

THIS IS THE 1,305th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVI.

PUBLICATION OFFICE: TORONTO, DECEMBER 13, 1912

No. 50

GIVE YOUR CLERKS THIS PRACTICAL CHRISTMAS GIFT

- ¶ Every grocer realizes that the success of his business depends largely upon the ability and enthusiasm of his store salesmen.
- ¶ Every step he takes in the direction of increasing the efficiency and loyalty of his staff, is a step towards larger sales and increased profits.
- ¶ The habit of remembering the sales staff at Christmas time, is a good one, and tends to develop a feeling of loyalty to the store. If the remembrance comes in the shape of a year's subscription to the Canadian Grocer, the dealer stands to benefit in cold cash, from the increased efficiency which will result from its weekly visits.
- ¶ Give each of your chief salesmen a year's subscription to Canada's Only Weekly Grocery Paper. They will be reminded of your thoughtfulness 52 times during the year—and they will give you better service because of what they learn from its pages.
- ¶ Write us now, giving the names of clerks whom you wish to remember in this way. We will advise them that the Canadian Grocer is being sent them, on your instructions, as a Christmas gift from you.

Address: Subscription Department

CANADIAN GROCER

Montreal

Toronto

Winnipeg

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

THE CANADIAN GROCER

TWENTY-SEVEN
GOLD MEDALS



AND FIRST CLASS
DIPLOMAS

BY APPOINTMENT

CHIVERS & SONS, LTD.

PURVEYORS OF

**WHOLE FRUIT JAMS,
JELLIES**

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English
Fruits, Brussels (1910). Turin and London (1911)
International Exhibitions

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., LTD.
57 Water Street,
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig Street West
MONTREAL
(Canada and Newfoundland)

IT PAYS

Griffin & Skelley's Dried Fruits

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

Taylor's Peels Candied or Drained

Taylor's Lemon, Citron and Orange Peels are made from the best imported fruit skins. They represent the height of high quality. They are not hard and dry.

Cox's Gelatine

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

TO SELL

Coco Fruitine Nourishing, Palatable Vegetable Butter

Coco Fruitine improves cooking and baking. Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

CODOU'S Macaroni Vermicelli, Etc.

Finest Taganrog Russian Wheat is used in the manufacture of the Codou products. Genuine French products made by Felix Codou.

ARTHUR P. TIPPET & CO.

Agents

Montreal

Toronto

PURE FOODS

Canuck ROLLED OATS



THE NATION BUILDER

NATURE KNOWS, AND SHOWS THE WAY

Every climate produces the food best suited to its conditions and Canada grows the best oats in the world.

Canuck Rolled Oats are made from the choicest Canadian grain in the cleanest mill that modern science can suggest and by skilled and experienced millers that only the highest wages can procure.

Canuck Rolled Oats make a perfect breakfast food that will conserve human energy and fortify its system. A well nourished body enhances the power of resistance to cold and sickness. There is no food so good with which to start a winter day, as wholesome porridge made with Canuck Rolled Oats.

10c. and 25c. Packages. A Premium in every 25c. Package. ASK YOUR GROCER.

THE CHISHOLM MILLING CO., LTD. TORONTO

Canuck ROLLED OATS



THE NATION BUILDER

Manufactured in Canada from the finest Canadian Oats by well paid Canadian Millers, under scrupulously clean conditions.

Canuck Rolled Oats make a food worthy of the citizens and the future citizens of

Canuck ROLLED OATS



The Nation Builder

There is no secret, nor are there any patents in the Manufacture of Rolled Oats. But in CANUCK ROLLED OATS there is something of much greater importance viz; conscientiousness in the selection of the grain and scrupulousness in its preparation. Canuck Oats are worthy of their name and of our country.

Did you know that oatmeal is a "heating" food. It is. Do you not think that a "heating" food is a good thing for a Canadian's breakfast? And in Canuck Oats you get all the "heat" and body-building value in its best form; rolled so thin that they are quickly cooked, through and readily digested.

10 and 25c. Packages. A PREMIUM IN EVERY 25c. PACKAGE. ASK YOUR GROCER.

The Chisholm Milling Company, Limited, Toronto.

Canuck ROLLED OATS



The Nation Builder

A Premium in every 25c. Package

All Porridge Is Good But Some Is Better

Oatmeal Porridge needs no defence. It is an established institution in all countries that produce red blooded men and women and fit them to fight life's battles. For a Canadian winter's breakfast there is no cereal that can compare with oats.

Canuck Rolled Oats Make Peerless Porridge

They are made from Canadian Western Oats, the best in the world. Only the choicest of these fine oats are purchased and only TEN PER CENT. of this select grain is used to make Canuck Rolled Oats.

Do you realize why Canuck Rolled Oats are worthy of their name? The best Oats from the best Oat fields and only one-tenth of these good enough to be branded with the word "Canuck."

10c. and 25c. Packages. Ask your Grocer.

The Chisholm Milling Co., Limited, Toronto.




Canuck ROLLED OATS

THE NATION BUILDER

Good porridge and plenty of it will keep the little ones healthy. There is no protection against cold and sickness so effective as plenty of wholesome, easily digested food.

Start the day with Canuck Rolled Oats. They are made from the finest Canadian grain so that all the nutty flavor is conserved, and rolled so thin that they cook quickly and digest easily. For a "snack" between meals, Canuck Rolled Oats make toothsome cookies. Instead of Candy, make Macaroons, using Canuck Rolled Oats in place of indigestible cocoanut.

10c. and 25c. Packages. A Premium in every 25c. Package. ASK YOUR GROCER.

The Chisholm Milling Co., Limited, Toronto.

Canuck ROLLED OATS

The Nation Builder

The best preparation for a day of work or play is a body well nourished by good, wholesome porridge, well cooked and steaming hot.

Canuck Rolled Oats make incomparable porridge. The oats are rolled so thin that they cook quickly and digest easily. The oats used are the finest grown anywhere. Canuck Rolled Oats are made under the most perfect conditions by well paid Canadian citizens. The strictest vigilance is exercised to maintain absolute cleanliness in every process.

There is no mystery about the goodness of Canuck Rolled Oats. It is simply the result of the best modern methods, honestly applied.

10c. and 25c. Packages. A Premium In Every 25c. Package. ASK YOUR GROCER.

The Chisholm Milling Company, Limited, Toronto.

A Profitable Line

This series of advertisements is now running in the daily papers of Toronto, Montreal, Northern and Western Ontario. The field will be extended as distribution warrants.

We will stand back of your unqualified recommendation of "Canuck" Rolled Oats. Write us regarding your local conditions.

THE CHISHOLM MILLING CO. LIMITED, TORONTO
 Montreal Office, 109 Youville, Square

WE ARE CONSTANTLY EMPHASIZING

the importance of the retail merchant to sell only goods of the highest quality. Goods that are never "found wanting." In edibles especially **quality** is essential. When the patrons can rely on "Brands backed with quality" that brand becomes a staple in the household, just as the article itself is a staple. The customers will always come back for future supplies, and inferior brands will have no call, they will be dead stock on the dealer's hands.



BORDEN'S Milk Products

have held their pinnacle position for **quality** for over 54 years. The most perfectly sterilized, richest, full cream milk only is used—prepared and packed by the most improved process. The most rigid sanitary regulations are observed from the moment the milk leaves the cow until it is sealed in airtight tins. The result being the purest and highest quality in milk products which have received the highest awards wherever exhibited.

You are the loser if satisfied with a substitute.

Borden Milk Co., Limited

"Leaders of Quality"

Montreal

Branch Office: No. 2 Arcade Building, Vancouver



WAGSTAFFE'S

Fine Old English

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

FINE OLD ENGLISH MINCE MEAT.

62 lb. Tubs, per lb.	8¼c
25 lb. Gold Lined Pails, in crates, per lb.	8½c
12 lb. Gold Lined Pails, in crates, per lb.	9c
2s. Gold Lined Tins, 2 doz. per case, per doz.	\$2.00
5s. Gold Lined Pails, 8 in case, per pail..	.50
7s. Gold Lined Pails, 6 in case, per pail..	.70
16 oz. Glass, 2 doz. in case, per doz.	1.60
28 oz. Vacuum Jar, 1 doz. per case, p. doz.	2.75

FINE OLD ENGLISH PLUM PUDDING.

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

WAGSTAFFE LIMITED

Pure Fruit Preservers

Hamilton

Ontario

WHITE SWAN

YEAST CAKES

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

**ORDER FROM
YOUR WHOLESALER**

**White Swan Spices & Cereals
Limited**

SOLE DISTRIBUTORS - TORONTO



EVERY MONTH
EVERY WEEK
EVERY DAY

KIT COFFEE
IS USED

There is never a day in the year that this delightful, refreshing beverage is not in common use. It is good every day. Easy prepared, never overdone, never underdone, just right.



KIT COFFEE CO. GOVAN, GLASGOW

ALEX TYTLER, Temple Building, London, Ont.
J. A. CROOKS, Bedford, Halifax, N.S.
KIRKLAND & ROSE 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO
(SAMPLES FREE)

**UNITED STATES GOVERNMENT
CHIEF CHEMIST**

—SAYS—

IF MEAT IS TOO EXPENSIVE

EAT BEANS

**BEANS are the BEST SUBSTITUTE
FOR BEEF**

**One should not eat meat anyway
more than once daily, depending, of
course, upon the physical condition
and employment of the Person.**

ASK FOR

SIMCOE BAKED BEANS

THE FAMILY SIZE TIN

PINK'S JAMS

OUR SOLE AIM IN MANUFACTURING JAM
IS QUALITY. THIS IS THE MAIN REASON
OF ITS IMMENSE POPULARITY IN
ENGLAND

"TWO OF THE BEST"

PINK'S MARMALADE IS UNIVERSALLY KNOWN AS
"THE MARMALADE WITH THE ORANGE FLAVOUR."
NO OTHER MARMALADE HAS SUCH A DELIGHTFUL
FLAVOUR

Both these lines are saleable and profitable
and should be stocked by grocers through-
out the Dominion.

Apply for full particulars to our special representatives
Mr. BERNARD PINK, c/o "Canadian Grocer," E. T. Bank
Building, MONTREAL
Messrs. EMERSON, BAMFORD CO., VANCOUVER, B.C.

PINK'S MARMALADE

Place Your Christmas Window in the Contest

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

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

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

The Prizes

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

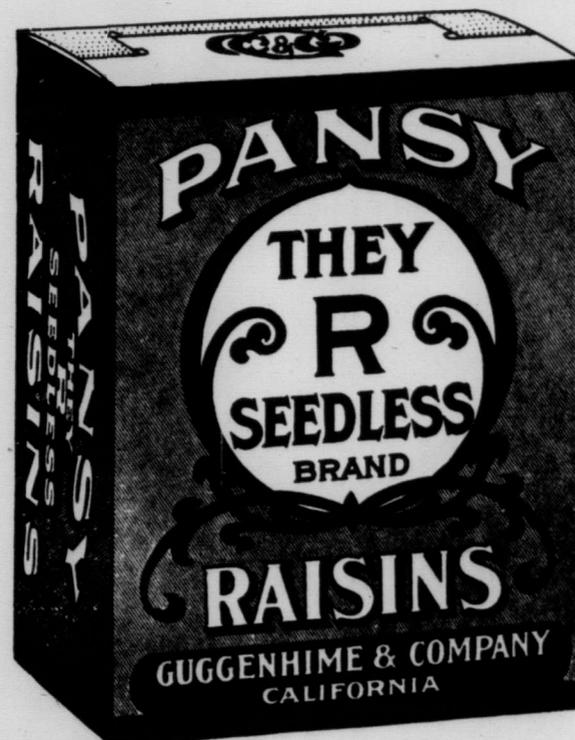
The Christmas Ad.-Writing Contest

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

ADDRESS:

The Editor, THE CANADIAN GROCER
143-149 University Avenue, Toronto

Ask Your Wholesaler
for this package

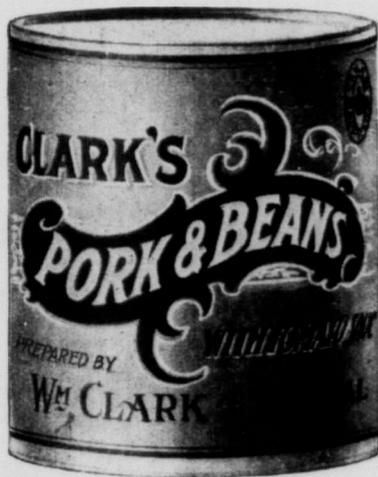


Clark's Pork and Beans

PLAIN

CHILI

TOMATO SAUCE



The two most important attributes of CLARK'S PORK and BEANS are REPUTATION and QUALITY and we unhesitatingly venture the opinion that no more powerful selling factors can be discovered.

Clark's Pork and Beans

are prepared from the very finest grade beans, the purest of sauce ingredients and the QUALITY is UNSURPASSED.

They are WORLD KNOWN and the name is UNRIVALLED wherever the goods are sold.



Clark's Reputation Will Make Your Sales
Clark's Quality Will Increase Them

W. CLARK, - MONTREAL



Think What This Means!

There is no flavor equal to that of nature, and nature's flavor is the only flavor in every jar of

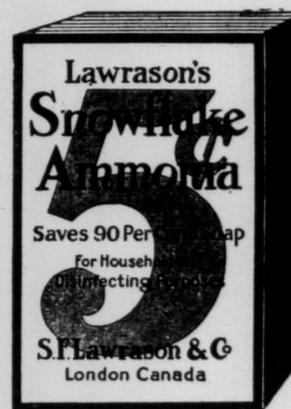
E.D.S. Jams and Jellies

Pure fruit and finest sugar scientifically blended and packed without any addition of preservatives or adulterations whatsoever. Quality goods get and hold the most profitable trade. You can't afford to be without E.D.S. goods on your shelves.

E. D. SMITH

WINONA, ONTARIO

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



Lawrason's Snowflake Ammonia

saves 90 per cent. Soap. The Encyclopædia Americana says that for every 1,000 gals. of Hard Water used there is 70c worth of soap wasted.

Lawrason's Snowflake Ammonia is backed by a guarantee of \$500 that it equals in cleansing power any similar powder on the market. It softens hard water, and is the ideal powder for all household cleansing and disinfecting purposes.

All progressive grocers handle. It sells on merit. No danger of dissatisfaction.

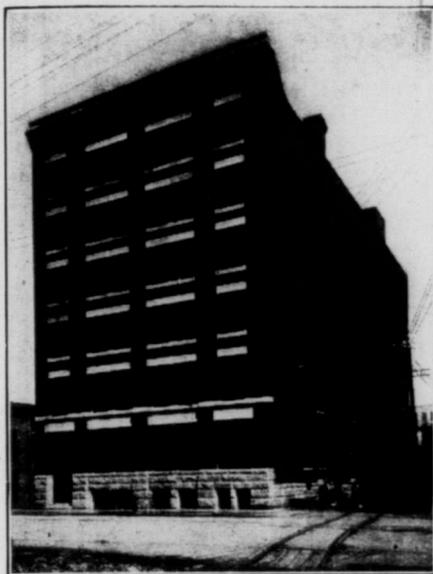
Write at once

S. F. Lawrason & Co.

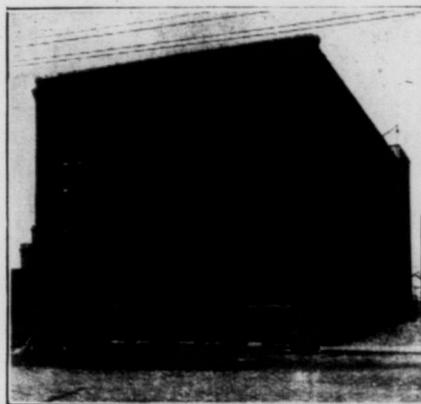
LONDON, ONTARIO

Frank H. Wiley, 757 Henry Ave., Winnipeg, distributor for Manitoba; J. W. Craig, 745 St. Catherine St. W., Montreal, distributor for Quebec.

TEES & PERSSE LIMITED



WINNIPEG WAREHOUSE



SASKATOON WAREHOUSE



CALGARY WAREHOUSE

**Manufacturers, Agents
and Warehousemen**

For twenty-seven years we
have been represented in
Western Canada by

TEES & PERSSE LIMITED

Their warehouses at|

Fort William

Winnipeg

Regina

Moose Jaw

Saskatoon

Calgary

Edmonton

are stocked at all times with
our wares :

**Matches, Woodenware,
Fibreware, Washboards,
Wrapping Paper, Paper Bags,
Printing Paper,
Paper Cutters, etc.**

Their operations extend

"From the Great Lakes to
the Rockies,"

The E. B. Eddy Co., Limited

Hull, Canada

**TEES & PERSSE LIMITED
WINNIPEG**

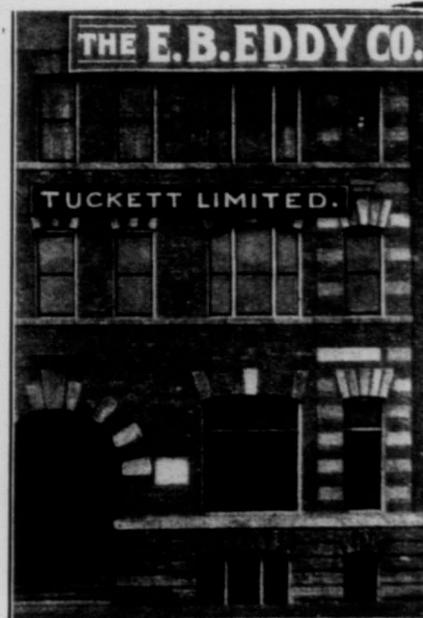
**TEES & PERSSE OF ALBERTA
LIMITED, CALGARY**



REGINA WAREHOUSE



MOOSE JAW WAREHOUSE



EDMONTON WAREHOUSE

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

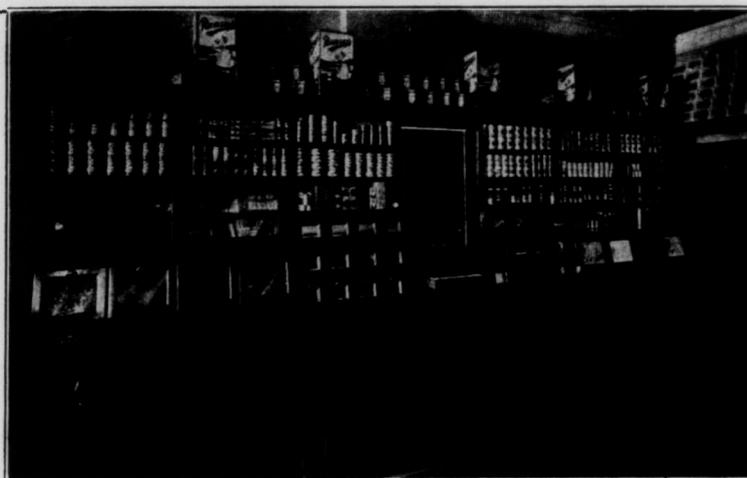
The "Walker Bin" System

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

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.



Walker Bin & Store Fixture Co.,

LIMITED



Berlin,

Ontario

REPRESENTATIVES,

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



TWO CENTS PER WORD

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



Sanitary Cans

"The Can of Quality"

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

Sanitary Can Co., Ltd.,

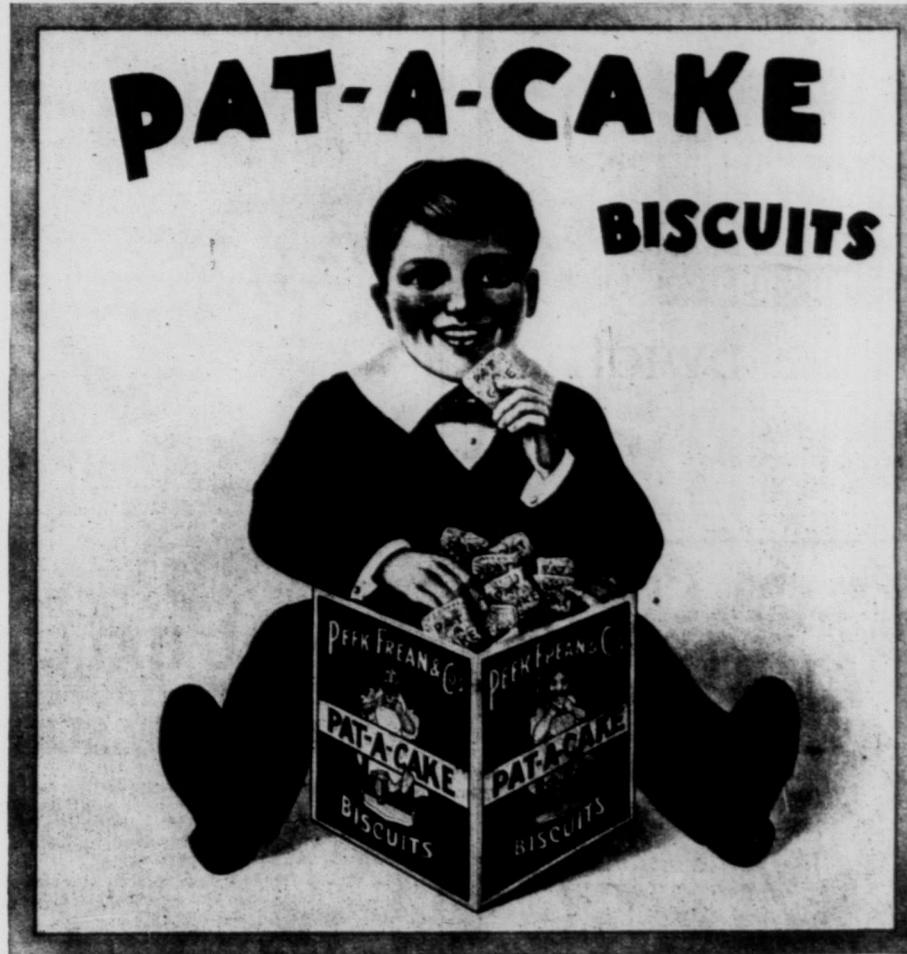
NIAGARA FALLS, ONT.

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

32 Prize Medals

21 Royal Appointments

PEEK, FREAN'S



PRICES AND SAMPLES ON APPLICATION.

ILLUSTRATED ALBUM ON APPLICATION.

OVER 425 MILLIONS SOLD IN ONE YEAR.
EVERY CANADIAN GROCER SHOULD STOCK THEM.

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

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

"COW BRAND" Baking Soda

For satisfaction and profit there is no line of Baking Soda quite so good as COW BRAND.

It's invariably pure, of full strength, and reliable, and is always in demand by the careful cook!

Order from your jobber



CHURCH and DWIGHT

Limited

Manufacturers
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.

Pleasure and Profit

are both derived from the use of a Coles Electric Mill.

They please your customers by the silent, satisfactory way in which they do the work. They relieve your clerks of drudgery and give you increased profits from the sale of coffee.

Don't you think you had better send for a catalogue at once and become better acquainted with our line?

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



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pen.

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.

YEARS OF EXPERIENCE IN COFFEE ROASTING AND BLENDING HAS RESULTED IN

RIDEAU HALL COFFEE

COFFEE SUCCESS

There is no success as lasting as the success obtained by years of experience and expensive experiment.

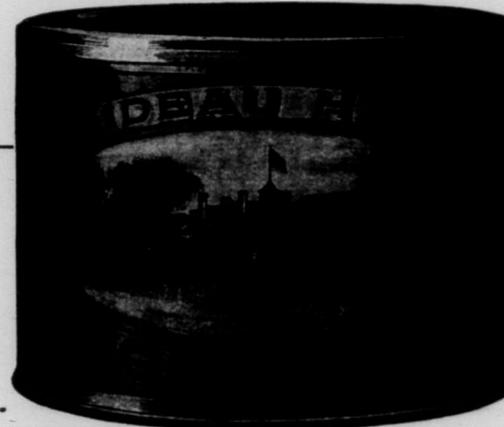
After years of careful and persistent experimenting with various blends of different coffees "Rideau Hall" blend was decided on as the most perfect.

