rolled oats keeps good and as yet there is little temptation to reduce quotations.

Cornmeal, per 90 lb. bag—	
Kiln dried, 25 bag lots	2 25 2 30
Rolled oats, per 90 lb. sack, in jute—	
Small lots	2 22½ 2 25
25 bags to car lots	2 12½ 2 17½
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.	
Rolled Wheat—	
50 lb. boxes	1 45
100 lb. barrels, small lots	2 90 3 00
100 lb. barrels, 5 bbl. to car lots	2 80 2 90
Split peas, 98 lb. bags	3 35

MILL FEEDS.—Demand is improving with colder weather and prices are shade firmer but some business is reported to be doing still at slight reductions.

	Car lots, per ton.
Mill Feeds—	
Bran	22 00
Shorts	24 00
Middlings	25 00
Wheat moulee	24 00
Feed flour, per bag	1 75

WINNIPEG.

FLOUR AND CEREALS.—There are no new features in flour and kindred lines. There is good domestic trade but export business is very quiet.

	Per bbl.
Flour, Manitoba Wheat—	
Best patents	5 30
Second patents	4 80
First clears	4 20
Low grade	2 90 3 10
Jute bags, 10 cents less.	
Cornmeal, 90s	1 85
Rolled oats, 90s	1 80
Oatmeal, granulated, 90s	2 30
Wheat granules, bale, 10-50	3 25

FRUIT & VEGETABLES

Drop in Florida Oranges; Potatoes are Higher

Last Shipments of Valencias Coming in and Prices Advance—
Frost Causes Rise in Eastern Potatoes—Temporary Advance in
Lemons—Messinas Due at End of Week—Cranberries Up 50
Cents.

MONTREAL.

GREEN FRUITS.—Mackintosh apples which had reached prohibitive price last week dropped \$1.50 per bbl. and Fameuse were slightly lower. New spies sell at \$6.00 for No. 1. Cranberries were firm at \$9.00, practically advance of 50 cents. Verdelli lemons are nearly done and new Messinas are selling at \$5.00.

Apples—	
Baldwins, No. 1	5 50
Baldwins, No. 2	4 25
Mackintosh Reds	7 00
Mackintosh, No. 2	6 00
King	5 00
No. 2s, all grades, 75-91 less than No. 1s.	
Fameuse, bbl.	7 50
Spies, No. 1	6 00
Spies, No. 2	4 50
Bananas, crate	2 00
Cranberries, Cape Cod, bbl.	2 75
Grapes, Tokay, 4 bkt. crate	2 75
Almeria grapes	5 00
Grapefruit, Jamaica, 54s, per case	6 00
Messina Lemons, large box	5 00
Oranges—	
Jamaicas, 125s to 250s	3 25
Late Valencias	3 50
Pears, Oregon, box	7 50
Pears, Bartlett, Can., per bbl.	3 25
Pears, Winter, 11-qt. bkt.	6 00
	0 50

VEGETABLES.—Price of potatoes is expected to go trifle higher for various reasons. Now that frost is due it is necessary to use cars which have special advantages for shipment. These are heated, but as there is shortage at present, result will be that old cars will be brought into service and rigged up specially for this purpose. It is also stated potatoes are being left in fields with result that they are rotting. When they are all taken in they will have to be sorted and this will mean considerable waste, resulting in further increase in price. Tomatoes are now off list.

Cabbage, per doz.	0 35	0 50
Celery, per doz. heads	1 00	1 00
Cucumbers, Boston, doz.	2 00	
Egg plant, basket of 12	0 75	
Garlic, per lb.	0 10	
Onions—		
Spanish, per case	3 00	3 25
Spanish, half case	1 75	
Red Danvers, 75-lb. bag	3 50	
Peppers, green, 11-qt. bkt.	1 00	
Peppers, red, 11-qt. bkt.	1 50	
Potatoes—		
Green Mountains and Quebecs, bag	1 00	
Potatoes, sweet, per bbl.	4 25	
Potatoes, sweet, Jersey, hpr.	1 25	1 50
Turnips, Quebec, bag	1 25	
Tomatoes, hothouse, per lb.	0 25	0 30

TORONTO.

GREEN FRUITS.—More disappearances this week, until apples almost occupy position of lonely splendor in Canadian section. Prices remain about same, for simple reason that if they went much higher consumption would cease except amongst millionaires. "That is one consolation," as wholesaler remarked this week, "really high prices work their own cure. When fabulous point is reached, consumption drops off and prices

must go down again." That is view taken of apples and some buyers expect them to drop after Christmas when big demand is checked. Decline in England for Nova Scotia apples is ended and prices are up again. Drop was due to warm weather here injuring quality of shipments. Spies are beginning to come in slowly but, they are hardly ready yet. Prices are starting about \$4.50 but will go up almost at rate of 50 cents per week, it is reported, until probably \$6 or so is reached. That is present prospect. Snows are scarcest of all and few can be had.

Cranberries are soaring and promise to repeat advances regularly until \$11 or \$12 is reached, according to several importers. Supplies are scarce and demand has become quite good. This week's advance is 50 cents, and now they are \$1.25 higher than lowest point this fall. Jamaica grapefruit is 50 cents lower, while Florida remains at \$5.00. Valencia oranges are nearly done and prices are up 50 cents as Floridas still show signs in some shipments of lack of mature color. Prices are rather lower to \$3.75 and \$4.00, and, as announced last week, supply and quality are excellent, all save color. Grapes are up. Almerias (or Malagas) to \$7.00 and Tokays to \$2.75. In lemons Verdelli are up to \$4.50 owing to scarcity before new crop comes in. Messinas are due end of this week and will sell for about \$5.00.

CANADIAN.

Apples—	
Snows, hand picked, bbl.	4 00
Wealthy, Greenings, Baldwin, No. 1, bbl.	5 00
Do, No. 2, bbl.	3 00
Cooking, bbl.	4 00
Snows, etc., bkt.	2 25
Talman Sweets, bbl.	0 35
Citrons, each	0 50
	0 08

IMPORTED.

Apples, Jonathans, case, fancy, \$2.50; extra	2 75
Bananas, per bunch	2 00
Cranberries, bbl.	2 25
Cranberries, box	9 00
Grapefruit, Jamaica, case	3 25
Grapes, Almerias	3 75
Grapes, Tokay, case	7 00
Grapefruit, Florida, case	8 00
Oranges, California Valencias	2 75
Oranges, Floridas	5 00
Limes, box of 100	5 75
Lemons, Verdelli	0 75
Lemons, Messina (due)	4 50
Pineapples, Floridas	5 00
Pineapples, Cubans	4 25
Pineapples, Porto Ricos	4 75
Pomegranates, California, case	5 00
Pomegranates, Spanish, case	4 00
	4 25

VEGETABLES.—Arrival of frosty weather this week chased Ontario potatoes off market as no arrangements are made by railways or shippers generally for handling Ontario potatoes in cold weather. If they continue to grade as

high as this year, however, it is likely they will be handled all year round. Heated cars are required and these are devoted to bringing in New Brunswick's. With extra cost of handling, through cold, potatoes advanced 5 to 10 cents this week, and promise to keep quite firm for three weeks at least. Some look for slight drop about middle of December owing to lessened demand. Toronto buyer has begun to ship New Brunswicks over to Buffalo and Detroit where he finds good market. United States buying in East continues almost up to early basis.

Canadian cooking onions advanced 25 cents to \$2.00 and may go higher. Quality is particularly good, as is demand, and supply only fair. Tomatoes can be dismissed without insult as they have been on market unusually long. So with egg plant and vegetable marrow. Beets, carrots and parsnips are down to 85 cents bag.

Beets, Canadian, per bag	0 85
Cabbage, case	1 00
Carrots, Canadian, bag	1 25
Cauliflower, dozen, large	0 85
Squash, bbl.	1 50
Parsnips	1 75
Potatoes, New Brunswick, bag	1 00
Sweet potatoes, hamper	0 85
Sweet potatoes, bbl.	1 10
Mushrooms, per lb.	1 25
	3 50
	0 75
Onions—	
Spanish, crate	3 00
Large cooking, bag	3 25
Celery, domestic, doz.	2 00
Pumpkins, each	0 25
Turnips, bag	0 08
	0 10
	0 50
	0 00

WINNIPEG.

FRUITS AND VEGETABLES.—Potatoes and nearly all lines of vegetables, whether imported or grown locally, have advanced this week.

Ontario winter apples are scarce, wholesalers experiencing considerable difficulty in securing cars for forwarding supplies. Western box apples are plentiful and of very fine quality.

"Garden" huckleberries, as they are called, tame variety of wild fruit, is being brought on Toronto market and sales tested in several retail stores in city this week. Berries come from Burford, Ont., and resemble black currants in their dull coat, rather than bluish white, "dewy" covering of huckleberry. To try raw it is bitter but when made into jam it is quite tasty and of more consistency than wild berry. Present sales are being made at 8 to 10 cents per box, wholesale.

PRODUCE & PROVISIONS

Eggs Advance; Fresh Butter Up; Hogs Decline

Breakfast and Roll Bacon in Toronto Declines Half Cent—Eggs Continue to Advance—Hogs Down 40-50 Cents—Drop in Ontario Poultry Owing to Rush of Supplies.

Eggs continue to hold centre of stage in produce and provision market, and one might say this hen product counts that week lost in which its financial value has not risen at least one cent more towards vanishing point, where consumer may refuse to buy at all. In Montreal many firms advanced prices for new-laid as much as 7 cents, while in Toronto the increase was clear 3 cents, bringing cartons to 43 cents. One Toronto wholesaler said on Tuesday that he had received 50 cents each for five dozen fresh laid, and at farmers' market 60 cents was paid for a few lots during week.