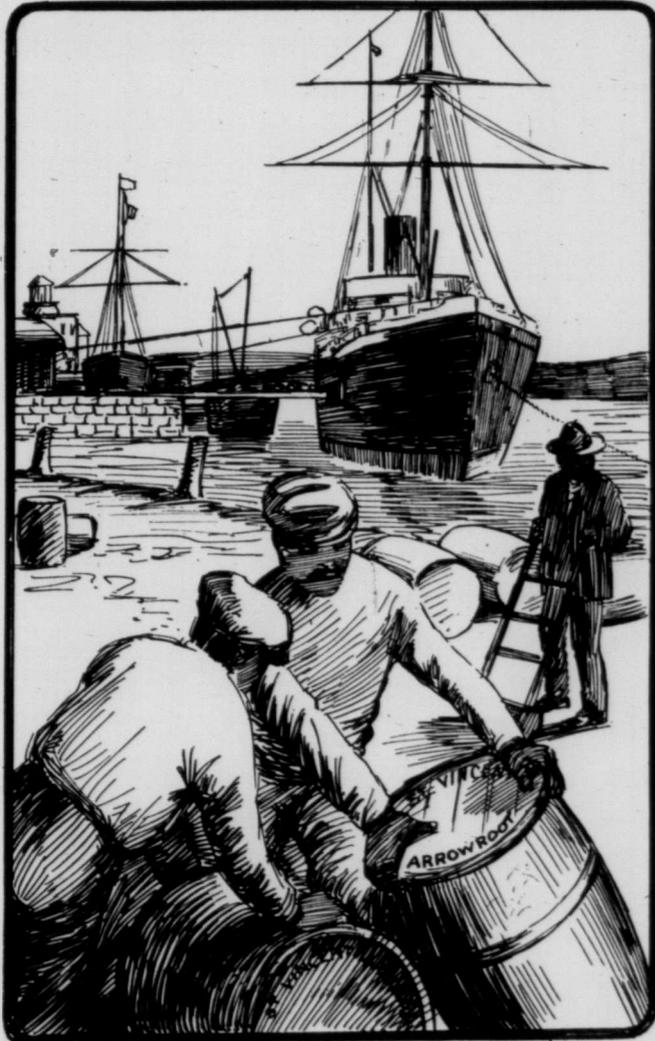
The coffee drinkers have placed the stamp of approval on it—and the merchant who stocks this coffee will fill the popular want. Send for trial order.

GORMAN, ECKERT & CO., Ltd.

LONDON ONTARIO

Western Selling Agents
MASON & HICKEY WINNIPEG





FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because **St. Vincent Arrowroot** is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have **St. Vincent Arrowroot** and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary.

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN

ST. VINCENT,
B.W.I.



Every Extra Sale Means An Extra Profit

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



**Shirriff's
JELLY
POWDERS**

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

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

**Imperial Extract
Company, Toronto**

CASTILE SOAP



"LA VIERGE"

**The Virgin Brand
EXTRA SUPERIOR QUALITY**

The Standard Castile Soap of Marseille

Daily output about 100,000 lbs.

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

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

**It sells
like Lightning**

Yes — CAMP sells just as you'd expect the best Coffee Essence in the world would sell!

The Quality of the Coffee, combined with the convincing advertisements continually appearing in the press and on the hoardings on its behalf, results in 'Camp' being half sold before you get it.

**CAMP
COFFEE**

By Royal  Letters Patent

**NELSON'S
Crystal
Leaf
GELATINE**

Unrivalled in the kitchen,
can be obtained from

W.G.PATRICK & Co.

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



**JUBILEE
and
KLONDIKE**

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

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO
CANADA

Tartan
BRAND
THE SIGN OF PURITY

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

Canned Vegetables, Fruits and Salmon, Syrup, Etc.

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

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

All orders shipped same day as received.

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

GOOD RAISINS 6¹/₂ c. lb.

We have to offer some 100 cases Fine
Valencia Raisins, 1911 crop, at 6¹/₂c per
pound, F.O.B. Niagara Falls. Sample on
application.

MARLAND WOOLNOUGH CO.

Wholesale Grocers
Niagara Falls Centre, Canada

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS Ltd.

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

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

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

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars _____ Write or Wire

CLEMENTS COMPANY, Limited

ST. JOHN N. B.

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



50% PROFIT
GUARANTEED

Riga Water

The Housewife's Friend

A Gentle Purgative

Absolute Cure for Constipation

Cures Where Others Fail

We Want Agents

La Societe des Eaux Riga

MONTREAL



THE MCGREGOR PAPER BAG HOLDER.

Better Service Means More Trade

THE MCGREGOR PATENT BAG HOLDER
is the biggest step to quick service of your cus-
tomers, and quick service is probably the re-
maining thought of every trader to your store.
Make it a favorable one.

KILGOUR BROS.

21-23 Wellington St. West, TORONTO

THE CANADIAN GROCER

St. Lawrence Granulated

The Canadian Standard of Quality

Packed in barrels, half barrels, 100 lb. bags, 25 lb. bags, 20 lb. bags.
5 lb. cartons, 2 lb. cartons.

The only Essence that really retains the flavor, strength and fragrance of the best coffee is



SYMINGTON'S COFFEE ESSENCE

Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

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




MR. DEALER

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

Purer than the Law Demands
—Contains No Alum.

W.D. McLAREN, Limited
Montreal



A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

FOUR GOOD BRANDS

"Laurentia," "Daily Bread,"
"Regal," "National,"

One Cent. One Card. One Minute.

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.

MONTREAL

THE CANADIAN GROCER

JOBBERS

Apply to our Agents for samples of

JAPAN TEAS, FANNINGS and BASKET FIRED

All on the spot

FURUYA & NISHIMURA

MONTREAL

NEW YORK

CHICAGO

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

AURORA COFFEE

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

W. H. GILLARD & CO.,

Wholesalers

HAMILTON, ONT.



HIS INFLUENCE COUNTS

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR TABLE SALT

makes a firm friend of every man, because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

THE CANADIAN SALT CO.,

LIMITED

WINDSOR

:::

ONTARIO



"GLOBE" MACARONI

The Scientifically
Manufactured Food

makes good by its purity and high quality.

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

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

A SPLENDID
STAPLE LINE

D. SPINELLI & COMPANY
MONTREAL REGISTERED QUEBEC



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"

41 Eastcheap,
LONDON, E.C.

"SALADA"

TORONTO and
MONTREAL

"SALADA"

198 West Broadway
NEW YORK CITY

They Simply Can't Resist

trying a jar of the delicious Cairns' Scotch Jams, Jellies and Marmalades when they see a display of these temptingly delicious, pure fruit products. The first sale is followed by repeats. Cairns' products sell on sight.



APPRECIATED BY
ROYALTY



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

Alexander Cairns
& Sons
Paisley, Scotland

Canadian Agents:
Snowdon & Ebbitt
Montreal

A FREE

PACKAGE OF CUSTARD
POWDER IN EVERY PACKAGE
OF OUR JELLY POWDER

The very high quality of this Jelly and the delicious custard powder (included) make it most popular. You want the popular line — then write for prices. We quote right and the goods are right.

S. H. EWING & SONS

MONTREAL and TORONTO



No Bitter Flavor To These

When you hear a housewife complain that the mustard is bitter you can reply upon it that it is neither

COLMAN'S or KEEN'S MUSTARD
IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

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



Holding Your Customers

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

CROWN BRAND CORN SYRUP

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

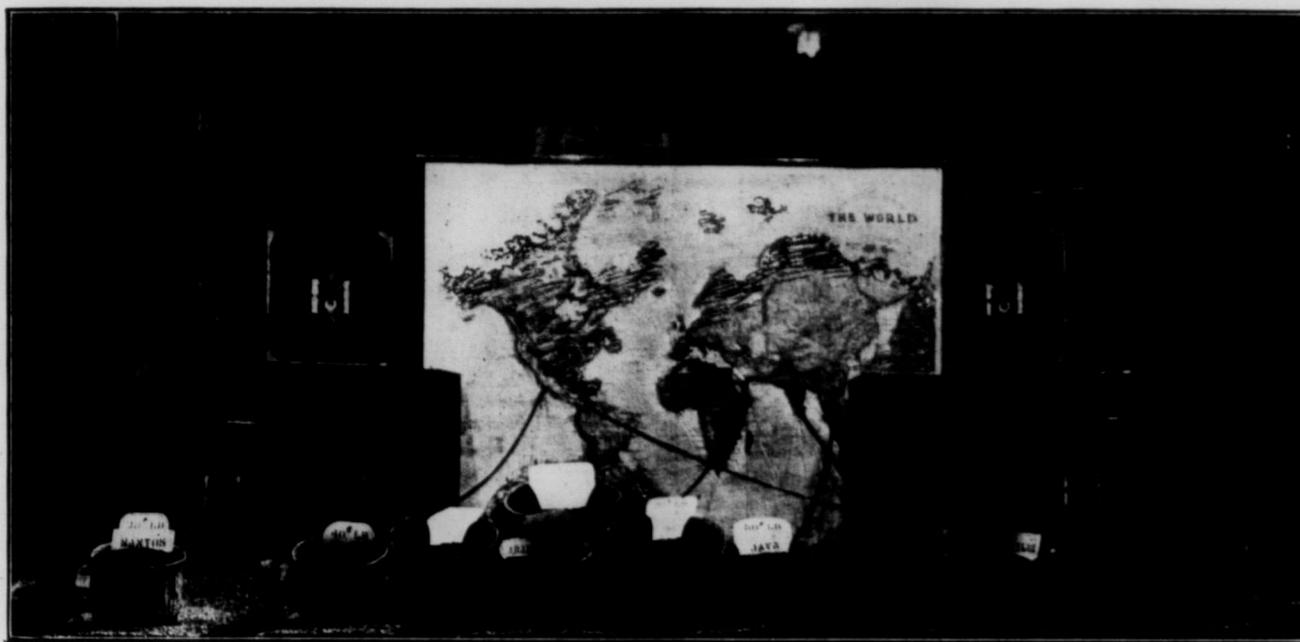
Clear as strained honey—delicious in flavor—Crown Brand Corn Syrup is used and appreciated in a majority of homes throughout Canada.

There is a national demand for it —

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

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

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



Educative coffee window which connects up different varieties of coffee with country of growth on the map of The World. Same idea could be used on other classes of goods.

Geography Lesson in a Coffee Window

Countries of Growth Indicated on Map by Ribbon Attached to Various Kinds of Coffee—Educative Display That Brought Direct Results Besides Advertising the Store—Same Idea Can be Carried Out With Many Other Lines.

The contention that more goods can be sold, the more the customer knows about them, has once again been proven by the results secured from an educative coffee window display shown recently by Frederick L. Giles, grocer, at 382 College street, Toronto.

A glance at the display as reproduced above, immediately suggests its character and demonstrates why it was a window that attracted a good deal of attention.

Effects of Display Lasting.

"The window sold about 30 extra pounds of coffee, while it was in," states Mr. Giles; "but I do not at all consider that, the extent of its worth. Not only were 30 pounds of coffee sold that would not have been disposed of without the window, but some of the purchasers are now buying other goods from me. It has got more people buying so has been a sort of permanent investment."

This evidence presents to retailers that good window displays not only produce temporary but permanent results. If by one extra good window one new customer spending twenty or twenty-

five dollars a month is secured, that display was well worth any overtime spent on it.

How Window Was Arranged.

In the dressing of this coffee window, Mr. Giles used six bags of coffee filled with the various beans. These were placed in the background in such a way that their openings faced the spectator, and their overflowing contents extended to the front of the window, forming a level flooring in sections of different colors, according to the shade of the beans, one section being a rich dark brown, another, a greenish gray, another a yellow, and so on.

Upon this level flooring of coffee beans, stood about nine woven straw receptacles, in the shape of deep bowls, placed in two rows at even distances from each other. These were also filled with the different colored beans, and labeled with the name, Santos, Java, Mocha, etc., and price of the coffee. Hung at the back of the window facing the spectator, was a large map of the World. Fastened to each of the straw baskets or bowls was a red silk ribbon, the other end of which was attached to

the map at the portion of the world whence was procured the particular sample of coffee contained in the bowl to which the ribbon was attached. The places indicated on the map by the ribbons, were: The islands of Ceylon and Java in the East Indies; Mocha in Arabia; Maracaibo in South America; Brazil, whence comes a large percentage of the world's supply of coffee, and Mexico.

Education to Dealer and Customer.

The idea of such a display was to educate the customer and passerby on the sources of coffee. It, however, had the result of making the dealer himself more familiar with appearances of different coffees and the varieties that come from the different sources of supply. The same idea can well be emulated with many other lines. It could be carried out effectively with olives and olive oil; dried fruits; nuts, spices; rices, tapioca and sago; oranges, lemons, grape fruit, cranberries, etc.

Any window of this character will be a splendid drawing card because of its unique character and the knowledge it imparts to others.

Parcel Post and the Country as a Whole

Would It Lighten the Cost of Living Without Undermining the Stability of the Retail Trade?—What Happens a Town or Village When the Retailer is Driven Out?—Would It Help the Poor Man Who Must Have Credit?—These are Questions That Advocates of the Proposed System Should Consider.

"Resolved that the Conference Committee of One Hundred of the Board of Trade of the City of Toronto request that the Council of the Board urge that the Dominion Government consider establishing a good Parcel Post, limited no doubt at first to the more populous localities but extended as experience may warrant."

* * *

Above is a resolution which is before the Toronto Board of Trade and which will be considered at next meeting. This board is a strong body and whatever it backs up, gives it a strong impetus. There are many other agitations going on with the ultimate object of getting the Postmaster General to take up this parcel post question. The Postmaster-General, too, has signified his intention to consider it as soon as the United States system has got underway with the first of the New Year.

Mail Order House Would Benefit.

The Toronto Board of Trade and those who favor parcel post are evidently inclined to look at the problem on the surface. They decline to hold the opinion that the greatest benefit from it would fall to the large mail order houses at the expense of the town and country merchant. That it will mean cheaper food and cheaper living to the consumer is their only argument, forgetting altogether that what injures the standing of the town and country merchant is undermining the general stability of the country.

If the city mail order houses become richer, naturally they are drawing money from outside districts which tends to impoverish them. One question arises, "Will parcel post help the mail order houses get more money from country districts or not?" Few debaters would care to stand for the negative. Suppose it be granted that the express companies make excessive charges. Is parcel post the best remedy? Would it help the country as a whole, or would it tend to draw money from the towns, villages and country districts to enrich mail order houses in the big cities?

What Decline in Trade Does.

The town or village, as The Grocer has often claimed before, where business is stagnant and where the citizens send away for the cream of their requirements, is dead. Dead socially, financially, intellectually. The citizens lack

confidence and interest in each other. They do not co-operate. They do not reciprocate. They cease to be enterprising; overlook the rights of their neighbors, and neglect to look properly after their own; in short become slovenly and careless and degenerate into conditions in which no person of taste, refinement, culture, enterprise or ambition would care to live. Who pays their taxes: keeps up their churches; manages their Sunday schools; arranges their social entertainments; visits the sick, helps the needy, or looks after the poor. Certainly not the big concern at a distance, to whom they send their money.

No individual or institution can be healthy or prosper if starved. Starve the retail trade by a parcel post or any other such suggestion and you weaken and destroy the most vital essential in the life of a community. Starvation does not necessarily mean the absolute stoppage of all sustenance. The process can be carried out by degrees, and by sending away for their most profitable goods, the citizens of a town or village can gradually starve to death the retail business and destroy the life and prosperity of any community.

Home Buying Best for Community.

The principle of the mail order house destroys the meaning of the very term "community." If the foundation of a community is really commutual or reciprocal, as the name implies, then the members should carry out the principles and conditions which bind them together as a community. The doctors, lawyers, dentists, clergymen and other professional men, as well as mechanics and officials and those who may have retired into private life, get their incomes as a rule, entirely from the locality in which they live. Should they not reciprocate by spending that income among the people of the community from which they receive it? If parcel post increases the tendency to send away for goods, as it certainly will, will it be a good thing for the country?

Even the farmer, under advanced modern conditions, gets his revenue, if not all, certainly the most profitable part of it, from the community in or near to where he lives. These are the parties that send away from home for their most expensive things, and in this way so impoverish their local merchant that he cannot afford to keep the best class of goods, and consequently the character and usefulness of his business

is greatly impaired, and he is forced to charge more for the goods his customers are obliged to buy from him.

Retail Store a Necessity.

There is certainly nothing commutual about this. When these same parties want a pound of nails or a spool of thread or a pound of sugar, or perhaps a rake or hoe, what a panic there would be if there were no retail stores to go to! Parcel post unquestionably tends to eliminate them. The retail merchant is, undeniably, a necessity, and it is equally true that when he is put out of business the place goes to ruin. The heaviest taxpayer ceases, and the municipal corporation will look in vain to the large stores where her wealthy citizens send their money for supplies. Every community should take a pride in itself, and the members should loyally support those institutions that give character and stability to the place.

Could Poor Man Get Credit?

There is still another point that advocates of parcel post should look into. The measure is designed to help the poor man—which is the man who has not always the money at his command to pay cash for what he buys. Would parcel post help him? Could he get credit from someone who doesn't know him or who has never seen him? He could not, and would have to fall back on the retail merchant around the corner for his wants. The retail merchant would still be a necessity with probably half his trade gone.

If boards of trade or the post office department take up this question, it must be looked at from all sides. It must not be supposed that the express companies only are objecting to it, for the retail trade of the country is, with few exceptions, against it. If the express companies are charging excessive rates why can they not be got at through the Railway Commission?

Parcel post would no doubt reduce their business considerably; but if it undermined the retail trade of Canada, reduction in express charges would have been dearly bought.



When you make a mis-statement about goods that the character of the goods will not bear out, you put yourself in a position where you are sure to be found out.



View of W. E. Baker's store, Lindsay, Ont., showing prominence given to chinaware and crockery. Mr. Baker also features provisions and brooms and brushes.

Features Chinaware Prior to Christmas

December Sales of Lindsay, Ont., Dealer Equal Any Other Three Months of Year—Finds that Chinaware is Acceptable for Christmas Gifts—W. E. Baker Also Makes Specialty of Provisions—How He Increased His Syrup Sales.

One of the seasons of greatest activity in chinaware is that previous to Christmas. There are many varieties of chinaware that make a very acceptable Christmas gift and thus the retailer who handles this line finds a good demand at this time.

A good many grocers handle chinaware. One such is W. E. Baker of Lindsay, Ont. He gives particular attention to it prior to Christmas and with good results. He states that he sells more during December than any three months of the rest of the year. This is because he puts the necessary efforts behind this department to induce business. As the season of purchasing approaches, this line is pushed into the limelight. Special advertising space is always devoted to it during the Christmas campaign.

To Be Sold Must Be Seen.

It is recognized that one of the essential things to sell chinaware, crockery, etc., is to let the people know you have them, and if possible display them so that they will have a chance to admire them. One window is given over to this purpose, as well as a large section of the interior. Down the centre of the store, tables and silent salesmen, which at most times of the year are used, at least partly, for display of groceries, are given over to fancy lines of chinaware.

One of the important factors in selling chinaware is to show it up to ad-

vantage. This is aimed at by Mr. Baker. The neat and effective arrangement of the stock can be seen by the accompanying photograph. At the rear is a long table subdivided into sections, with each section containing lines of a certain price, while a showcard above heralds forth the price to prospective customers. This method is found to be a good one.

How Provision Sales Are Increased.

Another feature of Mr. Baker's business is the provision department, which is specialized on to good advantage. The counter is situated at the front, and reminds customers of this line when they are entering and leaving the store. The counter has a marble top and a cheese case is situated at one end. A particularly heavy business is done in cooked and smoked meats during the summer, but trade is also maintained at an appreciable level during the winter months.

Mr. Baker has a particular reason for displaying meats near the front and also for showing them in pieces. In this regard he says: "By showing in a piece, you sell more. A customer will in most cases say, 'I will take that piece,' while otherwise they would ask for one or two pounds as the case might be. This also tends to prevent the leaving of ends—another very important thing. People take the whole piece in most cases and in this way no ends are left."

Selling More Corn Syrup.

Quite a unique method has recently been used to promote the sale of a certain kind of corn syrup, which is particularly clear in color. A high glass jar was filled with this syrup and placed on the counter. It can be seen in the photograph alongside the wrapping paper. Its clear color caused many customers to speak of it, and thus an opportunity was presented to the clerks to talk about it. This method sold a good deal of syrup and the original shipment had to be duplicated in a short time. This fact shows that proper display begets purchasers.

Brooms and Brushes Given Attention.

Such lines as brooms, brushes, whisks and clothes lines are given attention in this store. A display of them will be seen at the rear, the brooms being arranged on the wall in fan design. These are lines which are not given much attention in some stores, but in this way Mr. Baker keeps them prominently before customers.

UP TO HIGH-WATER MARK

The MacLean Pub. Co.

Gentlemen:—Please excuse delay in remitting enclosed \$2.00 for subscription for Grocer. It is always up to the high-water mark.

D. McKILLOP.

103 King St. E.
Hamilton, Oct. 24th, 1912.

Working With the Tools We Have at Hand

First of Series of Articles on "Store Organization"—The Workman Who Seeks to do the Work with Tools at Hand Contrasted with Him Who Fusses About the Tools—Look for the Material on Which to Work—If Proper Qualities Are Not Found, Discard.

* By Henry Johnson, Jr.

Years ago I watched a pair of carpenters at work. Need arose for a strip narrower than was at hand. One worried longer over the absence of a rip-saw than it finally took him to rip the board with the saw he had. Let this carpenter represent the grocer who "cannot get intelligent help."

Latterly one has said that "The Smart Men of the World are Those Who Get Other Men to do Their Work." That last is so pregnant with wisdom that I long ago adopted it as my favorite axiom. I have tried for many years to become one of those Smart Men. Sometimes I think I do it; again I feel that I am falling woefully short. There is no doubt about the fact that only through getting others to do our work can we be even fairly successful.

Since, then, the Tool is essential and the Man is the Tool, we must work on and through the Man, or we fall.

The Work Must Be Watched.

The carpenter failed to make the most of his time because he allowed the work to become secondary to the Tool. We must copy nature in her disregard of the individual and keep our eye steadfastly on the central fact, the work to be done. So we must disregard and hold secondary any one individual man, while we must try hard to select and keep good cross-cut saws and also rip saws, and use each for its proper purpose.

Concrete examples are most instructive, so I shall tell of a few experiences that come to mind at random:

Charlie was a negro of prepossessing appearance and manner. I thought I had a gem of a stock and general utility man. On that basis I hired him for certain hours daily at \$30 per month. We had a lot of stock arranging to do; it was work which required some experience in groceries; I stayed right with him for two days. I was pleased with his way of working under my direction, and he seemed to be bright about understanding the whats and the whys of things. Immediately he was left to himself, however, I found his work terribly slow. He was always getting somebody to "help" him; and then, as is usually the case, the two men did less than one

good man, or even one poor man, working alone. I made a protest once or twice and finally got quite hot when I found two men working so slowly on some baking powder that, high-grade stock though it was, I told them it would cost more than I could get for it at that rate—and I "let Charlie go." This was not Working with any Tools at all; but, you see, here was, neither a rip nor a cross-cut saw.

Had to be Discharged.

Dan was old—an old grocer—one of those men who are so deceiving because they ought to know certain things about groceries, and we are apt to think they do know these things; but we find they don't. Then we realize why they are still working, though old. He tried, tried hard, and worked hard; also he was honest, absolutely honest. That last is the reason why I kept him at all. I tried hard to find not only whether he was a cross-cut or a rip, but whether he had any cutting edge whatever. There was nothing doing, so I had to let him out, too.

Bringing Out the Usefulness.

Herbert is a young man of really fine character: young, thoughtless, often "slap-dash"; but true, transparent and of fine disposition. Much trouble and anxiety has he given me by reason of making mistakes, failing to deliver properly, leaving goods exposed to the weather, etc. Many a serious lecture have I given him and many a time I have all but given up. But whenever I have felt like firing him and getting another in his place, I have reflected that such act would show that I did not know a cross-cut from a rip saw and could not use either to advantage.

In other words, I have realized that it is up to me to Work with the Tools at hand, and that when a tool has some positive usefulness in it, I must find that usefulness and get it out. So we have "got along" and are still working together—he growing older and more staid and developing finely. This is an example of successful Working with Tools at Hand, which is mostly up to ourselves; but more of that lower down.

Work Done but Once.

John is one of those rough diamonds which we find occasionally. He was a surprise in more ways than one. He

came up one night last summer looking for a job and he was so quiet about it that I hardly took him seriously; but something attracted me to him and he was hired. In the beginning we thought he was not going to make good, he seemed so slow in his motions; but we discovered that he made no mistakes, was so methodical in his deliveries that customers were pleased with his accuracy and the staid methodical ways resulted in the work being actually done more speedily because it did not need to be done more than once.

Developing Latent Salesmanship.

Lynn was a very pleasant man to meet and a nice salesman. In that particular he filled the bill. But there was no use trying to get any work out of him. By that I mean the work, actual, steady, grinding work without which no grocery store can be run, so far as he was concerned, was N.G. He could go about and touch up here and there with a duster, giving very ladylike, but not womanlike, touches to the dust and carefully avoiding the work of moving anything to dust under it; but he had no faculty of putting things through. Man as he was, of years of business experience, he did not hesitate to stand in deep reflection and wait to be told what to do—like the greenest boy about the place.

After a while, therefore, I gave him notice. In the meantime, however, I got thinking whether I was not losing an opportunity to get out of that man what he really had in him—salesmanship. So I proposed a commission deal with him. Never having done that, I hit on 5 per cent. as about the right commission to try out. We talked it over and he accepted the proposal, going to work immediately. Almost immediately, however, he showed that such a deal was impossible, because he began to get to the store at eight or later, whereas the rest of us got there at seven and actually had to simply wait on him. Here I may have fallen short, but I was so disgusted that I did not say a word, but gave him notice that in another week we should not need him. The funny thing was that, though he was making \$2 to \$6 per week more money, he did not ask my reason for tiring of the arrangement.

All these things are familiar to all of you or I might go on indefinitely; but

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

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Upon What Do Business Profits Depend ?

The Size of the Turnover Does Not Determine the Profits of a Business—Success Comes With Rapid Turnover of Stock—Two Concrete Examples to Illustrate the Case—Clean Out Unsold Goods Before the Season is Over.

By Howard R. Wellington.

the point I want to make is this: Out of five men whom I have sketched, two have made good. That is 40 per cent. The next man whom I should have told about has also made good, so here would be 50 per cent. good material, taken as it has run in my store. This may have happened to me because I have been fortunate in selecting my help, but it has always run that way, or about that way, with me. Hence I cannot but conclude that there is plenty of good help to be had.

Management of Help Lacking.

I further believe that this condition obtains everywhere and that it is not help that is lacking but management of help. On the one hand we expect too much and on the other hand we do not supervise enough. Much is said about how little "interest" men take in their work; but is that to be wondered at? What interest have they? How can they possibly feel the intensely concentrated interest in the outcome of a business venture that the owner of that business will always feel? Is it not that we expect too much and hope for things to move along automatically when we should be ahead, leading, or behind, pushing, all the time? What is to become of that "eternal vigilance" which is "the price of THIS THING" if men are to fall into the way of working with their might where their ultimate interest may only chance to lie?

Details Must Be Looked After.

It is up to us to know cross-cut from rip saws. Further, it is up to us to use cross-cut in the place of rip when the rip saw is not at hand. We must get the work done; we must put the daily task over no matter what tools may be at hand; that is our appointed task. Then, as we go onward with cool judgment, we shall be given rip saws and cross-cut saws, each for its proper use and purpose.

What we must learn is to look within for faults and keep steadily on the job of seeing that we get value out of the Tools we Have at Hand by means of intelligent leadership. Then we shall find that our force is so well trained and so perfectly organized that we shall soon be relieved of a lot of detail work. But this comes about through first putting through the details by our own personal supervision.

Two weeks from now I shall talk on Store Equipment. Meantime, I hope for comments on this talk.



Ingersoll, Ont., council intends enforcing the by-law to keep merchants off the city market until ten o'clock in the morning.

BEFORE taking up the essentials to a successful business, we would like to call the attention of the merchant to some of the causes of failure in business. These are many and varied—lack of capital, extravagance, speculation, incompetence, inexperience. There are a few causes entirely beyond the control of the merchant who is unsuccessful in a business, such as the failure of others, specific local conditions in a community from which he derives his entire trade. Still at least seventy-five per cent. of the merchants who fail in business are to blame themselves through incompetency or some of the above mentioned causes.

It is not the large turnover nor the large stock carried that makes the profit for the merchant but the number of times the stock is turned over in a period, providing expenses are kept down to a reasonable percentage.

For a number of practical illustrations we will endeavor to show how a merchant doing a very small business can make more net profit than a large concern turning over goods away up in the thousands each year.

The merchant must look after his business. He should know how much gross and net profit each line of goods or each department is making for him each year; how the expenses of each department compare with the net profit, or what percentage of his gross profit is eaten up by expenses or salaries. Then when taking stock great care should be given to the pricing of lines which are not everyday sellers. If goods are carried from one season to another, each year depreciating considerably in value, there will come a time when the merchant will wonder where all his profits (?) which he has been making for several years back have gone and he will be forced to face a situation which will surprise him more than anything that could happen. His so-called profits are taken on what he has sold, but his stock has accumulated to such an extent that he cannot get forty cents on the dollar for it; and, when the truth is known, instead of a profit for several years back, there has actually been a loss creeping in on him from carrying dead stock.

The only remedy for this situation is careful buying by studying the needs and demands of the community in which you are located and then clearing out

TURNING THE STOCK.

The accompanying article raises a point of practical interest. How often should a retail merchant turn his stock in the course of a year in order to insure the largest possible profit on the amount invested? Opinions on this subject are solicited. How often do you turn your stock?

before the season is over, all goods which may depreciate, even if a loss is made. Far better take a small loss and know the true situation, than make a dismal failure by clinging to an old system of selling everything at a profit.

A good profit on a small turnover:—

Stock	\$ 4,000	
Purchases	12,000	
Sales		\$17,000
Expenses	3,200	
Stock		4,500
Net Profit	2,300	
	\$21,500	\$21,500

Here is a small merchant worth a \$4,000—\$5,000 stock turning it over four times a year, with a small investment making a big margin. The key to the situation is stock turned over often at a fair profit and very light expense.

A loss or a large turnover.

Stock	\$ 60,000	
Purchases	160,000	
Sales		\$195,000
Expenses	50,000	
Stock		70,000
Net Loss		5,000
	\$270,000	\$270,000

Here is a large business, a heavy stock, no management, and profits absorbed, yes—more than absorbed by expenses.

Think of doing such a turnover and actually losing money. These instances, however, are not rare.

Key.

The sale of goods at a profit sufficient to cover running expenses and leave a good net margin.

(To be continued.)

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TORONTO, DEC. 13, 1912

SERIES ON STORE ORGANIZATION.

In Henry Johnson, Jr.'s, article in this week's issue is a thought which can be applied to every business. That every dealer should get the most out of the tools at hand is emphasized. Mr. Johnson illustrates by a simple occurrence in the life of a carpenter, how we are oftentimes disposed to fuss and lose time over the accomplishment of some work that could be completed rapidly if "the tools at hand" were only used.

To apply the point to the grocery business, he gives concrete examples that have arisen in his own store. Like every other large dealer, many employes have passed under his observation. It has been his endeavor to make the most out of them by a close study of their character, their aptitude for selling and their accuracy. He tells of how certain of them recently in his employ, were given every opportunity to make good, but eventually had to be discarded; of others who at times appeared to be in the wrong field of work, but who, because the best was secured from them, have made good.

This article is the first of a series by Henry Johnson on "Store Organization." The next of the series will appear in two weeks, and will be devoted to "Store Equipment." These articles should be carefully followed; they will mean dollars and cents to those who study them diligently.

WHAT THE SALESMAN CAN DO.

Supposing you were to have a few hundred dollars in your pocket and you go to a housefurnishing store to purchase a rug; there is a salesman there who shows you a handsome Persian rug. He tells you a story about it—possibly a little history explaining the district from which it came, the character of the Persian folk who wove it, that an exactly similar one is reposing in the palace of the Persian king or that of some other Eastern notable. Wouldn't you have a longing to possess it? Whether you had the price or not the longing would be there.

This is human nature—with few exceptions—and that same "desire of possession" rises in the mind of a cus-

tomers before the grocery counter when she is told a little history of the olive, olive oil, grapefruit, coconut, coffee, etc. The story may be told through a newspaper advertisement or in the window, if the dealer hasn't time himself, and if properly told it is going to bring results.

The article in this week's issue showing a coffee display, different kinds and sources of supply, bears evidence of this. The window brought results, and at same time was a splendid advertisement for the store. It illustrates what can be done by the salesman behind the counter selling specialties and semi-luxuries. But first, of course, the salesman must know his goods. If he does, he can talk intelligently about them, and is then in a position to interest one or more customers to the point of buying. This is what all are aiming for—not simply filling demand, but increasing sales about the ordinary demand.

THE BOY AND THE MUSHROOMS.

A boy, not long ago, was picking mushrooms on the outskirts of a town. A gentleman who came along while he was at the work, thought that he was none too careful in his selection of the fungi.

"Are you sure those are all mushrooms—that there are not toadstools among them?" he asked.

"Oh! It doesn't make any difference to me," answered the boy. "I don't eat them. I sell them."

This unconscientious youth might be likened to many of the so-called business men of to-day who do not appear to be particular about the quality of the goods they offer to customers. As long as the appearance of the goods offered is such as to make them salable, they, like the boy selling the mushrooms, are apparently ever willing to make a sale.

Such a policy may be all right for the fly-by-night man, whose aim is to reap immediate profits only and not to establish the confidence of his customers, but the man who expects to continue in business and build up a sound trade is certainly unwise to operate along these lines.

In the grocery business to-day, as in many others, it is possible for the dealer to pawn off upon his customers many lines of inferior quality. If it is done, however, there is bound to be reaction, for the customer is bound sooner or later, to discover the fact. Truly, the dealer has probably gained a few cents more on the transaction than he otherwise would, but what benefits him, if he gains a few cents and loses the trade of the customer, as well as weakening his reputation. He who follows the policy of the mushroom seller is penny wise and pound foolish.

FEWER FAILURES IN CANADA.

The prosperity of Canada is demonstrated in no way more conclusively than by the decrease in the number of failures. The records show that during the month of October there were 106 failures in Canada, the total liabilities running up to \$1,480,949. During October, 1911, there were 119 failures with a liability record of \$1,762,457. During October, 1910, there were 130 failures and in the corresponding month of 1909 the number was 150.

The same ratio is borne out in regard to retail failures. In October of the present year, there were 79 failures with a liability total of \$759,354. October last year saw 90 failures with a liability record of \$845,644. In 1910 the number of failures was 90 and in 1909, 117.

It will thus be seen that the number of failures has been shrinking very appreciably each year. That this is

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due to the good times prevailing cannot for a moment be doubted. One cannot help feeling, however, that some share of the credit is due to the gradual improvement being brought about in methods of business management. Credits are being more closely supervised and a more general knowledge of the fundamental principles of sound financing is being spread. So long as it is possible for rash and inexperienced men to venture into the realm of business, failures will occur with more or less regularity but, with the increase of efficiency, the number of failures, due to other causes than inexperience or hard times, will continue to dwindle.



ANOTHER DROP IN CEREALS.

Again this week is a decline in rolled oats announced. This time it is 20 cents per barrel, bringing prices down 60 cents in two weeks, or 40 cents per sack below prices existing at corresponding period one year ago.

It is a fact that millers are now well supplied with oats, but the demand both domestic and export is large, leading one to conclude that competition had something to do with the decline. Wholesalers and retailers are replenishing stocks in anticipation of a good winter's trade and naturally there would be strong endeavors on part of millers to secure as much of the business as possible.

From all appearances there will soon be some concessions made in corn meal, as crop of corn on North American continent this year was particularly large.

Readers who followed our market advices during the past month or more, will not be surprised at cereal declines. Although for a long time mills could not obtain raw material—and even some were securing United States oats and milling in bond—our reports indicated that as soon as oat movement became general lower prices could be expected.



CHIEF CAUSE OF SHIPPING DELAYS.

The cartage and freight conditions in Canada have certainly not reached the Utopian stage. There are few wholesalers and manufacturers who have not heard complaints from their retail customers, and in justice to the former it must be said it is not always their fault.

No doubt there are many times when wholesalers and manufacturers fall short of the mark in shipping goods. But just now cartage and freight conditions are not at all adequate. Delays are occurring, very annoying to the retailer, and yet the shipper has no control over them.

It is quite evident that the railways are not keeping pace with the growth of the country, as they do not seem to be able to handle the freight offering properly, with the result that considerable delay in shipments from wholesalers is absolutely unavoidable. Again, many wholesalers are sometimes in a worse position because they cannot get the goods shipped to them in proper time, and consequently cannot fill retail orders as promptly as promised, in all good faith, by travelers.

Wholesalers and manufacturers anxious to give good service, and who have done so under more favorable conditions with the railways, should not be censured before it has been proven they are the cause of delays.



ATTEND TO COLLECTIONS.

Money is becoming scarce and builders are offering the loan companies as high as 7 per cent. in Ontario and Quebec centres. This is the highest rate for mortgages

that has been reached in Eastern Canada for many years. In the West, 8 per cent., and in some cases, as high as 10 per cent., is paid for real estate loans.

This condition is due to the rapid growth of this country, necessitating more building of stores, warehouses, factories and offices, the erection of dwelling houses to take care of the increased population and for people who, having made money, are housing themselves more luxuriously.

Scarcity of money is due, at the moment, to the troubles in Europe. The moment these are over money should become plentiful again, but as we have said, it is very hard to-day to get it at 7 per cent., on the best loans. It may reach a more acute position. This, however, should not affect wholesale and retail merchants. Business is excellent, money is plentiful among the consumers, therefore the wise merchant should devote much attention to the collection of all moneys due him; all overdue debts anywhere in Canada should be pressed hard for collection. Our readers who act on this advice will find themselves in a much better position than those who do not.



EDITORIAL NOTES.

Put fruit to the front. Oranges, grapefruit and lemons are all excellent in color and quality.

* * *

Hetty Green advises girls to eat onions if they wish to become rich. Now, watch the run on onions.

* * *

Car shortage is by no means a solved problem. Dealers in all lines are making strenuous complaints.

* * *

“A selling scheme with strings attached to it,” is well illustrated by the coffee window display in this issue.

* * *

Christmas trade can be greatly increased with china-ware and crockery. Fairly expensive lines sell well at this season.

* * *

Now that the question of the Canadian navy has been settled, the retailers will have a chance to talk Scale Inspection with the Borden Government.

* * *

Will parcels post help the struggling laborer who has to get credit so often from the corner grocery? Advocates of the system have overlooked this point.

* * *

A bird in the hand is worth two in the bush. An order in hand now for the Christmas bird, is worth two probabilities for Christmas eve. Now is the time to get customers' orders.

* * *

In working with the tools we have at hand, we should not overlook the fact that as soon as able, we should secure those tools that will facilitate the work and discard those that have not come up to expectations.

* * *

Canada used to send butter home to the Motherland. Now, she has to send to her sister, New Zealand, to get enough to butter her own bread. Apparently more dairy farming is needed in the Dominion.

* * *

The crop of co-operative societies promises to be a heavy one this season. Without the special class legislation they have been after at Ottawa, no doubt a great number of them will cease to exist a year or two hence.

A Page of Value to the Grocery Clerk

The Clerk of To-day is the Merchant of To-morrow

Rural telephone systems are helping many a general merchant in country districts to increase business. Are all getting the benefit of their installation? If not there is room for the aggressive salesman to use his selling power to further the business of the store. There are times when the customer in the country will appreciate a call from the retailer or his clerk announcing the anticipated arrival of fresh fruit, meat, sausage, etc. She may have made some remark on her last visit that would lead the salesman to believe that she would be open for such goods; or knowledge of her husband's and family's likes may also be a sufficient justification to ring her up on the phone.

Where the Phone Assists.

Sales are largely extended by this method in the store of A. F. Choate, for many years a general merchant in Warsaw, Ont. His son, Harold Choate, endeavors at every opportunity to sell customers, outside the village, goods he thinks they will appreciate knowing about. In the summer, for instance, when new fruits are in, general merchants in villages and towns off the railway lines do not get fruit every day. Shipments may come twice a week, say on Tuesdays and Fridays. When one is anticipated Mr. Choate, Jr., makes good use of the rural phone lines.

"We are getting in some nice berries or cherries this evening and thought possibly you would want us to save you some," is one line of argument frequently used. Country customers appreciate this. They know that if all the fruit were exposed for sale it would probably have disappeared long before they had a chance to get into the village. The salesman in the store who knows his customers—as every country merchant usually does—by the exercise of a little judgment is in a position to tell when to approach a customer in a case of this kind.

Enlists the Neighbors' Help.

No one could be offended at a statement like this over the phone: "We have just got in several fine baskets of peaches; I see Bill Jones in the store and if you happen to want any I think I could send them up with him." People in the country are, as a rule, a friendly lot and do one another favors at the re-

quest of which many city folks would rebel.

During the winter the Choate store finds many a way to increase business by the use of the phone. Considerable new dried fruits coming in prior to Christmas, breakfast bacon, and sausage which arrive on Saturdays, are sometimes sold ahead of time. Salesmen in other country stores can easily do the same.

Ill Wind Blows Someone Good.

Mr. Choate also seizes every opportunity to turn a rainy day into increased business. In the fall of the year during plowing season rainy weather always drives the farmers into the village. They come to the mill or the blacksmith shop and call for their mail at the store. This affords a chance to sell them goods. The salesmen have plenty of time during week days to talk to farmers and by showing a personal interest in their work or their home life or by doing them a courtesy, can frequently interest them in goods which will likely be required.

The methods of the country merchant and his salesmen in knowing the characters, likes and dislikes of his customers might well be emulated by the salesmen in towns and cities. To this end every salesman should work to develop his memory. Know customers by their names and not simply faces. Know the street addresses of as many of them as possible. Show them that a personal interest is taken in their welfare. If all clerks followed this policy customers would appreciate the service and the fact that an interest was taken in them besides that of getting their money.

Know the Goods Wanted.

The practice of remembering names and addresses could be carried further to remembering varieties of articles customers always wanted. For instance, the clerk should not have to ask what kind of tea, coffee, etc., a permanent customer desires. To make sure he is correct, or that the customer hasn't changed her mind since last visit, he might say, "You always like Jones' tea or Brown's coffee, don't you?" Think of the effect a similar statement would make on yourself if a wholesale traveler were selling you goods. You would appreciate the fact that he had a knowledge of your business and would be inclined to accept sug-

gestions from him. Same applies to selling behind the counter. Service begets confidence, so every clerk has here a means of selling more goods by gaining the confidence of store patrons through giving them a service equal to or better than they could secure elsewhere.

The thoughts to be emphasized in the above are, first, take advantage of the telephone and of the "rainy day," and second, build up confidence in the store by adequate service.



Following items are from The Grocer of December 16, 1892:

"Twenty tons of turkeys and geese were shipped from Kemptville, Ont., for European markets last week."

Editorial note.—This section of Eastern Ontario has always been noted for its large production of poultry. Farmers still raise splendid flocks.

"At St. Hyacinthe, Montreal, the other day, before Judge Sicotte, R. Lafortune, of Acton, Que., was charged by J. J. Costigan, inspector of food for the province, with having sold him a pound of coffee, which, on analysis, proved to be adulterated by the admixture of roasted peas and chicory. The defendant was found guilty and was fined \$5 and costs of analysis, which amounted to over \$30 in all."

Editorial note.—When all the new food standards come into effect, the retailer can protect himself against such fines by demanding a warranty as to the purity of the goods he buys.

"The retail grocers of Hamilton have nominated the following officers, who will be elected at the next meeting: B. Winnifrith, president; A. Ballentine, first vice-president; G. Elder and J. Main, second vice-presidents; W. R. Harvey, secretary; C. Brammer, treasurer; executive committee, J. Ronan, J. O. Carpenter, C. H. Peebles, J. F. Kavanagh, T. Hazell, G. Smith, G. Hunt, J. Main, G. Elder, J. C. Boligan, J. Hayes; G. Powell and C. Holt, auditors."

Editorial note.—Many of the above-named men are still, after the lapse of twenty years, engaged in the retail grocery business of Hamilton and are members of the R. G. A. there.

Result

There is goods can be grocery stores. The fact is in every recently spent store and so to his notice truth of the to create sales actual demand. Early in the for 50 cent feed. The thing about he weighed that the store an instance wheat and customer come, and be ed 50 cents

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Results From Attempting Extra Sales

Actual Instances Demonstrating How Easy it Frequently is to Sell Goods Which Customers Had Not Thought of Buying—Dealer Tells of Case Where Clerk Suddenly Made Himself More Valuable—Latent Salesmanship Ability Awakened.

There is no denying that the sale of goods can be materially increased in the grocery store by the use of proper methods. The fact is frequently demonstrated in every progressive store. The writer recently spent an afternoon in a country store and several examples which came to his notice brought home forcibly the truth of the contention that it is possible to create sales for goods over and above actual demand.

Early in the afternoon a man came in for 50 cents worth of wheat for hen feed. The clerk evidently knew something about the feeding of hens and as he weighed up the wheat, he pointed out that the store also kept corn and gave an instance of a man who had mixed wheat and corn with good results. The customer considered the idea as a good one, and before he left he also purchased 50 cents worth of the corn.

An Extra Sale of 25 Cents.

The same clerk waited on a customer who came in to purchase some "pickled back." She purchased half a one and was about to leave when the clerk mentioned to her that they had some excellent head cheese.

"Just wait till I show it to you," he remarked, and in a moment was back with a piece daintily placed on a piece of butter paper.

"Doesn't that look nice," he commented. "There is just two pounds in the piece. That will be 25c." The customer bought the piece.

The Other Half Sold.

"I will not put that half a back in the refrigerator just now," remarked the clerk when the customer had gone. "I'll leave it out on the counter and perhaps some other customer will buy it."

About the third customer after that incident was at the provision counter buying some cheese.

"How would you like some nice pickled back?" asked the clerk, holding it up so she could see it. "We are selling a lot of it. It is worth 20 cents a pound."

"How much is in that piece?" enquired the customer, and being weighed it was found satisfactory and purchased.

Not Turkey Without Cranberry Sauce.

The day in question was just previous to Thanksgiving. "Have you got your Thanksgiving turkey yet?" one customer was asked. She had.

"And I suppose the cranberry sauce is ready too?" he continued.

"Well, no it isn't. I really hadn't thought of it."

"That is one of the essentials you know," tactfully remarked the clerk. "Here are some excellent cranberries which we got in yesterday."

Further conversation developed into a sale of two pounds of the cranberries.

* * *

Appreciates Extra Sales Articles.

"Those articles which the Canadian Grocer has been running giving actual examples of how grocers have succeeded in increasing the demand for goods by using real salesmanship are certainly good," remarked a country merchant to the writer the other day.

"Not only do they encourage the merchant himself into putting forth greater efforts in this direction," he continued, "but if the clerks can be got to read them, they are so much more valuable. There is no denying that more goods can be sold if the attempt is only made but the problem is to get the clerks thinking so and attempting to demonstrate the fact. Actual examples of how salesmanship has been put into practice acts as an incentive to other clerks to try the same thing.

Values the Trade Paper.

"Unless there are other clerks in the store to set the example, or a chance is afforded to visit other stores, the only way in which the clerk can learn of the methods which are being used by others to increase sales is by reading the trade paper.

"I realized a short time ago that one of my clerks was giving little or no attention to increasing sales. He merely supplied customers with those goods for which they asked, which were for the most part staples and gave the smallest percentage of profit. I decided to try to work up his interest in salesmanship.

"I gave him a little talk on the subject as well as some actual demonstrations of how it could be done. I then gave him an article to read which outlined some methods that other clerks had used to increase sales. Apparently all that was needed was the match to start the flame. He became quite enthusiastic over the idea, began to make frequent attempts to sell extra goods, and has indeed been a much more valuable clerk since then."

This case demonstrates that there is often real salesmanship lying dormant in many a clerk which merely requires coaching to give it life. There are probably scores of clerks in grocery stores to-day who do not know what salesmanship means. They have never really attempted to sell more goods than customers ask for, have never been taught nor encouraged to do so. In many cases if there could only be something done to acquaint them with the possibilities in this direction, they would be much more valuable clerks.

It is without doubt much to the advantage of the merchant to kindle within the clerk the ambition to sell extra goods, to teach him by setting a good example, and to encourage him in every possible way to increase his salesmanship ability.



B.C. WINDOW DRESSING CONTEST.

Prizes Awarded to Winners—Harold M. Wood Winner of the Grand Prize.

Vancouver, B.C., Dec. 12 (Special).—In connection with the "Made in British Columbia" window dressing contest, conducted under the auspices of the Retail Grocers' Association of Vancouver, prizes have been awarded for the best dressed windows. This exhibition was in the nature of a competition for retail grocers' clerks who were called upon to produce their best in window display. Harold M. Wood, 299 Hastings Street East, won the grand prize of \$100.

The city was divided into three districts, four prizes being awarded in each. Besides winning the \$100 grand prize, Mr. Wood also, of course, captured first prize in the district his employer's store is situated in. Following are the awards:

District No. 1—First prize, \$50, Harold M. Wood, 299 Hastings Street East; second prize, \$25, T. F. McDowell, 936 Granville Street; third prize, \$15, F. Wright, 645 Seymour Street; fourth prize, \$10, London Grocery, 1048 Granville Street.

District No. 2—First prize, \$50, F. J. Rolston, 45th and Fraser Street; second, \$25, B. C. Market Co., 1136 Commercial Drive; third, \$15, A. G. Page, Fifteenth Avenue and Westminster Road; fourth, \$10, F. J. Rolston, 45th and Fraser Street.

District No. 3—First prize, \$50, Kit-silano Grocery, 1500 Yew Street; second, \$25, London Grocery, Broadway and Vine Street; third, \$15, London Grocery, Granville Street and Sixth Avenue; fourth, \$10, London Grocery, Granville Street and Sixth Avenue.

Current News of the Week

Quebec and Maritime Provinces.

The Montreal Show Case Co., Ltd., has been incorporated at \$50,000.

The Commercial Travellers' Banquet will be held on December 23 this year.

The Fyfe Scale Co., of Montreal, has been reorganized with capital stock of \$10,000.

Wm. H. Dunn, Wm. H. Dunn & Co., Montreal, spent a few days out of town this week on business.

The Oceanic Oyster Co. of Canada, Ltd., has been incorporated with capital stock of \$10,000. The head office is to be in Montreal.

J. C. Wilson, Ltd., paper manufacturers, Montreal, have received Dominion incorporation. The capital stock of the company is \$1,000,000.

A driver for Murphy Bros., grocers on St. James Street, Montreal, was sentenced to fifteen months' imprisonment for disappearing with parcel of \$365 which he had been entrusted to take to another branch of the store.