Undertone of market in both centres is strong owing, it is believed, to rapid reduction in storage stocks and ever-increasing drop in supply of fresh laid. Storage men in Toronto are mum on question of amounts still in stock, but it is thought that quantity at first of season was less than year ago, owing probably to losses made last winter and spring. So far as can be learned few eggs were imported, as these had last year been sold at heavy loss, and local supplies during spring and summer would not be sufficient for heavy storing. In Montreal there were 12,060 fewer cases in store than year ago, and during past month decrease of stock was 20,147 cases. With storage stock lightening prospect seems to be for further increases.

Butter situation is somewhat different. Fresh supplies are dwindling with cold weather and closing of many factories, but so far stocks in storage, at least in Ontario, appear sufficient for all demands for some time to come. In Montreal, stocks in store decreased 37,975 packages during past month, and with shipments still due for Western Canada supply is not promising, and some believe Canada must import before spring. Despatch from New York announces offers of Danish butter at 26 to 27 cents laid down, and arrivals already of some rather poor lots from Copenhagen and Siberia.

MONTREAL.

PROVISIONS.—Business for past week on local market has been fair for this season of year. Demand for lard is fair, while prices are unchanged.

Smoked meats are being sold only in small quantities to fill actual wants. Weak feeling which has characterized London market for past couple of weeks for Canadian smoked meats still continues.

Hams—		Per lb.
Light, under 12 lbs.	.....	0 19½
Medium, 12 to 20 lbs.	.....	0 19
Large, 20 to 40 lbs.	.....	0 18
Bacon—		Per lb.
Plain, bone in	.....	0 23½
Boneless	.....	0 26
Peameal	.....	0 26
Bacon—		Per lb.
Breakfast	.....	0 20
Roll	.....	0 21
Shoulders, bone in	.....	0 17
Shoulders, boneless	.....	0 16
Cooked Meats—	.....	0 16½
Hams, boiled	.....	0 30
Hams, roasted	.....	0 31
Shoulders, boiler	.....	0 27
Shoulders, roasted	.....	0 28
Dry Salt Meats—		Per lb.
Long clear bacon, 50-70 lbs.	.....	0 15½
Long clear bacon, 90-100 lbs.	.....	0 14½
Flanks, bone in, no. smoked	.....	0 15½
Barrelled Pork—		Per bbl.
Heavy short cut mess	.....	30 00
Heavy short cut clear	.....	30 00
Clear fat pork	.....	28 00
Clear pork	.....	26 50
Lard, Pure—		Per lb.
Tierces, 375 lbs. net	.....	0 14
Tubs, 50 lbs. net	.....	0 14
Boxes, 50 lbs. net	.....	0 14
Pails, wood, 20 lbs. net	.....	0 14½
Pails, tin, 20 lbs. gross	.....	0 14
Cases, 10-lb. tins, 60 in case	.....	0 14½
Cases, 5 and 5-lb. tins, 60 in case	.....	0 14½
Bricks, 1 lb. each	.....	0 15½
Lard, Compound—		Per lb.
Tierces, 375 lbs. net	.....	0 10½
Tubs, 50 lbs. net	.....	0 10½
Boxes, 50 lbs. net	.....	0 10½
Pails, wood, 20 lbs. net	.....	0 11
Pails, tin, 20 lbs. gross	.....	0 10½
Cases, 10-lb. tins, 60 in case	.....	0 11½
Cases, 5 and 5-lb. tins, 60 in case	.....	0 11½
Bricks, 1 lb. each	.....	0 12½
Hogs—		Per cwt.
Live, f.o.b.	.....	9 25
Live, fed and watered	.....	9 35
Dressed	.....	13 25

BUTTER.—Demand is firm and steady, while prices remain unchanged. Stocks are being rapidly reduced, however.

Butter—		Per lb.
Creamery prints, fresh	.....	0 30½
Creamery solids	.....	0 30
Dairy, prints or solids	.....	0 23
Separator, prints or solids	.....	0 23½

EGGS.—As predicted last week, price of new-laid eggs has again taken jump, and shows increase of 7c in past. Scarcity is assured, and it is said famine in New York is expected, with the result that European stock will be imported. Present prices in Canada prohibit export to States. All other prices remain unchanged, but very firm.

Eggs, case lots—		Per dozen.
New laid	.....	0 50
Select	.....	0 54
No. 1s	.....	0 30
No. 2s	.....	0 26
Splits	.....	0 25

CHEESE.—There has not been much change in market from last week, with prices remaining same. Cross-ocean shipments have been very light compared with last year. Bulk of September cheese is held for higher prices. Production for season is pretty well over

and November make is estimated as likely to be barely half last year's. British report on agriculture says number of cows and heifers in milk or in calf in England and Wales was 83,516 less than year ago, and 5,836 less in Scotland, so that export market looks more promising field than ever. Present prices for October cheese, however, are considered too high for much business.

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

POULTRY.—Market remains much same as last week, with one or two exceptions. Demand is very active from American points all through Ontario, and this past week has had tendency to advance prices in Quebec. Ducks, milk fed, are 2 cents higher—16-18c for live, and 22-24c for dressed, while geese and turkeys are slightly higher.

Fresh stock—		Live.	Dressed.
Broilers, per lb.	.....	0 22-0 24	.....
Broilers, per pair	.....	.....	1 25
Ducks, milk fed	.....	0 16-0 18	0 22-0 24
Ducks, old	.....	0 12-0 13	0 14-0 15
Fowl	.....	0 14-0 15	0 17-0 18
Geese	.....	0 12-0 13	0 14-0 15
Turkeys, spring	.....	0 18-0 20	0 24

HONEY.—Prices continue unchanged, and fair demand is reported, especially for small packages.

Honey—		White Clover	Buckwheat
		per lb.	per lb.
Barrels	.....	0 12	0 09
Tins, 60 lbs.	.....	0 12½	0 09½
Tins, 30 lbs.	.....	0 12½	0 09½
Comb, 13-14 oz. section	.....	0 20	0 15-0 18
Tins, 5 and 10 lbs.	.....	0 13	0 10

TORONTO.

PROVISIONS.—Little change was evident this week in provision market except general easier feeling, which was reflected in half cent reduction in breakfast and roll bacon and boiled and roast shoulders. Hogs are lower this week by 40 cents, market like last week showing tendency to fluctuate from day to day. Lard continues at higher figure of last week, due to light stocks. Even at 14 cents it is ½ cent lower than year ago, with hogs somewhat higher.

Hams—		
Light, per lb.	.....	0 20
Medium, per lb.	.....	0 19½
Large, per lb.	.....	0 10
Bacon—		
Plain, per lb.	.....	0 23
Boneless, per lb.	.....	0 25
Pea meal, per lb.	.....	0 24
Bacon—		
Breakfast, per lb.	.....	0 19½
Roll, per lb.	.....	0 15½
Shoulders, per lb.	.....	0 14½
Pickled meats—1c less than smoked.	.....	.....
Dry Salt Meats—		
Long clear bacon, light	.....	0 15½
Long clear bacon, heavy	.....	0 15
Cooked Meats—		
Hams, boiled, per lb.	.....	0 29
Hams, roast, per lb.	.....	0 30
Shoulders, boiled, per lb.	.....	0 22

Shoulders, roast, per lb.	0 23	
Barrelled Pork—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	23 50	23 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 14	
Tubs, 60 lbs., per lb.	0 14 1/4	
Pails, 20 lbs., per lb.	0 14 1/4	
Pails, 3 and 5 lbs., per lb.	0 15 1/4	
Bricks, 1 lb., per lb.	0 15 1/4	
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 10	0 10 1/4
Tubs, 60 lbs., per lb.	0 10 1/4	0 10 1/4
Pails, 20 lbs., per lb.	0 10 1/4	0 11
Hogs—		
F.O.B., live, per cwt.	8 25	8 35
Live, fed and watered, per cwt.	8 60	8 75
Dressed, per cwt.	12 25	12 50

BUTTER.—Some wholesalers are quoting fresh creamery prints at advance of 1 cent this week to 29-31c, and listing creamery prints, storage, at last week's figures of 28-29c. Others while retaining creamery with rest of list unchanged, recognize a greater firmness of market for creamery and dairy. Some firms are credited with being afraid to advance storage any more until they have depleted stocks further, as there is every indication they are heavy still. Dairy prints in some cases have advanced 1 cent also. Reports of Danish offers to New York are interesting Toronto buyers, and they believe if United States market advances 1 or 2 cents more Denmark importations will be begun extensively, and may extend to Canada under similar conditions. Creamery is running up to 31 3/4c in New York this week.

Butter—		
Creamery prints, fresh made	0 29	0 31
Creamery prints, storage	0 28	0 29
Creamery solids	0 26	0 27
Dairy prints, choice	0 23	0 25
Dairy solids	0 20	0 22
Separator prints	0 23	0 25

EGGS.—How far will they go before they stop? This is question of hour on egg markets. This week they have soared again, fresh laid going up to 40c and carton fresh laids as high as 42c. Indeed, few dozen were sold for 50c by one wholesaler. Of general feeling that stocks in storage are light is true, several more advances may be depended on before Christmas cooking has been completed. In addition to new laids, No. 2's and splits are now up 1 cent more, to 26 cents.

Eggs, case lots—		Per dozen.
Strictly new laid	0 37	0 40
Strictly new laid, in cartons	0 40	0 42
Storage, selects	0 31	0 33
Storage, No. 1 stock	0 30	0 31
No. 2's	0 28	0 28
Splits	0 26	0 26

CHEESE.—Most of boards have closed for season, but a few factories in Eastern Ontario will continue, Belleville, Napanee, Kingston and Brockville. November made in Ontario as well as Quebec is not likely to be more than half last years. Export demand is only fair, although local sales are improving. Prices are unchanged.