F. H. Anson, general manager of the Atlantic Sugar Refineries, was in St. John, N.B., last week with the \$100,000 deposit necessary under the contract with the city, as a guarantee that a \$300,000 sugar refinery would be built on the Ballast Wharf, which some years ago was given to the Durant interests for this purpose. Mr. Anson while in the city said there would be nine buildings erected and it would require an outlay of nearly \$500,000 to equip and build them. The proposed refinery is to employ seven hundred men. The raw sugar will be imported from the West Indies.

Plans for what is claimed by its owners will be the largest store in Canada have been given out by Scroggie's Ltd., of Montreal. Their new establishment will cover eight acres of floor space, the site, which cost \$1,500,000, being located on the corner of Bleury and St. Catherine Streets. There will be five miles of aisles in the building, which will be six storeys in height. Work on the building will be begun at once and will not stop night or day until the building is completed on September 1, 1913. Cafes, a theatre and a roof garden will be located in the new building which will cover an entire block.

Ontario.

H. Miles, grocer, Toronto, has sold to W. H. Wilson.

E. McEown, grocer, Waterford, Ont., has sold his business.

George Vallay, of Port Arthur, Ont., has opened a general store in Quibell, Ont.

Peter Sherry, a grocer in Ingersoll, Ont., for fifteen years, died suddenly last week.

Daniel Coyle, apple evaporator, Frankford, Ont., sustained loss by fire recently.

Ravary & Lalonde, general merchants, St. Amour, Ont., have dissolved, Lalonde continuing.

Joseph J. Sky, Cobalt, Ont., has purchased the grocery business of W. S. Jackson there.

Bertrand & Sequin, general merchants, L'Orignal, Ont., have been succeeded by L. Bertrand & Son.

There is a movement on foot backed by railway employees to establish a co-operative store in Port Arthur, Ont.

The capital stock of the Collingwood Packing Co., Collingwood, Ont., has been increased from \$15,000 to \$30,000.

Wm. Simpson, an old-time grocer of Port Hope, Ont., died recently at the age of eighty years. He was connected with firm of Simpson & Read.

Damage to extent of \$25,000 was done by fire to stock and building of F. E. Argue's general store at Carp, Ont. Loss was partially covered by insurance.

Webster Bros., grocers, London, Ont., have sold to Tavistock & Pierce. Mr. Pierce formerly clerked for Wm. Hayes. Mr. Tavistock comes from Delaware, Ont.

Lumsden Bros., wholesale grocers, Hamilton, Ont., intend moving their business to Toronto as soon as their warehouses in the former city have been sold.

The Board of Directors of the London, Ont., Travellers' Club, entertained the members and visitors last Friday evening at a smoking concert. About one hundred were present.

The Laurentia Milk Co., Toronto, have or are opening branches in Canada under the following styles: Canadian Farm Produce Co., Ltd., Montreal and Lacolle, Que.; Laurentia Milk Co. of Manitoba, Nepawa, Man.; Laurentia Milk Co. of Saskatchewan, Battleford, Sask., and Laurentia Milk Co. of Alberta, Red Deer, Alta. This company intends to manufacture milk powder as well. This is simply the solids after the liquid water has been removed.

The merchants of Huntsville, Ont., have signed the petitions re Seale Inspection and Garnishee Law amendments to W. C. Miller, secretary of the Ontario R. G. A. Eight have signed the former and nine the latter. L. H. Ware forwarded the petitions.

Milton Oppenheimer, of Oppenheimer Bros., manufacturers and commission brokers, Vancouver, B.C., is in Eastern Canada on a business trip both in connection with the interests of his firm and that of sport with which he has an extensive connection in the West. He was in Toronto and Montreal during the week and before returning home will go to Boston, New York and California.

Western Canada.

Lynn & Hunt have opened a grocery store in Calgary, Alta.

H. H. Owens, grocer, of Vancouver, B.C., died last week.

D. Wasil, grocer, Winnipeg, has been succeeded by J. Polsky.

A. Campbell, grocer, Winnipeg, has been succeeded by D. Campbell.

Gillis & Horne, grocers, High River, Alta., have sold to Kelly & Young.

H. A. Fisher, general merchant, Halhrite, Sask., has sold to B. W. Gerow.

McGee & McLeod, general merchants, Lockwood, Sask., have sold to Sweeny & McRitchie.

Tensley & Sowden have purchased the grocery business of Mary Bullock, Victoria, B.C.

Scarse & Wark, general merchants, Swan River, Man., have been succeeded by Jamieson & Wark.

J. G. Hindson, general merchant in Rapid City, Man., for thirty-two years, has sold to Ray S. Rudd.

J. H. Tabor, of Calgary, Alta., and associates will erect a biscuit and confectionery factory at Medicine Hat.

David & Sky, general merchants, Edmonton, Alta., have changed their style to the International General Store Co.

W. P. Riley has been made manager in Winnipeg of the A. Macdonald Co., wholesale grocers, on behalf of the purchasers, the Dominion Bond Co. Mr. Riley went to Winnipeg from the Riley-Ramsay Co., wholesale grocers at Port Arthur. The business interests of this company have also been taken over by the Dominion Bond Co.

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Antigua

General Review of the Grocery Markets

Splendid Business Passing at All Centres in View of Christmas Season—Sugar Market Remains Steady—Few Changes of Importance—Dried Fruit Situation Firming—Primary Coffee a Little Easier.

QUEBEC MARKETS.

SUGAR.—The market rules a trifle steadier and little change is expected in price immediately. Some are inclined to think that a small decline might be possible if there were any imported sugars coming to hand, namely, English and Scotch refined, but as market is entirely bare of such stock, the refiners are in a position to maintain present quotations.

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

MOLASSES.—Following on recent advance market is still firm and must remain so till the middle of January at any rate. Demand then for new crop will set in and a lower range of prices should go into effect. Some are inclined to believe that in spite of the low price of sugar now ruling, prices of new molasses will be well maintained, but this view can hardly be endorsed for this reason. Sugar is low now and there is a tremendous new crop, so that a low range should exist for some time. Then molasses, being made from sugar, should be cheap, and taking the consensus of opinion on the matter it will, though a lower price than we expect might possibly be registered, should there be a very heavy demand and the molasses people be carried away with it and turn too much sugar into molasses and overflow the market. And they are likely to do so were they able to get a shade better price for molasses than for their sugar.

At any rate, fancy molasses must rule high, as above stated, and it is believed there is very little in local hands, what there is being held for fancy prices. The Maritime and Quebec Provinces are short, so it is easy to grasp the entire situation.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	0 25	0 30

Porto Rico	0 40
Corn syrups, bbls.	0 03 1/2
Corn syrups, half-barrels	0 03 1/2
Corn syrups, quarter-barrels	0 03 1/2
Corn syrups, 38 1/2-lb. pails	1 75
Corn syrups, 25-lb. pails	1 25
Cases, 2-lb. tins, 2 doz. per case	2 43
Cases, 5-lb. tins, 1 doz. per case	2 75
Cases, 10-lb. tins, 1/2 doz. per case	2 65
Cases, 20-lb. tins, 1/4 doz. per case	2 60

DRIED FRUITS.—Demand locally might be heavier but still there are some substantial orders being placed. Should the coast packers be more inclined to offer, there would be more activity.

Raisins of all kinds are firm, but demand is somewhat limited in spite of strength. Currants in bulk are moving but the demand for the cartons is heavier no doubt due to holiday call. Stocks are reported small for this time of the year.

The supplies of Persian dates are being reduced, there being a good demand owing to high quality of the goods which have come to hand. But it is likely that a lower market will set in shortly as new shipments en route will not arrive in time for Christmas trade, and some concessions will be made.

Evaporated apricots	0 14 1/2
Evaporated apples	0 07 1/2
Evaporated peaches	0 10
Evaporated pears	0 13
Currants, fine filiatras, per lb., cleaned	0 08 1/2
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 08
Currants, Patras, per lb.	0 09
Currants, Vostizzas, per lb.	0 09 1/2
Dates, 1-lb. packages	0 07 1/2
Dates, Hallowee, loose	0 11
Figs	0 08 1/2
Figs, 3 crown	0 08
Figs, 4 crown	0 09 1/2
Figs, 5 crown	0 11 1/2
Figs, 6 crown	0 12 1/2
Figs, 7 crown	0 13 1/2
Figs, 9 crown	0 14 1/2
Comadre figs, about 33-lb. mats	1 30
Glove boxes, 16-oz., per box	0 10 1/2
Glove boxes, 10-oz., per box	0 07 1/2

Prunes	0 15
20-40	0 11 1/2
40-50	0 11
50-60	0 10
60-70	0 09
70-80	0 08 1/2
80-90	0 08
90-100	0 07 1/2
Rosnia prunes	0 08

COFFEE.—There was more pressure on the coffee market during last week than heretofore noticed. Reports as to new crop are still conflicting, the latest putting estimate over a million dollars ahead of Government estimate. The growing use of substitutes has naturally something to do with keeping down the consumption of coffee, but roasters state that the amount of substitutes consumed is not very large as yet.

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

SPICE.—There is nothing of very great importance to announce except that high level is still maintained.

Allspice	0 13	0 18
Cinnamon, whole	0 16	0 18
Cinnamon, ground	0 15	0 19
Batavia cinnamon	0 25	0 30
Cloves, whole	0 25	0 30
Cloves, ground	0 23	0 35
Cream of tartar	0 25	0 32
Ginger, whole	0 22	0 30
Ginger, Cochin	0 17	0 20
Mace	0 25	0 35
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27 1/2	0 30
Pimento	0 07 1/2	0 10

RICE.—Market is firmer following on disappointing reports from Japan and other producing countries. Trade locally is good, but country orders are becoming short, and it would seem that a slight reduction would bring about a strong replenishing movement. However, we do not look for this to come about yet.

Rangoons—	
Rice, grade B, bags 250 lbs.	3 75
Rice, grade B, bags 100 lbs.	3 75
Rice, grade B, bags 50 lbs.	3 75
Rice, grade B, 1/2 pockets, 12 1/2 lbs.	3 75
Rice, grade B, pockets 25 lbs.	3 75
Rice, grade C.C., bags 250 lbs.	3 75
Rice, grade C.C., bags 100 lbs.	3 75
Rice, grade C.C., bags 50 lbs.	3 75
Rice, grade C.C., pockets 25 lbs.	3 75
Rice, grade C.C., 1/2 pockets, 12 1/2 lbs.	3 75
Patna, polished	4 15
Pearl	4 50
Imperial Glace	5 40
Sparkle	5 40
Crystal	5 25
Snow	5 50
Ice Dips	5 75
Carolina Rice	7 90
Brown Sago, lb.	0 06
Tapioca, medium pearl, lb.	0 07
Seed, lb.	0 07

NUTS.—Market for Tarragona almonds is easier this week in spite of the fact that supplies on spot are just about enough to meet the demand during holidays. Slightly higher market was expected, but shipments have just turned up which will fill up the hole in stocks.

Walnuts are considered somewhat high by buyers just now and it is likely that some concessions may be made later. Bullish advices have been received with regard to Sicily filberts and market here in sympathy is a shade firmer than last week, and a small advance may take place any time as holders are on the small side.

to shell—		
Brazils	0 14	0 15
Filberts, Sicily, per lb.	0 12	0 13
Filberts, Barcelona, per lb.	0 11	0 12
Tarragona Almonds, per lb.	0 15	0 16
Walnuts, Myette Grenobles, per lb.	0 16	0 17
Walnuts, Marbots, per lb.	0 13	0 14
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13 1/2	0 15

Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 32	0 34
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	0 08 1/4	0 09
Coon, roasted	0 09	0 10
Diamond G, roasted	0 11	0 12
Bon Ton, roasted	0 10	0 12
Spanish No. 1	0 10	0 12
Virginia No. 1	0 13	0 15
Pecans, jumbo	0 15	0 19
Pistachios, per lb.	0 27	0 28
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 28

BEANS.—More plentiful supplies of Canadian beans coming along have eased the situation somewhat and prices are not so stiff.

Some local firms are importing Austrian hand picked beans and there will be an even better sale for this grade if the Canadian market advances again, as the quality of the imported is good and the beans are splendid boilers.

There has been some prejudice against the Rangoon Indian bean, ever since it was imported about five years ago, when the Canadian market started soaring. They did not prove good boilers, at least the public said so, although it is believed that if they had been soaked properly before use there would have been little cause for complaint. The new importation is, however, selling well and as price to retail trade is from \$2.00—\$2.25 per bushel, there will be a nice business done in this particular line.

White beans, per bushel	2 75	3 00
Indian Rangoon	2 00	

ONTARIO MARKETS.

POINTERS—

- California Fruits—Firmer.
- Coffee—Weaker.
- Nuts—Higher.

Toronto, Dec. 12.—The general feeling amongst brokers and jobbers alike seems to be one of strong optimism. "Best season we've had for some time," said one man, "and prospects for the whole year's business are just as good."

Up to the present time everything has pointed towards a big year and if the Christmas rush continues as briskly as it has for the past couple of weeks the climax should be well reached. Those firms which have practically completed their business for the year feel well satisfied with the progress made and feel inclined to rest until the beginning of the New Year.

Some lines such as fruits and nuts have not been delivered as soon as expected and coming late have caused considerable rush in jobbing houses. Several complaints have been made about this, but conditions are now being bettered.

Goods specially adapted to Christmas baking have been in great demand and profits on such lines have been large for all concerned. Retail merchants are featuring these lines strongly and stocks are being rapidly depleted. In many cases sorting orders are being sent in and brisk business is being done.

SUGAR. — The sugar situation is without any special feature this week. Locally the market is steady and there is exceedingly good demand and consumption for this season of the year. The estimate of the Cuban crop has been very greatly increased and now it is re-

ported as 400,000 tons heavier than last year. Latest reports regarding the European beet crop give no change. The Russian crop estimate has been greatly decreased on account of frost. This is not likely to affect the world's prices, however, as they still have more than they can export. Latest estimates on the crop in Louisiana are still smaller; 150,000 tons or about 40 per cent. is said to be the decrease from last year's crop. Prices here are likely to run along at about the same basis. No advance is looked for.

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

SYRUP AND MOLASSES. — No change in price of corn syrups has as yet taken place here although a decline is expected. The very large crop of corn in the States has brought down the prices very greatly, and in sympathy with that decline a drop in price of corn products is looked forward to.

The Barbados sugar crop is much smaller than last season and this is having its effect on higher grade syrups and molasses. In these the movement is brisk and large shipments are being made. Fancy grades are scarce and stocks have been much depleted. It is not expected that any change will be made in price quotations till the New Year.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, 1/2 doz. in case	2 65
20 lb. tins, 1/4 doz. in case	2 60
Barrels, per lb.	0 03 1/2
Half barrels, lb.	0 03 1/2
Quarter barrels, lb.	0 03 1/2
Pails, 38 1/2 lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
1/2 gals., 12 to case	5 40
1/4 gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
1/2 gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50
Molasses, per gallon—	
New Orleans, barrels	0 27 0 29
New Orleans, half barrels	0 29 0 31
West Indies, barrels	0 28
West Indies, half barrels	0 30
Barbados, fancy, barrels	0 45 0 47
Barbados, fancy, half barrels	0 49 0 50

DRIED FRUITS.—Dried fruits of all kinds are being cleaned up. Demand owing greatly to the Christmas trade has been exceedingly heavy and an enormous amount of business has been done.

Prices on Californias are ruling higher. Whether this will affect situation here or not is rather doubtful as the rush of business is over for the year.

Prunes, seeded raisins, apricots and peaches are firm and with more seasonable weather it is expected that demand will be much greater. On the coast apricots are closely cleaned up and the same may be said of peaches. A general feeling of firmness is felt in all coast fruits and in some lines an advance would not come unexpectedly.

The situation in Valencias continues unchanged. Stocks in Spain have been exhausted. In the future buyers will have to look to London for all Valencia raisins.

The evaporated apple market is slightly firmer this week. Really fine quality are scarce and prices are being maintained. Damp and dark quality are weak and hard to sell.

Prunes—		
30 to 40, in 25-lb. boxes	0 12 1/2	0 13 1/4
40 to 50, in 25-lb. boxes		0 11 1/4
50 to 60, in 25-lb. boxes		0 10 1/4
60 to 70, in 25-lb. boxes		0 09
70 to 80, in 25-lb. boxes		0 08 1/2
80 to 90, in 25-lb. boxes		0 08
90 to 100, in 25-lb. boxes		0 07 1/2
Same fruit in 50-lb. boxes, 1/4 cent less.		
Apricots—		
Standard, 25-lb. boxes	0 13	
Choice, 25-lb. boxes	0 15	
Peaches—		
Standard, 25-lb. boxes	0 10	
Choice, 25-lb. boxes	0 10 1/2	0 11 1/4
Candied Peels—		
Lemon	0 11	0 12 1/2
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04 1/2	0 04 1/2
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07 1/2
Currants—		
Fine Filiatras, per lb.	0 07	
Choicest Amalas, per lb.	0 07 1/2	
Patras, per lb.	0 07 1/2	
Choice Vastizzas	0 10	
Shade dried Vostizzas	0 10	0 08 1/2
Cleaned, 1/4 cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09 1/2
Valencias, old stock	0 07 1/2	0 08
Seeded, 1 lb. packets, fancy	0 07 1/2	0 07 1/2
Seeded, 1 lb. packets, choice	0 06 1/2	0 07
Dates—		
Hallowee', full boxes	0 05 1/2	
Hallowee', half boxes	0 06 1/2	
Paris, choicest, 12-lb. boxes	0 08 1/2	0 09 1/2
Paris, choicest, 60-lb. boxes	0 07	0 07 1/2
Package dates, per pkg.	0 06 1/2	0 07 1/2
Coffee—		
Rio, roasted	0 21	0 23
Green, Rio	0 20	0 20
Santos, roasted	0 24	0 25
Maricao, roasted	0 25	0 26
Bagotas, roasted	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Jamaica	0 26	0 28
Guatemala	0 24	0 25
Chicory	0 12	0 13

COFFEE.—General weakness is reported in the coffee market this week. In New York the market dropped fifty-five points in the last ten days which shows a general sagging. Better quality goods are holding up well, however, with nothing to intimate a decline for some time.

SPICES.—Peppers have been keeping high lately and ought to recede soon. No immediate drop is expected, nor is any great decline anticipated. A gradual recession will likely commence before long. Nothing new is reported in celery seed. Prices remain as quoted last week and probability is that the present price will be maintained for some little time. Lower prices will probably be struck early in the New Year.

Christmas great extent business is houses com amount of

Allspice	.....
Cassia	.....
Cayenne pepper	.....
Cloves	.....
Cream tartar	.....
Curry powder	.....
Ginger	.....
Mace	.....
Nutmegs	.....
Peppers, black	.....
Peppers, white	.....
Pastry spice	.....
Pickling spice	.....
Turmeric	.....
Range for pun boxes 2 cents per tins.	
Mustard seed, p	
Celery seed, per	
Shredded cocoan	

RICE AN is this week so scarce th market alto tendency to rangoon, bo slightly low rice are st better grade A good amo for season.

Standard B., fro f.o.b. Montr Rice, standard

Rangoon	.....
Fancy rangoon	.....
Patna	.....
Japan	.....
Java	.....
Carolina	.....
Sago, medium	.....
Tapioca—	
Bullet, doubl	
Medium, pea	
Flake	
Seed	

NUTS.— ment in nut kets have st and locally been advan are now go shelled hav cents. Slig in shelled v advanced to 14 and 15. market se to Christm moving out supplies we has been a

Almonds, Formi	
Almonds, shelle	
Almonds, Tarray	
Walnuts, Grenol	
Walnuts, Borden	
Walnuts, Marbo	
Walnuts, shelled	
Chestnuts, Italia	
Chestnuts, Cana	
Hickory nuts, p	
Pecans	
Brazils	
Peanuts, roaste	
Peanuts, green.	

BEANS.— offering a l Good quali For this r wholesale l trians as th

Christmas has stimulated trade to a great extent and a good volume of business is being done. Wholesale houses comment favorably on the amount of business passing.

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

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

RICE AND TAPIOCA.—Double goat is this week quoted at 9½. Supplies are so scarce that it is practically off the market altogether. There seems to be tendency towards a decline in sago and ragoon, both of which are quoted at slightly lower figures. Higher prices on rice are still ruling and demand for better grades is growing fairly rapidly. A good amount of business is being done for season.

Standard B., from mills, 500 lbs. or over, f.o.b. Montreal	3 75
Rice, standard B., f.o.b., Toronto	3 83
	Per lb.
Rangoon	0 04
Fancy rangoon	0 05½
Patna	0 06
Japan	0 06½
Jaya	0 08
Carolina	0 08
Sago, medium brown	0 05½
Tapioca—	
Bullet, double goat	0 09½
Medium, pearl	0 06½
Flake	0 08
Seed	0 06½

NUTS.—There is an excellent movement in nuts at present. Primary markets have strengthened somewhat of late and locally prices in some lines have been advanced. Formigetta almonds are now going as high as 16c., while shelled have been raised to 35 and 36 cents. Slight advance has been made in shelled walnuts. Filberts have been advanced to 12 and 12½ and Brazils to 14 and 15. The general tendency of the market seems upward, and owing to Christmas demand nuts have been moving out in good volume. Many supplies were late in arriving and there has been a great rush to get them out.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 36
Almonds, Tarragona	0 15	0 16
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, fresh cracked	0 29	0 30
Walnuts, shelled, new, to arrive in Dec.	0 35	0 36
Chestnuts, Italian, large, lb.	0 12½	0 12½
Chestnuts, Canadian, peck	0 25	0 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	0 07	0 07
Pecans	0 13	0 20
Brazils	0 14	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	0 08½	0 10
Peanuts, green, jumbo	0 10	

BEANS.—Canadian beans have been offering a little more freely this week. Good quality are not at all plentiful. For this reason the majority of the wholesale houses are still using Austrians as they are all hand-picked. Very

little change is reported in the market situation.

Prime beans, per bush., new 2 80

CANNED GOODS.

TORONTO.—Many complaints have been made by jobbing houses with regard to lateness of deliveries. All lines of canned goods have been much delayed and coming along late has caused great rush in getting them distributed.

Christmas goods have to great extent taken place of canned goods for a time. The bulk of business has been along Christmas lines with the result that canned goods have been pushed to the background. Latest reports, however, report a good amount of business. A firm tone is noted in market prices.

MANITOBA MARKETS.

Winnipeg, Dec. 11.—Since Dec. 1 the weather has been decidedly more wintry and though by no means severe is still more like what is usually looked for at this time of year.

This seasonable change has greatly benefited many lines of business and has probably had less effect on grocery trade than on any others. Christmas and holiday trade has been satisfactory to wholesalers and retailers now expect their turn. Business of 1912 has been gratifying to all interested and prospects generally for 1913 are excellent. An ease up and clean up for balance of year may now be expected. In groceries proper there are no changes of account this week, but in supplementary lines such as flour, fruits and provisions there are advances and reduction of some importance as will be found in consulting price lists.

SUGAR.—There is no new feature of importance in sugar, but from eastern conditions a decline is expected. Western stocks are fairly heavy and demand first class.

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

SYRUP.—This is syrup season and consumption is generally heavier at this time of year than at any other. Good retail trade is reported.

Corn Syrup—	
2 lb. tins, per case	2 23
8 lb. tins, per case	2 63
10 lb. tins, per case	2 51
20 lb. tins, per case	2 82
Barrels, per 100 lbs.	3 82
Molasses, New Orleans, gal.	0 33
Molasses, Barbados, gal.	0 45
Maple syrup, quarts, per case	6 20
Maple syrup, ½ gals.	5 85

DRIED FRUIT.—There is nothing of importance to note in situation as regards dried fruits. Holiday trade has much improved during past week.

Prunes—	
90-100s, 25s, s.p.	Per lb. 0 76½
90-100s, 10s, s.p.	0 36
80-90s, 25s, s.p.	0 06½
80-90s, 10s, s.p.	0 07½

70-80s, 25s, s.p.	0 07½
70-80s, 10s, s.p.	0 08
60-70s, 25s, s.p.	0 07½
50-60s, 25s, s.p.	0 08½
40-50s, 25s, s.p.	0 09½
Cooking Figs—	
Choice boxes	0 06½
Half boxes	0 06½
Half bags	0 05½
Valencia Raisins—	
Fine, f.o.b., 25s, s.p., per box	2 45
Fine, selected, 25s, s.p., per box	2 65
4-crown layers, 22s, s.p., per box	2 65
4-crown layers, 14s, s.p., per box	1 40
4-crown layers, 7s, s.p., per box	0 75
Ne plus ultra, 82s, s.p., per box	2 20
Sultanas	0 14½

Currants—	
Dry, clean, per lb.	0 07
Washed, per lb.	0 07½
1-lb. package	0 08½
2-lb. package	0 17½

TEAS AND COFFEE.—Prices steady retail demand for coffee improving with colder weather.

Coffee—	
Green Rio, No. 5	0 17
Roasted Rio	0 21
Green Santos	0 19
Roasted Santos	0 24
Chicory	0 12½
Teas—	
China blacks, choice	0 25 0 40
India and Ceylon, choice	0 32 0 40
Japans, May picking	0 35 0 50
Japans, choice	0 35 0 45

BEANS.—Situation very firm in both peas and beans with further advances looked for. No changes this week.