Cheese—		
Old, large	0 14 1/4	0 15
Old, twins	0 15	0 15 1/4
New, large	0 14 1/4	0 14 1/4
New, twins	0 14 1/4	0 14 1/4

HONEY.—Circular just issued by Ontario Beekeepers' Association confirms estimates made weeks ago by local buyers that crop was much heavier

than Association's figures seemed to imply. The secretary, while announcing that several carloads were disposed of through his office, presumably at figures fixed by Association, admits that much had to be sold by members individually at lower prices. As result it has been concluded to sell in future through smaller local associations. Prices this week remain about where they were, with belief among most buyers that gradually when bulk of stock is located they will be firmer.

THE HONEY SITUATION.

The attempt of the Ontario Beekeepers' Association to market honey of members through central organization has not worked out very well, and at the convention to be held in Toronto next week, a proposal will be made by the Executive that next year's crop be taken care of by local, probably county, associations. At beginning of season the Crop Report Committee met and fixed prices to which all members were supposed to assent. Several carloads were disposed of by the secretary-treasurer, Morley Pettit, at committee's prices, but demand soon dropped off when immediate demands of buyers were satisfied as they felt scale was too high. They tried the effect of the "waiting game, and soon honey began to sell at lower prices, 1 to 1 1/2 cents in many cases. It then began to be certain that crop was larger than had first been believed and many bee-keepers became anxious to dispose of stock to avoid having it left on their hands and 10 cents was common price for 60-lb. pails and 9 1/2 and even 9 for barrel lots.

In his report to the Convention, Mr. Pettit says: "This year, the heavy crop of honey in some parts of Ontario has caused a weakening of prices, and considerable anxiety to bee-keepers with reference to markets. Realizing the seriousness of the situation, the Secretary undertook to assist members in securing the prices recommended by the crop report committee. The degree of success which this effort has attained will be shown by the fact that the business of disposing of several carloads of honey has passed through the Secretary's office. This work, however, will have to be taken up by local associations and the first session of the Convention will be devoted to a discussion of ways and means of co-operation."

Clover, bbls., per lb.	0 09	0 09 1/4
60, 30-lb. tins, per lb.		0 10
10, 5-lb. tins, per lb.		0 10 1/4
Buckwheat, bbls.		0 07
Buckwheat, tins		0 07 1/4
Comb	2 25	2 75

POULTRY.—Some surprises were due this week after raid on Canadian market by United States buyers. Like Mark Twain's comment on report of his own death, this was "exaggerated" to some extent. That is all poultry in Western Ontario has not been "cleaned up" at higher prices offered ten days ago, and farmers, noting increase of prices last week, rushed heavy supplies in this week expecting to realize handsomely, with result that market fell slightly. Another reason governing geese and turkeys was poor quality offered. However, once miniature glut is over, prices are thought certain to advance. Declines are as follows:—Turkeys, spring, 17c live, and 20-22c dressed, decline in latter of 3 cents on highest price; geese, 2 cents lower; chickens, 1-2 cents; fowl, 1-2 cents; ducks, 2-3 cents; broilers, 1 cent. Frozen turkeys are now off market. One year ago prices were: Chickens, 14-17c; ducks, 16-20c; fowl, 12-16c; turkeys, 21-24c; geese, 13c.

Fresh Stock—		Live.	Dressed.
Broilers, spring		0 13	0 14-0 16
Ducks, spring	0 10-0 11	0 12-0 15	
Fowl	0 10-0 11	0 12-0 13	
Chickens, lb.	0 13-0 14	0 15-0 18	
Geese	0 10-0 12	0 12-0 14	
Turkeys, spring	0 17	0 20-0 22	
Turkeys, old Tom	0 14	0 16-0 18	

WINNIPEG.

PRODUCE AND PROVISIONS.—A feature in the provision market this week is a sharp advance in lard. There is a very good demand for cured meats. Eggs are scarce and dear but have made no further advance. Butter and cheese steady.

Cured Meats—		
Hams, per lb.	0 18 1/4	0 21
Shoulders, per lb.		0 14
Bacon, per lb.	0 20 1/4	0 22 1/4
Long clear, D.S., per lb.		0 13 1/4
Mess pork, bbl.		25 00

Lard—		
Tierces, per lb.		0 13 1/4
50 lb. tubs		6 87
20 lb. pails		2 88
3 lb. tins, cases		8 70
5 lb. tins, cases		8 62

Butter—		
Creamery, per lb.	0 29	0 32
Dairy, per lb.	0 23	0 25

Cheese—		
Ontario, large, per lb.		0 16
Ontario, twins, per lb.		0 16 1/4

Eggs—		
Good eggs		0 27
Fresh gathered		0 35

THE POTATO IN ART.

At a dinner in New York James Montgomery Flagg, artist, told this story to illustrate the influence of the artistic atmosphere:

"You can't escape the artistic atmosphere. Even my cook cannot escape it. She came into the studio to-day and said:

"'About the potatoes for lunch, sir—will you have them in their jackets or in the nood?'"

FISH AND OYSTERS

Heavy Loss of Cured Fish from Bad Weather

Whitefish and Trout Close Season Forces Frozen Goods on Market—Herring Scarce Owing to Export—Spring Mackerel Sold at \$1 Advance.

MONTREAL.

FISH.—Prices of local market remain much same as last week, with exception of fresh halibut, which is very scarce. However, there is little or no demand for this owing to high price asked. Frozen halibut is now most called for. Demand for Malpeques is very active owing to near approach of frost. Last shipments are almost due, as season closes about 15th of this month. Choice stock is very scarce owing to dealers preparing for winter. Herring and pickled fish are very much in demand. This may be accounted for owing to Advent being only three weeks away.

Fresh Fish—	
Bluefish, per lb.	0 15
Carp, 100 lb. boxes, per lb.	0 20
Cod, market, 250 lb. cases, per lb.	0 08
Dores, 100 and 150 lb. cases, per lb.	0 11
Flounders, per lb.	0 06
Frogs legs, large, per lb.	0 50
Frogs legs, small, per lb.	0 25
Haddock, per lb.	0 05
Herring, per 100 fish, large.	3 00
Mackerel, lb.	0 12
Perch, dressed, per lb.	0 08
Pike, dressed, per lb.	0 08
Salmon, B.C., per lb.	0 15
Salmon, Gaspe, per lb.	0 18
Steak cod, per lb.	0 08
Smelts, per lb.	0 12
Sword fish, per lb.	0 08
Turtles, small, per lb.	0 15
Whitefish, per lb.	0 12
Shell Fish, Fresh—	
Clams, per barrel	7 00
Lobsters, live, per lb.	0 30
Lobsters, boiled, per lb.	0 32
Oysters, bulk, standards, per gal. \$1.50;	
Selects	1 80
Oysters, solid meat, standards, per gal. \$1.50; select	2 00
Oysters, Cape Cod, shell	9 00
Oysters, Malpeques, shell	9 00
Periwinkles, per bushel	2 50
Prawns, per gal.	2 00
Scallops, per gal.	3 00
Shrimps, per gal.	2 00
Frozen Fish—	
Haddock, per lb.	0 04½
Halibut, per lb.	0 11
Herring, per 100 fish	2 00
Pike, per lb.	0 06
Smelts, fancy, per lb.	0 12
Smelts, No. 1, per lb.	0 08
Salmon, fancy, Spring, per lb.	0 14
Salmon, Gaspe, per lb.	0 15
Salmon, Qualla, per lb.	0 07½
Whitefish, per lb.	0 11
Prepared Fish—	
Boneless fish, 20 lb. boxes	0 06
Cod, boneless, 20 lb. boxes, 2 lb. blocks	0 07
Cod, pure, 3 lb. box, per lb.	0 15
Cod, boneless strip, 30 lb. box, lb.	0 10
Cod, shredded, box of 2 doz.	1 80
Cod, skinless, per 100 lb. box	6 80
Cod, dried, per 100 lb. bundle.	7 00
Pollock, dried, per 100 lb. bundle.	6 80
Salted and Pickled Stock—	
Cod, green, ordinary, per 200-lb. bbl.	9 00
Cod, green, white napes, per 200-lb. bbl.	9 50
Haddock, No. 1 green, per 200 lbs.	8 50
Herring, Gaspe, No. 1, ¼ bbls., \$2.75; bbls.	5 00
Herring, N. S. per ¼ bbl.	3 00
Herring, N. S., per bbl., 75¢ per ¼	5 80
Herring, Holland, per keg, 75¢ per ¼ bbl., \$5.50 to \$6.50; per bbl.	9 00
Herring, Labrador, ¼ bbl., \$3.25, bbl.	5 75
Herring, Scotch, keg of 12 lbs. net, \$1.25 to \$1.35; ¼ bbl.	7 80
Mackerel, No. 1, 20 lb. kits, \$1.75, ¼ bbl., \$7.00; bbl.	12 00
Salmon, Labrador, ¼ bbl., \$8.00 to \$9.00, bbl.	14 00
Trout, lake, kegs	7 00

TORONTO.

FISH.—Closed season regulations are now in force for trout and whitefish,

and only frozen stock is now being used, at about same price as before, 12 cents. Herring is one of fish affected by United States buying, and is very scarce and firm at 8 cents. Buyers are in old dilemma over Ontario market, that public balk at paying more than certain price for fish, and if there is serious competition for export field must be abandoned to outsiders. This is present position in regard to herring, and to great extent halibut. Demand continues excellent in retail stores, hotels and restaurants.

Frozen Fish—	
Roe shad, weight 3 lbs., each.	1 00
Whitefish, per lb.	0 12
Halibut	0 10
Trout	0 11
Salmon, Qualla	0 10
Salmon, Cohoe	0 12
Fresh Caught—	
Blue fish, lb.	0 14
Frogs legs, lb.	0 55
Haddock, per lb.	0 08
Herring, per lb.	0 08
Lobster, live, lb.	0 45
Lobster, boiled, lb.	0 45
Mackerel, weighing 1¼-3 lbs., each.	0 14
Perch, lb.	0 06
Pickled, yellow, per lb.	0 12
Pike, per lb.	0 08
Salmon, B.C., per lb.	0 15
Salmon, per lb.	0 12
Steak cod, per lb.	0 09
Smelts, per lb.	0 08
Flounders	0 08
Smoked—	
Filets of haddle	0 12
Finnan haddle, per lb.	0 09
Kippers, new, box of 40 and 50	1 25
Bloaters, box of 60	1 25
Digby herring, per bundle	0 75
Prepared—	
Cod, quail on toast	0 07½
Cod, steak	0 05½
Cod, Imperial, 25 lb. pck.	0 07
Salted and Pickled—	
Herring, Holland, new—	
Milkers	0 85
Mixed	0 80
Herring, Labrador, bbl.	6 80
Herring, sea, pails	1 25
Mackerel, pail	2 25
Oysters, bulk—	
New York counts, gal.	2 00
Extra select, gal.	1 80
Straights, gal.	1 65
Oysters, Shell—	
Malpeques, bbl.	11 00
Torbays	11 00
Rockaways	8 50
Blue Points	8 50
Oyster Bay counts	8 00

HALIFAX, N.S.

FISH. — For a month past cloudy weather has prevented fish dryers from curing product and in consequence dry-fish trade is in very bad condition. Fish are going "dun" (rusting) in stores and in Lunenburg where large quantities of bank fish are in process of curing situation is said to be desperate. It is certain quite large percentage of fish now curing will be materially damaged and large loss result. Local scarcity resulting from bad weather which has kept fish from coming in from shore has resulted in active market and eager buying for any lots that have come forward. Prices of all kinds of dry fish

are extremely firm and stocks unprecedentedly low. Year by year more cut fish and skin nape fish for Boston market are consumed and this materially affects quantity of marketable dry fish.

Few lots of spring mackerel held back until removal of American duty have come forward and been marketed at about \$1.00 in advance upon price realized before duty was removed. Fishermen of Nova Scotia reaped benefit of that portion of \$2.00 per barrel duty which hitherto was charged by American customs. Run of fresh mackerel is now being taken along coast, but most is marketed fresh and will not affect salt mackerel market.

Large salt cod are selling at \$6.75 to \$7.00.

WINNIPEG.

FISH.—Quotations in this line are unchanged

Codfish	0 10
Halibut	0 12
Pickered	0 08
Salmon	0 14
Trout	0 12½
Whitefish	0 08½
Oysters—	
Imperial gallon	2 25
Large tins, 4 1-6 gals.	10 80
Cured—	
Kipper herring, box	1 75
Holland herrings, keg	0 65
Salt mackerel, kits	2 75
Poultry (live)—	
Chickens, per lb.	0 14
Turkeys	0 14
Geese	0 10
Ducks	0 30

THREE CLASSES OF SALMON.

A salmon-packing firm in Vancouver, B.C., in a circular sent out, gives some informative facts for the trade.

"Canned Salmon put up in British Columbia, it says, consists mainly of three classes of fish:

1st "Sockeye" Salmon—flesh of Rich Red Color.

2nd "Cohoe" Salmon—Paler colored Fish.

3rd "Pink" Salmon—A small delicate fish with light colored flesh.

"The first thing we impress on the reader is that these are not three grades of quality of the same fish, but three different kinds of fish, which run at different seasons, and each may be fine or poor of its own kind.

"There are some other classes of salmon packed, but the three named represent the great bulk of the pack."



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.

What Percentage?

The subject of efficiency has been debated from all manner of angles, but in the end we have to admit human limitations and physical impossibilities.

There are none of us that are one hundred per cent. efficient. That would be perfection. If we have four different lines of commerce commanding our attention, and allowing that our attention is evenly divided among those four lines, the best we can hope for is twenty-five per cent. of our own efficiency.

If a House is handling oysters as a side line, they cannot be interested to the same extent as they are in their main line. There, accordingly is not an equal division of efficiency in the various lines, as their main object of commerce will necessarily command the greater part of their attention.

Allowing then that these people are expert in every particular line, which is also out of reason, they cannot be as efficient in each line as Houses treating solely with that particular item.

We are an Exclusive Oyster House and the only one in Canada. Our entire time and attention is devoted to the oyster business, which necessarily includes requisites for the handling of oysters, and we are the only people in Canada who have a Display case that will lend character to your store.

We want your business and have a proposition that merits it. We say in all sincerity that, everything considered, we are without equal in Canada, as a source of supply.

We not only have the efficiency, but we have the advantage in point of quality, which advantage usually accrues to Specialty Houses.

We solicit your enquiry.

CONNECTICUT OYSTER CO.

"Canada's Exclusive Oyster House"

50 JARVIS ST.

TORONTO, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS \$56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal-Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 85
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 00
" 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—5c tin, 40c per doz.; 4 oz. tin, 65c per doz.; 6 oz. tin, 90c per doz.; 8 oz. tin, \$1.20 per doz.; 12 oz. tin, \$1.60 per doz.; 16 oz. tin, \$2.25 per doz.; 3 lb. tin, \$5 per doz.; 5 lb. tin, \$9.50 per doz.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 3¼-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, 2¼-lb.	7 25
No. 17, 5-lb.	14 00

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ¼ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

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

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

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

White Swan Flaked Rice, \$1.

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

DOMINION CANNERS.

Aylmer Jams. Per doz.

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

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 40
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 60	0 95
Black currant	0 60	0 95
Raspberry	0 60	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 60
Perfection, ¼-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz..	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ¼'s 12-lb. boxes, per lb. 0 35

Perfection chocolate, 20c size, 2 doz. in box, doz... 1 80

Perfection chocolate, 10c size, 2 and 4 doz. in box per doz. 0 90

Sweet Chocolate— Per lb.

Queen's Dessert, ¼'s and ½'s, 12-lb. boxes. 0 40

Queen's Dessert, 6's, 12-lb. boxes
 0 40 |

Vanilla, ¼-lb., 6 and 12-lb. boxes
 0 35 |

Diamond, 8's 6 and 12-lb. boxes
 0 29 |

Diamond, 6's and 7's, 6 and 12-lb. boxes
 0 25 |

Diamond, ¼'s, 6 and 12-lb. boxes
 0 26 |

Icings for Cake—

Chocolate, white, pink, lemon orange, maple, almond, coconut, cream, in ¼-lb. packages. 2 doz. in box, per doz... 0 90

Chocolate Confections—per lb.

Maple buds, 5-lb. boxes .. 0 37

Milk medallions, 5-lb. bxs. 0 37

Chocolate wafers, No. 1, 5-lb. boxes
 0 31 |

Chocolate wafers, No. 2, 5-lb. boxes
 0 26 |

Nonpareil wafers, No. 1, 5-lb. boxes
 0 31 |

Nonpareil Wafers, No. 2, 5-lb. boxes
 0 26 |

Chocolate ginger, 5-lb. bxs. 0 31

Milk chocolate wafers, 5-lb. boxes
 0 37 |

Coffee drops, 5-lb. boxes .. 0 37

Lunch bars, 5-lb. boxes .. 0 37

Milk chocolate, 5c bundles, 3 doz. in box, per box. .. 1 38

Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box
 0 85 |

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 37

Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 37

Nut milk chocolate, 5c bars, 24 bars, per box 0 88

Almond nut bars, 4 bars, per box 0 85

EPF'S.

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

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO'S.

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

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

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

Nut milk bars, 2 dozen in box
 0 80 |

" breakfast cocoa, ¼'s and ½'s
 0 36 |

" No. 1 chocolate
 0 30 |

" Navy chocolate, ¼'s... 0 26

" Vanilla sticks, per grs. 1 00

" Diamond chocolate, ¼'s. 0 24

" Plain choice chocolate liquors
 20 30 |

" Sweet chocolate coatings
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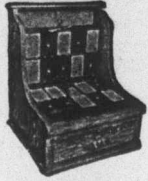
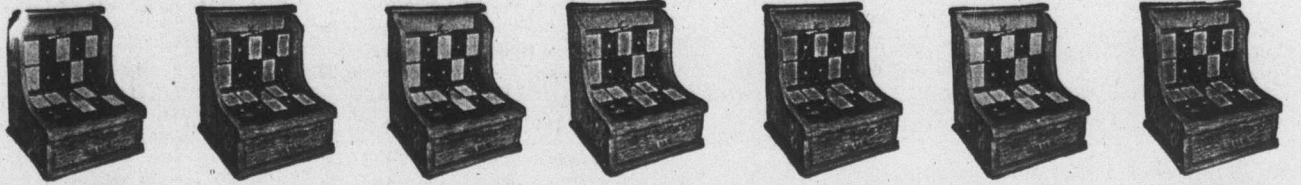
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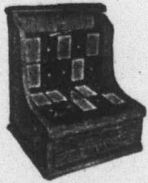


First and Still the Best
The following New and Exclusive
MECHANICAL FEATURES



are on the

McCaskey Register Only;
The Expansion Feature—



Alphabetical, Numerical and Interchangeable Index.

Electric Recorder—Duplex Section



containing Accounts Payable under lock and key.

Kwikfind Non-Slam Leaves



Daily Trade Builder

Indestructible Patented Leaf Hinges



*With Only
One Writing*

**the McCASKEY
SYSTEM**

*The End of
Drudgery*

More Than 100,000 Merchants



Will tell you the McCaskey System is only One Writing

Prevents Disputes and Forgotten Charges

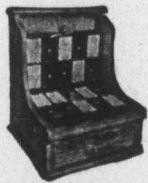
Every Account Totalled and Forwarded with each purchase

Is an Automatic Collector

Limits Credit automatically

Abolishes Bookkeeping—Night and Sunday Work—

Posting and Worry



A POSTAL WILL TELL YOU MORE

The Dominion Register Co.