Beans, hand-picked, per bushel	3 30
Beans, 3 lb. pickers, per bushel	3 20
Split peas, sack, 56 lbs.	4 25
Whole peas	2 90

NUTS.—Holiday trade is quite up to average. Prices are unchanged since last review.

Brazil	0 13	0 14
Tarragona almonds	0 16½	
Peanuts, roasted, Jumbos	0 12½	
Peanuts, choice	0 11	
Pecans	0 17	
Marbot walnuts	0 13½	
Grenoble walnuts	0 16	
Sicily filberts	0 11½	
Shelled almonds	0 35	
Shelled walnuts	0 25	

WINNIPEG.

PRODUCE AND PROVISIONS.—

Prices on cured meats and lard are steady except on bacon on which some lines have had ¼ cent advance. Dairy butter is up 1 cent per lb. with offerings light. Cheese and eggs are unchanged.

Lard, tierces	0 14½
3 lb. tins, cases	9 35
5 lb. tins, cases	9 30
10 lb. tins, cases	9 20
20 lb. pails, cases	3 05
50 lb. tubs	7 20
1 lb. bricks	0 15
Cured Meats—	
Hams	0 15½ 0 15½
Long clear	0 15½
Short clear	0 15½
Shoulders	0 14½
Bacon	0 20 0 22½
Cheese—	
Ontario large	0 15
Ontario twins	0 15½
Manitoba large	0 14
Manitoba twins	0 14½
Butter—	
Creamery	0 33 0 35
Dairy	0 29 0 30
Eggs, fresh laid, Manitoba	0 35 0 40
Southern eggs, storage	0 25

MANITOBA.

WINNIPEG.—There is good seasonable demand for fish at steady values. Holland Herrings are easier a reduction of from 4 to 6 cents a keg having gone into effect at end of last week.

Fish—	
Oysters, per gallon	2 75
Frozen salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 08½
Fresh pickered	0 08
Block cod	0 10
Haddock	0 06
Finnan haddies	0 08
Holland herring, keg	0 66 0 72

Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 50

NOVA SCOTIA MARKETS

Halifax, N.S., Dec. 11.—Local grocers are now dressing stores and windows for Christmas trade. Business is fully up to average for season, and collections are fairly good.

Wholesale dealers are complaining of small receipts of beans and rolled oats, and the delay in delivery of shipments. There is a heavy demand for sugars, lard, and dried fruits.

There has been considerable increase in receipts of dairy butter this week, but the price remains unchanged. Eggs are still holding firm, and are not likely to go any lower. Demand for potatoes is unusually light for season.

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Dec. 11.—Principal change in wholesale prices is shown in the bacon department where there has been decided advance. Continuance of favorable weather conditions in producing districts keeps the egg market steady. Wholesale prices for eggs have not advanced. Potatoes are plentiful and same remark applies to other staples.

Local wholesale prices are appended: **EGGS.**—Fresh, Eastern, dozen, 38; selected eggs, 34. Local new laid are practically absent and few obtainable are going at 65 to 75 cents a dozen.

BUTTER.—Local creamery, 35; Eastern townships, prints, 32½; Eastern townships, solids, 32; New Zealand, prints, 33; New Zealand, solids, 32½.

NEW BRUNSWICK MARKETS.

St. John, N.B., Dec. 11. — Business during past week with local dealers picked up in most encouraging manner and indications are that next fortnight will see good volume transacted. Orders are large and numerous but collections only fair, and will be until after the new year.

Ontario flour showed slight weakening this week, declining ten cents a barrel, and this seemed somewhat surprising in view of fact that there is such a limited supply of flour on hand either in this city or in other centres through the province. It is generally expected here, however, that with the Balkan situation relieved, flour in both Manitoba and Ontario patents will go still lower, as reports from the West indicate a great abundance.

General rulings on hennery eggs are from 40 to 50 cents but there have been sales at 60. Case supplies are fairly plentiful and much lower, than the "strictly fresh." There does not seem to be much butter on hand throughout

the country districts, or at least, if there is it is not being brought to market.

Bacon	\$ 15	\$ 15
Beans, Austrian, bushel	2 75	2 85
Beans, yellow eye, bushel	3 19	3 15
Butter, dairy, per lb.	0 30	0 34
Butter, creamery, per lb.	0 27	0 29
Buckwheat, W., grey, bag	2 85	2 90
Cheese, new, lb.	0 15¼	0 15¼
Currants, 1½, lb.	0 08	0 08¼
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 10
Corn, doz.	1 10	1 10
Peas, No. 4	1 40	1 40
Peas, No. 3	1 42½	1 42½
Peas, No. 2	1 45	1 45
Peas, No. 1	1 80	1 80
Peaches, 2½, doz.	1 55	1 60
Peaches, 3½, doz.	2 35	2 40
Raspberries, doz.	2 20	2 20
Strawberries	2 20	2 20
Tomatoes	1 65	1 65
Clams	4 00	4 25
Cornmeal, gran.	5 00	5 00
Cornmeal, bags	1 55	1 55
Cornmeal, bbls.	3 25	3 25
Eggs, hennery	0 45	0 50
Eggs, case	0 25	0 40
Finnan Haddies	4 40	4 50
Fish, cod, dry	5 00	5 00
Flour, Manitoba	6 25	6 25
Flour, Ontario	5 75	5 85
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15¾	0 16
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	5 59	5 59
Oatmeal, std.	6 05	6 05
Pork, domestic mess	25 75	26 00
Pork, American clear	26 50	28 75
Potatoes, barrel, new	1 40	1 60
Raisins, California, seeded	0 67½	0 68½
Rice, per lb.	4 25	4 50
Salmon, Case—		
Red Spring	9 25	9 50
Cohoos	8 50	8 75
Sugar—		
Standard granulated	4 90	5 09
Austrian granulated	4 80	4 90
Bright yellow	4 70	4 80
No. 1 yellow	4 40	4 50
Paris lumps	6 00	6 25

LEAKS IN THE GROCERY STORE



"That is a splendid column you have on 'Leaks in the Grocery Store,'" remarked a retail grocer the other day. "Let me tell you of a leak which I discovered some time ago and which must have lost me a lot of money before the discovery.

"We bought and sold considerable quantities of butter. The butter was bought usually twice a week from provision houses and placed in the refrigerator by the driver. When he came I always asked him how much he had for me, and of course it was always the correct amount. I took it for granted he left it all in the refrigerator, never suspecting any dishonesty until one week I ran short earlier than usual. Putting two and two together I calculated I was three of four pounds short.

"This set me thinking as to what was wrong. Next week when I phoned for butter I asked the clerk to count the rolls in the refrigerator and let me know how many he sold before the driver arrived with the new shipment.

"After it came I figured how much we should have on hand and discovered on counting it that there were three

pounds short. In the pile the driver left there was the correct amount so that evidently he had taken three pounds from what I had before and placed it with what he brought. This made the new lot correct but the former short."

Here was a leak say of five pounds of butter, or about \$1.40 a week which in a year would make \$72.80—a substantial Christmas present for one's self.



To H. C. BECKETT, Hamilton, Ont. Mr. Beckett was born in Hamilton on December 12, 1860. He began his business career as entry clerk with W. H. Gillard & Co., wholesale grocers, at the age of eighteen and has been continuously with the firm ever since. When twenty-one years of age he went on the road as traveler, covering the Northwest, for ten years. In 1897 he was admitted as partner and since that time has had charge of the selling staff and buying department.

MONTHLY LETTER INCREASES BUSINESS.

Stevens & Allan, Kamloops, B.C., as part of their advertising campaign, use a typewritten letter once a month to increase sales. This they send to every house in the city and mail it to people out of town in the surrounding district. The letter that was sent out in November dealt particularly with Christmas goods, introduction reading as follows:

"Dear Madam,—The Christmas season will soon be here. Let our store supply your Christmas needs. You will find us all ready to serve you with new fresh goods at remarkably low prices. Here is a generous supply of all the good things needed to prepare for the Christmas feast."

This is followed up by a list of prices on new dried fruits, figs, dates, nuts, almond paste, extracts and spices. Store news is also introduced. The November letter asks customers and probables to "please note that now we have two delivery wagons in use all the time and your orders will receive special prompt attention."

"We have got good results from it," said Mr. Stevens, "and it always keeps us right before the people all the time. It lets them know we are always after their business."



Another Decline of 20 Cents in Rolled Oats

Scarcity of Raw Material No Longer Visible, Mills Being Well Supplied—Competition is Keen but There is Good Export Demand—Cornmeal Expected to Follow Rolled Oats—Drop in Flour in Winnipeg May Affect Eastern Prices.

Rolled oats have again declined 20 cents per barrel or 10 cents per sack during the past week. For some time the market was pretty bare of stock but now all the mills are filled up and competition is bringing down the prices. Business still keeps brisk. There has been good demand for export and this coupled with local demand has kept mills very busy. Many claim that for this reason the further drop in the prices of rolled oats was not warranted.

Great shortage is felt in package goods, and demand coupled with a further difficulty in obtaining premium crockery and boxes has done much to keep down stocks.

A decline of 15 or 20 cents per sack is expected in cornmeal before the end of the week. The corn crop in the United States has been very large this year and large shipments from the South expected any time now are likely to reduce prices here. Owing to declines in raw material and abundant supplies lower prices are likely to prevail throughout the season.

Great difference of opinion is expressed with regard to the future of flour. A reduction of 20 cents has recently been made in Winnipeg. While some claim that this will directly affect Eastern prices, others state that this reduction is simply in sympathy with recent reductions in the Eastern markets, also that decline is not general in the West but only confined to certain mills. At present business is brisk, and for immediate requirements slightly brisker than mills can handle easily. "The way the wheat market looks," said one man this week, "flour here is liable to decline 20 cents a barrel." At any rate the market is easier and a drop may be expected. Prices as quoted to-day are said by some mills to be merely nominal. What flour is actually selling at is pretty hard to state but with the large crop of wheat in the United States added to the Canadian crop the tendency at present at least is towards de-

cline. Lower prices are likely to rule throughout the season.

MONTREAL.

FLOUR.—The market for spring wheat grades is still steady, the amount of business passing locally being fairly satisfactory. Country trade is not so good though, millers putting down the falling in demand to bad condition of roads. Now, however, that frost has set in there should be an improvement as stocks must now be fairly low. Winter wheat remains firm as Ontario millers are still holding back shipments.

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

ROLLED OATS.—Rolled oats declined again 20 cents per barrel and a good amount of business is doing. We would not be surprised to see a drop in the price of cornmeal next week when big shipments come along. Dealers should not overlook this market as a decline must come.

Fine oatmeal, single bag lots	2 53	
Standard oatmeal, single bag lots	2 53	
Granulated oatmeal, single bag lots	2 53	
Rolled oats, 90 lbs. sack, jute, 25 bags to car lots	2 10	
Rolled oats, jute bags, 90-lb. single bag lots	2 15	
Rolled oats, cotton bags, 90-lb. single bag lots	2 20	
Rolled oats, barrels	4 45	
Rolled wheat, bbl.	2 75	
Hominy, 98 lb. sack	2 30	
Bolted cornmeal, 100 bags	2 25	

TORONTO.

FLOUR.—Wheat market here is weak and matters look as if wheat might still go down. "It's certainly low enough now for all the farmers are getting out of it," said one man this week. More Ontario flour has been offering of late and prices have been reduced about 10 cents by some houses.

Prices on flour are at present to a great extent only nominal. "Thirty cents off prices quoted would give what flour is actually selling at," was the remark made by one man in discussing the situation. Bakers are, of course,

getting concessions in view of quantity purchases.

Manitoba Wheat.	
1st patent, in car lots, per bbl.	5 30
2nd patents, in car lots, per bbl.	4 80
Strong bakers, in car lots, per bbl.	4 60
Feed flour, in car lots, per ton	31 00
Flour in cotton sacks, 10c per barrel more.	

Winter Wheat.		
Fancy patents, domestic consumption ...	4 85	5 15
Patents, 90 p.c., domestic consumption ...	4 55	4 85
Straight roller, domestic consumption ...	4 35	4 55
Blended domestic consumption	4 35	5 05

CEREALS.—Another week brings rolled oats down 20 cents a barrel or 10 cents per sack. Some mills claim that there was really no reason for this decline. There has been such good demand for export that it has kept all mills busy. Competition is given as the cause. For some time the market was bare of stock. Now all mills are filled up and chances are that lower prices may rule.

Prices on cornmeal are likely to be easier by 15 or 20 cents per sack towards the end of the week. New corn goods should arrive by that time and cause prices to fall. Lower prices are likely to prevail throughout season.

Rolled oats, small lots, 90 lb. sacks	2 20
Rolled oats, 25 bags to car lots	2 10
Standard and granulated oatmeal, 98 lb. sk., small lots	2 45
Rolled wheat, small lots, 90-lb. bbls.	2 30
Rolled wheat, 5 barrel to car lots	2 80
Cornmeal, 98 lb. bags, 25 bag lots	2 00
Rolled oats in cotton sacks, 5 cents more.	

MILL FEED.—The mill feed market seems slightly easier this week. Trade has been fairly dull and with Christmas coming tendency is towards the market becoming even more quiet. Some mills are well sold up in bran but demand is not brisk. Prices remain unchanged.

Bran, in car lots, per ton	21 00
Shorts, in car lots, per ton	25 00

WINNIPEG.

FLOUR AND CEREALS.—Most mills have reduced flour prices 20 cents per bbl. and there is also decline in rolled oats, oatmeal and cornmeal. These reductions are due to low prices of milling raw material of all kinds.

Best patents, per bbl.	5 10
Seconds, per bbl.	4 80
Rolled oats, 80 lb. sack	2 25
Granulated oatmeal	2 70
Cornmeal, 98 lbs.	2 20



Fruit and Vegetable Dept.

Lemons are Firmer ; Grapefruit Cheaper

Former Firms up on Primary Market But Retailer Will Not be Affected—Grape Fruit of Fine Quality — Navel Oranges Down on Toronto Market—Potatoes a Shade Firmer—Good Crop of Canadian Onions.

The market in lemons holds firm. Across the line it is reported as slightly firmer than last week. "This is the first time I have ever seen prices raised on the primary market in December," said one man this week. But although prices have been advanced on the primary market it is not expected that the change will affect the retailer greatly if at all.

Shipments from the south have been delayed on account of bad weather. Supplies coming forward are of excellent color and quality and every opportunity is given the retail merchant to put some effort behind lemons and push sales.

Navel oranges are moving fairly freely in all parts of the country now. The crops in the south seem to have been considerably overestimated. Reports with regard to Southern California crops are now being confirmed. The crop there is large and many shipments are being made. But in Northern and Western California crop is light and much below early estimates. Quality seems to be not all that is desired. Desirable sizes are different to obtain although probably quality is average for season. But the whole crop seems to have run to large sizes and as result the quality is said to have suffered. Prospects look bright for the Christmas trade. In Florida oranges the market is a shade easier. The quality is good and former quotations are likely to be maintained on the better grades.

Quotations on the primary cranberry market have been advanced one dollar per barrel. This is likely to create a better demand for evaporated cranberries. The growing season is now over but supplies are in such quantities that dealers will get what they are asking without any difficulty.

Excellent quality in grape fruit is coming in from Florida. "Don't think I ever saw such fine quality," said one man this week. No change however is expected in the near future—perhaps not for two or three weeks anyway.

MONTREAL.

FRUIT.—As anticipated trade has brightened up some and wholesalers are finding the movement of stocks, more satisfactory. There is not much of importance to announce, no change having taken place. The general call for holiday trade has set in.

Apples, fall, No. 1	3 00	5 00
Apples, fall, No. 2	2 00	3 50
Bananas, crated	1 75	2 00
Cranberries	7 50	9 50
Grape fruit, Florida, case	3 50	4 00
Lemons	5 50	4 00
Oranges, late Valencias	4 50	4 50
Pineapples, Cubans, cases of 24	6 50	6 50
Grapes	2 25	2 75

VEGETABLES. — Around this time we expect a lively vegetable market and wholesalers report that things are in an entirely satisfactory way. Potatoes are selling freely though supplies from Maritimes are not as plentiful as expected. Cranberries are becoming firmer, owing to a rather heavy demand both locally and from country points.

Spanish onions, large case	2 50
Canadian red onions, per lb.	0 01 3/4
Wax beans, in hoppers	4 50
Carrots, bags	0 75
Cabbage, dozen	1 20
Cauliflower, doz.	0 60
Cucumbers, basket	0 30
Peppers, green, basket	3 75
Radishes, dozen	0 22
Sweet potatoes, per basket	2 00
New potatoes, bag	1 00
Spinach, box	1 00
Parsnips, bag	3 00
Tomatoes, hothouse, lb.	0 25
Turnips, per bag	1 25

TORONTO.

GREEN FRUITS. — Almeria grapes have advanced locally and are now quoted at from \$6.50 to \$7.50. All cheaper grades are now out of the market only the better qualities remaining; prices have somewhat stiffened.

Navel oranges have also dropped 25c. this week, and are now quoted at from \$2.75 to \$3.50. Larger supplies from the South, also slightly poorer quality have both had their effect on local prices.

It is not expected that these will decline much further however, and prospects for big holiday trade are said to be bright.

Cranberries have advanced considerably during past week. Quotations on the primary market have advanced \$1, and here have been raised to \$11 and \$11.50

As predicted a few weeks ago grapefruit is again lower, having dropped still another 25c this week.

Apples—		
Spies, per barrel	3 00	3 50
Russets, per barrel	2 25	2 75
Greenings, fancy, per box	1 25	1 25
Greenings, No. 2, per bbl.	2 25	3 00
Baldwins, per bbl.	2 25	3 00
Fancy imported, box	2 25	2 25
Bananas, per bunch	1 50	2 00
Cranberries, per bbl.	11 00	11 50
Cranberries, crate	3 25	3 25
Grapes, Almeria, per lb.	6 50	7 50
Hothouse grapes, per lb.	0 75	0 75
Grapefruit, per case	3 50	3 50
Kumquats, per quart	0 25	0 25
Lemons, Verdelli	3 00	3 50
Limes, per 100	1 25	1 25
Oranges, Florida, case	3 00	3 25
Navels, per case	2 75	3 50
Mex can oranges, per box	2 25	2 25
Pineapples, per case	4 00	4 00
Persimmons, per case	2 50	2 50
Pomegranates, per doz.	0 90	0 90
Tangerines, per box	4 50	4 50

VEGETABLES. — Potatoes by some firms are quoted slightly higher this week, while others leave prices as given last week.

The Canadian onion crop has been fairly heavy this year. If cool weather keeps up demand for Canadian onions should increase as quality is such as to hold it up.

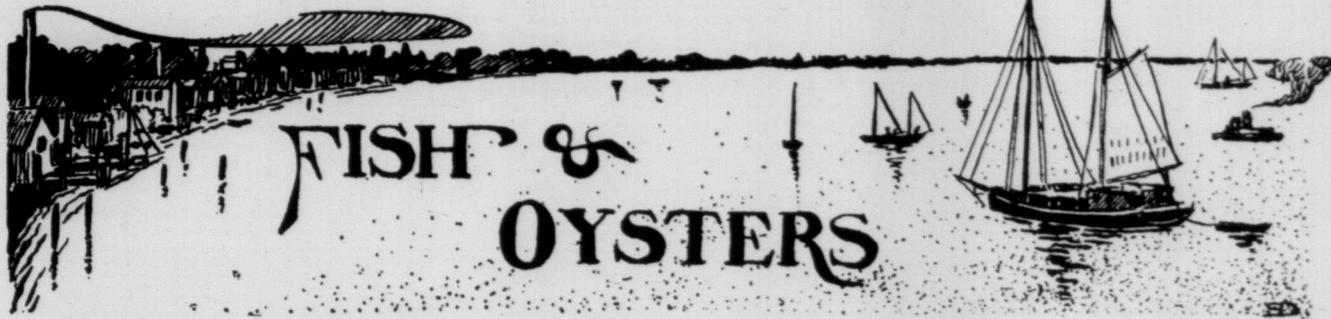
There has also been a large crop of valencias and in them the quality has been good. Higher prices are not looked forward to at present.

Beets, per bag	0 65	0 75
Carrots, per bag	0 75	0 75
Cabbage, per dozen	0 50	0 50
Celery, per dozen	0 35	0 40
Celery, California, per crate	4 00	4 00
Cucumbers, Boston, hot house, doz.	2 00	2 00
Lettuce, doz. bunches	0 25	0 30
Mushrooms, per lb.	0 25	0 75
Onions—		
Spanish, per crate	2 50	2 75
Canadian onions, 75 lb. bag	1 00	1 25
Potatoes, Ontario, per bag	1 00	1 15
Potatoes, New Brunswick	1 15	1 20
Parsnips, per bag	0 75	0 75
Turnips, per bag	0 60	0 60
Tomatoes, hothouse, per lb.	0 28	0 28
Sweet potatoes, hamper	1 50	1 50

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MON coming good ve addition high co sumptio fresh l frozen ready s in stro

Flounders Dressed p Fancy spr Large sha Market co Less than Smelts, fa Haddock Halibut, Herring, f Mullett Pike, dress Pike, roun Steak, cod Mackerel B.C. red New Gasp Qualla sal No. 1 sme Lake trout Whitefish Whitefish Pure cod Barbotte Black Sea Fancy bla



Advent Fish Trade on the Increase

Wholesale Dealers Finding Business Better Than in Former Years — More Retailers Going in for Fish—Storms on Eastern Coast Delay Fishing Operations—Cooler Weather Helping Business.

With the cooler weather setting in and with the help of the Advent trade, the fish trade has this week been increased considerably. Orders have been coming in briskly and for large quantities. Prospects for a busy month are looking better than ever.

Catches of some fish have been none too good. Bad weather on the eastern coast has interfered with fishermen and caused catches to be much smaller than was expected at this time of the year.

Quality in oysters seems rather harder to get than usual. There are always a great number of small-growers who wish to get their stocks off their hands as early in the season as possible and pay little attention to the chances open to them if they would only hold on a little longer. Thus the better qualities tend to become scarcer as the season advances, and business goes more into the hands of the larger dealers.

QUEBEC.

MONTREAL.—The fish market is becoming more lively every day and a good volume of business is passing. In addition to the holiday rush, the general high cost of living is increasing consumption of fish. There is not much fresh halibut on the market but the frozen is in good condition and makes a ready substitute. Haddies and fillets are in strong demand.

FRESH AND FROZEN.

Flounders	0 10
Dressed perch	0 09
Fancy spring salmon, per lb.	0 18
Large shad herring, each	0 03
Market cod, cases, 250 lbs., per lb.	0 04
Less than case	0 04½
Smelts, fancy	0 12
Haddock	0 05
Halibut, per lb.	0 11
Herring, frozen, per 100 fish	2 00
Mulletts	0 04½
Pike, dressed and headless, lb.	0 08
Pike, round	0 06
Steak, cod	0 06
Mackerel	0 12
B.C. red salmon	0 19
New Gaspé salmon, per lb.	0 18
Qualla salmon	0 07½
No. 1 smelts, per lb.	0 08
Lake trout, per lb.	0 11
Whitefish, large, per lb.	0 11
Whitefish, small, lb.	0 07
Pure cod tablets, 20 1-lb. tablets	2 30
Barbotte (dressed) bullheads, per lb.	0 09
Black Sea bass	0 12
Fancy bluefish	0 15

Fancy weakfish	0 12
PREPARED FISH.	
Boneless cod, in blocks or pkgs., lb.	7, 8, 10, 11, 12
Dry pollock, 100 lb. bundles, per bundle	5 50
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30-lb. box	0 12
SALTED AND PICKLED.	
New green cod, per bbl., 200 lbs.	10 00
New Labrador herring, per bbl.	5 50
New Labrador herring, per half bbl.	3 00
No. 1 mackerel, pail	2 00
No. 1 mackerel, half bbls.	8 00
Lake trout, kegs	6 00
No. 1 green haddock, per 200 lbs.	7 50
Salt eels, per lb.	0 06
Salt sardines, bbls.	5 00
Salt sardines, half bbls.	2 75
Lake trout, half bbl.	6 00
Scotch herring, keg	6 50
Scotch herring, per lb.	1 10
Holland herring, bbl.	10 50
Holland herring, half bbl.	6 00
Holland herring, keg	0 75
Boneless new herring, 10-lb. boxes	0 12½
Salt eels, per lb.	0 06
Labrador salmon, bbls.	15 00
Labrador salmon, half bbls.	8 00
Sea trout, half bbls.	12 50

SMOKED.	
Bloaters, box	1 25
Yarmouth bloaters, fancy, per box	1 25
Haddies, fancy, 15-lb. boxes, per lb.	0 07½
Fillets, fancy, 15-lb. boxes, per lb.	0 11
Herring, new, smoked, per box	0 15
Kippers (small), per box of 50 fish	1 25
Smoked salmon, per lb.	0 25
Boneless smoked herring, 4 lb. boxes, per lb.	0 10
SHELL FISH.	
Solid meats—Standards, gal., \$1.70; selects, gal.	1 90
Bulk standards, gal., \$1.40; selects	1 60

ONTARIO.