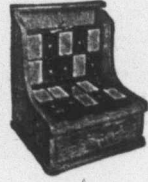
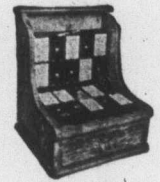
LIMITED

TORONTO

ONTARIO

Trafford Park, Manchester, Eng. Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World.



THE CANADIAN GROCER

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.	6 00
Silver Cow Brand, ea. 4 doz.	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 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	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 dozen	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, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ¼-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30
Presentation (with tumblers) 28c per lb.	

MINTO BIOS.

MRLAGAMA BLEND.

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

FLAVORING EXTRACTS.

SHIRRIFFS

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50

5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
22 oz. (all flavors) doz.	22 00
Discount on application.	

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	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, LIMITEE.

Montreal Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 qts., cs.	5 00
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VICHY LEMONADES.

La Savoureuse Champenoise Cork 50 qts., cs.	8 00
50 pts., cs.	5 00
La Savoureuse "Claret Crown." 100 pts., cs.	9 00
St. Nicholas Champenoise Corks: 50 qts., cs.	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. Olive Oil.	
Cs. 25 11 lb. bars, lb.	0 08½
Cs. 200 3¼ lb. pieces, cs.	4 25
Cs. 12 3 lb. bars, lb.	0 09½
Cs. 50 ¾ lb. pieces, cs.	4 00
Cs. 50 1 lb. sq. pieces, cs.	4 75
Cs. 50 1 lb. long pieces, cs.	4 75
Cs. 200 200 grs. pieces, cs.	7 75
Cs. 100 300 grs. pieces, cs.	6 00
Cs. 200 300 grs. pieces, cs.	12 00

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 08
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Sur Extra Fins, 40 Flacons, cs.	\$10 00
Sur Extra Fins, 100 ½ kilo, cs.	15 50
Extra Fins, 50 1 kilo, cs.	14 50
Extra Fins, 100 ½ kilo, cs.	15 00
Tres Fins, 100 ½ kilo, cs.	13 50
Fins, 100 ½ kilo, cs.	11 50
Mi Fins, 100 ½ kilo, cs.	11 00
Moyens No. 1, 100 ½ kilo, cs.	10 00
Moyens No. 2, 100 ½ kilo, cs.	9 50
Moyens No. 3, 100 ½ kilo, cs.	9 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ¼-pints	4 25
Tins—	
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s. ¼ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

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

INFANTS' FOOD.

Robinson's patent barley, ¼lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, ¼-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 10½
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10½
Tins, 20 lbs.	0 10½
Cases, 3 lbs., 20 to case.	0 11½
Cases, 5 lbs., 12 to case.	0 11½
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

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 45
F. D., ½-lb.	1 45
Per jar	
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

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

Hirondelle Brand 1 lb. pkgs. Loose

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Animals, Stars, Alphabets, Small Paste Assorted, 30 lbs. cases.	7 6½
Egg noodles, case 10 lbs. loose; case 60 pkgs, ½ lb. each.	7½ 7
Marguerite Brand.	
Same assortment as above	6½ 6
Egg noodles in 10 lb. cases, loose, in 60 pkgs., ½ lb. each.	7 6½
Catelli Brand.	
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lbs. (loose)	5½
30 lb. cases, 1 lb. packages	6
Terms, Net 30 days.	

D. SPINELLI CO., Registered.

Globe Brand.

Vermicelli, Macaroni, Spaghetti, Macaroni (short cut), Alphabets 30 lb. case	7 6½
Spinelli Brand.	
Vermicelli, Macaroni, Spaghetti, 5, 10, 30 lb. cases (loose)	5½
30 lb. cases, 1 lb. pkgs.	9
Terms—Net, 30 days.	

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90
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

Assorted case, contains 2 doz.	2 50
Straight.	

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

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 00
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 50
1 gall., doz.	19 20
1-16 gall., gross lot	26 80

Yelling Certainly

Attracts Attention



BUT YOU MUST ACT

AS WELL AS YELL

No spicier methods of attracting attention will be resultful in putting your goods on the Western market unless you are prepared to follow up your efforts with a personal man to man campaign. This means you must keep the territory covered constantly, regularly. Put your products in our hands, Mr. Manufacturer, and let us handle your Western accounts. Our large and efficient staff covers the ground regularly. Our five large warehouses situated at the central Western distributing points are at your service.

Let us know your lines.

Nicholson & Bain

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Winnipeg, Manitoba

Branches: REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE

MINCE MEAT

WE are putting up a line of fine **OLD ENGLISH MINCE MEAT** in quart self-sealing glass jars that can be sold retail at 35c. each, and they contain two and a half pounds net. This is the handiest and neatest way to handle Mince Meat, and it is at the same time, the most profitable.

Our Mince Meat is made of the best new fruits and purest spices, put up under the inspection of the Dominion Government and with the greatest care and cleanliness.

Also Sold in 80-lb. Kegs.
40-lb. Kegs.
20-lb. Kegs.
5-lb. Tins.

F. W. FEARMAN CO., Limited
HAMILTON

UPTON'S

Pure Fruit Jams

Lead the Way in Quality

Others Follow

Compare our quality
with that of any other
brand and be satisfied.

THE T. UPTON CO., Ltd.

Sales Dept. Factory at
St. Catharines, Ont. Hamilton, Ont.

THE CANADIAN GROCER

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ 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.

2 lb. tins, 3 doz. crates, doz. 1 40
 5 lb. tins, 1 and 2 doz., crates, per doz. 3 00

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry....	.06
40 lbs., Boxes Canada white gloss, 1 lb. pkgs.....	.06½
48 lbs., No. 1 white or blue, 4 lb. cartons .....	.07
48 lbs., No. 1 white or blue, 3 lb. cartons .....	.07
100 lbs., kegs, No. 1 white.....	.06½
200 lbs., bbls., No. 1 white.....	.06½
30 lbs., Edwardsburg silver, gloss, 1 lb. chromo pkgs.....	.07½
48 lbs., silver gloss, in 6-lb. tin canisters .....	.08
36 lbs., silver gloss 6-lb. draw lid boxes .....	.08
100 lbs., kegs, silver gloss, large crystals .....	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label ....	.07½
40 lbs. Benson's Enamel (cold water), per case....	3 00
20 lbs. Benson's Enamel (cold water), per case....	1 50
Celluloid—boxes containing 45 cartons, per case.....	3 00
Culinary Starch.	
40 lbs. W. T. Bensea & Co.'s prepared corn ....	.07½
40 lbs. Canada pure corn starch .....	.06
(20-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb. ....	.10

BRANTFORD STARCH. Ontario and Quebec.

Laundry Starches—
 Canada Laundry—
 Boxes about 40 lbs.06
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lbs.06½
 First Quality White Laundry—
 3-lb. canisters, cs. of 48 lbs .07
 Barrels, 200 lbs.06½
 Kegs, 100 lbs.06½
 Lily White Gloss—
 1-lb. fancy cartons, cases 30 lbs.07½
 6-lb. toy trunks, lock and key, 3 in case06
 6-lb. toy drum, with drumsticks, 2 in case..... .07½
 Kegs, extra large crystals, 100 lbs.07
 Canadian Electric Starch—
 Boxes containing 40 fancy pkgs., per case 3 00
 Celluloid Starch—

Boxes containing 45 cartons, per case 3 00

Culinary Starches—

Challenge Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .06
 Brantford Prepared Corn—
 1-lb. pkts., boxes of 40 lbs. .07½
 "Crystal Maize" Corn Starch—
 1-lb. pkts., boxes of 40 lbs. .07½
 (20-lb. boxes ¼c higher than (40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per cs., \$4.80; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, \$1.60; 4-oz. tins, 4 doz. per case, \$3.00; 8-oz. tins, 5 doz., per case, \$6.50; 16-oz. tins, 3 doz. per case, \$6.75; 5-lb. tins, 10 tins a case, \$7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-oz., \$7.20; Ocean corn starch, 48 1-lb., \$3.00.

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 00
 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 ½-lb., containing 120 packages, per box, \$3.00.
 Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, \$3. Case of 5c packages, containing 96 packages, per box, \$3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.
 2-lb. tins, 2 doz. in case... 2 50
 5-lb. tins, 1 doz. in case ... 2 85
 10-lb. tins, ½ doz. in case. 2 75
 20-lb. tins, ¼ doz. in case. 2 70
 Barrels, 700 lbs. 3½
 Half barrels, 350 3½
 Quarter barrels, 175 4
 Pails, 38½ 1 85
 Pails, 25 lbs. each 1 35

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case... 2 85
 5-lb. tins, 1 doz. in case... 3 20
 10-lb. tins, ½ doz. in case. 3 10
 20-lb. tins, ¼ doz. in case. 3 05
 (5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure)
 2 doz. in case, per case.. 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.
 Quebec, per case \$ 1 85
 Ontario, per case 1 00
 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.
 ½-pint bottles 3 and 6 doz. cases, doz. \$ 0 90
 Pint bottles, 3 doz., cases, doz. 1 75

H. P.

H. P. Sauce— Per doz.
 Cases of 3 dozen \$1 00
 H. P. Pickles—
 Cases of 2 doz. pints.... 3 35
 Cases of 3 doz. ½-pints.. 2 25

STOVE POLISH.

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

NUGGET POLISHES. Doz.

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

TOBACCO.

IMPERIAL TOBACCO COM- PANY OF CANADA.

Chewing—Black Watch, 6s... 45
 Black Watch, 12s 45
 Bobs, 5's and 10's 30
 Bully, 6s 44
 Currency, 6½s and 12s 30
 Stag, 5 1-3 to lb..... 30
 Old Fox, 6 lb. boxes 40
 Pay Roll Bars, 7½s 50
 Pay Roll, 7s 50
 War Horse, 6s 42
 Plug Smoking, Shamrock, 6s, plug or bar 45
 Rosebud Plug, 7s 50
 Empire, 6s and 12s..... 44
 Ivy, 7s 50
 Starlight, 7s 50
 Cut Smoking — Great West
 Peaches, 8s 50
 Regal Cube Cut, 9s 70

TEAS.

THE "SALADA" TEA CO. East of Winn'peg.

Wholesale R't'l
 Brown Label, 1s and ½s .25 .30
 Green Label, 1s and ½s .27 .35
 Blue Label, 1s, ½s, ¼s, and ⅛s30 .40
 Red Label, 1s and ½s .. .36 .50
 Gold Label, ½s44 .60
 Red-Gold Label, ½s55 .80

LUDELLA.

In 30, 60 and 80 lb. cases.
 Black, Green or Mixed.

Blue Label 1s	0 20
Blue Label ½s	0 21
Orange Label 1s	0 23
Orange Label ½s	0 24
Brown Label 1s and ½s...	0 28
Brown Label ½s	0 30
Green Label 1s and ½s...	0 35
Red Label ½s	0 40

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 ½	.25 .30
Red Label, 1-lb. or ½...	.27 .35
Green Label, 1s, ½ or ¼	.30 .40
Blue Label, 1s, ½ or ¼	.35 .50
Yellow Label, 1s, ½ or ¼	.40 .60
Purple Label, ¼ only...	.55 .80
Gold Label, ¼ only ....	.70 1.00

JAMS AND JELLIES.

T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case \$1.00 per doz.; No. 2 tins, 2 dozen 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.

Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors, 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, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7½c 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, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN FLICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen \$0 00

List Price.

"Shirriff's" (all flavors), per doz. 0 00
 Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages 1 25

New Table Raisins

Now in stock—In full boxes and 1/4's, also in 1-lb. packages.

1st car California Navel Oranges due Monday.

Almonds, Walnuts, Filberts, Pecans, Brazil Nuts.

2,000 bbls. Choicest Almeria Grapes.

Large assortment of Fresh, Seasonable Goods.

White & Co., Limited

Fruit and Fish
TORONTO

Buy Now

Fancy Almeria Grapes are going to be hard to get very soon. You should buy whenever you get a chance at good fruit. We have just stocked our winter supply and they are certainly fine.

Let us pick out a good line for you—or better still, come and pick them out yourself.

We have also just unloaded some EXTRA FANCY FLORIDA GRAPE FRUIT, in all sizes.

THE HOUSE OF QUALITY

HUGH WALKER & SON

Established 1861

Guelph and North Bay

NATION'S SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where not already represented

**E. J. NATION & CO.,
LIMITED**

Bristol,

England

APPLES

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

LEMON BROS.

Owen Sound, Ontario

The
general satisfaction
given by

St. Nicholas
Home Guard
Queen City
Puck
Kicking

makes the Lemon Business the ideal feature of the Retailer's Fruit Department.

J. J. McCABE

Agent

Toronto, Ont.

The Finest Scotch Jams

JELLIES AND MARMALADES



Cairns' Jams and Preserves have a wide-spread fame for their exceedingly high quality. They are the outcome of a desire to produce jams, etc., with the true, delicious flavor of the fresh picked fruits. Grocers everywhere stock Cairns' Jams, Jellies, Marmalades for their best trade—the trade that appreciates quality.

Cairns have for years supplied the Royal Table.

Alexander Cairns & Sons

PAISLEY, SCOTLAND

CANADIAN AGENTS:

SNOWDON & EBBITT, Montreal, Que.
NELSON, SHAKESPEARE, WATKINS, LTD., Vancouver, B.C.

The Magic Touch

of Paterson's Worcestershire Sauce



turns the meat portion of the dinner into a real delight. Whether fish, fowl or steak, it is greatly improved by this famous "Old Country" relish. Paterson's is made from the first ingredients procurable. Your best trade will appreciate it.

Stock up now for your Christmas Trade.

Rowat & Co,
Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tiltan, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



Rose
Quesnel
Smoking
Tobacco

THESE are two lines of tobacco that you should handle. They produce a good profit, are made of a fine blend of tobacco, are fragrant and non-irritating.

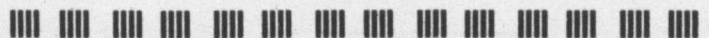
King
George
Navy Plug
Chewing
Tobacco

Rose Quesnel Smoking tobacco is deliciously cool and sweet. It gives a pleasant smoke. King George Navy Plug appeals to the man who chews either in moderation or extensively. It is sweet, and does not irritate the throat.

Let us send you a trial order.

Rock City Tobacco Co.

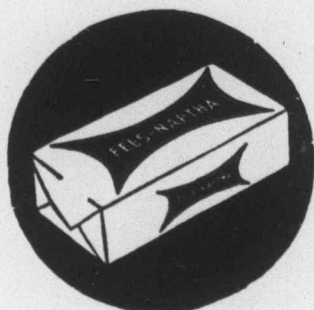
LIMITED
QUEBEC



The Interest

women take in Fels-Naptha soap is as remarkable as its growing popularity, And yet both are easily explained by one word: Merit.

The efficiency of Fels-Naptha is in the doing all and more than its makers claim.



"25 to 1."

The grocer who recommends Jell-O to his customers is not taking chances. It is absolutely certain that every woman who buys Jell-O will be pleased.

It is sold in every good grocery store in America and is used in more homes than any half dozen other preparations—if there are so many.

Some grocers say

JELL-O

sells 25 to 1 over anything else, because its seven fine flavors are irresistible, and *anybody* can prepare it for the table. Its quality is so high that it is good enough for "gilt-edge custom" and its cost is so low that very economical customers buy it regularly.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

BUY
"Redona" and "Matador"
SHELLED

ALMONDS

The most popular amongst the Grocery and Confectionery Trades

COSMELLI & COMPANY

Packers and Shippers of the well-known Red "C" and Red "B" Fruit Pulp.
Monument Buildings, London, England



THE MCGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG
FROM ¼ TO 10 LBS.

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

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

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



EVERY POUND OF
ANCHOR BRAND FLOUR

has character in every ounce

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

The most searching analysis and tests make uniformity certain.

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

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

Standard Prices—Worth More.

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

Leitch Brothers' Flour Mills, Ltd.

Oak Lake,, Manitoba



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



**Superlative
Quality
Consistently
Maintained**

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

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

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

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

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



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By Special Royal Permission.

These zesty Norwegian Sardines hit the popular taste wherever they are introduced. Being widely advertised the dealer has little trouble in making the initial sale, and the first sale makes for more sales. The people enjoy the deliciousness.

Ask your wholesaler.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, - CANADA

THE CANADIAN GROCER



TWO TELFER DAINTIES

If you have a demand for a class of wafer that is different from the rest you will find either of these two lines just what you want.

Introduce them to your most particular trade and you will never need to push them. Your customers will do that and do it well.

Don't forget that a pleased customer is your best advertisement. Send for price list.

TELFER BROS., Limited
COLLINGWOOD, ONT.

Branches:

TORONTO :: HAMILTON :: BRANTFORD
WINNIPEG :: FT. WILLIAM :: EDMONTON



Not in name only is Brand's an A.1. Sauce



It is brim full of piquant flavor and quality, and adds zest to any kind of meat, fish or fowl.

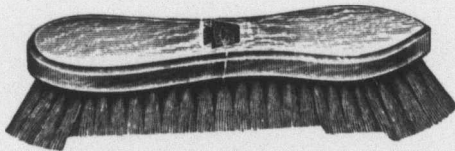
By handling and recommending Brand A. L. Sauce you are doing yourself a good turn, for it is a profitable line to handle from an actual dollars-and-cents standpoint, as well as from the viewpoint of the satisfied customer—the "come-back" customer.

Send for trial order and sample it yourself.

Brand & Co., Limited.

Purveyors to H.M. the Late King Edward VII.
MAYFAIR - LONDON, ENG.

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



The above cut shows an article of daily use in every household in Canada. We specialize on

Scrubbing Brushes

and have the cost of this class of goods reduced to a minimum. The Dealer gets the advantage of this when he buys our Brushes. We have a large range in every class of material which show good margins of profit in lines to retail from 10 cents to 25 cents. Remember it's the **KEYSTONE BRAND**.

Stevens-Hepner Company
Limited
Port Elgin, Ontario.

Cow Brand Soda reliable, pure, uniform

Because of its well-known reliable quality, its absolute purity and its strength, Cow Brand Soda is the prime favorite of the housewives everywhere. It meets with steady sale and brings you a good profit.

Get it from your jobber.

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL



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.

**HENRI DE LEEUW
MERCHANDISE BROKER**

28 Front Street East, TORONTO

Offers for ROYAL RICE MILLS, HOLLAND, Now Crop Java, Siam, Bassein, Japan, Carolina (im.) at lower prices than competitors. Standard lines only.

**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

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

Save Your Time !!

Time is the business man's most important asset, and to get the most out of a given amount of time his problem.

The many demands made upon his time makes it difficult for him to keep posted upon momentous questions and national happenings. This raises another problem—

What shall the business man read ?

Of magazines there are no end,—fiction magazines, technical magazines, professional magazines, each elbowing its way to the reader's notice. Very entertaining or instructive or educative the respective classes may be, but the magazine that combines all of these qualities, that fills the requirements of a broad, high-class, periodical for the business man's library, is unique. Canada has such a publication in MacLean's Magazine.