TORONTO.—Colder weather during the past few days has stiffened trade in fish greatly. Advent trade has increased considerably and now orders are coming in at rapid rate. Conditions here are very good and prospects are bright for holiday business—brighter perhaps than for several years.

Local houses claim that this year the trade are ordering more intelligently and are booking orders further in advance, thus making it possible to fill orders much more intelligently and to greater satisfaction.

FROZEN FISH.

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

FRESH CAUGHT FISH.

Steak, cod	0 08
Haddock	0 07
Herrings, per lb.	0 05
Perch	0 07

SMOKED.

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

PREPARED.

Shredded cod, 2 doz. pkgs. to box	2 25
Acadia cod, 2-lb. boxes, 12 to crate	2 80

Cod in loose strips, 25-lb. to box, lb.	0 06½
Skinless, cwt. (100 lb. boxes)	7 00

SALTED AND PICKLED.

Labrador herring, per keg	3 25
Labrador herring, per barrel	6 00
Labrador trout, per keg	7 25
Scottish herring, Loch Fyne, per kit.	1 10
Holland herring, per keg	0 80
Oysters—	
Selects, per gallon	1 75
Straight, 1 gal. lots	1 75
Straights, 3 gal. lots	1 70
Straights, 5 gal. lots	1 65
Shrimps—	
1 gallon cans	1 25
2 gallon cans	2 40
3 gallon cans	4 60
Smelts—	
No. 1, per lb.	0 12
Extra, per lb.	0 17

NEW BRUNSWICK.

ST. JOHN.—First week of Advent saw increased sales in fish. But supply for the most part was none too encouraging. Bad weather had interfered with work of fishermen, and the catches naturally had been lower than expected. Smelt are being received in good quantity and fine quality. There are no halibut in local market but it is expected that western stock will soon be arriving. Lobsters are not coming in the desired quantities and prices are ruling high. The same may be said of oysters which are well below the average in comparison with other years.

NOVA SCOTIA.

HALIFAX.—Last week was banner week for fresh fish trade of Halifax. Two hundred thousand pounds of fresh cod and haddock were landed here, the receipts being largest of year. These fish came at a most opportune time, just at the opening of the Advent season. Speaking on the situation of dry fish exports from Halifax, a local shipper says that the bad weather and unusually heavy shipments from Lunenburg and other outports has caused a decline of four or five dollars per cask for dry cod in Porto Rico and Cuba during the past fortnight and import quotations in the other West India Islands are falling off in sympathy.



Produce & Provisions



World's Butter Situation Generally Weak

Pastures Good in Old Country and New Zealand is Sending Out Stocks—Eggs Remain Firm With Cold Storage Stock Moving Rapidly — Situation in Provisions—Poultry Trade Not Over Brisk—Good Cheese Firm.

Butter markets are reported as slightly easier this week. Receipts have been heavy on all sides. Late mail advices from England speak of very favorable weather there and good pastures. The liberal supply of home butter resulting has caused a decline of several shillings per cwt. Large supplies are still coming in from New Zealand and are materially affecting the western Canadian market.

Several complaints have been made recently of receipts of creamery butter especially from the Eastern townships possessing a stably flavor. In some shipments this was so pronounced as to seriously affect prices reducing them to 28½.

Strictly new laid eggs are scarce throughout all parts of the country and thus high prices are being demanded. Storage eggs bulk largest on the market. Many Canadian houses are said to have large stocks in storage in Chicago and other American points. "Unless cold weather sets in hard pretty soon," said one man this week, "our season is going to be very seriously affected." With colder weather coming, receipts coming from the country would be very greatly affected and accumulations much reduced, thus adding greater strength to prices.

In Montreal and eastern provinces supplies are said to be none too plentiful. Even storage eggs are getting low. Thus unless colder weather sets in soon there is every chance that the large stocks in storage across the line will have some effect on Canadian prices.

Greater amount of business has been done in cheese during past week. The demand has run chiefly in low priced goods, that is November cheese. Octobers and Septembers are bringing in much better prices. Some holders of these refuse to offer them at all as they believe in higher prices later on after the lower priced goods have been worked off the market. That that time is not

very far off seems to be uppermost in minds of many cheese dealers.

MONTREAL.

PROVISIONS.—A stronger feeling has developed in market for hams and bacon and prices have advanced ½ cent per lb. for general list. The increase can easily be accounted for—increased demand during season and limited supplies—just the old, old story. The market is still strong.

Dressed hogs are also in good demand and things are so far steady.

Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 28 to 40 lbs., per lb.	0 14½
Large sizes, 20 to 28 lbs., per lb.	0 17
Medium sizes, 15 to 19 lbs., per lb.	0 17½
Extra small sizes, 10 to 14 lbs., per lb.	0 17
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 19
Bone out, rolled, small, 9 to 12 lbs., per lb.	0 19½
Breakfast bacon, English, boneless, per lb.	0 22½
Windsor bacon, skinned, backs, per lb.	0 16½
Spiced roll bacon, boneless, short, per lb.	0 25½
Boiled ham, small, skinned, boneless	8 60
Hogs, live, per cwt.	12 50
Hogs, dress, per cwt.	12 75
Pure Lard—	
Boxes, 50 lbs. net, per lb.	0 15¾
Cases, tins, each 10 lbs., per lb.	0 16¼
Cases, tins, each 5 lbs., per lb.	0 16¾
Cases, tins, each 3 lbs., per lb.	0 16¼
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 15½
Tubs, 50 lbs. net, per lb.	0 15½
Tierces, 375 lbs., per lb.	0 15¼
One pound bricks	0 16½
Compound Lard—	
Boxes, 50 lbs., per lb.	0 10¼
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 10½
Cases, 5-lb. tins, 60 lbs. to case, per lb.	0 10¾
Cases, 3-lb. tins, 60 lbs. to case, per lb.	0 10½
Pails, wood, 20 lbs. net, per lb.	0 10
Pails, tin, 20 lbs. gross, per lb.	0 10½
Tubs, 50 lbs. net, per lb.	0 10¼
Tierces, 375 lbs., per lb.	0 9¾
One pound bricks	0 10¾
Pork—	
Heavy Canada short cut mess, bbl., 35-45 pieces	28 00
Canada short cut back pork, bbl., 45-55 pieces.	27 00
Heavy short cut clear pork, bbl.	25 00
Clear fat backs	28 00
Heavy flank pork, bbl.	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Plate beef, barrel	17 00

BUTTER.—Local butter situation has not changed much during past week, the tone being still firm especially for choice September makes, while October creamery is also in good demand. Receipts of butter for the week just past show an increase over corresponding period of last year.

Creamery blocks	0 32½
Dairy tubs, lb.	0 26

Eggs.—Supplies have been somewhat better during past few days and an ac-

tive business is passing. The market as might be expected is firm, and it is likely this feeling will help to develop an upward move as cold storage stocks are said to be getting low.

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

POULTRY.—No general easiness may be expected in this market for some time now as supplies of poultry coming forward are weak, with result that there is an exceptionally firm undertone. Geese, generally plentiful about this time of year are scarce to a degree and prices may advance. Turkeys are in better demand than ever and are fetching good round prices.

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

HONEY.—There is not a very large volume of business passing but market remains firm.

White clover honey, in combs, No. 1 doz.	2 75	3 00
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	0 12	
Clover honey, 10-lb. pails, per lb.	0 12½	
Clover honey, 5-lb. pails, per lb.	0 12¾	
Buckwheat, 60-lb. tins, lb.	0 10	0 11

TORONTO.

PROVISIONS.—The local provision market has been fairly active for the beginning of week. Good volume of business is being done, especially for this season.

No change in price of smoked hams is noted this week. A considerable range of prices is given but the tendency seems to be in a downward direction.

Live hogs are coming in in larger quantities now and prices have dropped slightly. Latest quotations give \$8 and \$7.65 at local and country points respectively.

Smoked Meats—		
Light hams, per lb.	0 17	
Medium hams, per lb.	0 16	0 17
Large hams, per lb.	0 16	0 16½
Backs, plain, per lb.	0 21½	
Backs, pea meal	0 22	0 23
Breakfast bacon, per lb.	0 18	0 19
Roll bacon, per lb.	0 14½	0 14¾
Shoulders	0 12½	0 13½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 25	0 26

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Cheese—

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Display of

Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 11	0 14½
Long clear bacon, extra heavy	0 13	0 13½
Lard, tierces, per lb.	0 14½	0 14½
Lard, tubs, per lb.	0 14½	0 15
Lard, pails, per lb.	0 15	0 15½
Lard, compounds, per lb., tierces	0 09½	0 10
Live hogs, local		8 00
Live hogs, at country points		7 65
Dressed hogs	11 00	11 50

BUTTER.—The butter market is reported this week as a shade easier. Make and deliveries both continue heavy, almost too heavy for this time of the year. Locally milk supply has been short and some of the creameries have been selling their fresh cream. With this spell of colder weather conditions are likely to be changed materially, the make being greatly decreased. Prices have been maintained, however, and in many cases dealers have been quoting slightly higher since the beginning of the week. Dairy solids are scarce locally.

	Per lb.	
Fresh creamery print	0 30	0 32
Creamery solids	0 30	0 33
Farmers' separator butter	0 27	0 29
Dairy prints, choice	0 25	0 28
Dairy solids	0 23	0 25

EGGS.—The egg market this week has been very dull. There are very few new laids on the market and these are bringing in as much as 45c per doz. Few of the wholesalers have pickled eggs at all. Those who have them are asking as much as for storage. But the whole market is full of storage eggs, and there are plenty more in Chicago and other American cities when the supply here runs out.

Eggs—		
Strictly new laid, per doz.	0 40	0 45
Fresh gathered, per doz.	0 32	0 35
Storage, per doz.	0 28	0 30
Pickled, per doz.	0 28	0 30

CHEESE.—No change is reported in the cheese situation this week. Some dealers are asking as high as 18 for Stilton, but otherwise last week's prices remain unchanged.

Cheese—		
Large	New.	Old.
Twin	0 11½	0 15½
	0 11¼	0 15¼

½ Twin	0 15	0 16
Stilton	0 16	0 18

POULTRY.—The poultry trade this week has been rather dull. Fair supplies are coming in, but demand is not very great as yet. In another week the Christmas trade will be on and there will be a rush on all sides for supplies and shipments alike.

POULTRY (prices paid to country merchants):		
	Live.	Dressed.
Spring chickens	0 12	0 13-0 15
Spring ducks	0 12	0 13-0 14
Old fowl	0 15	0 19-0 11
Roosters	0 08	0 08-0 10
Turkeys	0 17	0 18-0 20
Geese	0 10	0 11-0 12

WHOLESALE PRICES (in city dealers):		
Spring chickens, dressed, lb.	0 12	0 15
Spring ducks, dressed, lb.	0 14	0 16
Fowl, dressed	0 11	0 13
Turkeys, dressed	0 19	0 22
Geese, dressed	0 13	0 14

Value of an Exclusive Provision Window

A Port Arthur Display Containing Provisions and Associated Lines Which Proved Good Seller—Trim of This Character Should be Frequently Used—Appetising Display Easily Made.

The dealer who trims an occasional attractive, selling provision window these days, is getting good results. Few windows attract the housewife's eye more readily because of close alliance such a display has with the every-day dinner table.

An example of a good provision window—although the photograph does not do justice to the trim—is shown herewith. It was made by John S. Gibson, a salesman with the Mark Clavet, Dobie Co., Port Arthur, Ont. The window is in the shape of the letter "L" and faces on two streets.

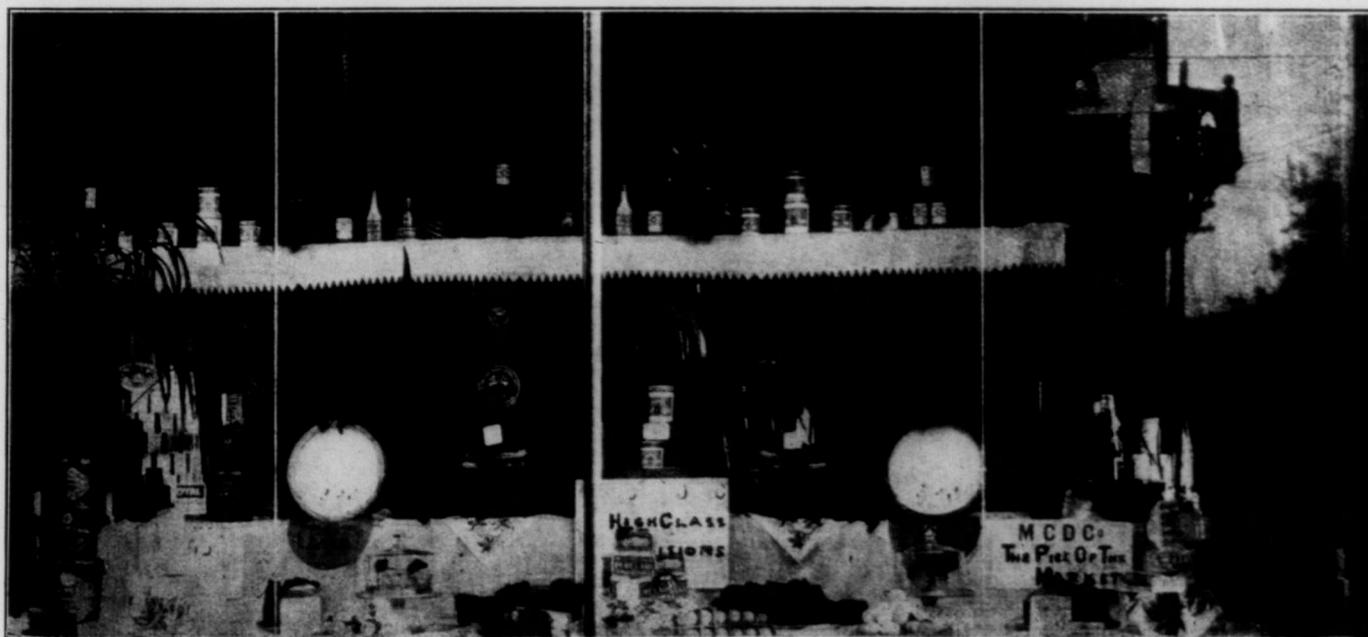
The Lines Shown.

In the trimming of this window white cheese cloth was used on the floor to impress upon prospective purchasers that cleanliness was a feature there. Among the goods on display may be seen eggs; creamery and dairy butter; smoked and cooked hams; lard in 1 pound blocks, 3's, 5's, and 20-lb. pails; cream and Canadian cheese. Several pieces of breakfast bacon were hung up at the back of the window and tins of preserved table and peanut butter, and

Camembert cheese, etc., were shown on the shelf at the top. The whole display was decorated with fresh green parsley and a price ticket attached to the various lines. A few show cards were placed here and there, such as "M. C. D. Co. for high-class Provisions;" "If it's Here, it's Good;" "If it's Good it's Here;" and "M. C. D. Co. for Pick of the Market."

An Appealing Trim.

Provisions, as intimated above, should be more frequently shown in the window. The appetising character of these goods, if the display is neat and clean, appeals to the housewife. They are all associated lines and often when a sale is made of one, the clerk can usually introduce and sell another without being offensive. A sale of bacon suggests eggs, and vice versa. If lard is sold for pie making, it is not too presumptuous to suggest cheese. Cheese with pie is a dessert meeting with more and more favor. There are a great many such combinations which the resourceful salesman will bring to mind at the proper moment.



Display of meats, butter, eggs, cheese, etc., shown recently by the Mark, Clavets, Dobie Co., Port Arthur, Ont. It was trimmed by J. S. Gibson.

BANK OF MONTREAL

The 95th Annual General Meeting of the Shareholders of the Bank of Montreal was held at noon yesterday in the board room at the Bank's headquarters.

Among those present were:—Messrs. R. B. Angus, Sir Thos. Shaughnessy, Sir W. Macdonald, Senator R. Mackay, Major G. Hooper, D. Morrice, Alfred Piddington, W. A. Murray, C. J. Fleet, D. F. Angus, W. F. Angus, Edward Fiske, A. Baumgarten, G. F. C. Smith, W. B. Blackader, W. Stanway, Wm. H. Evans, H. V. Meredith, J. J. Reid, W. R. Miller, C. R. Hosmer, Bartlett McLennan, E. B. Greenshields, Dr. W. B. Yates, Henry Joseph, J. B. Learmont, Henry Mudge.

On motion of Mr. W. R. Miller, the President, Mr. R. B. Angus was requested to take the chair.

It was also moved by Mr. C. J. Fleet, K.C., seconded by Mr. A. Piddington, that Messrs. G. F. C. Smith and Bartlett McLennan be appointed to act as scrutineers, and that Mr. James Aird be the secretary of the meeting. This was carried unanimously.

The President then called upon Mr. H. V. Meredith, General Manager, to present the Annual Report of the Directors to the Shareholders at their 95th Annual General Meeting, held Monday, 2nd December, 1912.

THE ANNUAL REPORT.

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1912:—

Balance of Profit and Loss Account, 31st October, 1911	\$1,855,185.36
Profits for the year ended 31st October, 1912, after deducting charges of management, and making full provision for all bad and doubtful debts	2,518,408.76
Premiums on New Stock	834,322.50
	\$5,207,916.62
Dividend 2½ per cent. paid 1st March, 1912	\$ 385,798.70
Dividend 2½ per cent., paid 1st June, 1912	400,000.00
Bonus 1 per cent. paid 1st June, 1912	150,000.00
Dividend 2½ per cent. paid 1st Sept., 1912	388,302.98
Dividend 2½ per cent., payable 1st Dec., 1912	400,000.00
Bonus 1 per cent., payable Dec., 1912	150,000.00
	\$1,894,101.68
Amount credited to Rest Account	\$1,000,000.00
Amount credited to Contingent Account	1,000,000.00
Amount expended on Bank Premises during year	511,000.00
	\$4,405,101.68
Balance of Profit and Loss carried forward	\$ 802,814.94

Since the last Annual Meeting, Branches have been opened at points in the following Provinces, viz.:—
In Ontario—Windsor.
Quebec—Thetford Mines, Granby, Lachine, Magog, St. Lawrence (Montreal), Maisonneuve (Montreal).
North-West—Plum Coulee, Man.; Swift Current, Sask.; Red Deer, Alta.; Ogden Shops (Calgary, Alta.); East End (Calgary, Alta.).

British Columbia—Port Alberni, Princeton, North Vancouver, Sapperton, Invermere.
The Branches at Marysville, N.B.; Rosenfeld, Man., and Oakville, Man., have been closed.

At a Special Meeting of the Shareholders, held on 18th June, 1912, an increase of \$9,000,000 to the Capital Stock of the Bank was authorized, making the total Authorized Capital \$25,000,000.

With deep regret the Directors have to record the death of their esteemed Vice-President, Sir Edward S. Clouston, Bart., who had been a member of the Board, and Vice-President for seven years, and who had held the position of General Manager for upwards of twenty-one years.

All the Offices of the Bank, including the Head Office, have been inspected during the year.

Bank of Montreal, (Signed) R. B. ANGUS, President.
2nd December, 1912.

PRESIDENT'S ADDRESS.

The President, Mr. R. B. Angus, then addressed the meeting as follows:—

At the shareholders' meeting in June last, you sanctioned a by-law permitting the extension of the Bank's capital in case it should appear to be required; this has since been approved by the Treasury Board. The recent issue of stock was also readily taken up, and your capital now stands at \$25,000,000, authorized and \$16,000,000 fully paid, with a Rest of like amount. This increase of capital did not come before it was wanted, as at certain seasons the circulation has exceeded the legal limit and we are liable to the Government for interest on the excess.

The well established business and good earning power of the Bank, together with comparative immunity from bad debts, enable the management to present a statement of results for the year's operations which I presume will be considered satisfactory. The Directors were gratified to be able to add a Bonus of one per cent. on each half year, in addition to the usual dividend. The Directors have audited the books of Head Office, the cash and securities have been verified, ample provision has been made for bad and doubtful debts, and the amount expended on Bank premises has been transferred to Profit and Loss account.

We have again to report a year of universal and almost unbroken prosperity throughout the length and breadth of the land. The unfavorable conditions which retarded the harvesting operations and which it was feared would prove calamitous, passed without much injury in the western prairies, where the yield of wheat and other grains has proved satisfactory both as to quality and quantity. In the East, where the damage was perhaps greater, some compensation has been derived from good results in other directions. While the prices of wheat are much lower this year, the proportion of the higher, or contract, grades in the prairie provinces is very much larger. The better condition of the grain renders it easier to handle and to market, and the returns to the producer are quicker and safer. The estimated yield in the North-west may be set down as:

Wheat, 188,000,000 bushels, against 177,000,000 last year.
Oats, 220,000,000 bushels, against 190,000,000 last year.

Barley, 31,000,000 million bushels, against 33,000,000 last year.

Flax, 130,000,000 bushels, against 8,000,000 last year. A conservative estimate of the value of the crop of the three provinces is given at \$207,000,000 for the grain alone.

Partly owing to the good condition of the grain, already mentioned, but chiefly because of the excellent arrangements of the railways, the crop has been moved with unparalleled celerity; there has been no car famine and little talk of congestion, although there has been more grain handled. At the close of this season's navigation, there appears to have been a serious blockade of grain on its way to market, caused by insufficient facilities for taking delivery from the railway cars, and it may be that a greater number of vessels for grain carrying across the lakes and larger elevator capacity for temporary storage must be provided for future wants. Storage for grain has been much neglected in the prairie provinces; it would be advisable that granaries of moderate capacity to store at least a portion of the crop should be a feature on every well equipped farming establishment, so that there would be no occasion to rush produce to a market at inconvenient seasons.

Irrigation by which vast areas of arid land are being converted into most productive farms, is being prosecuted with vigor, and the model farms established by the Government and the Canadian Pacific Railway are more and more resorted to and much valued by the settlers.

The raising of live stock, which had been allowed to decline, will receive a great impetus from the high prices obtainable for cattle, and by the greater safety with which the business is conducted.

Immigration for the twelve months ended September 30th, has reached the total of 385,955 souls, or 37,322 over the previous year. Many are farmers possessing both experience and capital. These form a welcome addition to the population, where labor is so scarce and land so productive.

Loans to farmers, if sometimes slow, are well paid. Wages are high, as is the cost of living, but that condition may be greatly mitigated by the farmer, if only he will give his attention in some measure to mixed farming instead of relying upon importations of vegetables, meat and butter, and such like from

the East or from the other settlements in the United States. In the most important province of Ontario, the harvest of wheat and corn has not been bountiful but rather under the average, in consequence of the wet and cold season, and yet we are assured that the farmers have done well, as few depend solely on the raising of grain for a livelihood, their resource being scientific and mixed farming, while dairying, produce and fruit have been more remunerative. As an indication of the diversity of farming in this progressive province, Ontario is said to own 6,000,000 head of live stock, horses, cattle, sheep, and pigs.

The mining industry of Ontario is important; the province ranks high with other countries in the production of silver and nickel, and her total output for last year, on the Bureau of Mines estimate, was \$41,000,000.

The same general remarks as regards agriculture and the season's results will apply to Quebec.

Lumber and pulpwood have had a good year, last winter's cut being large and prices high. The increase in British prices, however, has been fully set off by material advance in ocean freights, and the result that the United States has been our best market.

The Maritime Provinces have had a fair year. Hay, which is an important crop, has been at least up to the average, and in many cases considerably above. Potato and other root crops, with a few exceptions, are reported good. The apple crop, although not equal to the abnormal yield of last year is a good average; the fruit is much appreciated and brings good prices in England and many young orchards are being planted.

British Columbia has in recent times been a highly favored province. General trade has been large and profitable; its lumbering operations, after languishing for some years have suddenly revived owing to the improved demand from the prairies, and to the better condition of commercial affairs among our neighbors, who, instead of being keen competitors, have become good customers for our products. There is a shipbuilding industry, although still in its infancy. The great fleet of vessels employed in the coastwise traffic and the larger steamships trading to the Orient give great importance to the port of Vancouver. Speculation is rife as to the advantages likely to accrue to that port and the western country generally on the opening of the Panama Canal.

Commercial activity has doubtless been stimulated by the impulse of active railway construction, which cannot be expected to continue on the same gigantic scale for many more years, but there will remain a more solid and enduring source of wealth in the vast forests of virgin timber which now cover the hillsides of mainland and islands.

Speaking of the Dominion as a whole, the trade and commerce of the country have been and promise to continue both sound and good.

The lumber business, on the Atlantic as on the Pacific side, shows much improvement, apart from the pulp and paper industry, which is specially adapted to this country, and has been very prosperous for some time past, but owing to the number of new concerns in operation, there is a tendency to overproduction with slackening demand and lower prices.

The coal and iron production has been on a scale never before equalled in Canada, although the latter, owing to delays in installing or completing the necessary plants, has fallen far short of supplying demands, especially in the matter of steel rails. The car builders have also been notably behind in their orders.

Agricultural machinery of the best and most modern type has been in great request, and the factories which supply every kind of electrical equipment have been unusually busy.

The revival of trade in the United States has had a marked effect on several of our manufacturing industries, relieving them from the competing shipments of surplus goods from that market.

The woollen mills are doing better, while an unusually good year has been experienced in cottons.

Old establishments have been fully occupied and a great variety of manufacturers are finding a home in Canada even in the middle and far West.

The wholesale distributing trades have everywhere enjoyed a good year. Groceries, Dry Goods, Clothing, Boots, and Shoes had an unusually large turn over, with good results. Accounts have been fairly well paid and bad debts have been comparatively small.

Transportation by sea and land, with its accompanying mechanical works, is instrumental in making large accessions of population to the cities.

Railway earnings have been phenomenal, but are far surpassed by the extraordinary outlays in building of new lines, in improv-

ing the old, in equipment to traffic.

By the judicious Government are being made the supply of several important lantic coasts a

The principal British Columbia crease in size activities. A plerects has also ern cities, no Some of the perhaps bee fic utilities, a better have e time, but, af ing future penditures ha hence the uni at home and ness of money cial securiti has misled s accept the pr but it is fea higher rates tions.

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ing the old, in double tracking, terminals and equipment to provide for the ever increasing traffic.

By the judicious expenditure of the Dominion Government, the facilities for shipping are being much improved by dredging, and the supply of elevators and docks at the several important harbors on the Pacific and Atlantic coasts as well as on the Great Lakes.

The principal cities of the North-west and British Columbia exhibit a marvellous increase in size, in population and business activities. A phenomenal advance in these respects has also been made by some of the eastern cities, notably Montreal and Toronto. Some of the smaller towns in the West have perhaps been too ambitious in providing public utilities, and in rushing work that might better have extended over a greater length of time, but, after all, they are only anticipating future necessities. The municipal expenditures have consequently been large and hence the unusual amount of borrowing both at home and abroad. The comparative cheapness of money and the ease with which municipal securities could be placed in England, has misled some borrowers, who refused to accept the prices offered earlier in the season, but it is feared they may have to submit to higher rates of interest on future transactions.

Industrial loans and investment are quite out of our sphere, but I take this opportunity of saying that it is much to be regretted that some of these offered on the London market were of a distinctly questionable character, unsound or highly speculative, and calculated to reflect injuriously on Canadian credit, while others, and doubtless the great bulk of them, are both safe and promising, and offer to the investor an opportunity of participating in the prosperity of the country. I fear it is useless to ask certain promoters to be more careful as to the class of security they offer, but intending investors may be more discriminating.

With the rapidly developing country and the Government pledged by guarantees or otherwise to liberal expenditures, the building of railways, the improvement of harbors, and other works of a national character, Canada must necessarily be a large borrower for some time. But with nearly 8,000,000 of people, vigorous, intelligent and resourceful, with immense treasures in virgin forests, mines, fisheries, and above all, with a large area of unoccupied fertile land, Canada can better afford than most countries to mortgage her future to a moderate extent, and her credit in the money markets of the world must always stand high.

Canada is well prepared to absorb and utilize the immigrants that every season seek her shores or cross her boundaries. The laborer and the artisan are most welcome, and the farmer, with or without capital, will find opportunities at his hand. We have excellent and prosperous Banks, well adapted to the requirements of the country, which offer facilities to farmer and tradesman in every town and village, and I may remark, in passing, as convincing proof of the country's progress, that their deposits in ten years have mounted up from 350 millions to over 1,000 million dollars.

We possess a system of transportation that is almost complete, although being daily added to—a large mercantile fleet of steamers on river, lake and sea, and railways that not only link the various provinces together, but also give a service to the newly opened country better than is to be found in any other country similarly circumstanced.

In New York and other points in the United States, where the Bank is represented, business may be described as in a normal and sound condition.

The ample revenues of both Provincial and Dominion Government indicate a season of great prosperity for the country at large.

The exports for the twelve months ended 30th September, 1912, amount to \$351,952,292, an increase of \$49,601,798 over the corresponding period of last year.

Imports for the same period amounted to \$616,842,090, an increase of \$120,004,619, giving a revenue from custom duties of \$102,695,974, or an increase of \$23,903,849.

I have in a cursory manner touched on these various topics, reviewing the condition of the country and indicating the great range of interests the Bank has to consider in the course of its business, and on whose fortunes the prosperity or otherwise of the Institution in a great measure depends.

THE GENERAL MANAGER.

The General Manager, Mr. H. V. Meredith, spoke as follows:—

The President has covered the ground so fully in the address he has presented to you to-day that little is left for me but to explain the changes which have taken place in the balance sheet during the year, and to add a few remarks in connection with financial mat-

ters affecting the Bank which have not been touched upon.

Since our last Annual Meeting, the Treasury Board of the Dominion Government has sanctioned an increase in the authorized capital of the Bank from \$16,000,000 to \$25,000,000 thus permitting of a further issue of stock from time to time as circumstances may, in the opinion of your Directors, render desirable.

Turning to the general statement of which you have a copy, you will notice the Paid-up Capital has increased during the year from \$14,887,570 to \$16,000,000, and the Rest from \$15,000,000 to \$16,000,000. From the net earnings, transfers have been made of \$1,000,000 to Rest Account and Contingent Account respectively, and a balance of \$802,000 is carried forward at credit of Profit and Loss Account as compared with \$1,855,000 a year ago. A bonus of 1 per cent. was paid shareholders on June 1st and December 1st over and above the quarterly dividends of 2½ per cent.

Deposits not bearing interest show a small decrease, occasioned by the withdrawal of a large deposit of a temporary nature which appeared in the statement of a year ago. Were it not for this fact, we would show a gain in these deposits of \$2,000,000. Interest-bearing deposits show an increase of \$6,400,000. Part of this increase is of a temporary character, but it is gratifying to find that the ordinary savings deposits have grown in a highly satisfactory manner, notwithstanding the withdrawals that have taken place for investment and otherwise.

Turning to our assets, you will notice that "Current Loans and Discounts in Canada and elsewhere and Other Assets" are \$2,200,000 less. This decrease does not represent a curtailment of our current loans in Canada, which are in reality \$1,600,000 larger than a year ago, but a reduction in our current loans elsewhere. Investments in railway and other bonds are \$1,600,000 less, affected by realizations, and balances due by agencies of this Bank and other Banks show a net reduction of \$3,800,000. The increase in our call loans in Great Britain and the United States is accounted for by the various changes mentioned above.

I think you will agree with me that the statement is a strong one, but it is well that the Bank of Montreal should always be able not only to meet all the legitimate demands of its clients, but at the same time to provide for any exceptional calls that may be made upon it to promote the general welfare of the country.

Business generally has been exceedingly active in Canada during the past year. Good crops, notwithstanding a wet season, have been reaped, and all manufacturing industries have been kept fully employed. Wage earners are in receipt of good wages, and labor, in many sections, is difficult, if not impossible to obtain. With an increasing immigration, a soil producing a large surplus of food products without serious failure over a comparatively long term of years, the assurance of a vastly increased production as the area of unoccupied arable land is brought under cultivation, and other great natural resources awaiting development, one cannot but be an optimist in regard to the future of our country.

Owing to this ever increasing and rapid development, we must for many years be borrowers from the British Islands as well as foreign countries. Just now, there is undoubtedly a feeling in some quarters abroad that Canadians are spending too lavishly and over-borrowing to an extent which may later on prove burdensome to us. In this connection, our adverse balance of trade, our so-called real estate boom, etc., are cited. While I do not share these pessimistic views, there can be no doubt that if we are to maintain the preference which Canadian securities have so long enjoyed, a caution at the present time is more essential than it has been for a long time past, and it is clear any ill-advised move on our part, any undue speculation, or the flotation of doubtful schemes which may have the effect of causing distrust abroad and so prevent the free flow of capital into Canada, cannot but have a serious effect on business generally, and bring about a check to our prosperity. It must not be forgotten that there are countries other than our own seeking capital, and offering possibly quite as attractive terms, and that once a stream is turned in another direction, a long time may elapse before it returns to its former channels.

Money has been in strong demand in Canada during the year, while in London and New York, in which outside markets we are chiefly interested, the rates continued low until September, since when more stringent condition and higher rates have prevailed. With buoyant trade practically the world over, and with, as far as we can judge, a probable continuance for some time of such conditions, money is not so readily obtained. Those seek-

ing capital should have regard to existing conditions and also to the fact that borrowers cannot hope to name their own terms.

The increased cost of living, and the reasons therefor, form a subject much discussed the world over, and commissions of enquiry are now engaged in seeking the cause. I mention the subject because of its effect on the Bank's net earnings, owing to the necessity of our having to increase our fixed charges from time to time as a result of bringing up the salaries of the staff to a point which may be considered a fair and reasonable one for the services rendered. The cause for the enhanced value of all commodities is difficult to determine. There are no doubt a number of reasons for it; among them, the largely increased output of gold, resulting, to a great extent, from the more scientific treatment of ore bodies. The higher standard of living by all classes is also a factor; but I am of the opinion that the root of the matter may be found in the fact that the percentage of population engaged in production of foodstuffs is not increasing in the same ratio as is that of our manufacturing wage earners and salaried officials. This view is supported by figures showing conditions in the United States, where the number of farm families indicates an increase of only 11 per cent. between 1900 and 1910, while the artisan and clerical classes have increased practically 30 per cent. in the same period. A similar condition of affairs obtains in Canada as regards the five eastern provinces, and while, in our North-west, the rural population is relatively large and grows apace, mixed farming has not yet been generally resorted to. In this connection, it may be interesting to note that the exports of dairy products from older Canada to the newer Western Canada were this year not less than \$3,000,000, while New Zealand and the United States supplied these commodities to the extent of an additional \$1,000,000.

I have noticed at different times, in certain newspapers, paragraphs calculated to give the impression that the Banks in this country are not affording the farmers the financial assistance to which they are entitled. Such statements are erroneous. There are in Canada some 2,500 bank branches, the great majority of which are located in towns and villages supported by the surrounding agricultural population, and no unimportant part of the business of the Banks is derived from this class. As for this Bank, I may say that our loans to farmers and small traders amount to many millions.

I have alluded to the adverse balance of trade. In the fiscal year ending March 31st, 1912, the imports for consumption in Canada were of the value of \$521,000,000, and the exports of domestic products were \$290,000,000, showing a balance against the country of \$231,000,000, undoubtedly a very large sum. In the five months ending August 31st last the excess of imports over domestic exports was \$130,700,000, showing an even greater ratio than in the preceding year. The gap between imports and exports is not likely to be soon closed; not, indeed, until our manufacturing industries have expanded to a point when the home market can be supplied fairly well within the country, nor until the large demand for foreign goods, arising out of the construction of permanent works, railways, etc., is satisfied from domestic mills. Meanwhile the gap is bridged by foreign loans, by investments of capital in Canada from Great Britain and by money brought in by immigrants. It is, therefore, all the more important to guard against unpropitious circumstances tending to lessen the confidence of British and foreign lenders in Canadian securities.

The delayed revision of the Banking Act will shortly be submitted to Parliament. The present Act has been developed with the growth of the country. It has served its purpose well, and I feel confident that under the direction of the able and experienced financier who now occupies the position of Finance Minister no radical changes will be entered upon lightly.

ELECTION OF DIRECTORS.

The result of the ballot for the election of Directors was declared by the President as follows:—Messrs. R. B. Angus, A. B. Green-shields, C. R. Hosmer, Sir William Macdonald, Hon. Robert Mackay, H. V. Meredith, D. Morrice, James Ross, Sir Thomas Shaughnessy, Rt. Hon. Lord Strathcona and Mount Royal, D. Forbes Angus, Huntly R. Drummond, C. B. Gordon.

The meeting then terminated.

OFFICERS ELECTED.

At a subsequent meeting of the Directors, the following officers were elected:—Hon. President, Right Hon. Lord Strathcona and Mount Royal; President, Mr. R. B. Angus; Vice-President, Mr. H. V. Meredith.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

BAKING POWDER.

W. H. GILLARD & CO.

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

ROYAL BAKING POWDER.

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

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

WHITE SWAN SPICES AND CEREALS, LTD.

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

BORWICK'S BAKING POWDER

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

COOK'S FRIEND BAKING POWDER.

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

In Tin Boxes—

No. 13, 1-lb., 2 dozen 3 00
No. 14, 8-oz., 3 dozen 1 75
No. 15, 4-oz., 4 dozen 1 10
No. 16, 2 1/2-lbs. 7 25
No. 17, 5-lbs. 14 00

FOREST CITY BAKING POWDER.

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

BLUE.

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

COUPON BOOKS—ALLISON'S.

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

UN-NUMBERED.

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

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

DOMINION CANNERS.

Aylmer Jams. Per doz.
Strawberry, 1912 pack \$ 2 15
Raspberry, red, h'vy syrup 2 15
Black currant 2 00
Red currant 1 85
Peach, white, heavy syrup 1 50
Pear, Bart., heavy syrup 1 77 1/2
Jellies.
Red currant 2 00
Black currant 2 20
Crabapple 1 65
Raspberry and red currant 2 00
Raspberry and gooseberry. 2 00
Plum jam 1 55
Green Gage plum, stoneless 1 65
Gooseberry 1 85
Grape 1 55

Marmalade.

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

Pure Preserves—Bulk.

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

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

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

Unsweetened Chocolate—

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

Icings for Cake—

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

Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, 5-lb. boxes 0 25
Nonpareil wafers, No. 1, 5-lb. boxes 0 30
Nonpareil Wafers, No. 2, 5-lb. boxes 0 25
Chocolate ginger, 5-lb. bxs. 0 30
Milk chocolate wafers, 5-lb. boxes 0 36
Coffee drops, 5-lb. boxes .. 0 36
Lunch bars, 5-lb. boxes .. 0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box.. 1 35
Milk chocolate, 5c cakes, 3 doz. in box, per box.. 1 35
Nut milk chocolate, 1/2's, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 1/4's, 6-lb. boxes, lb. 0 36
Nut milk chocolate, 5c bars, 24 bars, per box 0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.
In 1/4, 1/2 and 1-lb tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & 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, 1/4's and 1/2's 0 36
" No. 1 chocolate 0 30
" Navy chocolate, 1/2's .. 0 26
" Vanilla sticks, per grs 1 00
" Diamond chocolate, 1/2's 0 24
" Plain choice chocolate liquors 20 30
" Sweet chocolate coatings 0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, 1/4 and 1/2-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, 1/4, 1/2, 1 and 5-lb. tins, 39c lb.; German's sweet chocolate, 1/8, and 1/4-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, 1/8, and 1/4-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, 1/2-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, \$1.25 per box.
The above quotations are f.o.b. Montreal.

COCOANUT.

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

1/2-lb. pkgs. White Moss .. 0 27
1/4-lb. pkgs. White Moss .. 0 28
1 and 1/2-lb. pkgs., assorted 0 26 1/2
1/4 and 1/2-lb. pkgs., asstd. 0 27 1/2
1/4-lb. pkgs., asstd., in 5-lb. boxes 0 28
1/2-lb. pkgs., asstd., in 5-lb. boxes 0 29
1/4-lb. pkgs., asstd., 5, 10, 15-lb. cases 0 30
Bulk—
In 15-lb. tins, 20-lb. palls and 10, 25 and 50-lb. boxes.
Palls Tins Bbls.
White Moss, fine strip 0 19 0 21 0 17
Best shredded . 0 18 0 16
Ribbon 0 19 0 17
Macaroon 0 17 0 15
Desiccated 0 16 0 14

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.
Preserved— Per Case
Eagle Brand, ea. 4 doz. \$6 00
Reindeer Brand, ea. 4 doz. 5 75
Silver Cow Brand, ea. 4 dz 5 40
Gold Seal Brand, ea. 4 doz 5 25
Mayflower Brand, ea. 4 doz 5 25
Purity Brand, ea. 4 doz... 5 25
Challenge Brand, ea. 4 doz 4 50
Clover Brand, ea. 4 doz... 4 50
Evaporated (Unsweetened)—
St. Charles Brand, small, ea. 4 doz. 2 00
Peerless Brand, small, ea. 4 doz. 2 00
St. Charles Brand, Family, ea. 4 doz. 3 90
Peerless Brand, Family, ea. 4 doz. 3 90
Jersey Brand, Family, ea. 4 doz. 3 90
St. Charles Brand, tall, ea. 4 doz. 4 60
Peerless Brand, tall, ea. 4 doz. 4 50
Jersey Brand, tall, ea. 4 doz. 4 50
St. Charles Brand, Hotel, ea. 2 doz. 4 25
Peerless Brand, Hotel, ea. 2 doz. 4 25
Jersey Brand, Hotel, ea. 2 doz. 4 25
St. Charles Brand, gallons, each 1/2 doz. 4 75
"Reindeer" Coffee & Milk, ea. 2 doz. 5 00
"Regal" Coffee and Milk, ea. 2 doz. 4 50
"Reindeer" Cocon & Milk, ea. 2 doz. 4 80

CANADA FIRST BRAND.

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

ALWAYS IN THE LEAD



is **ALWAYS THE SAME**

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

Produced under Government Inspection by our own Exclusive Process.

GUNNS Limited Packers and Refiners TORONTO

HAMS

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

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

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on
BULK
MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

0 27
0 28
26 1/2
27 1/2
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5 15
4 50

THE CANADIAN GROCER

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

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

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

Package Coffee.

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

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

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

MINTO BROS

MELAGAMA BLEND,

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

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.

402 Spadina Avenue, Toronto.

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

CEREALS.

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

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial— Per doz.

Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

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

Large (each ½ doz.) 8 25

MacLaren's Roquefort—

Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40

MacLaren's Canada Cream—

Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

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

Discount on application.

CRESCENT MFG. CO.

Mapleline— Per doz.

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

GELATINE.

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

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

Per doz.

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

LAPORTE, MARTIN & CO.,

MONTREAL AGENCIES.

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

Per case

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

MINERVA PURE OLIVE OIL.

Case—

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

TINS—

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

BASSIN DE VICHY WATERS.

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

CASTILE SOAP.

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

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

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

CANNED HADDIES, "THIS-TLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

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

N. K. FAIRBANK CO., LTD.

Tierces	0 09½
60 lb. tubs	0 10
20 lb. wood pails	0 10½
20 lb. tins	0 09½
Cases, 3 lbs., 20 to case.	0 10½
Cases, 5 lbs., 12 to case.	0 10½
Cases, 10 lbs., 6 to case.	0 10½

F.O.B. Montreal.

GUNN'S "EASIFIRST" SHORTENING.

Tierces	0 09½
Tubs	0 09½
20-lb. pails	0 10
20-lb. tins	0 09½
10-lb. tins	0 10½
5-lb. tins	0 10½
3-lb. tins	0 10½
1-lb. cartons	0 11

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	\$1.90 \$1.80
2 lb. glass (1 dz case)	3.20 3.00
4 lb. tin (1 dz case)	5.50 5.35
7 lb. tin (½ dz case)	8.60 8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	\$1.60 \$1.55
2 lb. glass (1 dz case)	2.80 2.70
4 lb. tin (1 dz case)	4.80 4.65
7 lb. tin (½ dz case)	7.75 7.50

MUSTARD.

COLMAN'S OR KEEN'S.

Per doz. tins

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

F. D., ¼-lb. 0 85
F. D., ½-lb. 1 45

Per jar

Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

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

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

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

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

JELLY POWDERS.

JELL-O.

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

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	

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

IMPERIAL DESSERT JELLY.

Ontario Prices.

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

SOAP AND WASHING POWDERS.

A. P. TIPPETT & CO., AGENTS.

Criole soap, per gross	\$10 20
Florola soap, per gross	12 00
Straw hat polish, per gr.	18 20

SNAP HAND CLEANER.

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

RICHARDS PURE SOAP.

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

FELS NAPTHA.

Prices—Ontario and Quebec:

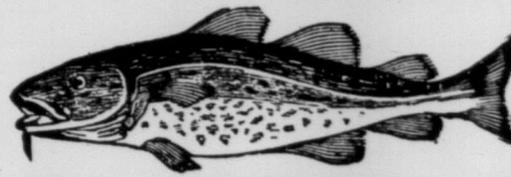
Less than 5 cases	\$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	\$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 00
1 gall., doz.	19 20
1-16 gall. gross lot	20 00



Headquarters For All Sea Foods.
Supplies Always Plentiful.
No Disappointments.



Canada Pure Boneless Cod Fish

(By Far the Best Produced)

is being shipped regularly to all chief centres, and your wholesaler will be able to supply any of following kinds:

BONELESS FISH.

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

SKINLESS FISH.

- Eastern Hundreds100 lb. Boxes
- Eastern Fifties50 lb. Boxes

Friday Special | **Boutilier's Fillets**
 (The fleshy kind)

All the Time { **Ocean Brand: Haddies, Kippers, Bloaters**

North Atlantic Fisheries, Limited, Selling Branch:
 47 William St., MONTREAL

“Johnny on the Spot”

We have our ear to the ground, as it were, in Western Canada. Five great warehouses, and representatives in daily touch with the fast growing trade of this prosperous country—are the credentials that make us the proper salesmen for your line.

We want to handle the accounts in Western Canada for the manufacturers of Europe, United States and Eastern Canada. Our experience and success has given us the confidence to guarantee sales.

Our aggressive salesmen are on the spot to do business.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY

THE CANADIAN GROCER

"SOCLEAN."
THE DUSTLESS SWEEPING
COMPOUND.

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

"ANTI-DUST" SWEEPING
POWDER.
Size No. 1, 3 doz. crates, per doz.\$ 1 50
No. 2, 1 and 2 doz. crates, per doz. 3 00

STARCH.
EDWARDSBURG STARCH CO.

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

BRANTFORD STARCH.

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

OCEAN MILLS, MONTREAL.

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

SOUPS—CONCENTRATED.
CHATEAU BRAND.

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

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz. 0 90
Clear soups in stone jars, 5 varieties, doz. 1 40

SODA—COW BRAND.

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

EDWARDSBURG STARCH CO.
CROWN BRAND CORN SYRUP.

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

LILY WHITE CORN SYRUP.

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

BEAVER BRAND MAPLE SYRUP.

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

Terms: 30 days net. No discount for prepayment.

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

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

MOLASSES.
THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.
2s., Tins, 2 doz. to case.
Quebec, per case\$ 1 85
Ontario, per case 1 90
Manitoba, per case 2 30
Saskatchewan, per case ... 2 60
Alberta, per case 2 70
British Columbia, per case 2 40

DOMOLCO BRAND.

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

SAUCES.
PATERSON'S WORCESTER SAUCE.

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

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

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

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

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

HOLBROOK'S IMP. WORCES- TERSHIRE SAUCE. Per doz.

Rep. 1/2 pints, packed in 6-doz. case \$2 25
Imp. 1/2-pints, packed in 4-doz. case 3 15
Rep. qts., packed in 2-doz. case 6 50

STOVE POLISH.
JAMES DOME BLACK LEAD.

6a size, gross \$2 40
2a size, gross 2 50

NUGGET POLISHES. Doz

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

TOBACCO.
IMPERIAL TOBACCO COMPANY OF CANADA.

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

TEAS.
THE "SALADA" TEA CO.

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

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

MELAGAMA TEA.
MINTO BROS.

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

Wholesale R't'l
Brown Label, 1-lb. or 1/2. .25 .30
Red Label, 1-lb. or 1/2.... .27 .35
Green Label, 1's, 1/2 or 1/4 .30 .40
Blue Label, 1's, 1/2 or 1/4. .35 .50
Yellow Label, 1's, 1/2 or 1/4 .40 .60
Purple Label, 1/4 only55 .80
Gold Label, 1/4 only70 1.00

"KOLONA" TEA.

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

JAMS AND JELLIES.
T. UPTON & CO.

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

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

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

JELLY POWDERS.
WHITE SWAN SPICE AND CEREALS, LTD.

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

YEAST.

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

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Cor.

Encourage Trade

by handling goods that have established their popularity, and so insure sales and pleased customers.

Heinz 57 Varieties

Ludella Tea

Diamond Crystal Salt

Shaker Salt

Monarch Brand Salmon

Victor Brand Salmon

Monarch Brand Currants	-	-	8 $\frac{1}{4}$ c
Victor " "	-	-	7 $\frac{1}{2}$ c
Monogram " "	-	-	7 $\frac{1}{4}$ c
Pantry " "	-	-	7 c
Griffin Seeded Raisins, 16 oz. Pkg.,			7 $\frac{3}{4}$ c
#55 Choice " " 16 oz. "			6 $\frac{3}{4}$ c
Griffin Seedless " 16 oz. "			8 $\frac{3}{4}$ c
Choice Sultanas, Cleaned	-	-	9 $\frac{7}{8}$ c
Good " "	-	-	8 $\frac{7}{8}$ c
Bevan's Connoisseur Clusters	-		\$2.55
" Extra Dessert "	-		3.50

Send along your sorting orders for Xmas Goods. Orders will be shipped same day as received.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts.

-

TORONTO



This is the package which is sure to bring you repeat sales. Finest quality—attractively boxed, giving a good profit.

Now is the Season for Nuts

Write us for prices. We have the most complete stock of all kinds of

Shelled Nuts

You need a good assortment of these for the coming winter trade. We can supply you to your satisfaction, both as to quality and price.