It differs entirely from any other Magazine. Technically it should not be called a Magazine. It is a high-grade national monthly newspaper. It aims to publish the latest information from the pens of the best available writers of the Political, Social and Business development in Canada and throughout the world. It is just what is needed to fit with the business man's hobbies and keep bright the culture of his information.

The fiction also from the strongest Canadian writers is so select that the busy man can afford the time he thus spends fascinated by the lure of romance and adventure. Lastly, such a budget of literature meets the demand of the business man's home in that it is an educative, sterling, broad-minded oracle for the family circle.

Secure a copy from your nearest newsdealer. You'll enjoy its pages from cover to cover. Take a copy home to-day—The price is twenty cents.

The MacLean Publishing Co.

Limited

143 University Avenue,

TORONTO, Canada

Pacific Coast Halibut and Salmon

FRESH AND FROZEN

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

**The Canadian Fishing
Company, Limited**

VANCOUVER, BRITISH COLUMBIA

Write for prices and information.

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

Quality and Service Unsurpassed

Quality Counts

DO YOU KNOW THAT
OUR

BROOMS

ARE MADE TO BRING
REPEAT ORDERS, AND
THEY DO.

TRY THEM!

Walter Woods & Co.
Hamilton and Winnipeg



Goods With An Appearance —Goods With A Reputation —Goods With A Profit

CONNOR'S High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

- ¼ Oil Sardines,
 - ¾ Mustard Sardines,
 - Kippered Herring,
 - Herring in Tomato Sauce,
 - Finnan Haddies
- (oval and round tins)
- Clams,
 - Scallops.



CONNORS BROS., LIMITED BLACK'S HARBOR, N.B.

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

Buyers' Guide

O. E. Robinson & Co.

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

COMTE'S

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

COCO-BUTTER

Here's a line that sells. Reduces cost of "cooking butter." A splendid substitute. More profitable for you also.
100% Vegetable Fat. Never Goes Bad.
NO CHANCE OF LOSS.
Colonial Coco Butters, Ltd., Montreal

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER
WESTERN CANADA
TORONTO

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

FRUIT PULPS

of all kinds
Bitter oranges for marmalade.
Sole agents for the finest
Sicilian peels in Brine.

F. KESSELL & CO.
7-8 The Approach London Bridge
London, England

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

Write us for New Price List of

WINDSOR SALT

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

WRITE TO

10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

**Irish Grocer, Drug, Provision
and General Trades' Journal**

If you are interested in Irish trade.

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

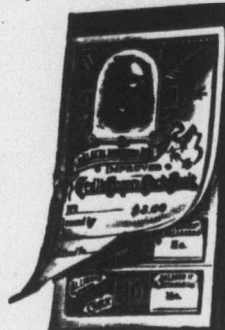
Did you ever count up your EDLESS losses?

Every business has to meet certain losses that no ordinary forethought could avoid. But how much did YOU lose during the past year THROUGH BAD ACCOUNTS? You probably lost a good deal of money AND SEVERAL customers. What are you going to do about it?

ALLISON'S COUPON BOOKS

will insure you against MOST of the loss if you use them properly, and save you the customers that are worth saving besides. Allison Coupon Books will cost you perhaps 1 per cent. of what they save you.

How They Work



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

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

GRATTAN & CO., LIMITED
ESTD. 1825

The Original Makers of
BELFAST GINGER ALE

Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

HOLLAND RUSK

The most delicious, nourishing food you can offer your customers, and it means a liberal profit to you. Order a case from jobber to-day.

HOLLAND RUSK COMPANY
HOLLAND, MICH.



BUY STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

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

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM



Canada's National Metal
Polish

Made in Canada—Sold Across Canada

Bon Ton CREAM

—Polishes in half the time.

—No Shaking—No Sediment.

Already proved by large users, provided now for all users. Prices are lower because the duty on imported polishes is saved.

Have the best goods. It pays all Wholesale Grocers

THE CANADIAN GROCER

CLASSIFIED ADVERTISING

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

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

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

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

WANTED

AGENT WANTED IN EVERY TOWN IN Canada. Make money spare time and evenings. Write now. Lock Box 120, Davenport, Iowa.

FOR SALE

FOR SALE—FIRST-CLASS GROCERY IN the City of Kingston. Rent moderate. Good business. Good location. Full particulars on application. Box 36, Canadian Grocer, 143 University Avenue, Toronto, Ontario.

FOR SALE — FIRST-CLASS GROCERY, good location, good business, five-year lease. Particulars furnished on application. Address Box 384, Napanee.

GROCERY BUSINESS — NELSON, B.C. — turnover \$30,000. Stock and fixtures \$3,800. Pays owner \$3,000 yearly. Good conditions. Unexcelled climate. Opportunity for rustler. Cash only. Write Box 26, Nelson, B.C.

MEAT AND GROCERY BUSINESS FOR sale—established 14 years. Situated in Sydney, Cape Breton, on corner Victoria and Laurier streets, in rapidly growing location. Modern equipment. 2 delivery outfits, two computing scales, safe, two cash registers, sausage motor and mixer, McCaskey register. Cause for selling, ill-health. Communicate to J. H. Quick.

FOR SALE—ONE TAYLOR'S SAFE, FIVE months in use; size of outside measurements 34 x 28 x 45. Thirty-six feet of quarter-cut oak grocery fixtures, also thirty-six feet of counters, made by the Arnet Furniture Co., Souris; in good order. One showcase; thirty-two feet of quarter-cut oak grocery fixtures; one sixteen foot counter, practically new; one Gipe carrier system, four stations, complete; will sell cheap. Two electric coffee mills, guaranteed to be in good running order. One set of Toledo scale, with or without electric attachment; 2 set of Dayton scale. Will sell any of the above on very easy terms, with no interest. Apply Box 223, Moose Jaw.

MISCELLANEOUS

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

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

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

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

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

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

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

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

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

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

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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

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

BUSINESS-GETTING TYPEWRITEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letterforms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

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

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

UP-TO-NOW GROCERS

Sell UP - TO - THE - MINUTE Delicacies.

MAPLEINE

is one of the good ones. How's your stock? Order of Your Jobber or Frederick E. Robson & Co., 25 Front St. E., Toronto, Ontario. Mason & Hickey, 287 Stanley St., Winnipeg, Man.

The Crescent Mfg. Co. SEATTLE. - WASH.



CIGAR EXCELLENCE BEN BEY

10 Cents Worth of Delight

Your customers will appreciate your stocking this leader. Not only look good in the case but smoke good. Give them the best.

Write us or ask your jobber.

Ed. Youngheart & Co., Limited MONTREAL

Pascall's ENGLISH

Confectionery and Chocolates

Quality: The Purest and Best

Variety: The Largest

Prices: Right

AGENTS—

Toronto: Charles H. Cole
122 Wellington St. West.
Winnipeg: Ruttan & Chipman, Fort Garry Court.
Vancouver: C. & J. Jones.
New Brunswick: J. E. Angevine and Mc-Lauchlin, St. John, N.B.

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

Chances of collection decrease every day you delay.

We are account collectors and will get after those old outstanding accounts of yours if you will give us a chance. It does not pay to let old accounts linger, for the longer you wait the harder they are to collect. Write us to-day for blank forms. We make no charge if we do not get the money.

The Nagle Mercantile Agency
Westmount, Montreal, Que.



A LOT LESS RUBBING NO MORE MONEY

—from the housewife's view-point

The good housewife appreciates fully the services given her by this pair of wash-day requisites. They eliminate to a very great degree, the hard rubbing of wash day and thereby save the clothes, as well as much hard labor.

It is evident that these soaps are reaching the heart of the people from the monthly increase in sales that our books show. In selling them you give the housewife the maximum of real value, and make a full 26½ per cent. on your investment.

Sold through the wholesale trade.

ADS AND SALES

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

By Herbert N. Casson.

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

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

Cloth-bound, Limited Edition, 167 pages.

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

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to Retail Advertising Complete
\$1.00 POSTPAID

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

THIRTEEN CHAPTERS

Here is a sample:

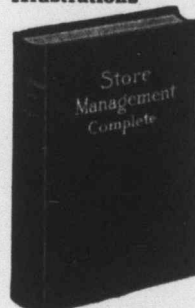
CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW

JUST PUBLISHED

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

Technical Book Dept., MacLean Publishing Co.
TORONTO



272 Pages
Bound in Cloth

D. & J. McCallum Perfection Scotch Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection

WM. E. McINTYRE, LIMITED

General Agent

23 WATER STREET

ST. JOHN, N.B.



Repeat - order Soups

Edwards' Soups are repeat - order soups. They are soups that please the grocer because they sell so quickly, soups that please the customer because they are so good. Edwards' Soups mean a brisk turnover because they are widely advertised and because your customers use them in the kitchen practically every day.

EDWARDS' DESICCATED SOUPS

The soups with the dollars in them?

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.

Write for full particulars of trade terms to

MONTREAL—Wm. H. Dunn, 396 St. Paul Street. (For Quebec & Maritime Provinces)
 TORONTO—W. G. Patrick & Co., Limited, 77 York Street. (For Ontario and British Columbia).
 WINNIPEG—W. H. Escoffier Co., Limited, 181 Bannatyne Avenue (For Prairie Province).

HIRONDELLE (Swallow Brand)

The brand of Canadian Macaroni, Vermicelli, Spaghetti, etc., that is unsurpassed by any imported.

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

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

C. H. Catelli Company, Limited
MONTREAL, CANADA

Mr. C. C. Mann, 517 Board of Trade Bldg
 Toronto, Can., Agent for Province of Ontario

YACHT CLUB SALAD DRESSING

RECOGNIZED AS BEST IN ENGLAND

Read what

T. Seymour Mead & Co., Ltd
 Fancy Grocers
 Manchester - - - - - England
Say About It

"We have much pleasure in stating that during the succession of years we have imported Yacht Club Salad Dressing, it has given our numerous customers the greatest possible satisfaction. We do not remember a single complaint, and we ourselves believe the article to be the best on the English market."