W. P. Downey
Montreal, Que.

Georgian Bay Apples

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

VEGETABLES

Beets, Carrots, Turnips, Etc.

Write for quotations on car lots and smaller quantities.

Prompt attention and first-class service.

LEMON BROS.

Owen Sound, Ontario

Get Your Town On The Map

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

J. J. McCABE

Agent

Toronto, - Canada

ROBERTSON'S

SCOTCH

Jams and Marmalades

Season's Supply
Just to Hand
In Time For
Christmas Trade

None Finer.

Get in Your Order now

Mathewson's Sons, Montreal
Agents

The Greatest Favorite Of All

"King" Brand Jam is the big favorite of the housewife, because she can buy it packed to suit the particular needs of her household—either in pails, cartons or glass. She realizes that each spoonful is a mouthful of deliciousness and is now satisfied that a high price need not always be paid to get *quality*.

"KING" BRAND JAM

is quality at reasonable cost. That is what we strive to give our customers. We could possibly get a higher price, but our sales are large enough to encourage us to keep at present figure.

Get our Price List. It is worth while.

Labrecque & Pellerin, Montreal

AGENTS:

Maritime Provinces
Western Provinces

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

Xmas Fruits In Abundance

Place your order now to ensure good delivery for Xmas. High class Navel, Florida and Valencia Oranges. Holly Wreaths, Holly and Wreathing. Grapes, Pineapples, Celery, Lemons, Nuts, Dates, Figs, Haddie and Oysters.

Largest and Best assorted stocks to choose from.

WHITE & CO., LTD.
Toronto

The Holiday Trade

demands something
EXTRA FANCY in the Fruit Trade

and most especially in

California Navel Oranges

If you want oranges that are really Extra Fancy — oranges that will give satisfaction to your customers, let us supply you.

GRAPE FRUIT — BANANAS — PINEAPPLES

Apples, Nuts, Figs, Dates,

Hot House Tomatoes, Hot House Cucumbers
Celery Lettuce Radish

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



We keep in constant touch with your customers through the magazines, street cars and billboards, etc., all over the country. This tells the nation's housewives all about the quality of **HEINZ PRODUCTS** and sends new customers to **YOU**.

Get your share of this increased demand by carrying a good supply of **HEINZ PRODUCTS**—keep them displayed where they'll be seen.

Let our advertising add to your profits.

H. J. HEINZ COMPANY
PITTSBURGH, PA.

It is one thing to make Paper Bags that are *occasionally good*. It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying goodness*.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag *ever* manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags
OTTAWA and ONTARIO

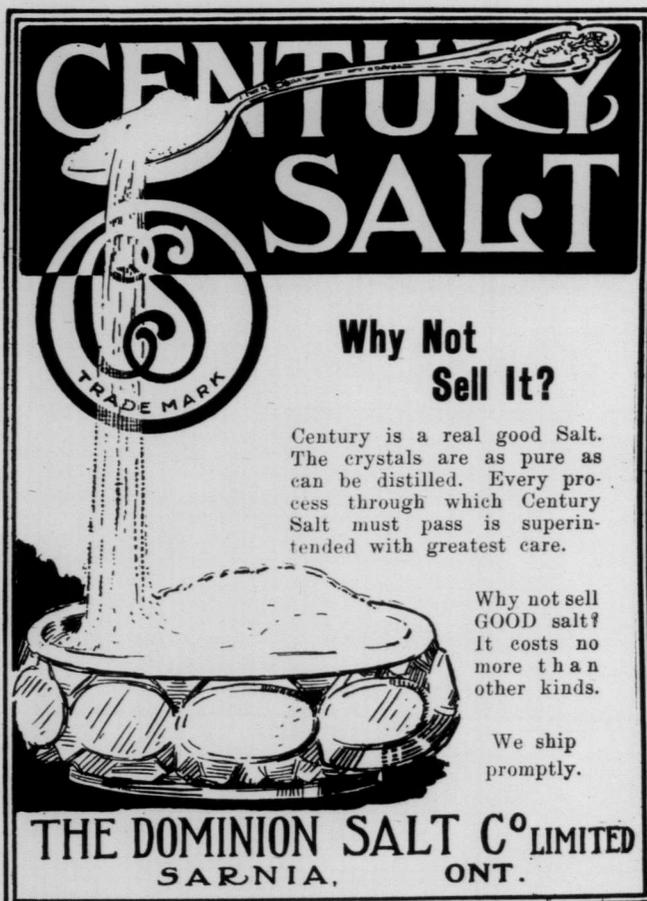
DISTRIBUTORS:

ONTARIO: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.

MARITIME PROVINCES: Thomas Flanagan, Halifax, N.S. MANITOBA, ALBERTA AND SASKATCHEWAN: Walter Woods & Co., Winnipeg.

BRITISH COLUMBIA: Smith, Davidson & Wright, Vancouver, B.C.

MONTREAL AND QUEBEC: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.



CENTURY SALT

Why Not Sell It?

Century is a real good Salt. The crystals are as pure as can be distilled. Every process through which Century Salt must pass is superintended with greatest care.

Why not sell GOOD salt? It costs no more than other kinds.

We ship promptly.

THE DOMINION SALT CO. LIMITED
SARNIA. ONT.

"Babbitt's"
is
The Original Soap Powder



Purest, Strongest, Best Selling

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While any soap powder is expected to have cleansing power, BABBITT'S has more because of its concentrated form, so it gives more satisfaction and sells best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

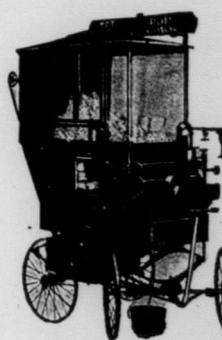
B. T. BABBITT, INC.
NEW YORK

BROOMS
OF
QUALITY

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

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

Walter Woods & Co.
HAMILTON - WINNIPEG



Why Don't You do Like Him?

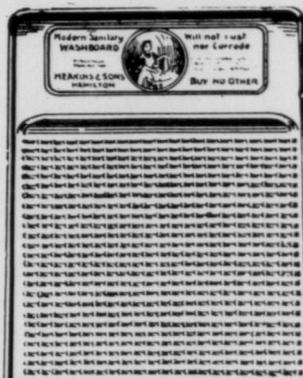
H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut cylinder extra for \$94.00.

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

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

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

KINGERY MFG. CO.
Cincinnati, Ohio



No Dirt
Can Lodge
in the
"All-Metal"

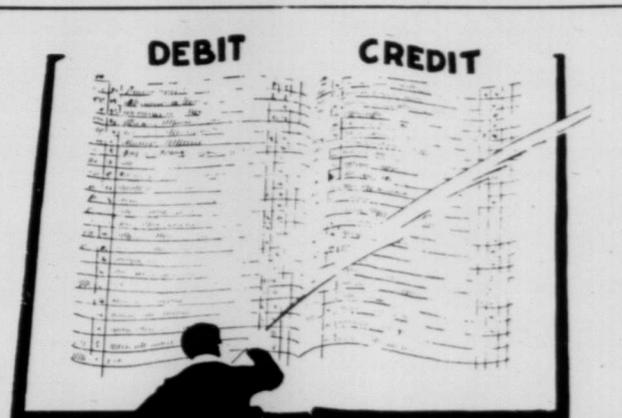
In the Meakins' Sanitary Washboards there is no wood to warp or any joints to come apart—being made entirely of metal (unrustable) they are very sanitary and durable.

Meakins' Sanitary Washboards

have the qualities which recommend them to the housewife. They outlast the old-fashioned wooden kind many times, no zinc edges to come loose to catch dirt and scratch the hands.

People buy on sight. Sell Meakins' and you sell the best in washboards.

Meakins & Sons
Hamilton, Ontario



Is This
The Way
Your Books
Look To
You After
Your Day
Is Done?

—rather, after your day should be done, when your store is closed. It's the old story, "attend to the books," post the ledger and cash book, get out accounts—and the hundred and one little details attendant on the old book-keeping system when you should be recuperating your strength for another day.

Turn your accounts over to the McCASKEY ACCOUNT REGISTER and you will join the thousands of thankful merchants. No books—no worry—no sending bills; collections come easy.

Look into it now—Write to-day.



Double Register with
Electric Recorder and Cash Till

Manufacturers of the McCaskey Account System.
The Dominion Register Co., Ltd.
Toronto, Ontario
Trafford Park, Manchester, England



**Stuhr's
DELICACIES.**

**Genuine Caviare,
Anchovies in Brine,
IN TINS AND GLASSES.**

Sold by all High-class Provision Dealers.

C. F. STUHR & CO., HAMBURG



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Frequency of Sailings

Every eleventh day a
Pickford & Black
steamer leaves Halifax
for Bermuda, St. Kitts,
Antigua, Barbados,
Trinidad and Demer-
ara; the round trip oc-
cupying thirty days.

For further particulars
apply to

PICKFORD & BLACK, LIMITED
HALIFAX, N.S. Agents

One of the most successful re-
tailers 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."

**NATION'S CUSTARD
POWDER**

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

Nation's Egg Powder



AGENTS:

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

Samples free by post.

A want ad. in this paper

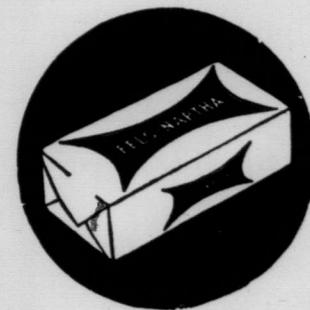
will bring replies from

all parts of Canada.

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

You can prove
Fels-Naptha soap
yourself, Mr.
Grocer, by simply
following the
wrapper's direc-
tions in a fair, care-
ful test of the
soap with cool or
lukewarm water.

If more grocers
knew how much
energy there was
in every bar of
Fels-Naptha,
(when directions
are followed) ever
so much more
would be sold.



THREE DELICIOUS DISHES

**FOSTER'S
LINCOLN** { **HAND BRAND PEAS
TWIN-VEG AND
PARSLEY-BEANS**

Agents: **MACLURE & LANGLEY, 12 Front Street East, TORONTO**

You

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Age
NIPE
Age

You Should Never Be Without Quick-Naptha



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



The Grocer's Standby

By recommending to your customers an article that has been tried and tested and found to give absolute satisfaction, you get their confidence and trade.

SOCLEAN

(The Dustless Sweeping Compound)

positively lays dust, cleans carpets, destroys moths—in short, it is the scientific way of cleaning the home. The dealer makes a good profit on every sale, and the customers get quality and quantity for their money. Packed in pails to retail at 25c, 40c and 75c each.

SOCLEAN LIMITED

"The originators of Dustless Sweeping"
TORONTO

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



Three Lines You Should Know and Introduce to Your Customers

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

St. George Evaporated Milk, 4 dozen in case	-	\$3.50
Princess Condensed Milk, 4 dozen in case	-	\$4.20
Banner Condensed Milk, 4 dozen in case	-	\$5.00

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

J. MALCOLM & SON

St. George

Ontario

The Hall-Mark of Sardine Superiority



By Special royal permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

Germs! Germs! Everywhere

in every drop they drink, is not so about users of Laurentia Milk.

Laurentia Milk is a pure, rich, sweet cow's milk. Bottled and sealed, and by homogenization and heating made non-perishable.

Laurentia Milk and Cream contains no preservatives, adulterants or bacteria.

Laurentia is absolutely pure.

Laurentia is easier to digest.

Laurentia is best for Mothers, Invalids and Children, and, of course, all others.

Stock this, Mr. Dealer, and gain your Customers' good-will. Write to-day for particulars.

The LAURENTIA MILK CO., Ltd.

371 Queen Street West, Toronto, Ont.

Telephone—Adelaide 2760

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—MOTT'S

JOHN P. MOTT & CO.

MANUFACTURERS

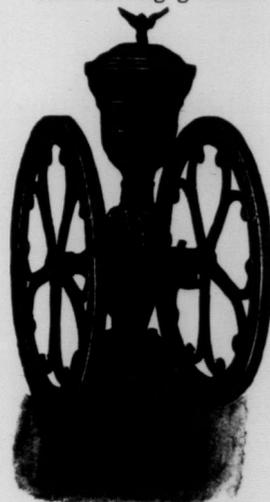
HALIFAX, NOVA SCOTIA

YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.



Ask any of the following jobbers for our illustrated catalogue
WINNIPEG—G. F. & J. Galt (and branches); The Cedville Co. (and branches)

VANCOUVER—The W. H. Malkin Co., Ltd.; Wm Braid & Co.; Kelly, Douglas & Co., Ltd.

HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.

TORONTO—Eby, Blain, Ltd.; E. B. Hayhoe & Co.

LONDON—Gorman, Eckert & Co. ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

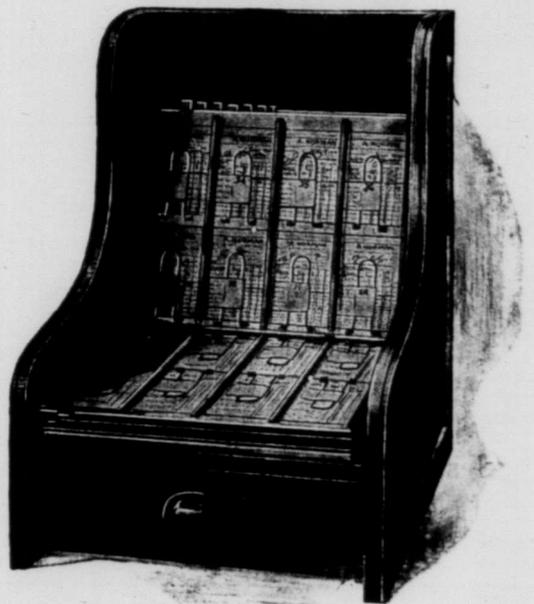
MONTREAL — The Canadian Fairbanks Co. (and branches). EDMONTON, Alta.—The A. Macdonald Co.

Woodruff & Edwards

CO.

ELGIN, ILL., U.S.A.

Feed Your Bookkeeping Worries to



The ULLMAN Account Register

The machine with brains.

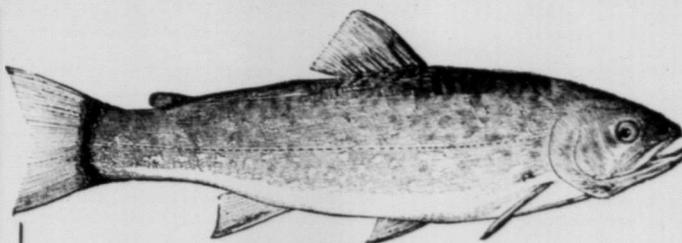
It will save money for you because it will keep your collections up and your bad accounts down. It will do away with forgotten charges and will cut out concessions to customers over disputed accounts.

The Ullman Register is a perfect watchdog against leaks and losses. It is small in size, great in capacity, compact and quick. It will collect your old accounts and still retain the friendship of your customers. With every Register is furnished a fireproof safe, giving protection in case of fire. Write us for further information and for special mail order proposition.



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

The Hamilton Incubator Co., Ltd.
Hamilton, Ontario



A Fish Five Minutes From the Water

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.**

The flavor is retained by the employment of the latest and most modern methods of preparing and packing — immediately after the fish comes from the water.



Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of expedience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

Our Chief Sellers

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

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

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

PATERSON'S WORCESTERSHIRE SAUCE

The most piquant of appetizers, needs no recommendation to the grocer who handles the best. If you have not stocked it you will find Paterson's Worcestershire Sauce a winning item on your list for deliciousness, profitability and quick selling.

ROWAT & CO.
GLASGOW, SCOTLAND

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



SUPERIOR GRADE

both in materials and in processes of manufacture are the explanation of the wonderful popularity of

Sterling Brand Food Products

For business building there are no rivals for "Sterling" Lime Juice, Jams, Mixed Pickles, Sweet Pickles, Relishes, Extracts, Marmalades, Crushed Fruits and Fountain supplies.

The T. A. Lytle Co., Limited
STERLING ROAD :: TORONTO, CAN.

Eureka Canada's Sanitary Refrigerator

THE GREATEST

Dry air circulating Refrigerator of the age.



This is the Refrigerator that has become famous from Coast to Coast.

More of them are used by Butchers than all other patented Refrigerators combined in Canada.

Made all sizes and prices for every purpose.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, **WALTER WOODS & CO.**, Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

Think It Over!

Isn't it worth while to handle a line that the women want? Such a line is

Black Knight Stove Polish

which produces a lasting jet black polish in the minimum of time and with the minimum of 'elbow grease.'

Moreover, there's a 'worth while' margin of profit for you in selling 'Black Knight.'



F. F. DALLEY CO., Limited
Hamilton, Canada Buffalo, U.S.A.

ANTI-DUST Sweeping Powder

Will soon be common words in every household in Canada as the goods bearing this name are becoming more than popular. They are just what the housewife wants, price, reasonable and quality there all the time.

ANTI - DUST — The most successful sweeping compound on the market today. Disinfects, deodorizes, and makes microbes impossible.

Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.

Lauro Chemical & Perfumery Co., City of Ottawa, Ont.

Fenwick, Hendry & Co., Kingston, Ont.

Albert Dunn, 67 St. Peter St., for Quebec City.

King George's Navy

is worthy of your support right now for many sound business reasons. There are hundreds of men in your neighborhood whom you can "recruit" and "muster" around your store on Saturday evenings for their weekly Tobacco allowance.

KING GEORGE'S NAVY has nothing to do with the Canadian Navy, remember, but is the popular

CHEWING TOBACCO

packed by the firm which guarantees prompt delivery and quality all the time.

THAT FIRM IS

The Rock City Tobacco Co.

Quebec

Winnipeg

WRITE ABOUT

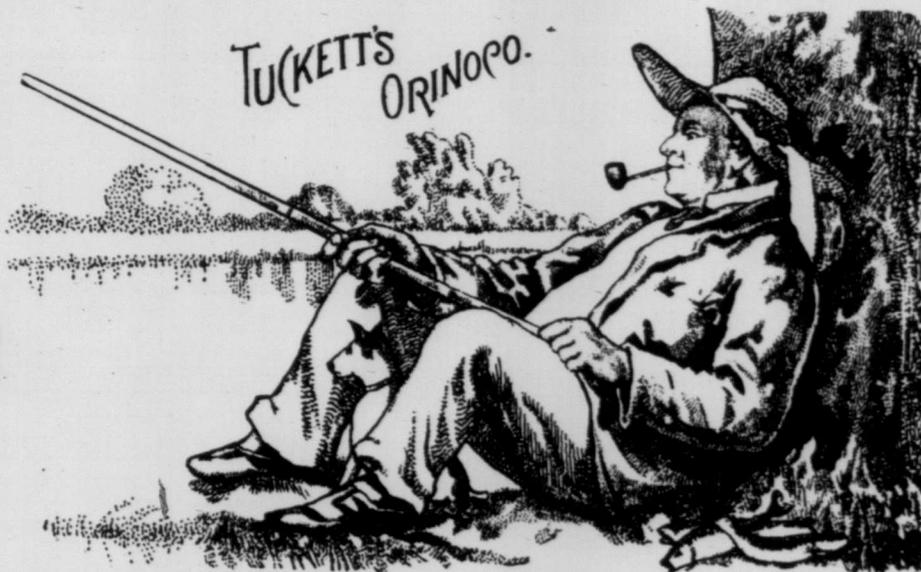
Maple Sugar
Master Mason

Chewing Tobacco
Smoking Tobacco

Rose Quesnel Smoking Tobacco

Tuckett's Orinoco Tobacco

NO BETTER
JUST
A LITTLE Milder
THAN



Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA

TUCKETT LIMITED

Hamilton,

- - - - -

Ontario

CLASSIFIED ADVERTISING

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

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

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

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

FOR SALE

FOR SALE—AN OLD ESTABLISHED GROCERY business in a flourishing city in the Maritime Provinces, doing a business of thirty thousand dollars a year, and showing a net profit of twenty-five hundred to three thousand dollars. Present owner forced to sell owing to poor health. Apply care of Box 455, Canadian Grocer, Toronto.

GROCERY BUSINESS FOR SALE IN GROWING city in New Ontario. Last year's turnover \$35,000. Stock and fixtures about \$5,000. Good chance for the right man. Apply to Box No. 457, Canadian Grocer, Toronto.

SITUATION VACANT

WANTED—WHOLESALE GROCERY TRAVELLING salesmen. None but experienced men having good connection need apply. Give particulars, age, single or married, length of experience, territory covered, salary required, etc., to Box 458, Canadian Grocer Toronto.

SITUATION WANTED

SITUATION WANTED—AS ADVERTISING or sales manager. Employed for past eight years by Toronto manufacturing firm; wide experience in selling through the wholesaler to retail grocers, and advertising to reach the consumer. Address Box 459, Canadian Grocer, Toronto.

MISCELLANEOUS

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge 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 the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 314, Stair Building, Toronto.

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

BUSINESS-GETTING TYPEWRITTEN LET-ters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for 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.

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.

MISCELLANEOUS

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

EGRY BUSINESS SYSTEMS ARE DEvised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

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

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

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

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

THE QUICK TICKET PRESS ENABLES you to produce your price tickets in any style or color you need them, perfectly printed, saving you from 50 to 500%. Prices \$3, \$6, \$10. Lists free. Adams' Patents, Bolton Road, Eastbourne, England.

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

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at \$10.00, \$15.00 and \$20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

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

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

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

The
Condensed Ad.
page
will interest you

Grocery Advertising

By Wm. Borsodi

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

PRICE \$2.00

ALL ORDERS PAYABLE
IN ADVANCE.**MacLean Publishing Co.**

143-149 University Ave., Toronto

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

COMPLE

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Attractive p
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189 Ambers

GOODS I

PAPER
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give us a
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Buyers' Guide

COMPLETE YOUR TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., Montreal.

GOODS HIGHEST QUALITY PRICES ALWAYS RIGHT
That's Our Polley.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - Montreal.

Favorite Stove Polish, polishes, shines, and leaves a lasting polish. What the housewife wants.
"Coon" Shoe Polish is another of our specialties
Uncle Sam Dressing is always found O.K. by your customers.
We guarantee the goods.
UNCLE SAM DRESSING CO.,
Lanorale, P.Q.

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

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
**Irish Grocer, Drug, Provision
and General Trades' Journal**
if you are interested in Irish trade.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.
The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the small affairs and incidents of daily life.

VOL-PEEK
Mends Holes in POTS, PANS, KETTLES &c
Mends Granite, Tin, Iron, Copper, Brass, Aluminum, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils. 25c per package postpaid, enough to mend 60 holes.
H. NAGLE & Co. Montreal
AGENTS WANTED.



DEALERS: You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

TURKISH DELIGHT!

"Sultana" Brand.
The real stuff. Absolutely delicious. Big profit and steady demand when introduced. Packed attractively. Agents write:
ORIENTAL PRODUCE CO., MONTREAL
Ontario Agents:
MacLaren Imp. Cheese Co., Ltd., Toronto.

OLYMPIA AND BEN BEY CIGARS

are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

PICKLES & CATSUP

Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

We are direct importers of Pure Olive Oil, Olives, Figs, Turkish Delight and All Oriental Products.
C. Roumbanis & Son, Limited
Head Office: Toronto

SUCHARD'S COCOA

You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

FRUIT PULPS

Bitter Oranges and Peels
F. KESSELL & CO. 7-8, The Approach
London Bridge, London, Eng.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

ENGLISH STILTON CHEESE FOR CHRISTMAS TRADE
Write
A. C. CHAPMAN
93 Durocher Street, Montreal.
The Largest Direct Importer of Stilton Cheese in the Dominion.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada



Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. **GEO. J. CLIFF, Manager**

"NO-DUST"
PUT UP IN BULK ONLY
It is a powerful disinfectant powder for sweeping purposes. Pleasant odor.
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

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

Manufacturers' Agents and Brokers' Directory

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

WESTERN PROVINCES.

ESCOTT & HARMER

Successors to W. H. ESCOTT CO.

WHOLESALE GROCERY
BROKERS, COMMISSION MERCHANTS and MANUFACTURERS' AGENTS

OFFICES:-

Winnipeg, Regina, Calgary, and Edmonton

JOHN J. GILMOR & CO.

Wholesale Manufacturers' Agents and Commission Brokers

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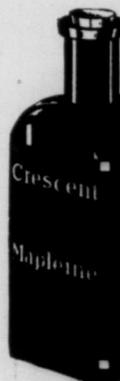
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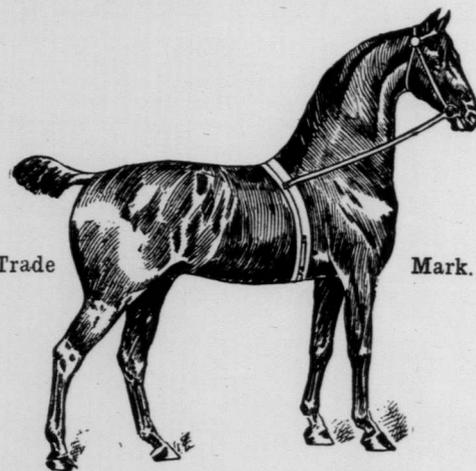
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