Distributors For
 Ontario & Eastern Provinces
W. G. PATRICK & CO., LIMITED
 Toronto - - - - - Montreal

WRITE FOR PRICES



Tildesley & Co., MANUFACTURERS Chicago Ill.

The Laundry Finish without the laundry injury to the clothes



How often you will hear a housewife remark, "I wish I could get my linen to shine like the Chinamen do." She can, if you sell her the Chinese Starch. It gives as good a gloss without the least chance of injury to the fabric. It is the only Starch made with two oils—one perfumes the linen, the other makes the iron slip.

16 oz. to the pound, not 12.
 Order your supply to-day.

OCEAN MILLS, MONTREAL

O. Lefebvre, Prop.

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COUNTER CABINET STYLE—CLOSED.

The "BARR" IS THE BEST BAR NONE

Not a mere coincidence of words, but facts which we would gladly prove.

The "Barr" Account Register

Is built in two styles from 100 accounts and up—requires less space.

Account registers, like motor cars, are susceptible to improvement; the "Barr" is absolutely the latest on the market, hence the most improved—quickest to operate—the most convenient.

Saves overtime bookkeeping—Provides a complete statement to every customer every time—Stops mistakes and losses from bad accounts—Increases collections and profits.

WRITE TO-DAY WITHOUT OBLIGATION FOR
MORE INFORMATION TO

BARR REGISTERS, LIMITED

TRENTON, ONTARIO

SPECIAL NOTICE.

The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.

Signed: BARR REGISTERS, LIMITED.

SALES

COME TO THE



DEALER

BECAUSE CONSUMERS
KNOW THAT

Anything That's



Is Safe To Buy.

H. J. HEINZ COMPANY
PITTSBURGH

RICE'S SALT

Salt, the commonest commodity in use in every kitchen in the country, should be of a quality superior even to anything else. This is so of Rice's. It is the finest in the land, and is made in Canada.

We ship promptly. Get our Prices

THE NORTH AMERICAN CHEMICAL COMPANY, LIMITED
Clinton and Goderich, Ont.

John Duncan & Co.
Montreal

TEAS

of all grades from every tea producing country in the world.

Ask us for Samples.

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IN STOCK AND TO ARRIVE

Dried Fruits, Crop 1913

Thousands of assorted packages as following:—

CLEANED CURRANTS

36 1-lb. packages to case. Loose 25 and 50-lb. boxes.

VALENCIA RAISINS

4 crs layers 28 lbs. F.O.S. 28-lb. boxes.
Finest selected, 7, 14, 28-lb. boxes.

CLEANED SULTANA RAISINS

36 1-lb. packages to case. Loose 25 and 28-lb. boxes.

MALAGA TABLE RAISINS.

"Empress" Clusters, "Princess," "Duchess,"
"Countess."
In 1-lb. bundle. In 5½ and 22-lb. boxes.

CALIFORNIA MUSCATEL RAISINS.

2, 3, 4 crowns in 50-lb. boxes.

CALIFORNIA AND OREGON PRUNES.

From 30/40 to 90/100 in 25-lb. boxes.

GOLDEN HALLOWEE DATES.

30 1-lb. packages to case. Loose 60-lb. boxes.

FIGS "CAMEL" BRAND

Layer 4, 6, 7 crowns in 10-lb. boxes.
Umbrella, 8 crowns in 10-lb. boxes.
Glove Box in 16-oz. boxes.
Natural in 60-lb. bags.

EVAPORATED FRUITS

Apples, 1912 and 1913 crop, in 25 and 50-lb. boxes.
Pears, "Castle" Brand, 1912 crop in 25-lb. boxes.
Peaches and Apricots, 1913 crop.
"Commander" brand. in 25-lb. boxes.

PEELS.

SHELLED NUTS

Lemon, Orange, Citron, Walnuts in 55-lb. boxes.
in 7-lb. boxes. Almonds in 28-lb. boxes.
"Dinbola" Brand Cut, 240 ½-lb. pkg. to case.

Nuts, Terragone, Brazil, Filberts, Grenoble Marbat
and Maillette, Pecans, large.
Peanuts, "Coon," "G," "Bon-Ton," green and
roasted.

Write, Phone, Wire at once.

Laporte, Martin, Limited
568 St. Paul St., - Montreal
Telephone Main 3766

Circularizing the Dealer

¶ "I had not made a personal investigation of the retail situation for a year or two," said an agency solicitor and service man, "and I thought I would go out and get a line on it as a help to preparing a trade circular.

¶ "And what do you think I found? Why, some of the retailers I saw were getting fifty and sixty circulars a day! The worst was in the grocery line, but the drug line was almost as bad. Read them? What a chance! Nine-tenths of them went to the floor and were swept up unopened.

¶ "I have had some experience as to the waste of dealer literature before, but the condition to-day surpasses anything I have ever seen. It has grown much worse in a single year. There is no doubt about it, the dealers are being frightfully over-circularized."

¶ If that is so, and of course it is, what becomes of the specious claim of "exclusive attention" made for the trade circular or prospectus? What sort of impression does the retailer get of national advertising when he sees, daily, this enormous waste of advertising effort, and compares the inflated claims of many advertisers with respect to consumer advertising with their failure to get a hearing from him, the very first milestone on the way.

¶ Multiply this waste of trade circulars by their cost, both in postage and printing, and then draw a direct comparison with the same message when put through the columns of the trade press, the standardized medium for reaching the dealer. Of course, the efficiency of the trade papers in different industries varies; but as a rule there is at least one first-class medium in each field.

¶ There are several good reasons, aside from cost, why the trade circular should not be thoughtlessly used, and why advertisements to the trade should be made preferentially in the trade press. One of these reasons is that the trade press represents an **organized attention** and medium of publicity, comparable to a clearing-house or public market. At a certain stage in the development of an industry or business, it comes almost automatically into existence to economize the effort and cost of doing business previously being done in an unorganized way. So far from having its publicity-power weakened by the increase in its advertising pages by the apparent increase in competition between advertisers, the very reverse is true. Because with the growth of size goes the growth of income or means of improvement, and with improvement prestige and power. From either the retailer's or the advertiser's point of view, this condition is ideal in that it fixes the time, the place, and, as far as possible, the character of the advertising appeal. It makes an appointment with a high percentage of the paper's readers, and if it has a real message to deliver, keeps it.

¶ Dollar for dollar, effort for effort, idea for idea, the opportunities for cashing in are much greater in the trade press than in the trade circular. Some advertisers talk of putting more ideas and more power into their trade circulars to lift them out of the ruck and give them a better chance at the retailer's attention. Why not put the same time and effort into the trade-paper copy?

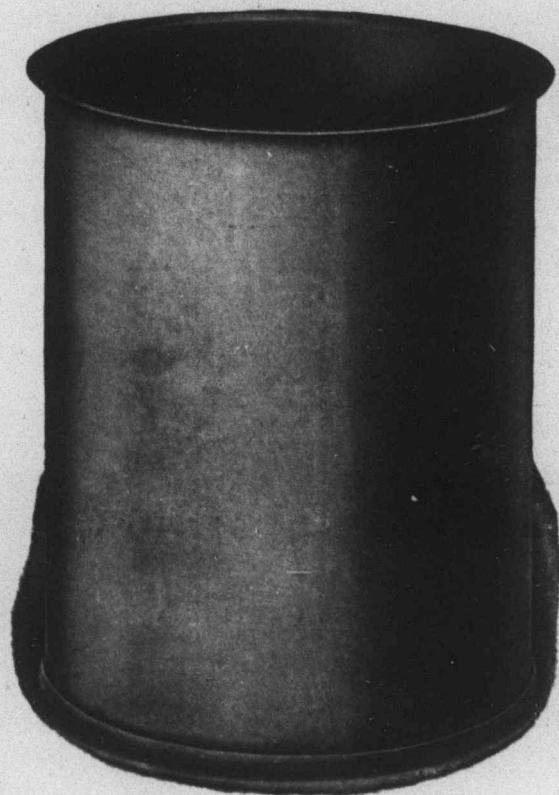
—Editorial, Printers' Ink, November 6, 1913.

Shirriff's Mincemeat

You Can Sell it at an Attractive
Price and Make a Good Profit

Many of your customers will want this celebrated mincemeat. Many others would want it if they knew how good it is. Just tell them about it and let them try it. It's made from the finest ingredients—carefully selected fruit and high-grade spices. Put up in 6, 12, 28 and 65-lb. pails. Send us your order now. The season for mincemeat is right at hand.

Imperial Extract Co., Toronto



Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears,
Plums, Apples.

Enamel Lined Cans for Straw-
berries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

We Operate the Most Modern Independent Chewing Gum Plant in Canada

*"Our Profits are Based on What our Automatic
Wrapping Machines Earn"*

1,000 Five Cent Packages

Each Package Containing Five Individually Wrapped Sticks

For Ten Dollars

Terms Strictly Net Cash: Payable at par in
LONDON, MONTREAL, OTTAWA, TORONTO, WINNIPEG,
VANCOUVER

Quality Guaranteed, Samples Free on Request



Made in Canada by Canadians. Not an American Concern Operating in Canada

We Also Offer

1000 Five Cent Packages, Dental Gum \$10.00

1000 Five Cent Packages, Chicle-Bits \$10.00

A Candy-Coated
Peppermint Gum

1000 Five Cent Packages, Fruit Gum (Foil Wrapped) \$10.00

Factory Working Day and Night. Repeat Orders Coming in Galore.

WHOLESALE HOUSES WRITE FOR DISCOUNTS

Maple Leaf Gum and Candy Company

London, Canada